

## **Union Rules Affecting ICAS Exhibitors In Las Vegas**

Union labor in the ICAS exhibit hall is an issue that often catches some of our exhibitors by surprise. We feel it is important to continue to remind you of the role of union labor in the exhibit hall so that you can prepare for your time in Las Vegas with a thorough understanding of these work rules and regulations.

The Las Vegas Show Site Work Rules are contained in your Service Kit; you are all encouraged to read these carefully.

In general, you should know that these work rules are not subject to negotiation by ICAS or any of the other organizations that conduct trade shows in Las Vegas. These are rules established by collective bargaining and, in some cases, legislation. As difficult and cumbersome as they can sometimes be, we are obligated to work by the established rules in each state.

In Las Vegas, as in most major cities, the union has jurisdiction for all material handling within the boundaries of the trade show hall facility. That means that, in many circumstances, union labor will be required for certain aspects of your exhibit handling, such as unloading your vehicle and installation of your exhibit. It further means that there will, most likely, be charges imposed upon you for those services.

The Work Rules point out that exhibitors may carry a “reasonable amount” of materials to their booth – provided they do not use any material handling conveyance, such as a handcart. “Reasonable amount” is considered to be a couple of trips with a pop-up exhibit or few cartons. Anything more than a couple of trips or larger display items must be handled by union representatives to avoid liability issues and possible violations to their contract.

Note that, if you wish to carry your display items through the hotel, rather than the loading dock, and can do so in several trips or with several of your booth staff, you may, provided such items are of a reasonable and “carryable” size. Hotel bellmen are not allowed on the exhibit floor, but may roll your items to the entry door.

Exhibitors who do not have large display materials, but more than a “reasonable amount,” should take advantage of the Caddie Service offered by GES as outlined in the Service Kit. This flat-fee option avoids exorbitant handling fees as well as backaches – and gets your materials to and from your booth safely and expeditiously.

If you have concerns or questions about your display materials and how union rules will affect your move-in and move-out, you are encouraged to call GES at the numbers provided in your service kit.