



City of Venice

MEMORANDUM

Date: 10/12/2016

To: Ed Lavalley, City Manager and John Veneziano, Public Works Director

From: Peter Lilholt, Fleet Operations Manager

RE: Portable Stage (Show mobile)

Since the report John Veneziano provided on the Show mobile in July 2013, this portable stage has deteriorated rapidly. The attached photos show rust and corrosion in all areas of the stage. The frame and conduits are of significant importance. The hinges are both a safety issue and operational problem (water leaks).

At the last Sharks Tooth Festival, the cables which open the stage, broke. Allowing the canopy to drop. The cables had rusted through and have since been replaced. The canopy has several leaks due to the frame which holds the gasket/seal in place, is almost entirely gone due to rust. To properly repair the gasket housing would require some unique fabrication, would be extremely time consuming. The stage is 25 years old and because it is stored outside, the sun, wind, and elements have taken their toll.

The stage is rented out for approximately 10 events each year. They range between 1-4 days. The following is the list of Show mobile events:

- Italian Festival
- Sharks Tooth Festival
- Relay For Life
- Brew Bash
- Venice High School Graduations
- Sun Fiesta
- Blues Festival
- Holiday Parade
- Rotary Art Festival
- BBQ Bash

The remaining schedule for the stage's use is:

- Sun Fiesta – October 21-23, 2016 at Centennial Park
- Blues Festival – November 19, 2016 at Maxine Barrett Park
- Holiday Parade – November 26, 2016 Downtown Venice

The current method of “Patchwork Repairs” is just not addressing the need to either completely overhaul or total replacement. There are companies who will refurbish the stage. However, the process is time consuming and very expensive.

It is my recommendation that we park the stage and surplus it.

Peter Lilholt
Fleet Operations Manager



Memorandum

To: Edward Lavalley, City Manager
From: John Veneziano, Public Works Director
Date: July 19, 2013
Subject: ShowMobile Charges

This report provides information on the costs charged for rental of the City's ShowMobile

Current Rental Charge

The current charge for the ShowMobile is \$50 for up to 9 hours and \$100 for more than 9 hours plus a \$25 transport fee plus actual employee expense (with benefits) for set up, breakdown and time during the event. This results in the event paying for actual employee costs and some portion of the vehicles capital, operating and maintenance costs.

Actual Vehicle Costs

The ShowMobile cost \$53,500 in 1992. The tractor that pulls it cost about \$15,000 in 1983. Escalating these values by CPI yields a current value of about \$125,000; however, the current replacement cost for these two pieces of equipment brand new is about \$175,000, which would include some upgrades over existing equipment such as hydraulically operated stage extensions, ADA requirements and safety equipment not available when the original units were purchased. A suitable tractor could be repurposed from used solid waste equipment with a value of about \$15,000 to \$20,000, so a replacement fund of \$150,000 would probably be sufficient.

Operating costs for the past year included \$1,775 in vehicle maintenance costs and \$198 in fuel costs. These costs do not include any overhead, administration or management costs with the exception of those paid under the vehicle maintenance contract.

Annual Events in City

In the past year there were 13 events ranging from 1 to 4 days. Of these events, only one was city-sponsored. As the events lasted from 1 to 4 days, there were a total of 21 event-days where the ShowMobile was used, 20 of which were organized by private groups. There were more events in 2012-

2103 then in many prior years. From 6 to 8 events encompassing 13 to 15 days was more typical in prior years.

What Others Charge

We performed an internet search and found ShowMobile rental prices ranging from \$100 to \$1,000 for rental with all manner of pricing schemes. One very common practice was a differential between for-profit and not-for-profit groups. For-profits were generally charged a rental fee 50 to 100% as high as not-for-profits. There was a mix of rental charges by-the-hour, by-the-day or by-the-event, no consistent pattern. Separate charges were made by some jurisdictions for audio systems, generators and stage extensions. Generally, jurisdictions charged some hourly rate for employee time, either actual or a pre-calculated figure, but in some cases they did not or it was not clear if they did. We have attached a table summarizing charges from various jurisdictions within Florida and in other states.

Discussion of Possible Fee Structure Components

The following discussion assumes that there is an interest to recover as much of the actual cost of owning and maintaining a ShowMobile as possible from the organizers of events in which it is used. Clearly the more events held the lower the cost that can be charged, so some proactive measures to find users might be necessary to keep charges reasonable for all.

1. Capital Cost Factor

$$\begin{aligned} &= \text{current replacement value} / \text{equipment life in years} / \text{number of event-days per year} \\ &= \$150,000 / 25 / 21 \\ &= \$286 \text{ per day} \end{aligned}$$

The importance of recovering the capital cost is it provides a source of revenue for a capital replacement fund. At the daily rate a 2-day event would be charged \$572, a 3-day event \$858 and a 4-day event \$1,144. A half-day event could be charged \$143. Currently the charge is \$50 for half a day (up to 4 hours) and \$100 total for one or any number of additional days. At the current rate there would need to be at least 60 events of more than 4 hours per year to recover all the capital cost. If the cost was spread equally on a per event basis it would be \$462 per event.

2. Operating & Maintenance Cost Factor

$$\begin{aligned} &= \text{O\&M cost} / \text{number of event-days} \\ &= (\$1,775 + \$198) / 21 \\ &= \$94 \text{ per day} \end{aligned}$$

At the daily rate a two day event would be charged \$188, 3-day event \$282, and 4-day event \$376. Currently we charge \$25 for transport regardless of the number of days. If the cost was spread equally on a per event basis it would be \$152 per event.

3. Labor Cost

= cost of actual time spent with benefits

The labor cost is in the range of \$20-22 for regular hours and \$30-32 for overtime hours. Any overtime hours includes a three hour minimum. If the stage extensions are used a second employee is needed for set up otherwise most times only one employee is needed.

One change that should be considered is that all hours spent on the program should be overtime hours so that time is not taken away from maintenance of city parks and other facilities. Current policy is to use regular hours to set up and breakdown when feasible.

4. Discount for not-for-profit groups (501 (3) (c) groups)

= some % discount of capital cost factor (still pay 100% of O&M and Labor costs)

It is reasonable to provide some type of discount to groups which are holding events where any proceeds are donated to charitable causes, or which are providing some civic benefit. A discounted rate of, say 50% for not-for-profit groups, would be either \$143 per day or \$231 per event depending on choice of fee structure. The city would then cover the difference in the capital replacement fund. No discount is provided at present without specific action by the City Council.

5. Auxiliary Equipment

Additional charges could be levied for use of the sound system and the stage extensions. At present the sound system is aging and is in need of replacement. It would not be unreasonable to charge a fee for the sound system when it is replaced. The stage extensions generally cause an increase in labor hours since it takes two people to set them up. The generator runs on propane and the cost to operate it per year is very minimal. The original 1992 generator was replaced last year. The cost of the new generator was about \$7,000. This new generator had been purchased at some time in the past out of operating budget funds but had not received much use.

Staff Recommendation

Given that the existing equipment is old and will need to be replaced within a few years, it would be more practical and justifiable to recalculate and charge a full fee whenever a new unit is purchased. The existing fees are too low and should be somewhat higher, so in the interim it is recommended to increase the half-day rate to \$100, the full-day rate to \$150, and any additional days another \$50 each. The transport fee is recommended to be increased to \$50. Labor costs should remain as is, but changing our practice to perform all activities on an overtime basis. Any discounts would remain within control of the City Council.

We would be glad to meet with you to discuss this report at your convenience.

ShowMobile Pricing Comparison												
Location		Pricing					Extras				Security Deposit	Comments
		Rental	Additional Time	Set-up / Break-down	Transport fee	Employee Time	Stage Extensions	Sound System	Outside Jurisdiction	For Profit Business		
Venice	FL	\$50 per 9 hrs, \$100 for > 9 hrs.			\$25	\$20-23 per hr/ \$30-35 per hr OT	6 hr add'l labor charge	incl.				
Sarasota	FL	\$1000 M-F, \$1200 weekends	\$300 per day			\$31.50 per hr	\$300 sm, \$400 lrg		\$4 per mi		100%	
Broward	FL	\$500		at hr rate, 30 hr min								
Coral Springs	FL	\$190					\$66 per hr min			add \$298		
Deerfield Beach	FL	\$500		\$100 per hr		\$100 per hr						
Hollywood	FL	\$1,000								add \$250		
Lauderhill	FL	\$450			add \$225 if beyond normal business hrs		\$16 per hr/\$24 per hr OT					
Miami	FL	\$1000 per 4 hrs	\$40 per hr	\$110 per hr		\$110 per hr		\$25 per event	add \$200			
North Miami	FL	\$400 per event				\$80 per hr						
Pompano Beach	FL	\$300 per 8 hrs	\$50 per hr	\$75 per hr		\$75 per hr				add \$450 per 8 hrs, +\$25 per hr add'l		
Tallahassee	FL	\$351 per 4 hr \$955 or \$1315 per 2 hrs for sm or lrg unit, respectively	\$87.75 per hr							add \$44 per 4 hrs		4 hr minimum
Phoenix	AZ	\$1315 per 2 hrs for sm or lrg unit, respectively	\$135/\$195 per hr, sm/lrg res.					\$810 per 2 hrs. +\$135/hr				
Jurupa	CA	\$725			\$670	\$50 per hr			add \$400	add \$800	\$1,000	incl \$50 non-ref processing fee
Fort Collins	CO	\$300 per day			\$125	\$35 per hr	add \$175 per day		\$10 per mile			
Bristol	CT	\$150 up to 3 days		\$288 Sat, \$384 Sun	\$36 per hr	\$30-40 per hr, min 4 hrs.		tech @ \$17.55 per hr				
Middletown	CT	\$100 per hr							\$0.50 per mi	add \$40 per hr		
Stamford	CT	\$250 per day		\$450								

ShowMobile Pricing Comparison												
Location		Pricing					Extras				Security Deposit	Comments
		Rental	Additional Time	Set-up / Break-down	Transport fee	Employee Time	Stage Extensions	Sound System	Outside Jurisdiction	For Profit Business		
Council Bluffs	IA	\$75 per hr		\$200			\$25 per hr each		mileage fee, rate not provided		100% of fees	
Kokomo	IN	\$200 if <4 hrs., \$300 full day			OT cost if beyond NBH				\$75			
Quincy	MA	\$550 per 2 days		\$200 if weekend						add \$225 per 2 days	\$250	
Saline	MI	\$400 per day			\$250 NBH, \$320 O.T.			\$50 per day			\$500	
Minneapolis	MN	\$300 per 4 hrs	\$75 per hr	\$75	\$350							
Willmar	MN	\$215 per day				going rate				add \$285 per day	\$200	
Middlesex	NJ	\$700 per 4 hrs	\$100	Incl.								
Brookhaven	NY	\$435 per 4 hrs	\$25 per hr							add \$1265 per 4 hrs, + \$150 per hr add'l hrs		Incl. \$35 appl fee NFP, \$100 FP
Riverhead	NY	\$100 per day										not for profits only
Southampton	NY	\$400 per 4 hrs.	\$25 per hr					\$100 per 4 hrs, +\$25 per add'l hr				
Akron	OH	\$500 per day			\$250	\$30/hr						
Allegheny	PA	\$535 per day	\$219 add'l day									
Nashville	TN	\$550 per day							add \$50 per day		\$150	25% admin fee added to total
Chesapeake	VA	\$325 weekdays, \$400 weekends							\$650 and \$750, res. for non-residents		\$150	not for profits only
Green Bay	WI	\$225/day				going rate	add \$50 per day					

Customer Quotation

Quote: 3036281

Prepared For: Peter Lilholt

City Of Venice

401 W Venice Ave

Venice FL 34285-2006

Page: 1

Date: 10/14/2016

Effective: For 60 days only

Wenger®

Delivery Within:

Tax: Not Included

Terms: NET 30

F.O.B. Point: Factory

Regarding: Showmobile Mobile Stage

Item	Description	Quantity	Unit Price	Price
089G790	***BASE SHOWMOBILE SHWMBL,MANUAL LEVEL,BLCK,110 The above Showmobile mobile stage includes the following items: *5 year warranty *Manual leveling *Wired controller *110 volt electrical *(2) large, curbside storage lockers w/locks *(1) storage locker for electricals *110 volt power cord *45 MPH engineered wind load rating *28' x 14.5' hydraulic stage *Black, slip-resistant stage surface *Adjustable, hinged acoustical end panels *(8) tie-downs and (4) tie-down straps *Hydraulic, cantilevered roof canopy *Built in overhead fluorescent lighting *Battery charger for hydraulic system *Hitch for towing vehicle *Training done at time of delivery *(1) adjustable stairway with aluminum treads	1	98,952.00	98,952.00
S419991	***OPTIONS AND ACCESSORIES HYDRLC LVLG JACK W/AUTO LVLG Auto, hydraulic leveling. Includes wireless remote controller. Standard wired controller also included and can be used as backup to the remote controller.	1	8,506.00	8,506.00
S419992	220V ELECT UPGRADE PACKAGE This 220 Volt upgrade package is required for the canopy and roof lighting packages. Includes 220 Volt power cord.	1	4,287.00	4,287.00

Submitted By: Chris Storjohann
Sales Representative

Phone: 800-733-0393 Ext 8786

Fax: 507-455-4258

Email: chris.storjohann@wengercorp.com

WENGER CORPORATION

555 Park Drive, PO Box 448
Owatonna, MN 55060-0448
Phone 800.4WENGER (493-6437)
Fax 507.455.4258
Parts & Service 800.887.7145

WENGER CORPORATION

CANADA OFFICE
Phone 800.288.0148

WORLDWIDE

Phone 1.507.455.4100
Fax 1.507.774.8576

WEB SITE

www.wengercorp.com

Wenger®

Your Performance Partner

Customer Quotation

Quote: 3036281
Prepared For: Peter Lilholt
City Of Venice
401 W Venice Ave
Venice FL 34285-2006

Page: 2
Date: 10/14/2016
Effective: For 60 days only

Wenger®

Delivery Within:
Tax: Not Included
Terms: NET 30
F.O.B. Point: Factory

Regarding: Showmobile Mobile Stage

Item	Description	Quantity	Unit Price	Price
089C749	LIGHT PACKAGE,CANOPY The above lighting package includes (16) PAR 56 can lights and (4) light bars.	1	3,403.00	3,403.00
089C750	LIGHT PACKAGE,ROOF The above lighting package includes (4) PAR 56 can lights mounted as rear of stage.	1	985.00	985.00
089G081	DIMMER PACK,WENGER INSTALL Programmable controller for the Canopy and roof lighting packages.	1	5,135.00	5,135.00
089D576.3	DRAPERY,96" X 42",BLACK	6	171.00	1,026.00
089D575.3	DRAPERY,48" X 42",BLACK *Drapery color: Black, other colors available	2	101.00	202.00
S419990	HANDICAPPED ACCESS LIFT *Built into the Showmobile *Handicap lift includes cover for when not in use.	1	8,385.00	8,385.00
Total Product Charge				130,881.00
Freight/Handling Charge				5,735.00
Total Charge				136,616.00

Submitted By: Chris Storjohann
Sales Representative

Phone: 800-733-0393 Ext 8786 **Fax:** 507-455-4258
Email: chris.storjohann@wengercorp.com

WENGER CORPORATION
555 Park Drive, PO Box 448
Owatonna, MN 55060-0448
Phone 800.4WENGER (493-6437)
Fax 507.455.4258
Parts & Service 800.887.7145

WENGER CORPORATION
CANADA OFFICE
Phone 800.268.0148

WORLDWIDE
Phone 1.507.455.4100
Fax 1.507.774.8576
WEB SITE
www.wengercorp.com

Wenger®

Your Performance Partner

Customer Quotation

Quote: 3036281
Prepared For: Peter Lilholt
City Of Venice
401 W Venice Ave
Venice FL 34285-2006

Page: 3
Date: 10/14/2016
Effective: For 60 days only

Wenger®

Delivery Within:
Tax: Not Included
Terms: NET 30
F.O.B. Point: Factory

Regarding: Showmobile Mobile Stage

Item	Description	Quantity	Unit Price	Price
	<p>Tax is not included on this quote, we will need a copy of your tax exempt certificate or tax will need to be added.</p> <p>*****</p> <p>Wenger is an approved vendor for TCPN (The Cooperative Purchasing Network). All items on this quotation are available through TCPN contract number R-140804</p> <p>*****</p> <p>*****</p> <p>Wenger is an approved vendor for Music Equipment for BuyBoard. Items on this quotation are available on BuyBoard Bid #455-14. This contract is in effect from 09/01/2014 to 08/31/2017.</p> <p>*****</p>			

Submitted By: Chris Storjohann
Sales Representative

Phone: 800-733-0393 Ext 8786 **Fax:** 507-455-4258
Email: chris.storjohann@wengercorp.com

WENGER CORPORATION
555 Park Drive, PO Box 448
Owatonna, MN 55060-0448
Phone 800.4WENGER (493-6437)
Fax 507.455.4258
Parts & Service 800.887.7145

WENGER CORPORATION
CANADA OFFICE
Phone 800.268.0148

WORLDWIDE
Phone 1.507.455.4100
Fax 1.507.774.8576
WEB SITE
www.wengercorp.com

Wenger®

Your Performance Partner

Edward Lavallee

From: Peter Lilholt
Sent: Friday, October 14, 2016 2:30 PM
To: Edward Lavallee; John Veneziano
Subject: FW: Showmobile Mobile Stage
Attachments: Showmobile Mobile Stage Quote, 10-14-2016.pdf

This is the quote to replace the existing stage with a similar unit made by the original supplier.

From: Chris Storjohann [mailto:chris.storjohann@wengercorp.com]
Sent: Friday, October 14, 2016 2:25 PM
To: Peter Lilholt <PLilholt@Venicegov.com>
Subject: RE: Showmobile Mobile Stage

Peter,

Glad you received the information. Attached to this email is the actual quote for a new Showmobile mobile stage.

This quote has the most commonly ordered options and accessories to give you an idea of what they cost.

If you have any questions, or need anything please let me know.

Thank you,

Chris Storjohann | Sales
800-326-8373, Ext 8786 | Fax: 507-455-4258
Email: chris.storjohann@wengercorp.com
Wenger Corporation | 555 Park Drive | Owatonna MN 55060
WENGER CORPORATION
Our latest innovation – [StageTek™ Staging](#)
Learn more about [Wenger Corporation](#)

Stay Connected!
[Facebook](#) | [Twitter](#) | [YouTube](#)
Visit the [Your Performance Partners Blog](#)

From: Peter Lilholt [mailto:PLilholt@Venicegov.com]
Sent: Friday, October 14, 2016 12:53 PM
To: Chris Storjohann <chris.storjohann@wengercorp.com>
Subject: RE: Showmobile Mobile Stage

Great, thanks Chris

Peter Lilholt- Fleet Manager
City of Venice- Public Works
221 S. Seaboard Ave, Venice FL. 34285
E-mail plilholt@venicegov.com
Phone 941-882-7669 Fax-486-2625

Cell- 941-223-6810

From: Chris Storjohann [<mailto:chris.storjohann@wengercorp.com>]
Sent: Friday, October 14, 2016 1:51 PM
To: Peter Lilholt <PLilholt@Venicegov.com>
Subject: Showmobile Mobile Stage

Peter,

Please see the attached most current literature for the Showmobile mobile stage. This will give you an idea what the new Showmobile is and does.

I looked up your current Showmobile and it was delivered in November 1992.

I will work up a quote for a new Showmobile, once that is completed I will email it to you.

We do not refurbish existing Showmobiles, we used to but it just costed too much and we are not set up for that type of work.

Thank you for your interest in a new Showmobile.

Let me know if you have any questions, or need anything.

Thanks again,

Chris Storjohann | Sales
800-326-8373, Ext 8786 | Fax: 507-455-4258
Email: chris.storjohann@wengercorp.com
[Wenger Corporation](#) | 555 Park Drive | Owatonna MN 55060
WENGER CORPORATION
Our latest innovation – [StageTek™ Staging](#)
Learn more about [Wenger Corporation](#)

Stay Connected!
[Facebook](#) | [Twitter](#) | [YouTube](#)
Visit the [Your Performance Partners Blog](#)

▪

▪

____ Need to Report an Issue? SeeClickFix Venice Connect is available as an app for Android and iPhone. Select SeeClickFix from your app store on your device and choose Venice, Florida. There is also a link to the program on the city's website, www.venicegov.com, or go directly to SeeClickFix at <http://www.seeclickfix.com/Venice> ____ PLEASE NOTE: This agency is a public entity and is subject to Chapter 119, Florida Statutes, concerning public records. Email communications are covered under such laws; therefore, email sent or received on this entity's computer system, including your email address, may be

CITY OF PEEKSKILL, NEW YORK

SHOWMOBILE® MOBILE STAGE CASE STUDY



SHOWMOBILE® MOBILE STAGE AND CANOPY



"The Showmobile makes professional-looking events possible almost anywhere, with built-in wiring for sound and lights."

- Fran Brunelle
Director of Community Services

CHALLENGE

Select mobile stage to replace vintage model used for 20 years

WENGER SOLUTION

Showmobile® Mobile Stage and Canopy and Versalite® stage extensions



BENEFITS

- Fast setup and automatic features reduce labor costs
- Mobility provides options for city and nearby communities
- Acoustically reflective wall surfaces enhance performances

HIGHLIGHTS

"Our city purchased a new Showmobile in 2005 to replace a 1970s-vintage model that had been donated to the city and used for almost 20 years. It was too old and needed replacing – we couldn't even transport it safely," said Fran Brunelle, Director of Community Services. "So we put together a three-year plan to buy a new one. This effort was aided by a \$20,000 donation from Peekskill Celebration, a local nonprofit group that organizes events in our city."

"Key factors behind our decision to buy from Wenger included the fast setup and all the Showmobile's automatic features and remote control. We bought almost all the 'bells and whistles' including the lighting package. Everything is working out very nicely. We also purchased Versalite platforms from Wenger to extend the stage size for our concert series."

"Our new Showmobile is probably used 3-4 times per month from March through September, including for a summer concert series and numerous special events held throughout the city. Our local service organizations also use it for their events. The mobility means it's more available for a variety of events, and other communities could also use it in the future. We've had a few inquiries from nearby communities, but we don't yet rent it out because our own use keeps it busy enough."



PRODUCT LIST

Showmobile® Mobile Stage and Canopy, Versalite® Staging

SHOWMOBILE®

Showmobile® is an all-in-one mobile performance system that creates a polished, high-profile performance environment for events of all kinds. The Showmobile® features a full-scale, thrust-style stage with a cantilevered canopy and a state-of-the-art acoustical shell finished inside and outside. Set up and operation are simple and fast. When on site, the truck can unhitch and drive away.

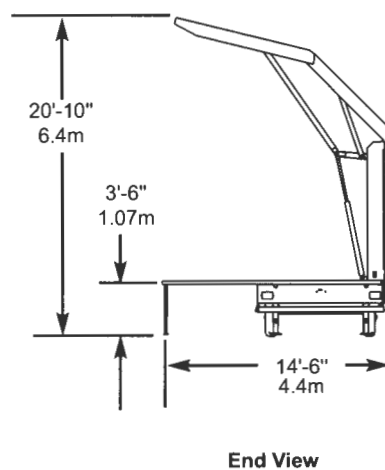
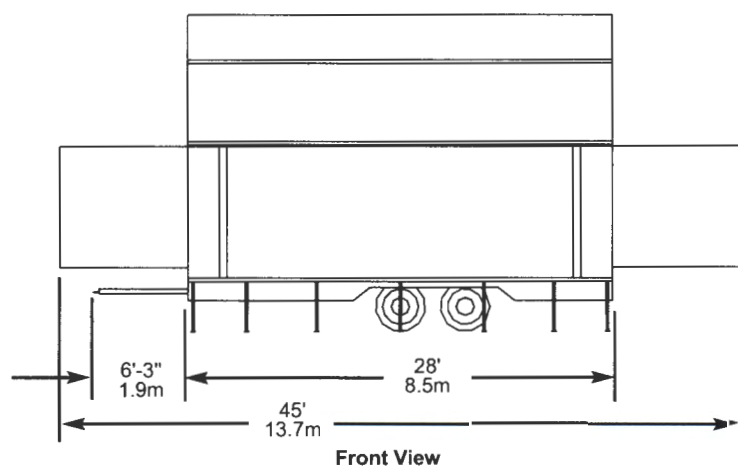
- Wall surfaces are weather-resistant, acoustically reflective panels.
- Decks surfaces are weather-resistant, skid-free polyglass.
- Extruded aluminum channels on the roof and canopy form a continuous gutter system for moisture drainage. These channels create a watertight, dust-tight seal during transport.
- An internal hydraulic system with wired remote deploys the stage and canopy which is leveled by jacks.
- A 12-volt battery powers the hydraulic system.
- A 110 VAC power center connects to an external 120 VAC power source and supplies fluorescent lighting and electrical outlets.
- Lockable storage compartments permit packing auxiliary equipment such as power cords, staging accessories, sound equipment, and other necessities.
- The roof and canopy can be lowered to the closed position and side doors closed and locked with the stage deck fully deployed. Stage extensions, stairs, decorative skirts, and stage equipment can be left in place, protected from weather and vandals, and ready for the next performance.
- Five-year warranty.

Intended Use

- Showmobile® is intended to be set up inside or outside in all weather conditions.
- Showmobile® can be towed at highway speeds on all roads and can be set up on any level surface.

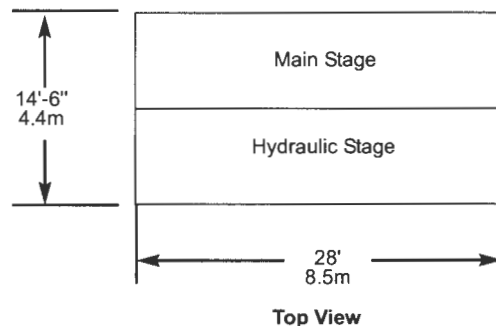
Performance Dimensions

Main stage	28' x 6' 6" (8.5 m x 2 m)
Hydraulic stage	28' x 8' (8.5 m x 2.4 m)
Overall stage depth	14' 6" (4.4 m)
Stage height from ground	3' 6" (1.07 m)
Canopy height at highest setting from stage surface	17' 4" (5.3 m)
Canopy height at highest setting from ground surface	20' 10" (6.4 m)
Upstage canopy height from stage surface	9' 3" (2.8 m)
Overall overhead canopy depth	13' 2" (4 m)



Travel Dimensions

Length including hitch	33' 8" (10 m)
Body length	28' (6.5 m)
Width	8' 5" (2.6 m)
Height	13' 3" (4 m)



Standard Equipment

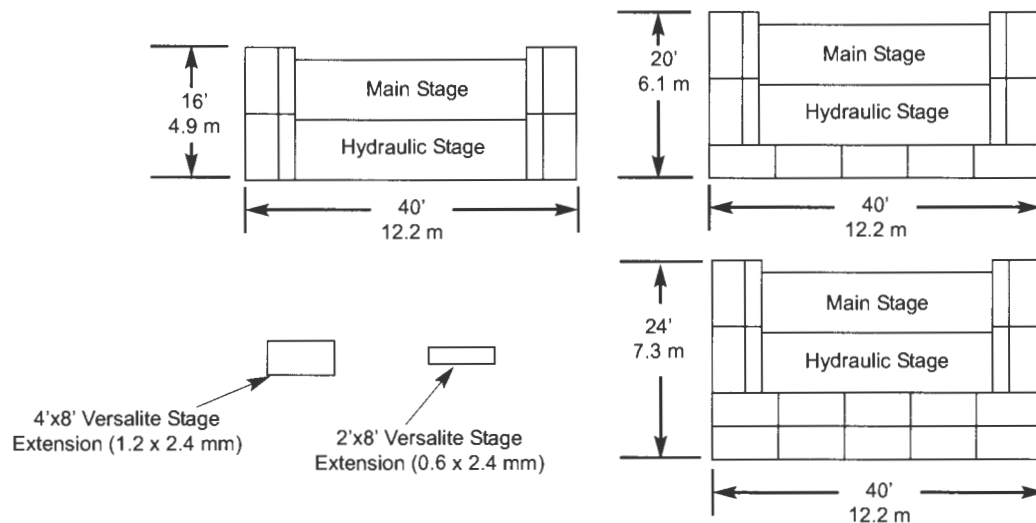
- Manual leveling jacks with two removable cranks.
- End doors open for easy access and serve as side-stage adjustable sound reflectors.
- Hydraulic deployment of canopy and stage with wired remote control module.
- Built-in overhead fluorescent lighting.
- An electrical power center with a lockable door for 110 VAC circuits.
- A 12-volt battery and charger to power the hydraulic system.
- Two storage compartments built-in into the curb-side, below-stage level.
- Duplex electrical outlets, four on-stage and one near the battery for charging.
- A 110-volt power cable, 50 feet long (15.2m).
- Eight on-stage tie-downs with four tie-down straps.
- One adjustable all-terrain stairway with hand rail.
- Pintle hitch coupler.
- G-rated tubeless radial tires.

Optional Upgrades

- Custom graphics with logo or other designs.
- Electrical upgrade with 220-volt power cable, four duplex outlets on the canopy, two duplex outlets on the back wall, and an additional load center.
- Four hydraulic leveling jacks with a wireless remote control and auto-level system.
- Low profile, curb-side disability lift.

Accessories

- Versalite® Platform stage extensions are available to extend the stage on each side and on the front. Sizes of 16' x 40', 24' x 24', or 20' x 40' (4.9 m x 12.2 m, 6.1 m x 12.2 m, or 7.3 m x 12.2 m) can be created as well as other configurations. The extensions include platforms, adjustable legs, and all connectors.
- Stage railings can be added to Versalite® stage extensions.
- Stage skirting is available in 25 colors.
- Additional stairways can be attached anywhere on the stage perimeter.
- Three audio systems are available for professional quality sound — Basic, Premier, and Deluxe options.
- Incandescent show lights. Packages feature light bars, fixtures, lamps, gel frames and gels. Packages require the electrical upgrade.
- Portable generator for 110 VAC power where electrical service is not available.



Optional Versalite® Stage Extensions

Wenger®

WENGER CORPORATION
555 Park Drive, PO Box 448
Owatonna, MN 55060-0448
Phone 800.4WENGER
Fax 507.455.4258
Customer Service 800.887.7145

CANADA
(Dufferin Liberty Center)
219 Dufferin, Suite 117C
Toronto, Ontario M6K 3J1
Phone 800.268.0148
Fax 416.754.3996

EUROPE
Tel +31 26 376 0500
wenger-europe.com

BEIJING REPRESENTATIVE
OFFICE OF WENGER
Tel 0086-10-84972502
Fax 0086-10-84972575

WORLDWIDE
Phone 507.455.4100
Fax 507.444.0685

WEB SITE
wengercorp.com

Showmobile – since 1959, going where no stage has gone before

History Highlights

1959 - Wenger ships its first Showmobile Entertainment Center.

1966 - Wenger Corporation received a U.S. Government contract to supply multiple units for use by Special Services in Vietnam and to support the Bob Hope Show.

1971 - Manufactured the first mobile lottery vehicle for the New Jersey State Lottery.

1973 - Complete re-design of the Showmobile System incorporating a hydraulic stage canopy and hydraulic stage as standard equipment.

1976 - Designed and manufactured the Custom performing arts mobile stage for the New York Philharmonic.

1978 - Designed and manufactured the Custom performing arts mobile stage for the Newark Symphony Orchestra.

1985 - Designed a totally self-contained mobile concert stage for Voyager's International.

1986 - Designed and manufactured the first Miller Brewing Company Sound Express custom Showmobile.

1990 - Designed and manufactured a custom fifth-wheel major event Showmobile for the Taiwan Symphony.

1990 - Introduction of the full cantilever acoustical shell and full thrust performance stage.

2012 - Looking forward to shipping our 1,000th unit!

Like so many advancements in American history, the Wenger Showmobile started out from humble beginnings, an ingenious idea fulfilling a simple need.

It was 1920's Iowa when school kid Harry Wenger road the hay wagon into the Wayland town square with his fellow band and choral members. Every week or so in good weather they made this trip, sometimes also arriving in adjacent towns to put on a show for locals who spread out on blankets or took seats on the few benches or stone fences scattered about. There were no cell phones competing for attention, no radios blaring from passing cars, just an assembled group of people brought together by music.

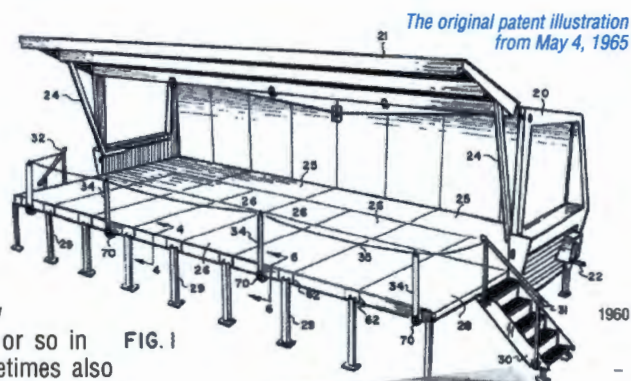
Years later, as head of Wenger Corporation, Harry manufactured his first Wenger Band-Wagon in 1959 with a mind to recapture the spirit of those long-ago summers. As a former music educator and band leader, he knew there was a need across America for a mobile product that would allow community bands to perform all around their towns and cities, from the center square to small parks, from playgrounds to parking lots. And as someone who experienced the built-in excitement of those eager crowds, he knew the people would come wherever the music brought them.

But what Harry Wenger introduced was no hay wagon. This Wenger original featured a built-in band riser and an acoustically projecting wall and ceiling. That was quite an eye-opener — and ear-grabber — in 1959.

As part of our commitment to continuous improvement, Wenger designers have rolled out innovation after innovation, and these Showmobiles have traveled hundreds of thousands of miles to entertain hundreds of thousands of people from coast to coast and beyond. You may have seen one yourself, at a summer concert, a Veteran's Day celebration, a holiday show.

The Wenger Showmobile has been shipped as far as Vietnam where Bob Hope performed for our troops. The New York Philharmonic and Taiwan Symphony have conducted outdoor shows on our mobile stage. From Theatrical Plays to Speeches, and even lottery presentations have been conducted on this stage. Even though the Showmobile Mobile Stage was designed for musical performances, there is almost no limit to what it can do!

Ask any of the more than one thousand Showmobile owners what a Showmobile can do for you and get ready to hear some wonderful stories that harken back to where it all began, recollections of people brought together for special occasions and left with memories that will forever live on.



Showmobile®

Wenger®

Your Performance Partner

800-4WENGER (493-6437) www.wengercorp.com

Where there's outdoor entertainment – you'll find Showmobile.



© 2012 Wenger Corporation
USA/5-12/1M/LT0354A

WENGER CORPORATION
555 Park Drive, PO Box 448
Owatonna, MN 55060-0448
Phone 800.4WENGER (493-6437)
Fax 507.455.4258
Parts & Service 800.887.7145

WENGER CORPORATION
CANADA
REPRESENTATIVE OFFICE
Phone 800.268.0148

WORLDWIDE
Phone +1.507.455.4100
Fax 1.507.774.8576

WEBSITE
www.wengercorp.com

Wenger®
Your Performance Partner