

# Great Train Show

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## Show Schedule:

November 3 & 4, 2018		Shakopee, MN – Canterbury Park Expo Center
November 24 & 25, 2018	Richmond, CA – Craneway Pavilion	Collinsville, IL – Gateway Center
December 1 & 2, 2018		Fort Wayne, IN – Allen Co. War Memorial Coliseum
December 15 & 16, 2018		Overland Park, KS – Overland Park Convention Center
December 29 & 30, 2018		Grayslake, IL – Lake County Fairgrounds
January 5 & 6, 2019	Sacramento, CA – Cal Expo	
January 12 & 13, 2019	Boise, ID – Expo Idaho/Fairgrounds	Louisville, KY – Kentucky Exposition Center
January 19 & 20, 2019	Puyallup, WA – Western Washington Fairgrounds	Columbus, OH – Ohio Expo Center
January 26 & 27, 2019	Portland, OR – Portland Expo Center	St. Charles, MO – St. Charles Convention Center
	Ventura, CA – Seaside Park/Ventura County Fair	
February 2 & 3, 2019	Colorado Springs, CO – Co. Springs Event Center	Indianapolis, IN – Indiana State Fairgrounds
February 16 & 17, 2019	<i>Great Texas Train Show -</i>	
		Lewisville, TX – Premier Expo Center
February 23 & 24, 2019	San Jose, CA – Santa Clara County Fairgrounds	
March 2 & 3, 2019	Costa Mesa, CA – Orange County Fairgrounds	
March 9 & 10, 2019	Phoenix, AZ – Arizona Exposition and State Fair	
March 30 & 31, 2019	Pleasanton, CA – Alameda County Fairgrounds	
July 27 & 28, 2019		Belleville, IL – Belle Clair Fairgrounds
August 3 & 4, 2019	Pomona, CA – Fairplex	

2018-2019 Schedule

***TRAIN of THOUGHT NEWSLETTER***

2018-2019 Schedule

## Show Schedule Highlights:

### Dallas/Fort Worth - Great Texas Train Show

We will be returning to the DFW market with our newest brand, the Great Texas Train Show! We had a couple of nice shows last season and we were happy with the growth. After talking to many of you, it was determined while the Free admission angle sounded good, but it gave many people the perception the show was lower quality. We do need a way to stand out from other shows in the market, so we are making some exciting change. We will raise the basic admission to \$7.00 for adults. Kids and parking are still FREE. Since we will now be selling tickets as opposed to coupons, we will be able to sell advanced tickets via our website, which greatly helps attendance. With each ticket purchased, folks will be given a \$5.00 certificate, good for use at the show with any dealer. This will give the public tremendous value for their money and will drive great sales for the dealer, as everyone will want to spend at least the value of their certificate. I am sure many folks will use the certificate to buy that higher priced item they have been thinking about. We are very excited about this show. See you in February!

### Kansas City

For several years, we ran shows in Overland Park, KS. The facility we used closed, so last year we moved the show to the KCI Expo on the North side of Kansas City. I did like that facility and would have gone back, but the opportunity came up to return to Overland Park at the Convention Center, and I could not pass it up. The Overland Park Convention Center is a beautiful facility and offers lots of free parking!

## Grayslake

This show massively benefited from moving to the weekend between Christmas and New Year's Eve last season. While we had to deal with the Holiday being Sunday, it worked out very well, so we are keeping it right there, especially since the holiday will not impact us this year. The show is December 29 & 30, 2018, so there is no holiday related issues to deal with. I would look for an even larger crowd and more dealer participation.

## Richmond, CA

Quite Frankly, I am amazed this worked out. Original, this facility was great to work with. Then, about 2 years ago, management changed, and they became unreasonable. I have stayed on them every few months and at the 11<sup>th</sup> hour, they came through. This is a very popular show and will sell out right away, make sure you sign up early, and bring your camera. The view is still amazing.

## Colorado Springs, CO

We have not been here in some time and in the past, we had good shows here and Colorado is a good market. I love a place with free parking!

## Phoenix, AZ

Richmond, CA is always at the top of exhibitors lists when they ask me about returning to a facility. Phoenix is number two. The show a couple of years ago was very good and we only stopped due to WGH. It is time to return.

## Ventura, CA

Another city I am asked about all the time is Ventura. It has been about 6 years, so I am very happy to have Ventura back on the schedule and to give all of our Southern California exhibitors another event.

## Boise, ID

For years, I have wanted to return to Boise and Spokane. I could not get Spokane, but am thrilled I was able to work out a return to Boise. The show also lines up with Puyallup and Portland, so a very nice three show run is available in January. Make your plans now.

## Council Bluffs & Novi

GTS will NOT be running events in Council Bluffs, IA or Novi, MI in 2019 because WGH is utilizing those facilities. We will return to both with GTS in 2020.

## What Is Acceptable Merchandise?

We are trying to maintain a family oriented theme to the shows by allowing children in free. While the focus of the show is model and toy trains we do allow other toy and hobby related items which contribute to the family atmosphere. We want trains, toy and other hobby items. You can sell train items, toy items, dollhouse and miniature items, and almost anything that could be a family shared hobby - not purses, jewelry (that does not have a train or toy theme), guns, food, knives, or anything pornographic. If you would not see it in a good hobby or toy shop you should not see it at the show. Our show managers are empowered to use their judgment about what is appropriate and what is not. Please just let common sense prevail.

## EXHIBITOR SPACE OPTIONS

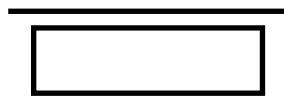
There are three different space options available:

**8' x 30" Table**



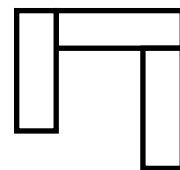
*Regular 8' x 30" tables are normally set in rows side-by-side.*

**8' x 30" Wall Table**



*Wall tables are **guaranteed** to be placed along a wall. Typically 2-3' of space is left behind the table.*

**10 ½' x 10 ½' Booth**



*Booths include 3 tables. The tables can be rearranged however you'd prefer, as long as they are kept within the 10.5' x 10.5' space\*.*

\* If you purchase more than one booth, you have the combined space to rearrange however you prefer.

For example, if you purchase two booths, you have a combined space of 10.5' x 21' and a total of six tables.



## Terms and Conditions for the Great Train Show & the Great Texas Train Show

To obtain a license for the use of space at a Great Train Show or Great Texas Train Show, sponsored by Train Show Inc. the undersigned Dealer hereby agrees to the following regulations, attached terms and conditions and to any amendments which may be established. The term Dealer represents individuals, partnerships, and corporations. Dealer agrees to keep his sales space open to the public, to not remove any merchandise from his sales area for the purpose of packing, during the public show hours. Violation of this rule will lead to exclusion from future shows. Dealer releases Train Show Inc. from all claims arising from Dealer's show occupancy, including but not limited to loss, theft, damage, destruction, or injury to Dealer's business or dealer personnel. Dealer releases Train Show Inc. from all claims arising out of Train Show Inc. failure to provide space, removal of exhibit, or failure to hold the show. Dealer understands Great Train Show, Great Texas Trains Show and Train Show Inc. assume no responsibility for any exhibitor property or for safety at the show. Dealer agrees to hold harmless Great Train Show, Great Texas Train Show and Train Show 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 Texas Train Show and 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. Train Show 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, Train Show 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 Train Show 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.

The dealer further 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 Train Show 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 Sunday evening. **Violation of this rule will lead to exclusion from future shows** and may result in a claim for damages for negatively impacting the shows appearance. The show is open to the public from 10:00am to 4:00pm on Saturday and Sunday (Grayslake hours will be 9:00am to 4:00pm on Saturday and 9:00am to 2:00pm on Sunday). Set-up time for dealers is from 11:00am to 6:00pm Friday and 7:00am to 9:30am on Saturday. 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 set-up, the hall must be vacated at 6:00pm. On Saturday, the hall must be vacated upon notification by the show managers at approximately 4:05 PM. All Dealers will be readmitted at 9:00 AM on Sunday (8:00am in Grayslake) and must vacate the hall by 9:00 PM on Sunday.

**CONTRACTED SPACE:** Purchase of ONE TABLE or ONE WALL TABLE equals 8 feet by 4 feet total contracted area, with a table surface of either 8 feet by 30 inches or 8 feet by 24 inches. The 3' exhibitor aisle between must remain unobstructed unless dealer purchases both tables that border the aisle. Purchase of BOOTHs at (\$169.00 or \$195.00)/ea will receive 3 tables in a 10.5' x 10.5' area. Booths at the Great Texas Train Show are sold at the rate of 3 tables, \$75.00 each. Size and re-arrangement options are similar to the GTS model.

**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 Friday/Saturday set-up. Badges are not to be given to any person for the purpose of shopping during non public hours, or to access the show early. Violations of this rule will lead to exclusion from future shows and may result in a claim for damages for negatively impacting the shows security.

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

1. **Permanent exhibit space** will 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. In order to terminate this agreement 90 day notice is required by either party. Train Show Inc. will advise Dealers of shows, price and other policy changes at least 120 days in advance of any 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. **Nonpermanent 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 factors.

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 shows.

**CANCELLATIONS:** For nonpermanent spaces cancellations received more than 90 days in advance of a show will receive a full refund. Cancellations within 90 days of a 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.

**SECURITY:** Security service or guards are normally on duty from 6:00 pm Friday to 7:00 am, Saturday and from 4:00 pm Saturday to 9:00 am Sunday. Train Show 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 Great 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. Many hotels offer special weekend rates that can only be obtained on an individual basis. You may mention Great Train Show when you make your reservation: some hotels offer reduced rates in conjunction with a show. All Dealers/Exhibitors are responsible for calling, negotiating the best rate and making their own reservations.

**DOOR PRIZE CERTIFICATES:** We offer Door Prize Certificates as door prizes on both Saturday and Sunday. 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).

**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 we need to make floor plan changes.

**NO CHARGE EXHIBIT SPACE:** For certain items which are attractions for the public at the show, Great Train Show and Great Texas Train Show will provide no-charge exhibit space. These attractions can include operating layouts, workshops, and non profit organization promotion tables. To receive no charge space the no charge exhibit space contract must be completed. All dealers will be charged the stated rates in this contract unless a no charge exhibit space contract has been completed and agreed to by Great Train Show. No oral agreements or past precedents shall impact this contract. This contract is the entire agreement between the parties and shall not be affected by oral agreements and can only be modified by written agreement signed by both parties.

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

**ACCEPTANCE OF CONTRACT:** Upon acceptance of this contract by Great Train Show/Great Texas Train Show, a written confirmation will be mailed to the dealer. If the dealer does not receive a confirmation within 15 business days of submitted this contract, he should contact Great Train Show/Great Texas Train Show to determine the status of the contract.

<b>Company/Trade Name (If Applicable):</b>					
<b>Last Name:</b>		<b>First Name:</b>			
<b>Address:</b>					
<b>City:</b>		<b>State:</b>		<b>Zip Code:</b>	
<b>Phone:</b>		<b>E-Mail:</b>			
<b>Items Sold:</b> <input type="checkbox"/> HO <input type="checkbox"/> G <input type="checkbox"/> N <input type="checkbox"/> O <input type="checkbox"/> S <input type="checkbox"/> Z <input type="checkbox"/> Books <input type="checkbox"/> DVD/Video <input type="checkbox"/> Other:					

**Payment Options**

- PRE-PAY with Check:** Check or money order is included with this contract
- PRE-PAY with Credit Card:** I authorize payment on my credit card 2-4 weeks prior to the show\*
- I will pay in full at the show with cash, check or money order.** A credit card # is required to hold your reservation\*  
I authorize payment plus a \$10 per table/booth fee charged to my credit card if I do not pay by 9:30 AM on the Sunday of the show. ONLY CASH, CHECK OR MONEY ORDER WILL BE ACCEPTED AT THE SHOW. IF YOU REQUEST A CREDIT CARD TO BE RUN AT THE SHOW, IT WILL BE CONSIDERED LATE AND SUBJECT TO THE \$10.00 PER TABLE/BOOTH FEE.

<b>*Credit Card #:</b>		<b>* Expiration Date:</b>	
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<i>YOU CANNOT MIX TABLES &amp; BOOTHS</i>						
<u>Show Dates</u>	<u>Show Location</u>		<u># of Tables</u>	<u># of Wall Tables</u>	<u># of Booths</u>	<u>Electricity</u> <small>\$55.00 Unless noted</small>
11/03-04/18	Shakopee, MN - Canterbury Park Expo Ctr		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/>
11/24-25/18	Collinsville, IL - Gateway Center		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/> \$75
11/24-25/18	Richmond, CA – Craneway Pavilion		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/> \$75
12/01-02/18	Fort Wayne, IN – Allen Co War Memorial		___@ <b>\$65.00</b>	___@ <b>\$75.00</b>	___@ <b>\$169.00</b>	<input type="checkbox"/>
12/15-16/18	Overland Park, KS – Overland Park Conv Ctr		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/>
12/29-30/18	Grayslake, IL – Lake County Fairgrounds		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/>
01/05-06/19	Sacramento, CA - Cal Expo		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/> \$75
01/12-13/19	Louisville, KY - Kentucky Exposition Ctr		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/>
01/12-13/19	Boise, ID - Expo Idaho/Fairgrounds		___@ <b>\$65.00</b>	___@ <b>\$75.00</b>	___@ <b>\$169.00</b>	<input type="checkbox"/>
01/19-20/19	Columbus, OH - Ohio Expo Center		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/>
01/19-20/19	Puyallup, WA - Western Washington Fair		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/> \$75
01/26-27/19	St. Charles, MO – St. Charles Conv Ctr		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/> \$75
01/26-27/19	Portland, OR – Portland Expo Center		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/> \$75
01/26-27/19	Ventura, CA - Seaside Park/Ventura Co. Fair		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/> \$75
02/02-03/19	Indianapolis, IN – Indiana State Fair		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/>
02/02-03/19	Colorado Springs, CO – CO. Springs Event Ctr		___@ <b>\$65.00</b>	___@ <b>\$75.00</b>	___@ <b>\$169.00</b>	<input type="checkbox"/>
02/16-17/19	Great Texas Train Show	Lewisville, TX Premier Expo Center	<b>Please use the Great Texas Train Show reservation form to reserve space at this show. If you need one, please visit <a href="http://www.greattexasrainshow.com">www.greattexasrainshow.com</a></b>			
02/23-24/19	San Jose, CA – Santa Clara Co Fair		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/> \$75
03/02-03/19	Costa Mesa, CA – Orange County Fair		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/> \$75
03/09-10/19	Phoenix, AZ – Arizona Exposition & State Fair		___@ <b>\$65.00</b>	___@ <b>\$75.00</b>	___@ <b>\$169.00</b>	<input type="checkbox"/>
03/30-31/19	Pleasanton, CA - Alameda County Fair		___@ <b>\$75.00</b>	___@ <b>\$85.00</b>	___@ <b>\$195.00</b>	<input type="checkbox"/> \$75
07/27-28/19	Belleville, IL – Belle Clair Fairgrounds		___@ <b>\$65.00</b>	___@ <b>\$75.00</b>	___@ <b>\$169.00</b>	<input type="checkbox"/>
08/03-04/19	Pomona, CA - Fairplex		___@ <b>\$85.00</b>	___@ <b>\$95.00</b>	___@ <b>\$225.00</b>	<input type="checkbox"/> \$75

**I certify that 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 the Great Train Show, the Great Texas Train Show and Train Show, Inc, its exhibition centers and contractors for any and all actions that may occur involving the show. I agree to indemnify The Great Train Show, the Great Texas Train Show and Train Show, Inc for any liability that may be caused or related to my participation under this contract. **PLEASE SIGN BELOW OR THE CONTRACT CANNOT BE PROCESSED.**

\_\_\_\_\_ \_\_\_\_\_

SIGNATURE DATE