

Riding the Wave of the Future

IFES 2005 Country's Survey

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IFES – International Federation of Exhibition and Event Services

- n Sharing Knowledge
- n Global Networking
- n Global Cooperation
- n Global Experience
- n Local Relationship
- n International Communication





IFES 2005 AGM SURVEY

Snapshot of your country`s
exhibition sector characteristics:

1. Association Information
2. Exhibition Industry Information
3. Rules and Regulations
4. Exhibition Service Sector Information

10 countries out of 14 answered the questionnaire:

Austria
Belgium
Denmark
France
Germany
Holland
Lithuania
Portugal
Spain
USA



1) Association Information

Country	Austria	Belgium	Denmark	France	Germany	Holland	Lithuania	Portugal	Spain	USA
Name	I.M.Austria	EXPOBEL	MesseTeam	FFMEE	FAMAB	ESAH	LIPSTA	APECS	AIMFE	EDPA
Founded	1989	1988	1987	1936	1963	1992	2002	1989	1984	1963
Depth										
Standbuild	22%	50%	75%	100%	45%	40%	90%	95%	60%	40%
Marketshare	70%				60%	75%				
Architects					15%					
Event	incl.	12%	0%	20%	40%	0%	10%	2%	20%	9%
Marketshare					50%					
Catering					20%					
Rentals		20%			25%					
other		18%			10%					

2a) Exhibition industry information

**n a) List three main fair facilities
(visitors + sq meters):**

n -

n -

**n a1) Indicate average sq meters cost
for each of these facilities:**

n -

n -

2a) Exhibition industry information

Percentage of exhibits for a typical trade fair show

Country	Austria	Belgium	Denmark	France	Germany	Holland	Lithuania	Portugal	Spain	USA
Name	I.M.- Austria	EXPOBEL	Messe- Team	FFMEE	FAMAB	ESAH	LIPSTA	APECS	AIMFE	EDPA
					estimate	n/a				
Portables	15%	incl.	10%	30%	10%		10%	5%	5%	35%
Systems	80%	40%	40%	50%	50%		80%	35%	50%	37%
Custom	5%	60%	50%	20%	40%		10%	60%	45%	28%

2b) Exhibition industry information

**n b) List three main exhibition centres
(visitors + sq meters) :**

n -

n -

**n b1) Indicate average sq meters cost
for each of these facilities:**

n -

n -

2b) Exhibition industry information

Percentage of types of exhibits for a typical exhibition

Country	Austria	Belgium	Denmark	France	Germany	Holland	Lithuania	Portugal	Spain	USA
Name	I.M.- Austria	EXPOBEL	Messe- Team	FFMEE	FAMAB	ESAH	LIPSTA	APECS	AIMFE	EDPA
					estimate	n/a				
Portables	20%	n/a	10%	20%	30%	n/a	10%	40%	10%	25%
Systems	75%	n/a	40%	40%	55%	n/a	80%	50%	50%	35%
Custom	5%	n/a	50%	40%	15%	n/a	10%	10%	40%	40%

2c) Exhibition industry information

- n c) List three main hotel complexes (visitors + sq meters):**
 - .. -
 - .. -
- n c1) Indicate average sq meters cost for each of these facilities:**
 - .. -
 - .. -
- n c2) for a typical show what percentage of exhibits use:**
 - .. portable exhibits
 - .. system exhibits
 - .. custom fabrication
- n d) List top three shows per exposition centres above:**
 - .. fairs:
 - .. exhibition centre:
 - .. hotels

2e) Exhibition industry information

e) Which industry sectors organize the most shows in you country (list three):

Country	Austria	Belgium	Denmark	France	Germany	Holland	Lithuania	Portugal	Spain	USA
Name	I.M.- Austria	EXPOBEL	Messe- Team	FFMEE	FAMAB	ESAH	LIPSTA	APECS	AIMFE	EDPA

1	Tourism	Building	Manufact	Building	IT	Gastro	IT	Medical	Tourism	Medical
2	Gastro	Antiques	Agricult	Textile	Medical	Building	Cars	Food	Food	Electronics
3		Food	Tourism	Home	Engineer	Logisitic	Building	Tourism	Building	Cars
			Gastro			Agricult				

2f) *Exhibition industry information*

f) Are the number of trade fairs in your country increasing or decreasing?

Country	Austria	Belgium	Denmark	France	Germany	Holland	Lithuania	Portugal	Spain	USA
Name	I.M.- Austria	EXPOBEL	Messe- Team	FFMEE	FAMAB	ESAH	LIPSTA	APECS	AIMFE	EDPA
Number	plus	steady	?	less	plus	plus 10	steady	less	plus 5	plus 5

3) Centre rules and regulations

- § a) Is it possible to hang signs in your exhibition centres?**
- § b) Are there labour restrictions regarding working hours?
What are those requirements?**
- § c) Are there specific requirements regarding
waste management?
If yes, please mention main principles.**

4) Exhibition service sector information

- n a) What is the average pay per hour for:**
 - .. Expo worker
 - .. Electrician
 - .. Fork lift driver

- n b) What is the average hourly rate charged to clients for**
 - .. project managers
 - .. designers

- n c) Average rental cost (excluding space rental costs) for:**
 - .. construction of 9m² Stand (no portables): EUR
 - .. 9m² carpet: EUR
 - .. 1 Table/ 4 chairs: EUR:
 - .. 1m x 2m graphic panel with photo print

- n d) Would you say that exhibitors are spending more or less than in 2004?**

- n e) What percentage of labour workers are from inside/outside your country?**

4a +b) Exhibition service sector information

a+b) What is the average pay per hour/hourly rate charged for:

Country	Austria	Belgium	Denmark	France	Germany	Holland	Lithuania	Portugal	Spain	USA
Name	I.M.- Austria	EXPOBEL	Messe- Team	FFMEE	FAMAB	ESAH	LIPSTA	APECS	AIMFE	EDPA
	€	€	€	€	€	€	€	€	€	\$
ExpoWorker	7 to 50.-	30.-	50.-	55.-	40.-	45.-	3,6	15.-	12.-	65.-
Electrician	19 to 31.-	35.-	50.-	55.-	45.-	40.-	3	20.-	15.-	75.-
ForkliftDriver	25 to 51.-	35.-	50.-	..	Schenker	75.-	3,6	75.-	12.-	69.-
ProjectMan	n/a	?	60.-	90.-	90.-	90.-	35.-	n/a	30.-	72.-
Designer	n/a	?	70.-	75.-	75.-	125.-	58.-	n/a	45.-	75.-

4 c) Exhibition service sector information

c) Average rental cost for construction of a 9m² stand:

Country	Austria	Belgium	Denmark	France	Germany	Holland	Lithuania	Portugal	Spain	USA
Name	I.M.- Austria	EXPOBEL	Messe- Team	FFMEE	FAMAB	ESAH	LIPSTA	APECS	AIMFE	EDPA
all in EURO										
9m ² stand	210,00		1.500,00	4.500,00	1.500,00	1.000,00	160,00	1.000,00	600,00	1.130,00
9m ² carpet	100,00		100,00		90,00	45,00	32,00	45,00	90,00	565,00
furniture	550,00		100,00	250,00	250,00	100,00	58,00		200,00	490,00
1x2 graphic	210,00		125,00	150,00	170,00	220,00	70,00	90,00	180,00	1.005,00

or less

4 d) Exhibition service sector information

d) Will exhibitors spend more or less than in 2004?

Country	Austria	Belgium	Denmark	France	Germany	Holland	Lithuania	Portugal	Spain	USA
Name	I.M.- Austria	EXPOBEL	Messe- Team	FFMEE	FAMAB	ESAH	LIPSTA	APECS	AIMFE	EDPA
all in EURO spending	same	less	less	less	same	same	more	less	same	plus15

4 e) Exhibition service sector information

e) Percentage of labour workers from in/outside your country?

Country	Austria	Belgium	Denmark	France	Germany	Holland	Lithuania	Portugal	Spain	USA
Name	I.M.- Austria	EXPOBEL	Messe- Team	FFMEE	FAMAB	ESAH	LIPSTA	APECS	AIMFE	EDPA
foreigners	80%	25%	10%		?	?	0%	20%	30%	0%
countrymen			90%				100%	80%	70%	100%

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*Please do assist us
for a clearer vision for the future!*

Bruno Meißner
for the Marketing Committee of IFES