

**Hassle-Free!**

**World's Greatest Hobby on Tour**

# Exhibitor Shipping Program



Dear Exhibitor,

We have given a lot of thought to our shipping program. We want to keep it as a true **hassle free full service alternative** for exhibitors. We also want to provide the program at the lowest possible cost. In trying to balance these priorities, we have discovered that the shipping program costs were subsidizing exhibitors who do not ship with us but have deliveries arrive via truck which we receive. In order to properly distribute costs where they should be we are instituting the following fees for exhibitors who do **not** use our shipping program:

- \$100 per skid or crate (\$500 maximum per exhibitor) that is delivered to the loading dock on Thursday, in the event that we are required to receive it. Exhibitors can have materials delivered to the loading dock on Friday at no charge as long as you, the exhibitor, are there to receive it without any show staff involvement.
- \$100 per skid or crate (\$500 maximum per exhibitor) that we are required to load out on Sunday night. There is no charge if you, the exhibitor, are there to meet your trucking company and load on your shipping company's truck.
- \$250 per skid or crate (\$1000 maximum per exhibitor) that we are required to ship out on Monday following the show. The reason for the high charge is because we do not have the hall rented past midnight on Sunday night, so we will incur additional rental charges to store the material Sunday night. We also do not normally have staff remaining in town on Monday, so we must have a person dedicated to this work on Monday.

We are not implementing these changes to be difficult or greedy but to insure that the customers who use our shipping program are not subsidizing those who do not use our shipping program. We want to only hire the labor and equipment needed for those who ship with us, so we can provide the most attractive shipping cost. These truck drayage fees will not impact 99% of our exhibitors, since most handle all their own goods or use our shipping program.

For those who are shipping with us, we will have the same full service program. We are basing your cost on what percentage of the truck you occupy, since we have a fixed cost to the truck. The cost of the truck including having it arrive precisely Thursday morning, leave precisely Sunday night, equipment for loading (i.e. pallet jacks, dock plates), and labor to do the work is estimated (fuel is still variable) at \$38,000 per truck for the 2.5 month rental, fuel, driver, etc. Since the truck generally holds 400 sq ft. 1% of the truck costs \$380 and is 4 sq ft. We will bill the shipping in 5 payments one for each show at \$76 per show per 1% of the truck. **Comparing with 2011 this represent a decrease in the per show shipping cost of 22%!**

Participants in our shipping program get complete booth to booth service. **We will receive any resupply materials for you at no additional charge.** You may start the service by sending your material to either the Indianapolis show or our warehouse in Carol Stream, IL. Because of the nature of pricing an entire truck, **we are limited on the number exhibitors we can accommodate, we will accept exhibitors based on the order we receive the shipping form** shown on the reverse side of this paper.

This shipping only includes the WGH on Tour shows. We will poll the shipping exhibitors to see if there are a sufficient number who would like material sent to and from Amherst. We anticipate the additional charge for that to be about \$9000 in trucking costs, so we will need to see how many exhibitors desire that service to determine a cost.

If you have questions or concerns, please feel free to contact us at [Staff@wghshow.com](mailto:Staff@wghshow.com) or call 630-279-5094.

Sincerely,

Randy Bachman  
Chairman

# Why Ship with us?

- **No hassle.** Your material is transported with the show material
- We pick up from your booth and **drop off at your booth with no additional fees.**
- Most trucking companies charge a significant fee for **guaranteed delivery time and Sunday night pick up. Avoid these fees by using us.**
- Our **price has decreased 22% over 2011** despite the transportation industry's price increases.
- Our shipping is provided as a service for exhibitors and has been competitively bid to several trucking companies.

## Our Shipping Process

1. Ship your materials to the WGH warehouse prior 1/1/2012 or directly to the Indianapolis WGH show on Thursday 1/5/2012
2. Once all of the booths have been setup, your materials will be unloaded and brought directly to your booth
3. After you've unloaded your container(s), they will be removed from your area until after the show
4. At the start of tear-down on Sunday, your container(s) will be brought back to your area and you can repack them
5. Once packed, your materials will be reloaded onto our truck and sent to the next show

**You are charged \$380 (\$76 per show) for each 1% of the truck you use. 1% is a 2'x2' square.**

### **Requirements:**

- 1) Materials must be contained on a skid or have wheels**
- 2) Maximum weight is 100 pounds per square foot used**
- 3) Maximum height is 80 inches**

## Shipping Program Application

**Limited Space available**

Company	Contact Name
Phone #	E-Mail Address
Skidded Materials (# of 4' x 4' skids)	Items on Wheels (# of Items and size)
Total Weight of All Pieces	

### **Starting point for your shipment (check one)**

- Indianapolis WGH on Tour Show
- Ship to the WGH on Tour warehouse prior to the Indianapolis show

### **Transport Agreement:**

We will make every attempt to take proper care of the items given to us to transport between shows, however we cannot assume any liability for those items. The shipper agrees to hold harmless Train Show Inc and its employees for any damage or loss in transport. This includes but is not limited to damage/loss due to accident, handling, theft or weather. While we will also do our best to have the materials at the shows on time, we cannot accept any liability for failure for goods to arrive on time. We are giving your materials the same treatment we give our own show materials, so we do not anticipate any issues, but unexpected problems can occur. We will invoice you \$76 per 2' x 2' block space, per show for each of the 5 shows. Invoices will be sent at the conclusion of each show.

**In no case shall our liability be greater than the amount paid for shipping.**