

# Great American Train Shows, Inc presents Great Train Show – World's Greatest Hobby on Tour Greenberg's Great Train & Toy Show

**Great Midwest Train Show** 

#### www.TrainShow.com

PO Box 1192, Lombard, IL 60148 info@trainshow.email

## **Dealer Application Packet**

#### 2022 Train Show Schedule

July 16-17, 2022 Oaks, PA Greater Philadelphia Expo Center July 23-24, 2022 Monroeville, PA Monroeville Convention Center August 6-7, 2022 Edison, NJ New Jersey Expo Center August 7, 2022 Wheaton, IL **DuPage County Fairgrounds** August 20-21, 2022 Chantilly, VA **Dulles Expo Center DuPage County Fairgrounds** September 4, 2022 Wheaton, IL October 2, 2022 Wheaton, IL **DuPage County Fairgrounds** October 30, 2022 Wheaton, IL **DuPage County Fairgrounds** November 5-6, 2022 Shakopee, MN Canterbury Park Expo Monroeville Convention Center November 5-6, 2022 Monroeville, PA November 19-20, 2022 Wilmington, MA Shriners Auditorium November 26-27, 2022 Collinsville, IL **Gateway Convention Center** November 26-27, 2022 Edison, NJ New Jersey Expo Center Overland Park, KS Overland Park Convention Center December 3-4, 2022 Maryland State Fairgrounds December 3-4, 2022 Timonium, MD December 4, 2022 Wheaton, IL **DuPage County Fairgrounds** December 10-11, 2022 Louisville, KY Kentucky Expo Center December 17-18, 2022 Chantilly, VA **Dulles Expo Center** December 17-18, 2022 Grayslake, IL Lake County Fairgrounds

#### 2023 Train Show Schedule

January 7-8, 2023	Monroeville, PA	Monroeville Convention Center
January 7-8, 2023	Boise, ID	Expo Idaho
January 14-15, 2022	Oaks, PA	Greater Philadelphia Expo Center
January 14-15, 2023	Columbus, OH	Ohio Expo Center
January 14-15, 2023	Ridgefield, WA	Clark County Events Center
January 21-22, 2023	Richmond, VA	Richmond Raceway Complex
January 21-22, 2023	Puyallup, WA	Washington State Fairgrounds
January 28-29, 2023	St. Charles, MO	Saint Charles Convention Center
January 28-29, 2023	Sacramento, CA	Cal Expo
February 4-5, 2023	Rochester, NY	Dome Arena
February 11-12, 2023	Indianapolis, IN	Indiana State Fairgrounds
February 11-12, 2023	Costa Mesa, CA	OC Fair & Event Center
February 18-19, 2023	Novi, MI	Suburban Collection Showplace
February 18-19, 2023	Ventura, CA	Ventura Co Fairgrounds & Event Center
March 4-5, 2023	Dayton, OH	Montgomery County Fairgrounds
March 11-12, 2023	Edison, NJ	New Jersey Expo Center
March 18-19, 2023	Victorville, CA	SBC Fair
March 25-26, 2023	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 railroadiana. 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. 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.

If you have permanent space at any of the upcoming shows, you do not need to sign up. In the next couple of weeks, we will be sending out the permanent confirmation letters.

When to sign up: Now, We are currently accepting space reservations for 2 day shows through the end of March 2023. April-December 2023 dates will be announced in mid 2023. Reservations for the one day shows at the DuPage County Fairgrounds are now being accepted for all of 2022. Dates for the 2023 GMTS schedule will be out in late 2022.

### TRAIN of THOUGHT NEWSLETTER

We are very excited to bring you the 2022-2023 Show schedule. It has been a very...interesting past couple of years that has brought many changes. We look forward to a return to a more normal show season. As the schedule grows and we continue to add more shows, we have realigned the staffing to better serve you. We have done this geographically creating a Midwest region and a National region. For shows in the Midwest (Illinois, Iowa, Indiana, Wisconsin, Michigan, Kentucky, Tennessee, Arkansas, Minnesota, Missouri, Kansas, Nebraska and the Dakotas) Dillon Goble will be the regional manager. For the rest of the country, Bill Grove will be the regional manager. This should allow exhibitors to have the same point of contact for the majority of their shows. There are some that will cross over, but for most folks, this will mean you only have one person to have to contact. Dillon and Bill will be onsite managing shows, and Neal Carnaby will be managing shows on site across both regions. Dave Swanson is the owner, and will be at a few of the shows. Below is the current contact information:

Midwest Division **Dillon Goble**224/500-4159

dillon@trainshow.email

National Division **Bill Grove**224/240-8035

bill@trainshow.email

**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, electricians, setup staff and security has increase sharply. We have instituted a very modest base price increase. We have also adjusted pricing in some markets to make a three table booth a better price performer than three standard tables. 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.

We have also lost a few venues due to costs, or where exhibitor participation has fallen off. Places like Wilmington, DE, Virginia Beach, VA and Pomona, CA are three that come to mind. We will continue to work with these venues, as well as others, but at this time, they are not viable options.

World's Greatest Hobby on Tour update and changes: We are thrilled to announce the return of the World's Greatest Hobby on Tour in 2023. As we ease back into things, we will have two WGH events, Puyallup, WA in January and Cost Mesa, CA in February. The WGH events will be run in conjunction with existing Great Train Show Events. The Manufacture portion of the show will be places at the front entrance, but will not be separate from the rest of the event.

Space at the WGH events will now be offered in two ways:

- Manufactures and those who wish to have traditional WGH space will be able to order space, and will be located at the front of the hall. The WGH manufacture packet and pricing will be out by the end of July.
- <u>2)</u> For exhibitors who wish to sell at the show, and do not want to pay the traditional WGH pricing, can simply order standard Great Train Show space, and can use this form to do so.

Space will be limited at these shows since they will be run as a combined event, so sign up early. Also permanent space at the shows will NOT be used, since the entire floorplan will be changing. Permanent space holders will get their space back the following year when it returns as just a GTS event. If you have permanent space at either Puyallup or Costa Mesa, and want to do the shows, you MUST sign up.

#### **COVID-19 Policies**

The Covid-19 situation is better than is was, but remains fluid. 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 directions as well as venue regulations. Since these can change rapidly, we
  will comply with whatever is the current regulation 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, but will let you know as we know.
- Unless mandated by government authorities or venue regulations, we will not have any mask or social distancing restrictions. How
  stringently regulations and mask mandates are enforced is at the discretion of the on site government officials and the management of the
  venue. We will cooperate with the venue and on site government officials in taking any enforcement actions they deem necessary, but we
  will not take enforcement action (i.e. removing someone from the show) without their specific direction.
- 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.
- While we will enforce capacity requirements and mask mandates, we will currently not run a show where we have a legal responsibility to determine the validity of vaccination cards or Covid tests. We cannot assume that legal liability and, in those situations, we will likely cancel the effected show. At present, we do not have any locations where this an issue.

#### WHY YOU WANT PERMANENT TABLES AND A NEW OPTION

**Permanent Tables Explained:** One of the areas of confusion we see with many of our customers is permanent vs temporary tables. Permanent tables are the only way to be assured of the same location at every show held at a particular venue. While this may not be important to some exhibitors, many exhibitors like having the same location at every show as well as the convenience of not having to sign up each time new shows are announced. While a permanent location may be less important at a show run only once a year, it is more important at shows run 2 - 3 times a year and is very important for a monthly show like the Great Midwest Train Show.

If you do not have permanent tables/booths, your location can be changed at any time. Temporary table locations are assigned a few weeks before each show, after all the permanent locations have been satisfied. While temporary exhibitors can request the same location, it is not guaranteed. We do move temporary exhibitors, if another customer wants that space permanently or if we need to re-arrange tables to accommodate an exhibitor who desires more tables.

We have situations where people may have had a specific table location for many years, but since they were not permanent, they lost that location to someone who wanted the space permanently. This can be prevented simply by reserving tables permanently.

To reserve tables permanently you can do it one of three easy ways:

- Just mark the box on the reservation form application.
- At the show, simply sign and return the table tag saying you want the space permanently.
- E-mail and let us know to change your location from temporary to permanent.

With Permanent tables you will automatically be signed up for future shows in the venue and do not need to fill out an application. You will receive a permanent confirmation within a few weeks of us announcing a date for a show in the specific venue.

There really is no downside in ordering tables permanently as you can always cancel those tables by providing at least 30 days' notice for the 1 day shows or 90 days' notice for the 2 day shows, so you are never committed for more than one show at a time.

We urge you to sign up for permanent tables to maintain your location, and reduce your workload for registering for shows, while only committing yourself for the next show.

Great New Option For Permanent Table Dealers: We know there are times when a permanent exhibitor can't make a show but wants to keep his location. While he has the option to resell the tables, this can be a burden. To address this, we are now offering an option to skip a show and keep your permanent location. To take advantage of this you need to let us know at least 4 weeks in advance of the show. We will cancel your tables for just that show and keep for permanent location for future shows. The fee for keeping your permanent location is \$10.00 per table for two day shows and \$5.00 per table for one day shows. If you have any questions about this new option, please email or call us.

More shows Likely: We understand the need to get the schedule out so exhibitors can make their plans. While this represents the bulk of the 2022-2023 show schedule, there may be a few additions to the first quarter of 2023. If we are able to add any shows, we will let you know right away. It won't be many, as there are not a lot of holes, but if we can fill in a few here and there, we will. Stay tuned.

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

First Name:		Last Name:			
Address:					
Cell Phone:					
Website:		Items Sold:			
Sales tax # (if applicable):					<del></del>
Check or Money Order is being m I authorize payment on my credit I will pay in full at the show with cash, authorize payment plus a late fee of \$10	nailed (make check pa card four weeks prion check, or money order	or to the show. <u>Comp</u> r. A credit card is requi	can Train Shows) olete credit card info b red as a guarantee. <u>Cor</u>	mplete credit card inforn	nation below. I
Credit card:				Exp: _	
Show Location and Date You cannot mix tables and booths	8' Tables Write Qty	8' Wall Tables Write Qty	3-Table Booth Write Qty	Electric Drop**  Y/N	Permanent**
Oaks, PA - 07/16-17/2022	@ \$79	@ \$89	@ \$237	@ \$75	
*Monroeville, PA -07/23-24/2022*	@ \$69	@ \$79	@ \$207	@ \$55	
Edison, NJ – 08/06-07/2022	@ \$79	@ \$89	@ \$237	@ \$75	
Chantilly, VA - 08/20-21/2022	@ \$85	@ \$95	@ \$275	@ \$75	
Shakopee, MN – 11/5-6/2022	@ \$79	@ \$89	@ \$199	@ \$75	
Monroeville, PA -11/5-6/2022*	@ \$76	@ \$86	@ \$210	@ \$55	
Wilmington, MA - 11/19-20/2022	@ \$87	@ \$97	@ \$245	@ \$75	
Collinsville, IL - 11/26-27/2022	@ \$93	@ \$103	@ \$229	@ \$75	
Edison, NJ – 11/26-27/2022	@ \$87	@ \$97	@ \$245	@ \$75	
Overland Park, KS – 12/3-4/2022	@ \$83	@ \$93	@ \$205	@ \$75	
Γimonium, MD – 12/3-4/2022	@ \$87	@ \$97	@ \$245	@ \$75	
_ouisville, KY = 12/10-11/2022	@ \$79	@ \$89	@ \$199	@ \$75	
Chantilly, VA - 12/17-18/2022	@ \$93	@ \$103	@ \$275	@ \$75	
Grayslake, IL – 12/17-18/2022	@ \$83	@ \$93	@ \$205	@ \$75	
Monroeville, PA -01/7-8/2023*	@ \$76	@ \$86	@ \$210	@ \$75	
Boise, ID- 01/7-8/2023	@ \$79	@ \$89	@ \$199	@ \$75	
Oaks, PA – 01/14-15/2023	@ \$87	@ \$97	@ \$245	@ \$75	
Columbus, OH – 01/14-15/2023	@ \$79	@ \$89	@ \$199	@ \$75	
Ridgefield, WA- 01/14-15/2023	@ \$79	@ \$89	@ \$199	@ \$75	
Richmond, VA- 01/21-22/2023	@ \$87	@ \$97	@ \$237	@ \$75	
Puyallup, WA- 01/21-22/2023	@ \$98	@ \$108	@ \$235	@ \$75	
St. Charles, MO- 01/28-29/2023	@ \$98	@ \$108	@ \$235	@ \$75	
Sacramento, CA- 01/28-29/2023	@ \$89	@ \$99	@ \$229	@ \$75	
Rochester, NY- 02/4-5/2023	@ \$79	@ \$89	@ \$237	@ \$75	<del> </del>
ndianapolis, IN - 02/11-12/2023	@ \$83	@ \$93	<u>@</u> \$205	@ \$75	<del> </del> _
Costa Mesa, CA – 02/11-12/2023	@ \$98	@ \$108	@ \$235	@ \$75	<del> </del>
Novi, MI- 02/18-19/2023	@ \$83	@ \$93	<u>@</u> \$205	@ \$75	<del>                                       </del>
Ventura, CA – 02/18-19/2023	@ \$79	@ \$89 	<u>@</u> \$199	@ \$75	<del>                                       </del>
Dayton, OH- 03/4-5/2023	@ \$79	@ \$89 	<u>@</u> \$199	@ \$75	<del>                                       </del>
Edison, NJ – 03/11-12/2023	@ \$87	@ \$97	<u>@</u> \$245	@ \$75	<del>                                       </del>
Victorville, CA- 03/18-19/2023	@ \$79	@ \$89	@ \$199	@ \$75	
Wilmington, MA- 03/25-26/2023	@ \$87	@ \$97	@ \$245	@ \$75	

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.

Se	eller signature:	Date:

#### <u>Seller Application - Great American Train Shows - One-Day Tabletop Shows</u>

Company/Trade Name (c	ptional):				
First Name:		Last Na	_ Last Name:		
Address:					
Sales tax # (if applicable)					
I will pay in full at the sl	is being mailed my credit card how with cash, rmation below.	d (make check pa I <b>four weeks pri</b> , <b>check, or mon</b> I authorize paym	or to the show. <u>C</u> ey order. A credit		
Credit card:				Exp:	
	T.	T			
<b>Show Location and Date</b>	8' Tables Write Qty	Electric Use Y/N	Permanent* Y/N	Building and/or location preferences**	
Wheaton, IL 08/07/2022	@ \$40	@ \$25			
Wheaton, IL 09/04/2022	@ \$40	@ \$25			
Wheaton, IL 10/02/2022	@ \$40	@ \$25			
Wheaton, IL 11/13/2022	@ \$40	@ \$25			
Wheaton, IL 12/04/2022 2023 GMTS Dates will be ar	nnounced in No	@ \$25 vember 2022	<u> </u>		
going forward until you noti	fy us in writing t ences cannot be	hat you are cand guaranteed. Wh	elling your permai nich buildings are i	ables at every show in Wheaton nent reservation. In use for any specific show may	
	mless Great Mic ctors, for any an d Great America	dwest Train Show d all actions that	v and Great Ameri may occur involvi	•	
Seller signature:				Date:	

## Exhibitor Terms and Conditions for 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, World's Greatest Hobby on Tour 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, World's Greatest Hobby on Tour 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, Great Train Show, Great Train Show, Great Brian Show, Great Great American Train Show 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.

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:** In most cases, 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.

Normal setup hours are Noon to 7:00pm on Friday and 8:00am to 10:00am Saturday.

Normal setup hours are Noon to 7:00pm on Friday and 8:00am to 10:00am Saturday.

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 106" x 106" area (86" x 8"6" in Monroeville). 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 begiven 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' written notice for two day shows and 30 days' written notice for 1 days shows 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, in a particular hall or building 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, written 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. An option starting 1/1/2022 is to skip a show and keep your permanent location. To take advantage of this you need to let us know at least 4 weeks in advance of the show. We will cancel your tables for just that show and keep for permanent location for future shows. The fee for keeping your permanent location is \$10.00 per table for two day shows and \$5.00 per table for one day shows.
- 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 certificates(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.

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/she should contact Great Train Show, Greenberg's Great Train & Toy Show, or Great Midwest Train Show to determine the status of the contract.