



**Discount Deadline:**  
**April 8, 2024**

To assist you in planning your participation in this convention, we're certain you will appreciate knowing in advance that union labor may be required for certain aspects of your exhibit handling. To help you understand the jurisdictions the various unions have in Nashville, we ask that you read the following:

## MATERIAL HANDLING

Exhibitors may deliver their own materials into the exhibit facilities; however, the use or rental of The Expo Group dollies, flat trucks or other mechanical equipment is not permitted. The Expo Group will control access to the loading docks in order to provide for safe and orderly move-in and move out.

Charges for The Expo Group's help are shown on the enclosed Material Handling Service and Rates Form.

## WORKING WITH THE UNION IN TENNESSEE

To assist you in preparing for your show in Nashville, we would like to share with you some information regarding the jurisdiction that the various unions have here. Currently we have an agreement with Stagehand Local Union to provide labor for display erection and dismantling. Full time employees of exhibiting companies or their representatives, may set their own displays, without assistance from the Local. However, should assistance be necessary beyond that provided by those employees, then labor must be provided by the Local. Labor can be ordered at a discount in advance by using the Display Labor Form and ordering by the discount deadline date, or at show site from The Expo Group service desk.

## TIPPING

The Expo Group requests that exhibitors do not tip our employees, as they are paid an excellent wage denoting a professional status. This applies to all The Expo Group employees. Any request for such should be brought to the attention of a The Expo Group representative at The Expo Group Service Desk or correspondence may be directed to the General Manager at The Expo Group office address.