

Exhibition & Events Industry Labor Rates Survey

Event Labor and Material Handling Cost Averages in Over 40 North American Cities

Special Report Produced by



**Experiential Designers +
Producers Association**

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Introduction & Methodology

The Labor Rate Survey tracks the advance order rates charged to corporate exhibitors in major U.S. and Canadian cities. The rate sources are general service contractors, show producers and venue order forms.

The report is broken out in three sections:

- U.S. Labor Rates by City
- U.S. Labor Rate National Averages 2015 to 2017 Comparisons
- Canadian Labor Rates by City

Methodology & Data Sources: The survey data provides averages from multiple events often in the main municipal convention centers as well as large hotel event facilities. The data should not be seen as the rates changed only in the main convention centers in each city. The primary data sources are convention and exhibition Exhibitor Manuals and Rate Forms hosted on general service contractor websites. These manuals and forms have been randomly accessed with a focus on leading events held in major convention centers, although some shows held in hotel facilities have also be used.

Executive Summary

- The Labor Rate Survey tracks the advance order rates charged to corporate exhibitors in over 40 U.S. and Canadian cities at exhibitions, conventions and corporate events. The sources are Exhibitor Service Manuals and Rate Forms provided on general service contractor, show producer and venue websites.
- The 2017 Labor Rates Survey of rates charged to exhibitors at exhibitions and events has found the average hourly rate in the U.S. for General Display Labor increased by just under 1% annually over the past two years. The average hourly rate has increased from \$101.75 in 2015 to \$103.50 this year.
- The advance order, regular time hourly rate for Riggers decreased by 2% annually over the same two-year period, from \$113.70 per hour on average in 2015 to \$109.23 per hour in the new survey.
- Material handling costs for advance shipments to the official service contractor warehouse have increased by 1.6% annually over the past two years on average in the U.S. The cost of crated shipments sent directly to exhibit halls has increased by an average of 1.1% annually from 2015 to 2017.

It is important to note that the labor and material handling rate data should only be used to develop general ballpark estimates. It is common for exhibition and event labor and service rates to vary widely, even for similar types of events held in the same facilities at the same time of year. The size of the event, the move-in and move-out periods, and if shows fall over or near holiday periods can impact these rates significantly. Convention center design and functionality issues, labor union rules, and the manpower and time required to fulfill services can also impact rates and final charges to exhibitors. Additionally, the number and capacity of loading docks and freight elevators in venues, for example, can also impact rates and overall costs.

U.S. Labor Rates by City 2017

	U.S. Average	Anaheim	Atlanta	Atlantic City
General Display Labor/Hour				
Regular	\$103.50	\$121.47	\$80.41	\$103.38
Overtime	\$165.32	\$216.78	\$125.21	\$177.25
Sunday/Holiday/Other	\$201.52	\$260.87	\$160.74	\$236.50
Rigger/Hour				
Regular	\$109.23	\$139.38	\$84.09	\$118.00
Overtime	\$170.67	\$217.20	\$132.17	\$177.25
Sunday/Holiday/Other	\$196.59	\$249.03	\$168.06	\$236.50
Electrician/Hour				
Regular	\$98.22	\$137.13	\$75.00	\$107.00
Overtime	\$173.47	\$240.25	\$75.00	\$215.00
Sunday/Holiday/Other	\$185.89	\$240.25	\$75.00	\$215.00
Plumber/Hour				
Regular	\$96.95	\$133.13	\$75.00	\$85.00
Overtime	\$175.32	\$230.75	\$75.00	\$170.00
Sunday/Holiday/Other	\$190.08	\$230.75	\$75.00	\$170.00
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$186.13	\$175.26	\$334.88
Overtime	\$294.78	\$253.88	\$222.68	\$482.75
Sunday/Holiday/Other	\$333.07	\$279.72	\$258.03	\$633.13
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$118.42	\$70.09	\$108.00
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$120.58	\$64.34	\$89.63
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$156.72	\$83.41	\$123.50
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$176.05	\$95.06	\$134.13

	U.S. Average	Austin	Baltimore	Boston
General Display Labor/Hour				
Regular	\$103.50	\$85.00	\$88.48	\$136.58
Overtime	\$165.32	\$127.50	\$133.05	\$210.12
Sunday/Holiday/Other	\$201.52	\$127.50	\$175.97	\$260.24
Rigger/Hour				
Regular	\$109.23	\$84.00	\$92.21	\$118.88
Overtime	\$170.67	\$126.00	\$138.88	\$177.50
Sunday/Holiday/Other	\$196.59	\$126.00	\$160.04	\$221.50
Electrician/Hour				
Regular	\$98.22	\$50.00	\$90.00	\$70.00
Overtime	\$173.47	\$65.00	\$135.00	\$105.00
Sunday/Holiday/Other	\$185.89	\$65.00	\$163.75	\$105.00
Plumber/Hour				
Regular	\$96.95	na	\$90.00	\$70.00
Overtime	\$175.32	na	\$135.00	\$105.00
Sunday/Holiday/Other	\$190.08	na	\$250.00	\$105.00
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$125.00	\$250.25	\$370.38
Overtime	\$294.78	\$167.75	\$318.53	\$522.99
Sunday/Holiday/Other	\$333.07	\$167.75	\$337.42	\$637.93
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$78.00	\$126.46	\$142.43
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$74.00	\$127.46	\$139.49
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$96.25	\$154.14	\$186.32
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$111.00	\$175.37	\$206.59

	U.S. Average	Charlotte	Chicago	Cincinnati
General Display Labor/Hour				
Regular	\$103.50	\$91.13	\$121.08	\$99.50
Overtime	\$165.32	\$136.75	\$182.65	\$149.50
Sunday/Holiday/Other	\$201.52	\$182.25	\$227.91	\$199.00
Rigger/Hour				
Regular	\$109.23	\$96.00	\$122.42	na
Overtime	\$170.67	\$144.00	\$184.40	na
Sunday/Holiday/Other	\$196.59	\$192.00	\$243.31	na
Electrician/Hour				
Regular	\$98.22	na	\$102.54	na
Overtime	\$173.47	na	\$149.86	na
Sunday/Holiday/Other	\$185.89	na	\$198.02	na
Plumber/Hour				
Regular	\$96.95	na	\$100.88	na
Overtime	\$175.32	na	\$148.01	na
Sunday/Holiday/Other	\$190.08	na	\$195.27	na
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$159.50	\$293.46	\$168.50
Overtime	\$294.78	\$206.50	\$423.49	\$218.50
Sunday/Holiday/Other	\$333.07	\$253.50	\$551.49	\$268.00
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$80.88	\$110.76	\$87.25
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$82.63	\$100.84	\$80.25
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$107.63	\$127.80	\$104.50
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$124.00	\$148.07	\$120.50

	U.S. Average	Cleveland	Dallas	Denver
General Display Labor/Hour				
Regular	\$103.50	\$75.75	\$85.75	\$89.72
Overtime	\$165.32	\$113.75	\$128.75	\$140.42
Sunday/Holiday/Other	\$201.52	\$151.50	\$171.50	\$171.58
Rigger/Hour				
Regular	\$109.23	na	\$86.00	\$91.14
Overtime	\$170.67	na	\$130.25	\$143.94
Sunday/Holiday/Other	\$196.59	na	\$173.75	\$167.32
Electrician/Hour				
Regular	\$98.22	na	\$60.00	\$75.00
Overtime	\$173.47	na	\$120.00	na
Sunday/Holiday/Other	\$185.89	na	\$120.00	na
Plumber/Hour				
Regular	\$96.95	na	\$60.00	\$75.00
Overtime	\$175.32	na	\$120.00	na
Sunday/Holiday/Other	\$190.08	na	\$120.00	na
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$138.50	\$138.50	\$171.48
Overtime	\$294.78	\$207.75	\$193.25	\$224.43
Sunday/Holiday/Other	\$333.07	\$277.00	\$235.00	\$224.43
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$152.00	\$68.88	\$81.08
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$144.00	\$65.38	\$75.36
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$180.00	\$90.76	\$105.01
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$216.00	\$100.93	\$115.34

	U.S. Average	Detroit	Honolulu	Houston
General Display Labor/Hour				
Regular	\$103.50	\$88.38	\$129.25	\$89.50
Overtime	\$165.32	\$134.60	\$232.50	\$134.25
Sunday/Holiday/Other	\$201.52	\$163.38	\$297.50	\$179.00
Rigger/Hour				
Regular	\$109.23	\$88.25	\$153.50	\$89.50
Overtime	\$170.67	\$136.95	\$230.25	\$134.25
Sunday/Holiday/Other	\$196.59	\$163.50	\$276.25	\$179.00
Electrician/Hour				
Regular	\$98.22	na	\$100.50	\$70.00
Overtime	\$173.47	na	\$201.00	\$140.00
Sunday/Holiday/Other	\$185.89	na	\$201.00	\$140.00
Plumber/Hour				
Regular	\$96.95	na	na	na
Overtime	\$175.32	na	na	na
Sunday/Holiday/Other	\$190.08	na	na	na
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$277.45	\$189.00	\$130.50
Overtime	\$294.78	\$374.85	\$251.75	\$174.50
Sunday/Holiday/Other	\$333.07	\$427.95	\$289.25	\$174.50
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$72.00	\$304.00	\$77.25
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$59.00	\$190.00	\$75.00
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$76.00	\$190.00	\$97.50
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$76.00	\$190.00	\$112.50

	U.S. Average	Indianapolis	Las Vegas	Long Beach
General Display Labor/Hour				
Regular	\$103.50	\$81.83	\$96.80	\$109.13
Overtime	\$165.32	\$137.00	\$161.71	\$193.13
Sunday/Holiday/Other	\$201.52	\$152.33	\$161.71	\$224.50
Rigger/Hour				
Regular	\$109.23	\$85.00	\$82.72	\$166.63
Overtime	\$170.67	\$170.00	\$134.42	\$226.38
Sunday/Holiday/Other	\$196.59	\$170.00	\$134.42	\$265.13
Electrician/Hour				
Regular	\$98.22	na	\$107.13	\$117.63
Overtime	\$173.47	na	\$210.13	\$235.25
Sunday/Holiday/Other	\$185.89	na	\$210.13	\$235.25
Plumber/Hour				
Regular	\$96.95	na	\$100.25	\$111.13
Overtime	\$175.32	na	\$196.38	\$222.25
Sunday/Holiday/Other	\$190.08	na	\$196.38	\$222.25
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$163.50	\$190.25	\$164.13
Overtime	\$294.78	\$217.33	\$283.87	\$219.13
Sunday/Holiday/Other	\$333.07	\$232.67	\$283.87	\$238.13
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$100.58	\$69.33	\$80.63
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$122.13	\$62.87	\$73.25
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$157.88	\$80.63	\$88.50
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$180.00	\$90.13	\$112.53

	U.S. Average	Los Angeles	Louisville	Miami
General Display Labor/Hour				
Regular	\$103.50	\$142.63	\$67.00	\$104.25
Overtime	\$165.32	\$256.38	\$117.50	\$184.00
Sunday/Holiday/Other	\$201.52	\$327.50	\$134.00	\$208.50
Rigger/Hour				
Regular	\$109.23	\$169.50	\$68.00	\$111.50
Overtime	\$170.67	\$254.00	\$136.00	\$223.00
Sunday/Holiday/Other	\$196.59	\$304.88	\$136.00	\$223.00
Electrician/Hour				
Regular	\$98.22	\$147.38	\$70.00	\$80.00
Overtime	\$173.47	\$294.50	\$115.00	\$160.00
Sunday/Holiday/Other	\$185.89	\$294.50	\$140.00	\$160.00
Plumber/Hour				
Regular	\$96.95	\$133.25	\$70.00	\$69.00
Overtime	\$175.32	\$266.50	\$105.00	\$138.00
Sunday/Holiday/Other	\$190.08	\$266.50	\$105.00	\$138.00
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$205.63	\$202.00	\$225.00
Overtime	\$294.78	\$273.38	\$270.00	\$336.50
Sunday/Holiday/Other	\$333.07	\$314.50	\$270.00	\$336.50
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$106.25	\$66.50	\$102.00
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$111.63	\$63.75	\$96.50
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$145.25	\$75.50	\$125.50
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$167.50	\$75.50	\$144.75

	U.S. Average	Minneapolis	Nashville	New Orleans
General Display Labor/Hour				
Regular	\$103.50	\$95.50	\$95.00	\$99.25
Overtime	\$165.32	\$143.25	\$142.50	\$149.00
Sunday/Holiday/Other	\$201.52	\$191.00	\$190.00	\$198.50
Rigger/Hour				
Regular	\$109.23	\$143.75	na	\$89.25
Overtime	\$170.67	\$201.25	na	\$133.88
Sunday/Holiday/Other	\$196.59	\$201.25	na	\$133.88
Electrician/Hour				
Regular	\$98.22	\$118.00	\$70.00	\$80.00
Overtime	\$173.47	\$177.00	\$100.00	\$120.00
Sunday/Holiday/Other	\$185.89	\$236.00	\$100.00	\$160.00
Plumber/Hour				
Regular	\$96.95	\$120.00	na	\$80.00
Overtime	\$175.32	\$180.00	na	\$120.00
Sunday/Holiday/Other	\$190.08	\$240.00	na	\$160.00
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$274.50	\$164.00	\$164.38
Overtime	\$294.78	\$354.75	\$211.50	\$208.88
Sunday/Holiday/Other	\$333.07	\$354.75	\$259.00	\$208.88
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$147.38	\$74.50	\$81.63
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$128.88	\$68.63	\$78.75
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$168.63	\$89.38	\$102.38
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$193.25	\$103.00	\$118.13

	U.S. Average	New York	Orlando	Philadelphia
General Display Labor/Hour				
Regular	\$103.50	\$197.20	\$70.38	\$141.88
Overtime	\$165.32	\$263.73	\$110.67	\$209.65
Sunday/Holiday/Other	\$201.52	\$318.55	\$141.28	\$279.27
Rigger/Hour				
Regular	\$109.23	na	\$83.38	\$146.50
Overtime	\$170.67	na	\$124.88	\$214.58
Sunday/Holiday/Other	\$196.59	na	\$124.88	\$285.60
Electrician/Hour				
Regular	\$98.22	\$140.80	\$75.00	\$116.03
Overtime	\$173.47	\$184.50	na	\$172.63
Sunday/Holiday/Other	\$185.89	\$184.50	na	\$229.23
Plumber/Hour				
Regular	\$96.95	\$119.00	na	\$140.60
Overtime	\$175.32	\$231.00	na	\$210.90
Sunday/Holiday/Other	\$190.08	\$231.00	na	\$281.20
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$465.75	\$180.26	\$491.80
Overtime	\$294.78	\$660.25	\$225.48	\$688.49
Sunday/Holiday/Other	\$333.07	\$901.50	\$238.89	\$843.81
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$168.75	\$70.47	\$158.08
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$121.50	\$67.57	\$134.03
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$158.00	\$94.65	\$177.41
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$182.25	\$94.39	\$197.21

	U.S. Average	Phoenix	Pittsburgh	Reno
General Display Labor/Hour				
Regular	\$103.50	\$106.50	\$112.33	\$80.00
Overtime	\$165.32	\$159.75	\$168.25	\$129.00
Sunday/Holiday/Other	\$201.52	\$213.00	\$224.29	\$129.00
Rigger/Hour				
Regular	\$109.23	\$106.50	\$113.00	\$80.00
Overtime	\$170.67	\$159.75	\$169.00	\$129.00
Sunday/Holiday/Other	\$196.59	\$213.00	\$225.25	\$129.00
Electrician/Hour				
Regular	\$98.22	\$92.40	\$91.83	\$112.75
Overtime	\$173.47	\$138.60	\$134.67	\$225.50
Sunday/Holiday/Other	\$185.89	\$184.80	\$175.67	\$225.50
Plumber/Hour				
Regular	\$96.95	na	\$68.75	na
Overtime	\$175.32	na	\$98.00	na
Sunday/Holiday/Other	\$190.08	na	\$119.75	na
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$203.25	\$276.82	\$155.50
Overtime	\$294.78	\$256.50	\$337.13	\$244.13
Sunday/Holiday/Other	\$333.07	\$256.50	\$397.25	\$244.13
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$86.50	\$139.38	\$65.25
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$81.75	\$148.96	\$60.38
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$106.50	\$189.54	\$78.50
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$122.75	\$207.08	\$90.63

	U.S. Average	Salt Lake City	San Antonio	San Diego
General Display Labor/Hour				
Regular	\$103.50	\$74.00	\$81.50	\$116.47
Overtime	\$165.32	\$124.50	\$122.25	\$206.63
Sunday/Holiday/Other	\$201.52	\$124.50	\$122.25	\$257.55
Rigger/Hour				
Regular	\$109.23	\$71.13	\$81.00	\$144.21
Overtime	\$170.67	\$119.00	\$121.50	\$218.29
Sunday/Holiday/Other	\$196.59	\$119.00	\$121.50	\$264.88
Electrician/Hour				
Regular	\$98.22	\$108.50	\$81.00	\$129.59
Overtime	\$173.47	\$213.38	\$162.00	\$259.18
Sunday/Holiday/Other	\$185.89	\$213.38	\$162.00	\$259.18
Plumber/Hour				
Regular	\$96.95	\$62.50	\$89.00	\$119.63
Overtime	\$175.32	na	\$182.00	\$239.25
Sunday/Holiday/Other	\$190.08	na	\$182.00	\$239.25
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$136.38	\$122.00	\$187.41
Overtime	\$294.78	\$210.13	\$162.50	\$263.83
Sunday/Holiday/Other	\$333.07	\$210.13	\$162.50	\$304.68
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$65.50	\$73.00	\$97.18
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$60.75	\$70.00	\$94.52
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$77.00	\$91.00	\$120.12
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$91.13	\$105.00	\$142.59

	U.S. Average	San Francisco	San Jose	Seattle
General Display Labor/Hour				
Regular	\$103.50	\$121.90	\$133.00	\$119.83
Overtime	\$165.32	\$211.92	\$233.00	\$213.50
Sunday/Holiday/Other	\$201.52	\$211.92	\$233.00	\$213.50
Rigger/Hour				
Regular	\$109.23	\$125.00	\$149.50	\$129.83
Overtime	\$170.67	\$216.32	\$268.75	\$203.50
Sunday/Holiday/Other	\$196.59	\$216.32	\$268.75	\$203.50
Electrician/Hour				
Regular	\$98.22	\$133.20	\$147.88	\$105.00
Overtime	\$173.47	\$266.30	\$295.75	\$157.50
Sunday/Holiday/Other	\$185.89	\$266.30	\$295.75	\$157.50
Plumber/Hour				
Regular	\$96.95	\$128.29	\$135.25	\$105.00
Overtime	\$175.32	\$256.53	\$270.50	\$157.50
Sunday/Holiday/Other	\$190.08	\$256.53	\$270.50	\$157.50
Forklift-Operator/Lowest/Hour				
Regular	\$215.55	\$180.44	\$220.50	\$185.50
Overtime	\$294.78	\$259.60	\$339.75	\$251.50
Sunday/Holiday/Other	\$333.07	\$259.60	\$339.75	\$251.50
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$121.32	\$115.63	\$108.67
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$131.20	\$135.25	\$110.17
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$165.34	\$175.75	\$141.42
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$195.65	\$202.88	\$165.33

	U.S. Average	St. Louis	Washington, DC
General Display Labor/Hour			
Regular	\$103.50	\$104.88	\$96.17
Overtime	\$165.32	\$157.38	\$144.42
Sunday/Holiday/Other	\$201.52	\$209.75	\$226.33
Rigger/Hour			
Regular	\$109.23	\$108.75	\$95.38
Overtime	\$170.67	\$163.13	\$143.25
Sunday/Holiday/Other	\$196.59	\$163.13	\$224.50
Electrician/Hour			
Regular	\$98.22	\$81.00	\$99.00
Overtime	\$173.47	\$121.50	\$188.00
Sunday/Holiday/Other	\$185.89	\$162.00	\$188.00
Plumber/Hour			
Regular	\$96.95	\$81.00	\$99.00
Overtime	\$175.32	\$162.00	\$188.00
Sunday/Holiday/Other	\$190.08	\$162.00	\$188.00
Forklift-Operator/Lowest/Hour			
Regular	\$215.55	\$220.00	\$303.25
Overtime	\$294.78	\$330.00	\$353.38
Sunday/Holiday/Other	\$333.07	\$330.00	\$403.13
Material Handling			
Advance Shipments to Official Service Contractor Per CWT	\$106.21	\$118.25	\$141.63
Direct Crated Shipments to Exhibit Hall CWT	\$99.00	\$101.88	\$149.58
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$126.07	\$132.50	\$169.63
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$142.54	\$152.75	\$180.63

2015 & 2017 U.S. National Average Comparison

	U.S. Average	2015	2017	2-Yr Compound Annual Growth Rate
General Display Labor/Hour (Regular Time)		\$101.75	\$103.50	+0.9%
Rigger/Hour (Regular Time)		\$113.70	\$109.23	-2.0%
Electrician/Hour (Regular Time)		\$95.74	\$98.22	+1.3%
Forklift with Operator/Lowest Weight Range/Hour (Regular Time)		\$252.56	\$215.55	-7.6%
Drayage Per CWT: Advance Shipments to Official Service Contractor Warehouse		\$102.88	\$106.21	+1.6%
Drayage Per CWT: Direct Crated Shipments to Exhibit Hall		\$96.96	\$99.00	+1.1%
Drayage Per CWT: Direct Crated Shipments to Exhibit Hall Requiring Special Handling		\$132.00	\$126.07	-2.3%

Canadian Labor Rates 2015

	Montreal	Toronto	Vancouver	Canadian Ave.
General Display Labor/Hour				
Regular	\$114.00	\$108.65	\$89.50	\$104.05
Overtime	\$153.00	\$163.49	\$127.25	\$147.91
Sunday/Holiday/Other	\$195.50	\$214.73	\$165.00	\$191.74
Electrician/Hour				
Regular	na	na	\$96.00	\$96.00
Overtime	na	na	\$128.00	\$128.00
Sunday/Holiday/Other	na	na	\$128.00	\$128.00
Forklift-Operator/Lowest/Hour				
Regular	na	\$237.59	\$148.00	\$192.80
Overtime	na	\$283.81	\$222.00	\$252.91
Sunday/Holiday/Other	na	\$337.10	\$296.00	\$316.55
Material Handling				
Advance Shipments to Official Service Contractor Per CWT	\$86.00	\$90.00	\$94.00	\$90.00
Direct Crated Shipments to Exhibit Hall CWT	\$82.00	\$80.00	\$73.00	\$78.33
Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT	\$97.00	\$104.00	\$110.50	\$103.83
Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT	\$97.00	\$120.00	\$110.50	\$109.17

Important Information About the Study

It is important to note that the rate data should only be used to develop general ballpark estimates. It is common for convention, exhibition and event labor and service rates to vary widely, even for similar types of events held in the same facilities at the same time of year. The size of the event, the move-in and move-out periods, and if shows fall over or near holiday periods can impact these rates significantly. Convention center design and functionality issues, labor union rules, and the manpower and time required to fulfill services can also impact rates and final charges to exhibitors. Additionally, the number and capacity of loading docks and freight elevators in venues, for example, can also impact rates and overall costs.

The information contained in this report was collected from sources we believe to be authoritative and reliable. However, we do not and cannot guarantee the accuracy or completeness of any such information. The estimates in this report are made in accordance with our professional judgment based upon available information. We do not guarantee that our assumptions are correct or that actual results will meet our estimates and projections.



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