

Great Train Expo, A Division of Train Expo Inc

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UPDATED SEPTEMBER 2009

*** DEALER APPLICATION ***

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New Markets – New Venues

There are several places we are heading to that are New Markets, New Venues, or places we have not been for a long time. I hope to see you at a few of these.

Portland: While this is not a new market of facility, it is a new time of year for us. The World's Greatest Hobby on Tour will be using my Puyallup date this year, so I have put Portland the week before that show to give dealers the opportunity to do two Pacific Northwest shows.

Ontario: I am excited to add Ontario to the schedule. I have tried for a while to add this facility, but have not been able to work our dates until now. This gives us a new LA market.

Colorado Springs: Since we usually run two Denver shows each year, I have not been able to add Colorado Springs to my schedule. Since I do not have a February Denver show this year, it is a perfect time to add Colorado Springs.

Arlington: I have been trying to get back into Arlington for years! I have finally been able to get great January date and I am really looking forward to this show!

Reno: Reno has been at the near the top of the list of cities dealers always ask me to return to.

Salt Lake City: This has always been a great show, but the two story building at the fairgrounds is just too hard to work with. I have been able to get a date with the South Towne Expo Center, where the World's Greatest Hobby show was a year or so ago. This should be an excellent show.

Tucson: Tucson also has been at the near the top of the list of cities dealers always ask me to return to.

Wichita: This is another market I get asked about a lot. I have been able to get it back on the schedule.

2009-2010 Show Schedule

November 7 & 8, 2009	Denver, CO – National Western Complex	
November 14 & 15, 2009	Portland, OR – Portland Metropolitan Expo Ctr	
November 21 & 22, 2009	Puyallup, WA – WGH Show – Puyallup Fair	Norcross, GA – North Atlanta Trade Center
November 28 & 29, 2009	Pleasanton, CA – Alameda Co. Fairgrounds	Collinsville, IL – Gateway Center
December 5 & 6, 2009	Ontario, CA – Ontario Convention Center	
December 12 & 13, 2009	Del Mar, CA – Del Mar Fairgrounds	Novi, MI – Rock Financial Showplace
January 02 & 03, 2010	Anaheim, CA – Anaheim Convention Center	Indianapolis, IN – Indiana State Fairgrounds
January 09 & 10, 2010	Sacramento, CA – Cal Expo	Louisville, KY – Kentucky Int. Convention Center
January 16 & 17, 2010	Colorado Springs, CO – Phil Long Expo Center	
January 23 & 24, 2010	Arlington, TX – Arlington Convention Center	
January 30 & 31, 2010	Reno, NV – Reno-Sparks Livestock Events Center	Council Bluffs, IA – Mid America Center
February 06 & 07, 2010	Salt Lake City, UT – South Towne Expo Center	Saint Charles, MO – St. Charles Convention Ctr.
February 13 & 14, 2010	Long Beach, CA – WGH Show – Long Beach CC	Columbus, OH – Ohio Expo Center
February 20 & 21, 2010	Denver, CO – WGH Show – National Western Complex	
February 27 & 28, 2010	Daly City, CA – Cow Palace	Kansas City, MO – American Royal Complex
March 06 & 07, 2010	Tulsa, OK – Tulsa Convention Center	Norcross, GA – North Atlanta Trade Center
March 13 & 14, 2010	Tucson, AZ – Pima County Fairgrounds	
March 20 & 21, 2010	Portland, OR – Portland Metropolitan Expo Center	Dayton, OH – Hara Arena Complex
March 27 & 28, 2010	Wichita, KS – Century II	Winston-Salem, NC – Dixie Classic Fairgrounds
April 10 & 11, 2010		Nashville, TN – Nashville Municipal Auditorium
April 17 & 18, 2010		Knoxville, TN – Knoxville Expo Center

Advertising

All of the show advertising is handled by CIA, Inc under the direction of Dave Swanson and Kurt Jablonski. We understand that advertising is one of the critical components of a successful show, and as such, we typically spend around \$15,000 promoting each show through TV, radio, newspapers, magazines, e-mail, websites and direct mail.

Hours & Setup Policies/Procedures

The show is open to the public from 10:00 AM – 4:00 PM, both Saturday and Sunday. The setup hours on Friday from generally from Noon – 7:00 PM, and on Saturday from 7:00 AM – 10:00 AM (Mandeville, LA will have a late setup on Friday. I will have specific times as we get closer to the show). Most locations will allow dealers to drive their vehicles/trailers into the facility to unload, however it is not possible to drive-in at every location. Drive-in access will be restricted as pathways become obstructed with layouts and other vehicles. Exhibitors should unload their vehicles & immediately remove their vehicle(s) from the hall before setting up. This speeds up the process for everyone.

Pricing

Standard Pricing (most shows)

Standard tables - **\$65.00**
Wall tables - **\$75.00**
Booths (W/ 3 Tables) - **\$139.00**

2009: Norcross, Collinsville, Pleasanton, Ontario & Novi
2010: Indianapolis, Anaheim, Arlington, Council Bluffs, St Charles & Norcross
Regular tables - **\$75.00**,
Wall Tables - **\$85.00**
Booths (W/ 3 tables) - **\$175.00**.

Exhibitor Space Options – All Shows (except Springfield, IL)

There are three different space options available:

8' x 30" Table

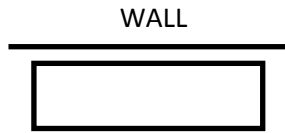
\$65.00
\$75.00



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

8' x 30" Wall Table

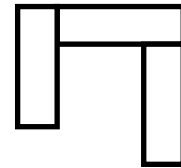
\$75.00
\$85.00



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

10 1/2' x 10 1/2' Booth

\$139.00
\$175.00



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.

Exhibitor Space Options – Springfield, IL

There are three different space options available (Pricing set to be in line with standard pricing per square foot):

6' x 30" Table

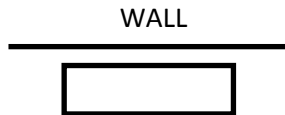
\$50.00



Regular 6' x 30" tables are normally set in rows side-by-side.

6' x 30" Wall Table

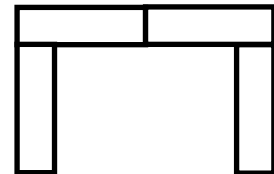
\$60.00



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

12' x 8 1/2' Booth

\$139.00



Booths include 4 tables. The tables can be rearranged however you'd prefer, as long as they are kept within the 12' x 8.5' 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 8.5' x 24' and a total of eight tables.

Floorplans, Badges, etc

Floorplans & Setup Instructions will be available via our website 2 weeks prior to the show. If you provide an e-mail address, we will e-mail you letting you know the information has been posted. Exhibitor badges will be available for pickup at the show.

Exhibitor Terms & Conditions

To obtain a license for the use of space at a Great Train Expo, sponsored by Train Expo, 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/her sales space open to the public, which means not removing ANY merchandise from his/her sales area for the purpose of packing, during public show hours (10:00 AM – 4:00 PM). Violation of this rule will lead to exclusion from future shows. DEALER releases Train Expo, 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 Expo, Inc from all claims arising out of Train Expo, Inc's failure to provide space, removal of exhibit, or failure to hold the show. **DEALER understands The Great Train Expo and Train Expo Inc assume NO RESPONSIBILITY for any exhibitor property or for safety at the show. DEALER agrees to hold harmless The Great Train Expo and Train Expo, Inc, its exhibition centers, and contractors for any and all actions that may occur involving the show. DEALER agrees to indemnify the Great Train Expo and Train Expo, Inc for any liability that may be caused by or relating 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 Expo, Inc retains the right to reject, eject or prohibit any product or exhibit in whole or in part or to reject a DEALER or his/her representative(s) with or without giving cause. If cause is not given, Train Expo, Inc's liability shall not exceed the return to the DEALER the amount of the license fee unearned at the time of ejection. DEALER agrees to collect and remit sales and use tax in accordance with governmental regulations. DEALER acknowledges that Train Expo, 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 hereof, 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 Oswego, IL at our offices.

The DEALER further agrees to all of the following terms, conditions and regulations:

ACCEPTABLE MERCHANDISE: Train, collectable toy and family-oriented merchandise is **ACCEPTABLE**. Non-hobby-related or non-wholesome merchandise is **NOT ACCEPTABLE**. Final determination of acceptability shall be determined by Train Expo, Inc's on-site show manager(s). DEALER may not sell raffle tickets or offer any 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 sale.

SHOW HOURS: Each DEALER agrees to maintain his/her 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 (4:00 PM). **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 10:00 AM – 4:00 PM, both Saturday and Sunday. Setup runs from Noon – 7:00 PM on Friday and from 7:00 AM – 10:00 AM on Saturday. In the event these hours change, you will be notified. DEALERS must arrive no later than 9:00 AM on Saturday to retain their contracted show space. On Friday, the hall must be vacated at 7:00 PM. On Saturday, the hall must be vacated upon notification by the show manager(s) at approximately 4:05 PM. All DEALERS will be readmitted at 9:00 AM on Sunday and must vacate the hall by 9:00 PM on Sunday.

CONTRACTED SPACE: The purchase of a TABLE at (\$50.00, \$65.00 or \$75.00)/ea or a WALL TABLE at (\$60.00, \$75.00 or \$85.00)/ea equals 6' x 4' or 8' x 4' of total contracted area, with a table surface of either 6' by 30" or 8' x 30". The 3' exhibitor aisle between must remain unobstructed unless DEALER purchases both tables that border that aisle. Exhibitors who are purchasing BOOTHS at (\$139.00 or \$175.00)/ea will receive 3 tables in a 10.5' x 10.5' area or 4 tables in a 8.5' x 12.5' area. Booth space will be sold on a "space-available" basis. **DEALERS may not place anything in the aisles, between, behind or at the end of tables as so 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.

BADGES: DEALER/Exhibitor badges are to be used by only those working at a DEALER table or assembling operating displays. These badges must be worn at all times, including setup, public show hours and move-out. Only persons with these badges will be allowed in the hall during Friday/Saturday setup. **Badges are not to be given to any person for the purpose of shopping during non-public hours, or to access the show early.**

DEALER SPACE: DEALER space is sold two ways:

- **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 future show held in a particular venue. In order to terminate this agreement, 90 days notice is required by either party. Train Expo, 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 guarantee the same location at every show.** Permanent exhibit space cannot be canceled 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.
- **Nonpermanent exhibit space** will provide DEALERS with a location on a show-by-show basis, subject to availability. Locations are subject to change for nonpermanent DEALERS based upon the needs of the permanent DEALERS and for other factors.

CANCELATIONS: 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, the card we have on file will be charged when the space is canceled.** 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 or booth. DEALERS may resell their space to someone else but they remain responsible for all elements of this DEALER contract. Permanent space cancellations do not apply, but the space may be resold. The permanent table agreement may be terminated upon 90 days notice without further obligation.

SECURITY: Security guards are normally on-duty from 7:00 PM on Friday until 7:00 AM on Saturday and from 4:00 PM on Saturday until 9:00 AM on Sunday. **Train Expo, Inc assumes no responsibility for DEALER loss.** We recommend that you cover your display Friday and Saturday nights. When you leave on Friday or Saturday, take all personal belongings with you. NO ONE is admitted into the hall under any circumstances after the Great Train Expo management staff leaves the facility.

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 Expo" when you make your reservation as some hotels offer reduced rates in conjunction with a show. All DEALERS are responsible for calling and negotiating the best rate and for making their own reservations.

PARKING: Any parking fees required by the facility are the responsibility of the DEALER.

LOCATION CHANGES: In order to maintain a permanent table location, you must sign up for permanent tables. While nonpermanent table holders may receive the same location, their location is subject to change if a permanent exhibitor desires the space or if floor plan changes are necessary.

NO-CHARGE EXHIBIT SPACE: For certain items which are attractions for the public at the show, The Great Train Expo will provide "no-charge" exhibit space. These attractions can include operating layouts, workshops, and non-profit organization promotion tables. To receive no-charge exhibit space, a club/layout application must be submitted. All DEALER will be charged the stated rates in this contact unless a separate no-charge contract has been completed and agreed to by The Great Train Expo. No oral agreements or past proceedings 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 when written agreement is signed by both parties.

ACCEPTANCE OF CONTRACT: Upon acceptance of this contract by The Great Train Expo, a written confirmation will be mailed to the DEALER. **If the DEALER does not receive a confirmation within 10 days after submitting this contract, he/she should contact The Great Train Expo to determine the status of the contract.**

Dealer Application

Great Train Expo, A Division of Train Expo Inc

Dealer Application

PO Box 725, Oswego, IL 60543

Phone: 630/608-4988

Fax: 630/566-0400

E-Mail: Staff@TrainExpoInc.comWeb Site: www.GreatTrainExpo.com

Company/Trade Name (If Applicable):					
Last Name:		First Name:			
Address:					
City:		State:		Zip Code:	
Phone:			E-Mail:		
Items Sold: <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.

*Credit Card #:		* Expiration Date:	
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Show Dates	Show Location	YOU CANNOT MIX TABLES & BOOTHS			Electricity \$35.00
		# of Tables	# of Wall Tables	# of Booths	
11/07-08/2009	Denver, CO – National Western Complex	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
11/14-15/2009	Portland, OR – Portland Metropolitan Expo Ctr.	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
11/21-22/2009	Norcross, GA – North Atlanta Trade Center	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
11/28-29/2009	Collinsville, IL – Gateway Center	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
11/28-29/2009	Pleasanton, CA – Alameda County Fairgrounds	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
12/05-06/2009	Ontario, CA – Ontario Convention Center	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
12/12-13/2009	Novi, MI – Rock Financial Showplace	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
12/12-13/2009	Del Mar, CA – Del Mar Fair	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
01/02-03/2010	Indianapolis, IN – Indiana State Fairgrounds	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
01/02-03/2010	Anaheim, CA – Anaheim Convention Center	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
01/09-10/2010	Louisville, KY – Kentucky Int. Convention Center	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
01/09-10/2010	Sacramento, CA – Cal Expo	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
01/16-17/2010	Colorado Springs, CO – Phil Long Expo Center	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
01/23-24/2010	Arlington, TX – Arlington Convention Center	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
01/30-31/2010	Council Bluffs, IA – Mid America Center	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
01/30-31/2010	Reno, NV – Reno Events Center	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
02/06-07/2010	Saint Charles, MO – Saint Charles Conv. Center	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
02/06-07/2010	Salt Lake City, UT – South Town Expo Center	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
02/13-14/2010	Columbus, OH – Ohio Expo Center	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
02/27-28/2010	Kansas City, MO – American Royal Complex	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
02/27-28/2010	Daly City, CA – Cow Palace	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
03/06-07/2010	Norcross, GA – North Atlanta Trade Center	___ @ \$75.00	___ @ \$85.00	___ @ \$175.00	<input type="checkbox"/>
03/06-07/2010	Tulsa, OK – Tulsa Convention Center	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
03/13-14/2010	Tucson, AZ – Pima County Fairgrounds	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
03/20-21/2010	Dayton, OH – Hara Arena	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
03/20-21/2010	Portland, OR – Portland Metropolitan Expo Ctr.	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
03/27-28/2010	Winston-Salem, NC – Dixie Classic Fairgrounds	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
03/27-28/2010	Wichita, KS – Century II	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
04/10-11/2010	Nashville, TN – Nashville Municipal Auditorium	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>
04/17-18/2010	Knoxville, TN – Knoxville Expo Center	___ @ \$65.00	___ @ \$75.00	___ @ \$139.00	<input type="checkbox"/>

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 Expo and Train Expo, Inc, its exhibition centers and contractors for any and all actions that may occur involving the show. I agree to indemnify The Great Train Expo and Train Expo, Inc for any liability that may be caused or related to my participation under this contract. **YOU MUST SIGN BELOW OR THIS CONTRACT WILL NOT BE PROCESSED.**

SIGNATURE

DATE

