



Great American Train Shows, Inc presents

**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

info@trainshow.email

### Fall 2021 Train Show Schedule

Oct 17, 2021	Wheaton, IL	DuPage County Fairgrounds
Nov 6-7, 2021	Shakopee, MN	Canterbury Park Expo Center
Nov 6-7, 2021	Monroeville, PA	Monroeville Convention Center
Nov 14, 2021	Wheaton, IL	DuPage County Fairgrounds
Nov 20-21, 2021	Wilmington, MA	Shriners Auditorium
Nov 27-28, 2021	Collinsville, IL	Gateway Center
Nov 27-28, 2021	Edison, NJ	New Jersey Expo Center
Dec 4-5, 2021	Timonium, MD	Maryland State Fairgrounds
Dec 12, 2021	Wheaton, IL	DuPage County Fairgrounds
Dec 18-19, 2021	Chantilly, VA	Dulles Expo Center

### Winter 2022 Train Show Schedule

Jan 2, 2022	Wheaton, IL	DuPage County Fairgrounds
Jan 8-9, 2022	Sacramento, CA	Cal Expo
Jan 8-9, 2022	Oaks, PA	Greater Philadelphia Expo Center
Jan 15-16, 2022	Columbus, OH	Ohio Expo Center
Jan 15-16, 2022	Virginia Beach, VA	Virginia Beach Convention Center
Jan 22-23, 2022	Puyallup, WA	Washington State Fair & Event Center
Jan 22-23, 2022	Richmond, VA	Richmond Raceway Complex
Jan 29-30, 2022	Saint Charles, MO	Saint Charles Convention Center
Feb 5-6, 2022	Boise, ID	Expo Idaho
Feb 6, 2022	Wheaton, IL	DuPage County Fairgrounds
Feb 12-13, 2022	Costa Mesa, CA	Orange County Fairgrounds
Feb 12-13, 2022	Indianapolis, IN	Indiana State Fairgrounds
Feb 12-13, 2022	Wilmington, DE	Chase Center on the Riverfront
Feb 26-27, 2022	Monroeville, PA	Monroeville Convention Center
March 12-13, 2022	Edison, NJ	New Jersey Expo Center
March 6, 2022	Wheaton, IL	DuPage County Fairgrounds
March 19-20, 2022	Pomona, CA	Fairplex
March 26-27, 2022	Novi, MI	Suburban Collection Showplace
March 26-27, 2022	Wilmington, MA	Shriners Auditorium

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.

**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.

**When to sign up: Now,** We are currently accepting space reservations for shows through the end of March 2022. April-December 2022 dates will be announced in early 2022.

# ***TRAIN of THOUGHT NEWSLETTER***

## **Updates about 2021-2022 shows**

We are please to present shows for the 4<sup>th</sup> quarter of 2021 and the 1st quarter of 2022. While not as complete a show season as we would like, it is nice to be doing shows again. We believe all the shows we have put on the application will happen, but we do not have total control of the situation. We will notify you via our website and email of any changes to the schedule should they occur. Venues that we missed this season we are making a concerted effort to add to the next season of shows.

## **Ownership and management changes and institutional memory**

As most of you know, the ownership of the shows has changed and the leadership of the organization is now under the direction of Dave Swanson. For those of you who don't know Dave, he helped co-found the Great Midwest Train Show in the 1970s, founded the Great American Trains in the 1980s, Purchased Greenberg Shows and founded the World's Greatest Hobby on Tour in the 2000s. While he has 50 years train show experience and extensive business experience in multiple industries he has not been actively involved for several years. He has made a significant financial investment to resurrect the shows from their demise due to the Covid-19 pandemic.

Unfortunately, a large amount of institutional knowledge has been lost due to changes in personnel and changes in computer systems. As you may be aware the most recent departure of Frank Hicks, who was the general manager of Greenberg Shows was a significant loss in knowing exhibitor's history. Despite our best efforts to keep him, Frank left for a job which required no travel because of his family conditions. We ask your patience and understanding during this transition. We are committed to providing you with the best possible show but we will probably make some mistakes along the way as we learn the past history. We will try hard to earn your business.

The current full-time staff consists of Bill Grove and Dillon Goble. Bill has over 30 years' experience in show operations and Dillon brings 3 years' experience in advertising and promotion. Bill will be focused on the two day shows and Dillon will be focused on the 1 days shows. We are current exploring additions to other staff to reach the critical mass necessary for show expansion.

## **Exhibitor Feedback is important to us**

We are very concerned about what we do right and what we do wrong, so we can do more good things and make less mistakes. We have set-up to special email addresses which are reviewed personally by Dave Swanson to ensure customer satisfaction gets the right level of executive attention.

If there is something or someone about the shows you really like please e-mail:

[\*\*Happy@Trainshow.com\*\*](mailto:Happy@Trainshow.com)

Dave Swanson will review these emails and discuss with his staff at their weekly staff meeting to see how this can be replicated for more shows.

If there is something or someone about the shows you are unhappy with please e-mail:

[\*\*UnHappy@TrainShow.com\*\*](mailto:UnHappy@TrainShow.com)

Dave Swanson will review these e-mails, council people appropriately and discuss at the weekly staff meeting if appropriate, so these kind of problems can be minimized.

Please do not hesitate to send your feedback good and bad.

## **Show Scheduling is complex and not a perfect science**

Even when there are not pandemic considerations, show scheduling is a challenging task. Model Train shows are not the most important event to most venues. Venues like events with massive budgets that book hundreds of hotels rooms and that is not us. We have a limited number of dates to choose at various venues, sometimes we are offered only a single date, or sometimes there are no dates available at all. Based on historical data we know which times of year will produce the best results, so some cities may be viable in January, but not in July. In most venues it is not possible to keep the exact same weekend every year, so we try to do the best we can within the constraints that exist. Particularly given the chaos the pandemic has caused we may not have the date or building we want or have had in the past, so we are trying to book the most shows with best options.

## **Exhibit Space Pricing**

You will note that our exhibit space pricing does vary by venue. Some venues have had significant rent increase while others have had only modest increases. Across all venues labor costs for items like, ticket sellers, ticket takers, security has increase sharply. For 2022 we have instituted a very modest base price increase, in most cases the increase amounts to \$4 per table or booth. We have not had a price increase for several years, and this increase is certainly less than what inflation has been since our last increase. Our goal is to provide you with the best value while maintaining a viable business. We know the relationship between show promoter and exhibitor is a co-dependent, we both need viable businesses to help each other.

## **Automation and Communication**

We believe in using technology to improve the shows. We use technology significantly in the advertising and promotions of the shows with hundreds of thousands of emails and millions of Facebook ads. We also use technology to sell tickets, at some of our shows 50% of the tickets are sold on-line. We are increasing the amount of technology investment for exhibitor processing, currently you can sign up for shows using our on line form and your setup information will be available on the website [trainshow.com](http://trainshow.com) for all future shows. In addition we are now using e-mail as our primary method to contact exhibitors, please make sure we have your current e-mail address and we do not end up in your spam folder.

In the future we will be doing even more on line to make doing business easier. In order to ensure the most accurate communications, we generally do not accept phone orders from customers, but prefer the online application or paper application be completed. We have found telephone orders have a significantly higher error rate than written orders. While we will continue to leverage technology we will continue to support the more traditional methods of communication as well, so if you hate the internet you still have a place at our shows.

## **COVID-19 POLICIES**

The Covid-19 situation remains fluid. We are moving ahead with the remainder of our 2021 shows and first-quarter 2022 shows. Our intention is to provide a safe and enjoyable show. Because of the Covid-19 health issue, we have instituted the following policies which apply to all exhibitors and attendees:

- We will follow all Federal, State and Local health department regulations and requirements. Since these are rapidly changing, we will comply with whatever is the current government regulation is in place at the time for the specific venue. Because of the speed of change we may not be able to provide advance notice of these regulations.
- Unless mandated by government authorities or venue regulations, we will not have any mask or social distancing restrictions.
- We strongly recommend those who are not vaccinated or those who have unique health risks, to wear a mask for their safety and the safety of others. In addition, as of 8/3/2021, we recommend everyone wear a mask in locations the CDC has designated as a high transmission zone or "hotspot", regardless of their vaccination status.

As of 8/26/2021, Illinois has instituted a mask mandate for all indoor spaces. Therefore, our show in Wheaton, IL will require exhibitors and attendees to wear masks while in the buildings of the show. Masks are not required outdoors. We continue to monitor this and will keep you informed with the latest information on our website [trainshow.com](http://trainshow.com).

## 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): \_\_\_\_\_

### 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** <i>Y/N</i>	Permanent*** <i>Y/N</i>
Shakopee, MN – 11/6-7/2021	___ @ \$75	___ @ \$85	___ @ \$195	___ @ \$75	___
*Monroeville, PA – 11/6-7/2021*	___ @ \$65	___ @ \$75	___ @ \$195	___ @ \$55	___
Wilmington, MA – 11/20-21/2021	___ @ \$75	___ @ \$85	___ @ \$225	___ @ \$55	___
Collinsville, IL – 11/27-28/2021	___ @ \$85	___ @ \$95	___ @ \$225	___ @ \$75	___
Edison, NJ – 11/27-28/2021	___ @ \$75	___ @ \$85	___ @ \$225	___ @ \$55	___
Timonium, MD – 12/4-5/2021	___ @ \$75	___ @ \$85	___ @ \$225	___ @ \$55	___
Chantilly, VA – 12/18-19/2021	___ @ \$85	___ @ \$95	___ @ \$275	___ @ \$75	___
Sacramento, CA– 01/08-09/2022	___ @ \$89	___ @ \$99	___ @ \$229	___ @ \$75	___
Oaks, PA – 01/08-09/2022	___ @ \$79	___ @ \$89	___ @ \$237	___ @ \$75	___
Columbus, OH – 01/15-16/2022	___ @ \$79	___ @ \$89	___ @ \$199	___ @ \$55	___
Virginia Beach, VA – 01/15-16/2022	___ @ \$79	___ @ \$89	___ @ \$237	___ @ \$55	___
Puyallup, WA – 01/22-23/2022	___ @ \$89	___ @ \$99	___ @ \$229	___ @ \$75	___
Richmond, VA – 01/22-23/2022	___ @ \$79	___ @ \$89	___ @ \$237	___ @ \$55	___
Saint Charles, MO – 01/29-30/2022	___ @ \$89	___ @ \$99	___ @ \$229	___ @ \$75	___
Boise, ID – 02/05-06/2022	___ @ \$79	___ @ \$89	___ @ \$199	___ @ \$55	___
Indianapolis, IN – 02/12-13/2022	___ @ \$79	___ @ \$89	___ @ \$199	___ @ \$75	___
Costa Mesa, CA – 02/12-13/2022	___ @ \$89	___ @ \$99	___ @ \$229	___ @ \$75	___
Wilmington, DE – 02/12-13/2022	___ @ \$79	___ @ \$89	___ @ \$237	___ @ \$55	___
*Monroeville, PA – 02/26-27/2022*	___ @ \$69	___ @ \$79	___ @ \$207	___ @ \$55	___
Edison, NJ – 03/12-13/2022	___ @ \$79	___ @ \$89	___ @ \$237	___ @ \$75	___
Pomona, CA – 03/19-20/2022	___ @ \$89	___ @ \$99	___ @ \$229	___ @ \$75	___
Novi, MI – 03/26-27/2022	___ @ \$79	___ @ \$89	___ @ \$199	___ @ \$75	___
Wilmington, MA – 03/26-27/2022	___ @ \$79	___ @ \$89	___ @ \$237	___ @ \$55	___

\*Tables and wall tables at the Monroeville show are 6' x 30" with a contracted space of 6' x 4'. Tables and wall tables at all other shows are 8' x 30" with a contracted space of 8' x 4'. Booths in Monroeville are 8'6" x 8'6" and include three 6' x 30" tables. Booths at all other shows are 10'6" x 10'6" 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.

\*\*\* If you sign up permanently, you will be automatically signed up for the same tables at every show in the specific venue going forward until you notify us in writing that you are cancelling your permanent reservation.

**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 told harmless Great Train Show, Greenberg Shows, 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 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): \_\_\_\_\_

### **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: \_\_\_\_\_

<b>Show Location and Date</b>	<b>8' Tables Write Qty</b>	<b>Electric Use Y/N</b>	<b>Permanent* Y/N</b>	<b>Building and/or location preferences**</b>
<b>Wheaton, IL 10/17/2021</b>	___ @ \$40	___ @ \$25		
<b>Wheaton, IL 11/14/2021</b>	___ @ \$40	___ @ \$25		
<b>Wheaton, IL 12/12/2021</b>	___ @ \$40	___ @ \$25		
<b>Wheaton, IL 01/02/2022</b>	___ @ \$40	___ @ \$25		
<b>Wheaton, IL 02/06/2022</b>	___ @ \$40	___ @ \$25		
<b>Wheaton, IL 03/06/2022</b>	___ @ \$40	___ @ \$25		

\*If you sign up permanently, you will be automatically signed up for the same tables at every show in Wheaton going forward until you notify us in writing that you are cancelling your permanent reservation.

\*\*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.

**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.

**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.

**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.

**OVERNIGHT SECURITY AT TWO-DAY SHOWS:** Security service or guards are sometimes 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 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 terms for**  
**Great Train Show - Greenberg's Great Train & Toy Show** - p 224-240-8035 info@trainshow.email  
**Great Midwest Train Show** - p 224.500.4159 - info@trainshow.email  
[www.TrainShow.com](http://www.TrainShow.com) PO Box 1192, Lombard, IL 60148