



## **Exhibitor Costs - Dallas FAQ's**

**We've compiled some of the most common frequently asked questions (FAQ's) geared towards your most pressing questions regarding cost effective exhibiting at The JPMA Show: Built for Baby.**

### **What are the steps taken by JPMA to ensure cost control for exhibitors?**

1. The format and pattern of the 2020 Show allows for more work to be done during straight time hours to help reduce your overhead costs
2. Texas is a right to work state which means exhibitors who are full time employees of their companies can build booths without using union labor (*see below for more information on union labor*)
3. Each year, JPMA ensures due diligence by getting multiple quotes from multiple vendors; GES will continue to be our show decorator offering the lowest cost options in Dallas, as compared to the other decorators we received proposals from

### **In what ways does JPMA and GES help and assist exhibitors with their logistics experience?**

1. JPMA and GES make informational webinars available to all exhibitors aimed at helping you understand your expenses, ways to save money and how to exhibit most cost-effectively. We highly encourage exhibitors to watch these webinars (which normally become available around the January timeframe, so stay tuned!)
2. JPMA provides a free on-line portal to all exhibitors where you can go to find important documents, resources and notifications
3. The online Exhibitor Services Kit will be available in early fall offering early bird discounted rates
4. Dedicated emails to exhibitors with important updates and announcements – tune in to JPMA Show communications and stay in the know (...and of course, you can always follow us on social media!)
5. GES has trained labor available to assist in all aspects of setup and dismantle of your booth and with movement of your equipment
6. Personal and direct access to JPMA and GES staff at any time (if you need us, call us!)



**What is drayage?**

**Freight or Material Handling (also called Drayage):**

This is the unloading of your shipment, transport to your booth, storing and returning your empty crates and cartons and reloading your shipment at the close of the show. This service is not included in the cost of your booth space. Avoid unexpected costs at show site and **pre-order this service**.

**Is union labor required?**

While full time employees of your company are permitted to build your booth in the state of Texas, it's important to know that union labor will be required for **certain aspects** of your exhibit handling.

Union exhibit labor claims jurisdiction for the installation, dismantling and cleaning of prefabricated exhibits and displays when this work is done by persons other than full time company personnel. Exhibitors handling this work themselves must be prepared to provide proof of full time employment. Labor may be employed by completion of labor forms enclosed in the service kit. If, however, you hire any labor to assist you, it should be through the Official Services Contractor. All mechanical equipment on the trade show floor must be under the care, custody and control of GES. This includes Forklifts, Scooters, Pallet Jacks, Genie Lifts, etc. as well as all other equipment mechanical in nature.

**What do costs in Dallas look like?**

<p><b>General Labor</b>  <b>Straight time</b>  Monday – Friday  8:00 AM – 4:30 PM</p> <p><b>Overtime</b>  All day Saturday and Monday – Friday  6:00AM - 8:00 AM / 4:30 PM - 11:59 PM</p> <p><b>Double Time</b>  All day Sunday and Holidays  12:00 AM - 6:00 PM</p>	<p>\$89.25 per man hour</p> <p><i>Texas is a right to work state. Full time employees can build your exhibit booth without needing to pay union labor for this service as in other states.</i></p> <p>\$134.00 per man hour</p> <p>\$178.50 per man hour</p>
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<p><b>Freight: Show-site</b>          Receipt at show-site; initial delivery to exhibit hall; removal, storage, and return of empty crates; delivery of packed crates to loading dock and loading onto outgoing common carriers</p>	<ul style="list-style-type: none"> <li>● Up to 799 sq. ft.: \$71.25</li> <li>● 800 - 1,599 sq. ft.: \$60.75</li> <li>● 1,600 sq. ft. or more: \$57.00</li> </ul> <p><i>Pricing based on 100 lbs. per with a 200 lb. minimum</i></p>
<p><b>Freight: Warehouse</b>          Receipt and storage for 30 days; initial delivery to designated area; removal, storage, and return of empty crates; delivery of packed crates to loading dock and loading onto outgoing common carriers</p>	<ul style="list-style-type: none"> <li>● Up to 799 sq. ft.: \$80.75</li> <li>● 800 - 1,599 sq. ft.: \$76.00</li> <li>● 1,600 sq. ft. or more: \$71.25</li> </ul> <p><i>Pricing based on 100 lbs. per with a 200 lb. minimum</i></p>
<p><b>On-site storage</b></p>	<p>Per skid charge: \$70.00</p>

**What are the best ways my company can save money?**

- Reduce shipping expenses and your set-up time at show site by shipping to the GES warehouse for your items to be delivered to your booth during the first move in day
- Exhibitors shipping round trip with GES logistics will receive an additional 10% off their material handling
- Pre-order material handling (drayage) services
- Reduce the number of shipments you send direct to site. The number of shipments sent to site can impact drayage fees
- Review your shipment. Make sure you are not shipping old materials or equipment that won't be used and add weight
- For larger items, encourage attendees to buy online, accept credit card payments on-site to reduce inventory or refer attendees to purchase directly from one of our 2020 Retail Partners who will have a booth and will be exhibiting at the Show