

*Agenda  
Conference  
minutes*



301-833-8700

September 20, 1978

Sgt. Russell V. Robinson  
1300 Beaubien  
Detroit, MI 48226

Dear Sgt. Robinson:

With reference to the National APCO Show in Detroit this year, I would like to express my thoughts in the billing we received from the National Exposition Service, Inc.

When we arrived at the show we were advised that we were not permitted to transport our equipment from our van to the booth space, that we had to have the local representative of National Exposition Service, Inc. move the equipment. I will list the items that I think are pertinent in order to keep the letter as brief as possible.

1. We had a three-bay console to be moved from the back of our van to an elevator, up the elevator and then from the elevator to the booth; a total distance of not over 200'. This did require two people in addition to myself and my assistant.
2. We received a bill for this service for \$375. and a second item for \$29. for plugging in an extension cord.
3. The total man hours involved in moving the console and plugging in the extension cord could not possibly have exceeded more than 1/2 man hour.
4. Ironically, the same day I received this bill, we had obtained a price from Mayflower to move a similiar console from Hampstead, MD. to Lansing, MI., a distance of over 600 miles. The price for this move was \$312.
5. I am sure this type of rip-off works well with large companies where they have no way of being aware of what services were rendered, however; in our instance I was personally there and helped move the product and am fully aware of exactly what happened.
6. I would suggest that at future APCO conventions, if such a condition does exist, the various vendors should be advised of this prior to going; primarily due to budgetary requirements. In our instance we budgeted \$500. for a booth space and received a bill that nearly doubles that amount.

RECEIVED  
9-25-78

Sgt. Russell V. Robinson

-2-

September 20, 1978

7. I am not writing this letter in the form of a complaint to the APCO organization. I feel, though, that they should be fully aware that this condition did exist and they are indirectly involved.

In closing, I would say that I would be willing to pay a fair and reasonable rate for the services that were rendered. I did notice on their billing that they show the weight of 1,000 lbs. which is incorrect and they were advised of this at the time. The girl did make out a new sheet; however, it seems that I received a sheet with the incorrect weight on it. The total weight on all the equipment we had moved would be around 400 lbs. I would value the price at about 10% of what was charged.

Sincerely,



W. W. Wright  
President

WWW/pg

c/c: Ernest J. Landreville  
P.O. Box 669  
New Smyrna Beach, FL 32069

~~Nathan D. McClure~~  
420 W. State Street  
Rockford, IL 61101

National Exposition Service, Inc.  
2461 Grand Blvd.  
Detroit, MI 48211