



# Greenberg's Great Train & Toy Show Dealer Application Packet

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

PO Box 1192, Lombard, IL 60148

[Dillon@GreenbergShows.com](mailto:Dillon@GreenbergShows.com)

## **IMPORTANT NEWS:**

Great American Train Shows Inc. is thrilled to announce that our recent show season which ended on 3/26/2023, dramatically exceeded our expectations. Our attendance set new records in over 10 different markets. We want to thank our loyal customers and exhibitors for their tremendous support. We are happy to have concrete proof that the Covid-19 impact is now behind us.

Having train shows recovered to exceed their previous levels we are now positioning our train show business for growth. Great American Train Shows Inc. is **pleased to announce the sale of Greenberg Train and Toy shows and the Great Midwest Train Show to Dillon Goble**. Dillon was formerly the Vice President of the Midwest division of Great American Train Shows. The new Greenberg shows organization will focus on continuing our outstanding shows in the Northeast and expanding to the Southeastern Atlantic states like Georgia and Florida which formerly held very successful Greenberg shows.

Great American Train Shows will continue to focus and grow in all states that are not Atlantic states. Bill Grove will continue to manage Great American Train shows and will assume ownership of the shows. Dave Swanson who formerly owned both Greenberg and Great American Train Shows has chosen to retire for health reasons. He will continue to be available for advice to the new show ownership. Neal Carnaby will be the primary on site manager for Greenberg shows.

## **Welcome:**

My name is Dillon Goble and I am the new leader of Greenberg shows. Supporting me is our onsite show manager Neal Carnaby. For our existing customers, let me thank you for your past support. My goal is to continue Greenberg shows as the premier Train & Toy show. My leadership will focus on improving the shows for both the exhibitors and attendees. To those who have not experienced our shows, they are designed for the general public, modelers, hobbyists, families, and the just plain curious. Each show features hundreds of tables, huge operating exhibits, activities for kids, and more. We look forward to seeing you at a show this summer. If you have questions I can be reached at [Dillon@Trainshow.email](mailto:Dillon@Trainshow.email) or via phone at 224-500-4159.

**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 Greenberg Shows.

## **2023-2024 Train Show Schedule**

July 8-9, 2023	Oaks, PA	Greater Philadelphia Expo Center
August 5-6, 2023	Monroeville, PA	Monroeville Convention Center
August 12-13, 2023	Edison, NJ	New Jersey Expo Center
August 19-20, 2023	Chantilly, VA	Dulles Expo Center
November 4-5, 2023	Monroeville, PA	Monroeville Convention Center
November 18-19, 2023	Wilmington, MA	Shriners Auditorium
November 25-26, 2023	Edison, NJ	New Jersey Expo Center
December 2-3, 2023	Timonium, MD	Maryland State Fairgrounds
December 9-10, 2023	Hampton, VA	Hampton Roads Convention Center
December 16-17, 2023	Chantilly, VA	Shriners Auditorium
January 6-7, 2024	Monroeville, PA	Monroeville Convention Center
January 13-14, 2024	Oaks, PA	Greater Philadelphia Expo Center
January 20-21, 2024	Richmond, VA	Richmond Raceway Complex
February 24-25, 2023	Wilmington, DE	Chase Center on the Riverfront
March 10-11, 2024	Edison, NJ	New Jersey Expo Center
March 23-24, 2024	Wilmington, MA	Shriners Auditorium

## ***TRAIN of THOUGHT NEWSLETTER***

**Exhibit Space Pricing:** **GOOD NEWS, our summer shows will not see a price increase. The pricing will be the same as the last show in each venue.** You will note that our exhibit space pricing does vary by venue. Some venues have had significant rent increases while others have had only modest increases. Across all venues, labor costs for items like ticket sellers, ticket takers, electricians, setup staff and security have increased sharply. We have also adjusted pricing in some markets to make a three table booth a better price performer than three standard tables. 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 to be viable businesses to help each other.

**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 like Edison or Monroeville.

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.

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

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

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

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

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: \_\_\_\_\_ Security Code: \_\_\_\_\_ Billing Zip: \_\_\_\_\_

<b>Show Location and Date</b> <i>You cannot mix tables and booths</i>	<b>8' Tables</b> <i>Write Qty</i>	<b>8' Wall Tables</b> <i>Write Qty</i>	<b>3-Table Booth</b> <i>Write Qty</i>	<b>Electric Drop**</b> <i>Y/N</i>	<b>Permanent***</b> <i>Y/N</i>
<b>Oaks, PA – 07/8-9/2023</b>	____ @ \$87	____ @ \$97	____ @ \$245	____ @ \$75	____
<b>Monroeville, PA – 08/5-6/2023*</b>	____ @ \$76	____ @ \$86	____ @ \$210	____ @ \$75	____
<b>Edison, NJ – 08/12-13/2023</b>	____ @ \$87	____ @ \$97	____ @ \$245	____ @ \$75	____
<b>Chantilly, VA– 08/19-20/2023</b>	____ @ \$93	____ @ 103	____ @ \$275	____ @ \$75	____
<b>Monroeville, PA – 11/4-5/2023*</b>	____ @ \$76	____ @ \$86	____ @ \$210	____ @ \$75	____
<b>Wilmington, MA– 11/18-19/2023</b>	____ @ \$87	____ @ \$97	____ @ \$245	____ @ \$75	____
<b>Edison, NJ – 11/25-26/2023</b>	____ @ \$87	____ @ \$97	____ @ \$245	____ @ \$75	____
<b>Timonium, MD – 12/02-03/2023</b>	____ @ \$87	____ @ \$97	____ @ \$245	____ @ \$75	____
<b>Hampton, VA – 12/09-10/2023</b>	____ @ \$87	____ @ \$97	____ @ \$245	____ @ \$75	____
<b>Chantilly, VA – 12/16-17/2023</b>	____ @ \$93	____ @ \$103	____ @ \$275	____ @ \$75	____
<b>Monroeville, PA – 01/6-7/2024*</b>	____ @ \$76	____ @ \$86	____ @ \$210	____ @ \$75	____
<b>Oaks, PA – 01/13-14/2024</b>	____ @ \$87	____ @ \$97	____ @ \$245	____ @ \$75	____
<b>Richmond, VA– 01/20-21/2024</b>	____ @ \$87	____ @ \$97	____ @ \$237	____ @ \$75	____
<b>Wilmington, DE – 02/24-25/2024</b>	____ @ \$87	____ @ \$97	____ @ \$245	____ @ \$75	____
<b>Edison, NJ – 03/10-11/2024</b>	____ @ \$87	____ @ \$97	____ @ \$245	____ @ \$75	____
<b>Wilmington, MA– 03/23-24/2024</b>	____ @ \$87	____ @ \$97	____ @ \$245	____ @ \$75	____

\*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 to tell 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: \_\_\_\_\_

### **Greenberg Shows Contact Information:**

**Dillon Goble** – p 224/500-4159 - dillon@trainshow.email  
[www.trainshow.com](http://www.trainshow.com) PO Box 1192, Lombard, IL 60148

**Exhibitor Terms and Conditions for shows operated by Great American Train Shows Inc.**  
**Terms and Conditions for Greenberg's Great Train & Toy Show,**

Dealer agrees to hold harmless, Greenberg's Great Train & Toy 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 Greenberg's Great Train & Toy 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 Greenberg's Great Train & Toy Show or 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 Greenberg's Great Train & Toy Show 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:** 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.

**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" x 10'6" area (8'6" 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 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' 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 Greenberg's Great Train & Toy Show 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. Greenberg's Great Train & Toy Show 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. and Greenberg's Great Train & Toy Show 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.

**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 Greenberg's Great Train & Toy Show, a written confirmation will be mailed or emailed to the dealer. If the dealer does not receive a confirmation, he/she should contact Greenberg's Great Train & Toy Show, to determine the status of the contract.

**Greenberg Shows Contact Information:**

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