



Great American Train Shows, Inc presents

**Great Train Show**

**Greenberg's Great Train & Toy Show**

**Great Midwest Train Show**

**www.TrainShow.com**

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## **Seller Application Packet Summer 2021 Train Shows**

Great American Train Shows is the nation's only coast-to-coast train show company. Our train shows are designed for the general public, modelers, hobbyists, families, and the just plain curious. Each show features hundreds of tables of trains and accessories for sale, huge operating exhibits, activities for kids, and more. All scales are welcome as are books, videos, and railroadians. Don't miss your chance to be a part of the best train shows in America.

### **Summer 2021 Train Show Schedule**

July 24-25, 2021	Monroeville, PA	Monroeville Convention Center
Aug 7-8, 2021	Fredericksburg, VA	Fredericksburg Expo & Conference Center
Aug 8, 2021	Wheaton, IL	DuPage County Fairgrounds
Aug 14-15, 2021	Dayton, OH	Montgomery County Fairgrounds
Aug 14-15, 2021	Edison, NJ	New Jersey Expo Center
Aug 21-22, 2021	Pomona, CA	Fairplex – Show Postponed*
Aug 21-22, 2021	Oaks, PA	Greater Philadelphia Expo Center
Sept 12, 2021	Wheaton, IL	DuPage County Fairgrounds

### **Fourth-Quarter 2021 One-Day Train Show Schedule**

Oct 10, 2021	Wheaton, IL	DuPage County Fairgrounds
Nov 14, 2021	Wheaton, IL	DuPage County Fairgrounds
Dec 12, 2021	Wheaton, IL	DuPage County Fairgrounds

*We expect a tentative fourth-quarter 2021 show schedule for Greenberg Shows and Great Train Show to be announced in June.*

*Most show dates should be consistent with past shows.*

\*The August show in Pomona has been postponed. The facility has been closed for public events. We are not currently accepting applications for this show. We are investigating possible options to run the show to a different facility in late 2021. If an alternate facility is located, we will contact our west coast exhibitors by email and mail with a notification and information on the replacement show.

**How to sign up:** The easiest and quickest way is to sign up online at [www.TrainShow.com](http://www.TrainShow.com). You can also fill out the application page in this document, sign it, and mail or scan-and-e-mail it to us. You'll receive a confirmation email or letter within a few days and you'll receive the show information packet about 2-3 weeks prior to the show.

# ***TRAIN of THOUGHT NEWSLETTER***

The COVID-19 crisis has devastated many businesses, forcing many to close their doors for ever. Unfortunately Train Show Inc. is one of those businesses. It simply could not survive over 12 months with almost zero revenue. Randy Bachmann, the owner of Train Show Inc., has embarked on a new career in the transportation industry and is no longer involved with the train shows.

David Swanson has formed a new corporation to assume operation of train shows nationwide. David has an extensive experience in the train show business. In the early 1970s he was one of the founders of the Great Midwest Train Show, which started in the Fireman's hall in Bensenville, IL. He was the founder of the Great American Train Show in the 1980s. In the early 2000s he purchased Greenberg Shows and founded the World's Greatest Hobby on Tour. By 2010 he had sold the various shows and focused on his other business ventures. He has 50 years of experience in the train show business and has personally managed over 1000 train shows. David is a devoted train enthusiast and is active as a volunteer executive director of the nonprofit World's Greatest Hobby program.

He has made the investment in this new organization to ensure the various train show brands continue to serve the hobby as a vital event and community. Joining him in this new organization will be Bill Grove, former General Manager of Great Train Shows, and Frank Hicks, former General Manager of Greenberg Shows. Bill brings over 30 years of experience in the train show business while Frank brings over 20 years' experience in train show management. Dillon Goble, a former employee of Train Show Inc., will also join the organization's management.

The new parent corporation for the shows will be **Great American Train Shows Inc.** This name was selected to honor the legacy that dates back to the first Great Midwest Train Show in 1971. The name is meant to honor the other founders of the show who are no longer with us: Bob Brush, and Bob Olsen.

The shows will continue as before with the same brands: Greenberg's Train & Toy Show, Great Midwest Train Show, Great Train Show, and World's Greatest Hobby on Tour, which is expected to resume in January 2022.

Once we have resumed shows we are looking to improve both the exhibitor and attendee experience. We will be looking to expand operations to many metropolitan areas that have not had a national train show for many years.

The four goals of the new organization are:

1. Improve the content of the shows to improve the attendee experience
2. Increase the attendance of the shows with improved advertising
3. Execute shows in a manner that results in outstanding customer satisfaction
4. Ensure the business model of the shows is responsive and sustainable. For additional information contact [info@trainshow.email](mailto:info@trainshow.email)

## **FREQUENTLY ASKED QUESTIONS**

***Will we continue running our regular train shows?*** The short answer is "yes." We are planning on running a mostly normal train show schedule this summer and, assuming conditions surrounding the pandemic continue to improve, we look forward to a normal winter train show season starting in the fourth quarter.

***Will permanent table locations be kept?*** Our goal is to maintain previous table locations for permanent dealers as far as is practical. Greenberg and Great Train Show permanent dealer reservations will be retained as-is. For the Great Midwest Train Show, dealers will need to sign up again and request their previous location. We will do our best to make sure people keep their regular locations.

***Will pricing stay the same?*** For the time being we are keeping pricing largely the same, though we have simplified pricing at the Great Midwest Train Show. Pricing is listed in the enclosed application form.

***Will the content of the shows change?*** In general, the content will be similar to what it has been in the past.

***What social distancing measures will be in place?*** We plan to follow state and local regulations and guidelines in place at the time of the show. These will vary between venues and may also change over time.

## Seller Application - Great American Train Shows - Two-Day Tabletop Shows

Company/Trade Name (optional): \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Website: \_\_\_\_\_ Items Sold: \_\_\_\_\_

Sales tax # (if applicable): \_\_\_\_\_

*Check here if you will need confirmation notices mailed to you instead of emailed*

### Payment Options - Please Check One

**Check or Money Order is being mailed** (make check payable to Great American Train Shows)

**I authorize payment on my credit card four weeks prior to the show.** *Complete credit card info below.*

**I will pay in full at the show with cash, check, or money order. A credit card is required as a guarantee.** *Complete credit card information below.* I authorize payment plus a late fee of \$10 per table or booth if exhibit fees are not paid by 10am on the Sunday of the show.

Credit card: \_\_\_\_\_ Exp: \_\_\_\_\_

<b>Show Location and Date</b> <i>You cannot mix tables and booths</i>	8' Tables <i>Write Qty</i>	8' Wall Tables <i>Write Qty</i>	3-Table Booth <i>Write Qty</i>	Electric Drop** Y/N	Permanent Y/N
<b>*Monroeville, PA – 7/24-25/2021*</b>	___ @ \$65	___ @ \$75	___ @ \$195	___ @ \$55	___
<b>Fredericksburg, VA – 8/7-8/2021</b>	___ @ \$75	___ @ \$85	___ @ \$225	___ @ \$55	___
<b>Dayton, OH – 8/14-15/2021</b>	___ @ \$75	___ @ \$85	___ @ \$195	___ @ \$55	___
<b>Edison, NJ – 8/14-15/2021</b>	___ @ \$75	___ @ \$85	___ @ \$225	___ @ \$55	___
<i>Pomona, CA – 8/21-22/2021</i>	<i>Show postponed – applications not being accepted at this time</i>				
<b>Oaks, PA – 8/21-22/2021</b>	___ @ \$75	___ @ \$85	___ @ \$225	___ @ \$55	___

\*Tables and wall tables at the Monroeville show are 6' x 30" with a contracted space of 6'x4'. Tables and wall tables at all other shows are 8' x 30" with a contracted space of 8'x4'. Booths in Monroeville are 8'6"x8'6" and include three 6' x 30" tables. Booths at all other shows are 10'6"x10'6" and include three 8' x 30" tables.

\*\*Electric drops ordered less than two weeks in advance of the show will be charged at a rate of \$95 per drop.

**I certify I have read the terms and conditions on all pages and agree to abide by these terms and conditions.**

I reiterate that I agree to hold harmless Great Train Show, Greenberg Shows, and Great American Train Shows, Inc., its exhibition centers, and contractors, for any and all actions that may occur involving the show. I agree to indemnify Great Train Show, Greenberg Shows, and Great American Train Shows, Inc. for any liability that may be caused or related to my participation under this contract.

Seller signature: \_\_\_\_\_ Date: \_\_\_\_\_

## Seller Application - Great American Train Shows - One-Day Tabletop Shows

Company/Trade Name (optional): \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Website: \_\_\_\_\_ Items Sold: \_\_\_\_\_

Sales tax # (if applicable): \_\_\_\_\_

Check here if you will need confirmation notices mailed to you instead of emailed

### **Payment Options - Please Check One**

Check or Money Order is being mailed (make check payable to Great American Train Shows)

I authorize payment on my credit card four weeks prior to the show. *Complete credit card info below.*

I will pay in full at the show with cash, check, or money order. A credit card is required as a guarantee. *Complete credit card information below.* I authorize payment plus a late fee of \$10 per table if exhibit fees are not paid by noon on the day of the show.

Credit card: \_\_\_\_\_ Exp: \_\_\_\_\_

<u>Show Location and Date</u>	8' Tables <i>Write Qty</i>	Electric Use Y/N	Building and/or location preferences*
DuPage County Fair, Wheaton, IL 8/8/2021	____ @ \$40	____ @ \$25	
DuPage County Fair, Wheaton, IL 9/12/2021	____ @ \$40	____ @ \$25	
DuPage County Fair, Wheaton, IL 10/10/2021	____ @ \$40	____ @ \$25	
DuPage County Fair, Wheaton, IL 11/14/2021	____ @ \$40	____ @ \$25	
DuPage County Fair, Wheaton, IL 12/12/2021	____ @ \$40	____ @ \$25	

\*Building or location preferences cannot be guaranteed. Which buildings are in use for any specific show may vary by show. Show is subject to cancellation if fairgrounds is unavailable.

**\*\* SPECIAL OFFER: If you sign up for all five 2021 shows and pay on time, your December show will be half price (i.e. \$20 per table instead of \$40 per table)**

**I certify I have read the terms and conditions on all pages and agree to abide by these terms and conditions.**

I reiterate that I agree to hold harmless Great Midwest Train Show and Great American Train Shows, Inc., its exhibition centers, and contractors, for any and all actions that may occur involving the show. I agree to indemnify Great Midwest Train Show and Great American Train Shows, Inc. for any liability that may be caused or related to my participation under this contract.

Seller signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Exhibitor Terms and Conditions for tabletop shows operated by Great American Train Shows Inc.**  
**Terms and Conditions for Great Train Show, Greenberg's Great Train & Toy Show, Great Midwest Train Show, and all 1-day and 2-day tabletop shows operated by Great American Train Shows Inc.**

Dealer agrees to hold harmless Great Train Show, Greenberg's Great Train & Toy Show, Great Midwest Train Show, and Great American Train Shows Inc., its exhibition centers, and contractors for any and all actions that may occur involving the show. Dealer agrees to indemnify Great Train Show, Greenberg's Great Train & Toy Show, Great Midwest Train Show, and Great American Train Shows Inc. for any liability that may be caused by or related to their participation. This includes but is not limited to any liability caused by people exhibitor provides exhibitor badges to, people exhibitor invites to the show, and any liability that may be caused if the exhibitor resells his tables to someone else. Great American Train Shows Inc. retains the right to reject, eject, or prohibit any product or exhibit in whole or in part or to reject, or eject a Dealer or his representative(s) with or without giving cause. If cause is not given, Great American Train Shows Inc. liability shall not exceed the return to the Dealer of the amount of license fee unearned at the time of ejection. Dealer agrees to collect and remit sales and use taxes in accordance with governmental regulations. Dealer acknowledges that Great American Train Shows Inc. furnishes the name of each Dealer to the state or governmental unit(s) as legally required. Any controversy or claim arising out of or relating to this license, or the breach thereof, shall be settled by arbitration in accordance with the Commercial Arbitration Rules of the American Arbitration Association, and judgment upon the award rendered by the Arbitrator(s) may be entered in any Court having jurisdiction thereof. It is agreed that such arbitration would occur in Carol Stream, Illinois.

To obtain a license for the use of space at a Show or, sponsored by Great American Train Shows Inc. the undersigned Dealer hereby agrees to all of the following terms, conditions and regulations:

**ACCEPTABLE MERCHANDISE:** Train, collectible toy and family-oriented hobby merchandise is ACCEPTABLE. Non hobby related or non-wholesome merchandise is not accepted. Final determination of acceptability shall be determined by Great American Train Shows Inc.'s on site manager(s). Dealer may not sell raffle tickets or offer games of chance. Dealer agrees to mark reproductions, repainted, and restored items as well as items with major reproduction parts. Dealer agrees to give a receipt when requested by a purchaser. This receipt must include the terms of the sale. Dealer agrees to cease all use of smoke-producing products if requested by show management.

**SHOW HOURS:** Each Dealer agrees to maintain his display space open to the public for the duration of the show. Dealers may not remove any merchandise from their area until the close of the show. Violation of this rule will lead to exclusion from future shows and may result in a claim for damages for negatively impacting the show's appearance.

**TWO-DAY SHOWS:** The show is open to the public from 10:00am to 4:00pm on Saturday and Sunday. In the event these hours change, you will be notified. Dealers must arrive by 9:00am Saturday to retain their contracted show space. On Friday, the hall must be vacated at the end of setup. On Saturday, the hall must be vacated upon notification by the show managers at approximately 4:05 PM. All Dealers will be readmitted at 9:00am on Sunday and must vacate the hall by 9:00pm on Sunday.

**ONE-DAY SHOWS:** The show is open to the public from 9:00am to 3:00pm on Sunday. In the event these hours change, you will be notified. Dealers must arrive by 8:00am Sunday to retain their contracted show space. No setup will be permitted on Saturday. All Dealers must vacate the hall by 6:00pm on Sunday.

**CONTRACTED SPACE:** Purchase of ONE TABLE or ONE WALL TABLE equals 8 feet by 4 feet total contracted area (6 feet by 4 feet in Monroeville), with a table surface of either 8 feet by 30 inches or 8 feet by 24 inches (6 feet by 30 inches or 6 feet by 24 inches in Monroeville). ONE BOOTH will equal 3 tables in a 10'6"x10'6" area. The 3' exhibitor aisle between table rows must remain unobstructed unless dealer purchases both tables that border the aisle. Dealers/Exhibitors may not place anything in the aisles, between, behind, or at the end of tables so as to impede customer and dealer movement in the aisles. Dealers may not use tables or boards to extend the surface of the table. Table covers are required at all two-day shows.

**BADGES:** Dealer/Exhibitor badges are to be used only by those working at dealer tables or assembling and operating displays. Dealer/Exhibitor Badges must be worn at all times including set-up, show hours and tear-down. Only persons with Dealer/Exhibitor Badges Will be allowed in the hall during set-up. Badges are not to be given to any person for the purpose of shopping during non-public hours, or to access the show early. Violations of this rule will lead to exclusion from future shows and may result in a claim for damages for negatively impacting the shows security.

**DEALER SPACE:** Dealer space is sold two ways:

1. Permanent Exhibit space indicates that Great American Train Shows will make its best effort to provide the Dealer with the same location at a particular venue for every show. Dealers need only sign up once and this agreement will remain in effect until terminated by one of the parties. Dealers will have purchased the same location at every show held in a particular venue. If the permanent location cannot be provided, Dealer will have the option to cancel at no charge. In order to terminate this agreement, notice is required to be given by either party 90 days in advance of a two-day show or 30 days in advance of a one-day show. Great American Train Shows Inc. will advise Dealers of shows, price, and other policy changes at least 120 days in advance of any two-day show and at least 60 days in advance of any one-day show. This is the only way to get the same location at every show.

Permanent exhibit space cannot be cancelled but may be resold by a Dealer to another Dealer of their choice at a price they determine. Any resold tables must still follow all the rules and regulations of the show. Resale of tables for two consecutive shows may forfeit location within show.

2. Non-Permanent Exhibit space will provide Dealers with a location on a show-by-show basis subject to availability. Locations will change for nonpermanent Dealers/Exhibitors based upon the needs of permanent Dealers/Exhibitors and other nonpermanent Dealers/Exhibitors.

**CANCELLATIONS:** For nonpermanent spaces cancellations received more than 90 days in advance of a two-day show or more than 30 days in advance of a one-day show will receive a full refund. Cancellations within 90 days of a two-day show or within 30 days of a one-day show will receive no refund and if guaranteed to a credit card, credit card will be charged when space is cancelled. Space guaranteed to a credit card, where the dealer does not pay at the show, will be charged immediately after the show and will include a late fee of \$10.00 per table.

Dealers/Exhibitors may resell their space to someone else but they remain responsible for all elements of this dealer contract. For permanent spaces cancellations do not apply but space may be resold. The Permanent table agreement may be terminated upon 90 days notice with no further obligation.

**OVERNIGHT SECURITY AT TWO-DAY SHOWS:** Security service or guards are normally on duty starting at the end of exhibitor setup on Friday until setup resumes Saturday morning and from when the show closes Saturday to 9:00 am Sunday. Great American Train Shows Inc. assumes no responsibility for dealer loss. We recommend that you cover your display Friday and Saturday nights. When you leave on Friday and Saturday, take all personal belongings with you. NO ONE is admitted into the hall under any circumstances after the Train Show Management Staff leaves the facility.

**PARKING:** Any parking fees required by the facility are the responsibility of the Dealer.

**ACCOMMODATIONS:** Hotel reservations are the responsibility of all Dealers. All Dealers/Exhibitors are responsible for calling, negotiating the best rate and making their own reservations.

**DOOR PRIZE CERTIFICATES:** At some shows we will offer Door Prize Certificates as door prizes. The Certificates are to be used as cash in the hobby marketplace. If a customer makes a purchase at your table using a door prize certificate, deduct the face value of the certificate(s) from the total purchase, which would include tax, if applicable. Take the door prize to the Show Manager and you will be reimbursed for the total face value of the certificate(s). If you have questions about the format, check with the Show Manager prior to completion of the sale.

**LOCATION CHANGES:** In order to maintain a permanent table location, you must sign up for permanent tables. While non-permanent table holders may receive the same location, it is subject to change if a permanent exhibitor desires the space or if we need to make floor plan changes.

**NONPROFIT DISCOUNT FOR EXHIBIT SPACE:** For certain nonprofit organizations which are attractions for the public at the show, Great American Train Shows may provide a discount on exhibit space and will document that discount in writing when confirming space reservations.

**SEVERABILITY:** If any term of this contract or its application is found to be invalid or unenforceable, the remainder of this contract and any other application will not be affected.

**NO WAIVER:** The failure to insist upon the strict performance of this contract does not constitute a waiver of Great American Train Shows Inc.'s rights hereunder. No provision of this agreement may be deemed to have been waived by Great American Train Shows Inc. unless the waiver is in writing signed by an officer of Great American Train Shows Inc.

**ACCEPTANCE OF CONTRACT:** Upon acceptance of this contract by Great Train Show, Greenberg's Great Train & Toy Show, or Great Midwest Train Show, a written confirmation will be mailed or emailed to the dealer. If the dealer does not receive a confirmation, he should contact Great Train Show, Greenberg's Great Train & Toy Show, or Great Midwest Train Show to determine the status of the contract.

**Seller Application for Great Train Show - Greenberg's Great Train & Toy Show – Great Midwest Train Show**  
[www.TrainShow.com](http://www.TrainShow.com) PO Box 1192, Lombard, IL 60148 - p 224.500.4159 - [info@trainshow.email](mailto:info@trainshow.email)