



## CASE STUDY EXPOSYSTEMS CANADA TRADE SHOW SPECIALISTS.



### FBI Provides ExpoSystems Canada:

- On time delivery, every time, no matter what the timeline
- Localized knowledge of venues throughout North America and the rest of the world
- One point of contact to provide ongoing support, practical advice and clear instructions
- Reliable 24/7 service and attention to detail from a specialist 'Show Team'
- Over 20 years of experience and contacts to find the best solution, for the best price

### Freight Brokers International Corp.

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Intelligent Transportation.

### Client's Transportation Challenge:

ExpoSystems Canada is one of the largest modular trade show display manufacturers in the industry. They need to ship freight to trade shows all over North America and across the globe and getting shipments to trade shows is far more complex than most transportation providers realize. There are detailed itineraries, tight schedules, rush orders and delicate products that need to make it safely to their location, on time, every time. ExpoSystems Canada needs all of their partners to understand the trade show industry, to know the venues and to reliably deliver their products to the right location, no matter what the timeline.

### FBI's Solution:

FBI understands that the trade show industry has unique requirements, and this is why FBI has invested in a specialist Trade Show Team. The Show Team follows a detailed process, and knows which questions to ask and how to ensure shipments arrive at the right location, on time. They take care of all of the shipping details, track the freight on its journey, and the Show Team does not rest until they have provided ExpoSystems Canada with confirmation of final delivery. What's more, because FBI has over 20 years of experience and has developed a vast pool of resources, FBI can find solutions for any timeline, and are able to offer ExpoSystems Canada some of the most competitive rates in the industry.

### Results:

Thanks to FBI's understanding of the trade show industry, the complexities of delivering ExpoSystems' trade show products in tact, on time and to the right location are never a concern. ExpoSystems Canada never has a late delivery. Whenever ExpoSystems Canada has a consignment, they simply call their one point of contact from FBI's specialist Show Team. The Show Team then follows FBI's tried and tested 'Plan, Manage, Deliver' process and tracks each shipment right up to final delivery. With 20 years of experience and in depth knowledge of the industry, it's as simple as that!

**“FBI understands the trade show industry like no other transportation provider. They are always available, they always understand the itineraries, they know the locations and they have contacts within the major trade shows to make things run smoothly. Their 'Show Team' experts are a pleasure to work with and we have absolute confidence that they will deliver every time.”**

- ExpoSystems Canada,  
Nigel Vance-Lousada, President, Scarborough, ON