



Great American Train Shows, Inc presents

**Great Train Show**

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

**[www.TrainShow.com](http://www.TrainShow.com)**

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# Layout Application Packet

## 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.

# ***TRAIN of THOUGHT NEWSLETTER***

## **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.

## **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 out 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.

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, wear a mask for their safety and the safety of others. In addition, we recommend everyone wear a mask in locations the CDC has designated as a high transmission zone or "hotspot", regardless of their vaccination status.

We continue to monitor the regulatory situation and will keep you informed with the latest information on our website, [trainshow.com](http://trainshow.com).

**Layout/Attraction Application - Great American Train Shows**

Club or Layout Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

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

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

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

Website: \_\_\_\_\_

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

**List the show dates AND locations at which your group is interested in exhibiting:**

\_\_\_\_\_

**Display information**

Gauge/Scale: \_\_\_\_\_ Layout Size: \_\_\_\_\_ ft. x \_\_\_\_\_ ft. *(any barriers must fit within this area)*

Is your layout's size flexible? \_\_\_\_ Yes \_\_\_\_ No

If yes, please provide the maximum size: \_\_\_\_\_ and the minimum size: \_\_\_\_\_

*Check here if you have no layout and are only presenting a workshop*

**Workshop information (if applicable)**

Title(s) or subject(s): \_\_\_\_\_ Preferred time: \_\_\_\_\_

Description: \_\_\_\_\_

\_\_\_\_\_

**Provided by Great American Train Shows to exhibitor**

Number of tables (8'x30") required: \_\_\_\_\_ Electricity needed? \_\_\_\_ Yes \_\_\_\_ No

How many Exhibitor Badges (only for people actively working the exhibit) do you need: \_\_\_\_\_

Do you require an Honorarium to participate: \_\_\_\_ Yes \_\_\_\_ No

↳ If YES, is the Standard Honorarium acceptable: \_\_\_\_ Yes \_\_\_\_ No

↳ If NO, what honorarium would you require: \_\_\_\_\_

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

# 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.

## **STANDARD HONORARIUM**

Workshop Presenters will be paid a \$30.00 standard honorarium for each workshop topic that is presented both days of the show. Display Layouts will be paid a standard honorarium based on square footage and will be as follows:

- \$50.00 Less than 100 Square feet of actual layout
- \$100.00 101 to 499 Square feet of actual layout
- \$150.00 500 or more square feet of actual layout

You may request a non-standard honorarium. Please be aware we will give first preference to those who do not require an honorarium, then those who accept the standard honorarium and lastly the non-standard honorarium requests.

## **ACCEPTANCE PROCESS**

A letter indicating the status of this contract will be sent out after the contract is received. The letter will state whether the contract has been accepted, declined or is on hold pending construction of the show floor plan. If placed on hold you will receive an accepted or decline notice of this contract at least 30 days before the show. Any information that was previously provided to Great American Train Shows will be made obsolete by this agreement. This agreement constitutes the entire agreement between the parties and cannot be orally modified. Modifications can only be made by written agreement.

## **ADDITIONAL TERMS AND CONDITIONS**

The term Exhibitor applies to clubs, dealers, organizations, or individual(s) presenting exhibits, displays or demonstrations related to trains and train related hobbies. To obtain a license for the use of space at a Great Train Show, Greenberg Show, or Great Midwest Train Show sponsored by Great American Train Shows Inc., the undersigned Exhibitor hereby agrees to the following regulations, terms, agreements, and conditions and to any amendments which may be established. Exhibitor agrees to keep his display operational for the public, and to not remove any items from his display for the purpose of packing, during the public show hours. Violation of this rule will lead to exclusion from future shows and forfeiture of any honorarium and may result in a claim for damages to the appearance of the show. Exhibitor releases Great American Train Shows Inc. from all claims arising from Exhibitor's show occupancy, including but not limited to loss, theft, damage, destruction, or injury to Exhibitor's business or Exhibitor personnel. Exhibitor releases Great American Train Shows Inc. from all claims arising out of Great American Train Shows Inc.'s failure to provide space, removal of exhibit, or failure to hold the show. Exhibitor understands Great Train Show, Greenberg Show, Great Midwest Train Show, and Great American Train Shows Inc. assume no responsibility for any exhibitor property or for safety at the show. Exhibitor agrees to hold harmless Great Train Show, Greenberg 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. Exhibitor agrees to indemnify Great Train Show, Greenberg 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 by the exhibitor's actions.

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 an Exhibitor or his representative(s) with or without giving cause. Exhibitor agrees to collect and remit sales and use taxes in accordance with governmental regulations. Exhibitor acknowledges that Great American Train Shows Inc. furnishes the name of each Exhibitor 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 Lombard, Illinois.

**Exhibitor further agrees to all of the following terms, conditions, agreements and regulations:**

**ACCEPTABLE DISPLAY:** Non hobby related or non-wholesome merchandise or exhibits are not accepted. Final determination of acceptability shall be made by Great American Train Show Inc.'s on site manager(s). Exhibitor may not sell raffle tickets or offer games of chance. Exhibitor agrees to give a receipt when requested by a purchaser. This receipt must include the terms of sale. Exhibitor agrees to cease all use of smoke-producing products if requested by show management. Layouts may sell memberships and items branded with the club's name or logo only. Any other merchandise may be sold only if sales tables are purchased at the prevailing rate, with the value of the sales table(s) deducted from the layout honorarium if applicable.

**SHOW HOURS:** Exhibitor agrees to maintain his display in full and in operation for the duration of the public hours of the show. Exhibitors may not remove any parts of their display until the close of the show Sunday evening. **Violation of this rule will lead to exclusion from future shows**, forfeiture of the honorarium, and may result in a claim for damages for negatively impacting the show's appearance. Show open times and show setup times will be provided to Exhibitors in advance of each show. In the event these hours change, you will be notified. Exhibitors must arrive to two-day shows by 9:00am Saturday, and to one-day shows by 8:00am Sunday, to retain their contracted show space. On setup and show days, the hall must be vacated upon notification by show management at the conclusion of setup or show hours.

**CONTRACTED SPACE:** Contracted space as described in the confirmation letter mailed to the Exhibitor constitutes the entire space available for Exhibitor's use. Any barriers, ropes, tables, or other exhibits must fit within the contracted space. Show management reserves the right to remove any exhibits located outside of the contracted space.

**BADGES:** Exhibitor badges are to be used only by those working at, assembling or operating displays. Exhibitor badges must be worn at all times including set-up, show hours and tear-down. Only persons with 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 show's security.

**OVERNIGHT SECURITY:** At two-day shows, security service or guards are normally on duty overnight Friday and Saturday nights. Great American Train Shows Inc. assumes no responsibility for dealer or exhibitor loss. When you leave on Friday and Saturday, take all personal belongings with you. **NO ONE** is admitted into the hall under any circumstances after show management staff leaves the facility.

**PARKING & ACCOMMODATIONS:** Parking fees are the responsibility of the Exhibitor. Hotel reservations are the responsibility of the Exhibitor.

**LOCATION CHANGES:** Your location is subject to change if Great American Train Shows Inc needs to make floor plan changes. Exhibitor must check with the show manager upon arrival to confirm the location of the display.

**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 Show Inc.'s rights hereunder. No provision of this agreement may be deemed to have been waived by Great American Train Show Inc. unless the waiver is in writing signed by an officer of Great American Train Show Inc.