

# The TSEA Exhibitors' Bill of Rights

The **exhibitor** is the primary consumer of other stakeholders in the exhibition industry (i.e., show organizers; destinations; general contractors; exhibitor appointed contractors; housing companies; convention centers; etc.) As such, exhibitors are entitled to:

**THE RIGHT** to be educated and trained in their profession and to connect with other members in their industry.

**THE RIGHT** to proper inspection of previous show results before committing to a future show (no more than one year prior to the event.)

**THE RIGHT** to have exhibition management provide prospective exhibitors with independent, 3rd party audited attendance data regarding demographic information from past shows.

**THE RIGHT** to fair pricing and policies for convention housing and deposits.

**THE RIGHT** to the majority of exhibition hours scheduled to avoid conflict with other programs.

**THE RIGHT** to be charged fairly for drayage. Drayage costs should be based on actual costs of services provided, with reasonable profit margins. In addition:

- ◆ The official contractor should provide qualified labor that is trained in handling exhibit properties and delicate products.
- ◆ Inbound drayage charges should be based on actual weight of the shipment(s) which the carrier is responsible for providing.
- ◆ Outbound drayage charges should be adjusted to reflect items consumed during the show (i.e., literature, giveaways), providing the shipper turns in a corrected bill of lading to show the reduced actual weight.

**THE RIGHT** to use contractors, other than those selected by exposition management, for installation and dismantle labor and other services.

**THE RIGHT** to receive a copy of the union rules and regulations for the contracted venue.

**THE RIGHT** to space allocation policies that embody a reasonable priority system consistent from year-to-year, fair to all exhibitors, and which imposes no undue hardship on potential space buyers.

**THE RIGHT** to express their needs to exposition management by establishing one of the following:

- ◆ An exhibitors' committee composed of representatives from both large and small exhibitors;
- ◆ An exhibitors' meeting during the show;
- ◆ An exhibitor representation on the governing body of the exposition.

**There has never been a better time to join the  
Trade Show Exhibitors Association.**

**Visit [www.tsea.org](http://www.tsea.org) or call +1 312 842 TSEA (8732).**