



Greenberg's Great Train & Toy Show

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EXHIBIT

July 2019 – April 2020 Show Schedule:

July 20-21, 2019 – Monroeville, PA – Monroeville Convention Center – 209 Mall Boulevard, Monroeville, PA

August 10-11, 2019 – Edison, NJ – New Jersey Expo Center – 97 Sunfield Avenue, Edison, NJ

August 17-18, 2019 – Chantilly, VA – Dulles Expo Center – 4320 Chantilly Shopping Center, Chantilly, VA

August 24-25, 2019 – Oaks, PA – Greater Philadelphia Expo Center – 100 Station Avenue, Oaks, PA

November 9-10, 2019 – Monroeville, PA – Monroeville Convention Center – 209 Mall Boulevard, Monroeville, PA

November 16-17, 2019 – York, PA – York Expo Center – 334 Carlisle Avenue, York, PA

November 23-24, 2019 – Wilmington, MA – Shriners Auditorium – 99 Fordham Road, Wilmington, MA

November 30-December 1, 2019 – Edison, NJ – New Jersey Expo Center – 97 Sunfield Avenue, Edison, NJ

December 7-8, 2019 – Timonium, MD – Maryland State Fairgrounds – 2200 York Road, Timonium, MD

December 14-15, 2019 – Chantilly, VA – Dulles Expo Center – 4320 Chantilly Shopping Center, Chantilly, VA

December 28-29, 2019 – Virginia Beach, VA – Virginia Beach Convention Center – 1000 19th St, Virginia Beach, VA

January 11-12, 2020 – Oaks, PA – Greater Philadelphia Expo Center – 100 Station Avenue, Oaks, PA

January 18-19, 2020 – Richmond, VA – Richmond Raceway Complex – 600 East Laburnum, Richmond, VA

February 8-9, 2020 – Secaucus, NJ – Meadowlands Expo Center – 355 Plaza Drive, Secaucus, NJ

February 15-16, 2020 – Hampton, VA – Hampton Roads Convention Center – 1610 Coliseum Drive, Hampton, VA

February 15-16, 2020 – Wilmington, DE – Chase Center on the Riverfront – 815 Justison Street, Wilmington, DE

February 22-23, 2020 – Monroeville, PA – Monroeville Convention Center – 209 Mall Boulevard, Monroeville, PA

February 29-March 1, 2020 – Edison, NJ – New Jersey Expo Center – 97 Sunfield Avenue, Edison, NJ

March 28-29, 2020 – Wilmington, MA – Shriners Auditorium – 99 Fordham Road, Wilmington, MA

April 4-5, 2020 – Baltimore, MD – Roundhouse Model Train Show at the B&O Railroad Museum, Baltimore, MD



READ THIS

IMPORTANT - WHEN TO SUBMIT YOUR APPLICATION

We typically develop the preliminary floor plan for each show about 10-12 weeks prior to the show date. In most instances, we need to know what layouts will be at a show by this time in order to allocate space to them - so *please have your application in at least three months before the show.* The most common reason we have to turn down layouts that have applied to be in the show is that they submitted their application too close to the show date and all space had already been assigned. *We want to include your layout in the show – please let us know as soon as you’re able to whether you can attend. Thank you!*

WHAT YOUR AREA REQUIREMENT MEANS

Part of your application includes a description of the area you require for your layout. This will be the entire amount of space allocated for you to use, so your entire layout **including any barriers needed** must fit within the space you request. We also include a space for noting alternate sizes, which we appreciate you submitting as it may make it easier for us to include your layout in the show.

EXHIBITOR BADGE DISTRIBUTION

In the past we have mailed out badges for layout members to the primary contact person, but due to issues with this system we will be distributing exhibitor badges to layout members at the show. Please have your primary contact person or club representative check in with the show manager upon arrival and we will provide you with badges at that time. We ask that you still provide the number of badges required on your initial application form.

HOURS

The hours for the show are 10:00 am to 4:00 pm Saturday and Sunday. Set-up for layouts begins at **2:00 pm** on Friday and goes until 7:30 pm on Friday. Set-up resumes at 7:30 am Saturday and concludes at the opening of the show at 10:00 am.

PRINTABLE FLYERS AVAILABLE

We have made printable flyers for all of our shows available on our website. Just go to the Exhibitor Area and under the show you’re doing you will see a link titled “Print flyers for this show.” We’d greatly appreciate any distribution of show flyers that you might be able to do. If you have questions, or if you don’t have a printer and would like flyers mailed to you, please don’t hesitate to call us.

NEW WEBSITE

The new Greenberg website is up and running. The site includes a new "Exhibitor Resources" area which will include information on upcoming shows including copies of the informational mailer we send out to exhibitors as well as a generic floor plan for each facility. The "Resources" page will also include printable flyers that you can print and distribute as well as information on any discounts with nearby hotels during the show.

ROUNDHOUSE MODEL TRAIN SHOW IN BALTIMORE

For the last two years we have been running the Roundhouse Model Train Show in conjunction with the B&O Railroad Museum in downtown Baltimore. This show is co-sponsored by the museum and by Greenberg Shows and proceeds benefit the museum and its railroad preservation mission. This is NOT a regular Greenberg show! Exhibitors are strictly limited to train-related items ONLY. Slot cars and other non-train items are not permitted. Setup hours are 3pm-8pm on Friday and 9am-10am on Saturday and show hours are 10am-4pm Saturday and 11am-4pm Sunday. The show is held in the B&O Railroad Museum’s historic Baldwin roundhouse, surrounded by real historic trains, in an atmosphere like no other model train show.

PRESENT A WORKSHOP - CREATE A NEW MODEL RAILROADER

Do you have someone in your club who is particularly good at something?

Of course you do! And we’d love to see that knowledge and experience spread to other people at the show through workshops. Workshops are a great way to help bring new people into the hobby of model railroading and we offer an honorarium to clubs that are interested in presenting workshops. The standard workshop honorarium is \$30 per topic. This covers both days; in other words, a workshop on “scenery techniques” presented on both Saturday and Sunday would get a total honorarium of \$30 for the weekend. Multiple presentations of the same workshop, or multi-part workshops on the same topic, will be compensated at \$30 for the first presentation and \$10 for subsequent presentations on the same day. Workshops add valuable content to the shows, help develop a greater interest in model railroading in people who are new to the hobby, and can make a great vehicle for clubs to draw potential new members. It’s a great way to get some extra attention for your organization and to make your group stand out at the show. It’s also a terrific opportunity to introduce attendees to your club and to attract new members. Some of our popular workshops in the past have included topics as varied as scenery, DCC tutorials, locomotive repair, modeling water, modeling gondola loads, layout wiring, bridge construction, prototype modeling, tree making and module design. Workshops are typically presented both Saturday and Sunday; if you are only able to present a workshop on one day of the show please contact our office for details.



GREENBERG SHOWS - NO CHARGE CONTRACT

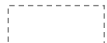
Greenberg's Great Train & Toy Show - A Division of Train Show Inc.

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1

Write in your contact info

Club or Layout Name: _____

Contact Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ FAX: _____

Web Site Address: _____ E-mail Address: _____

Check here if you would like to receive confirmations by e-mail instead of US Mail

2

List show date, location, display type

Please list the show date(s) and location(s) at which your group is interested in participating:

Please indicate your desired level of participation: (Check all that apply)

____ Operating Layout ____ Club Tables ____ Present a Workshop/Clinic ____ Static Display

3

List layout dimensions and size options

DISPLAY HIGHLIGHTS

Gauge/Scale: _____ Layout Size: _____ ft. x _____ ft. (any barriers MUST fit within this area)

Is your Display Layout Flexible? ____ Yes ____ No

If yes, please provide the maximum size _____ and the minimum size _____ possible

4

OPTIONAL Workshop or clinic info

WORKSHOP INFORMATION

Title(s) or Subject(s): _____

Description: _____

Preferred time(s): Saturday: _____ Sunday: _____

5

OPTIONAL Selling info

NON-PROFIT ORGANIZATION PROMOTION TABLES

Will Club merchandise be sold: YES or NO If Yes, what type: _____

If merchandise will be sold please provide sale tax or tax exempt number: _____

6

Note number of badges, tables, and honorarium needed if applicable

PROVIDED BY GREENBERG TO EXHIBITOR

Number of tables (8' x 30") required: _____ Electricity needed: ____ Yes ____ No

How many Exhibitor Badges (only for people actively working the exhibit) do you require: _____

Do you require an honorarium to participate: YES or NO

 ↳ If YES, is the standard honorarium acceptable: YES or NO

 ↳ If NO, what honorarium would you require: _____

7

Sign & date

I certify I have read the contract terms and agreements and agree to abide by its conditions.

Exhibitor Signature: _____ Date: _____

MUST BE SIGNED TO BE PROCESSED

Contract Terms and Agreements

STANDARD HONORARIUM

Workshop Presenters will be paid a \$30.00 standard honorarium for each workshop topic that is presented both days of the show.

Display Layouts will be paid a standard honorarium based on square footage and will be as follows:

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

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

ACCEPTANCE PROCESS

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

ADDITIONAL TERMS AND CONDITIONS

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

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 an Exhibitor or his representative(s) with or without giving cause. Exhibitor agrees to collect and remit sales and use taxes in accordance with governmental regulations. Exhibitor acknowledges that Train Show Inc. furnishes the name of each Exhibitor to the state or governmental unit(s) as legally required.

Any controversy or claim arising out of or relating to this license, or the breach thereof, shall be settled by arbitration in accordance with the Commercial Arbitration Rules of the American Arbitration Association, and judgment upon the award rendered by the Arbitrator(s) may be entered in any Court having jurisdiction thereof. It is agreed that such arbitration would occur in Carol Stream, Illinois.

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

ACCEPTABLE DISPLAY: Non hobby related or non wholesome merchandise or exhibits are not accepted. Final determination of acceptability shall be made by Train Show Inc.'s on site manager(s). Exhibitor may not sell raffle tickets or offer games of chance. Exhibitor agrees to give a receipt when requested by a purchaser. This receipt must include the terms of sale. Exhibitor agrees to cease all use of smoke-producing products if requested by show management.

SHOW HOURS: Exhibitor agrees to maintain his display in full and in operation for the duration of the public hours of the show. Exhibitors may not remove any parts of their display until the close of the show Sunday evening. **Violation of this rule will lead to exclusion from future shows,** forfeiture of the honorarium, and may result in a claim for damages for negatively impacting the show's appearance. The show is open to the public from 10:00am to 4:00pm on Saturday and Sunday. Set-up time is from 2:00pm to 7:30pm on Friday and 7:30am to 9:30am on Saturday. In the event these hours change, you will be notified. Exhibitors must arrive by 9:00am Saturday to retain their contracted show space. During Friday set-up, the hall must be vacated at 7:30pm. On Saturday, the hall must be vacated upon notification by show management at approximately 4:05pm. All Exhibitors will be readmitted at 9:00am on Sunday and must vacate the hall by 8:00pm on Sunday.

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

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

SECURITY: Security service or guards are normally on duty from 7:30pm Friday to 7:30am Saturday and from 4:00pm Saturday to 9:00am Sunday. Train Show Inc. assumes no responsibility for dealer or exhibitor loss. When you leave on Friday and Saturday, take all personal belongings with you. **NO ONE** is admitted into the hall under any circumstances after the Greenberg Shows management staff leaves the facility.

PARKING AND ACCOMMODATIONS: Any parking fees required by the facility are the responsibility of the Exhibitor. Hotel reservations are the responsibility of the Exhibitor. Train Show Inc. can provide a list of hotels near the show facility upon request and a list of 800-numbers upon request. All Exhibitors are responsible for calling, negotiating the best rate and making their own reservations.

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

SEVERABILITY: If any term of this contract or its application is found to be invalid or unenforceable, the remainder of this contract and any other application will not be affected.

NO WAIVER: The failure to insist upon the strict performance of this contract does not constitute a waiver of 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.

***This is a legally binding agreement.
It is understood that each party intends to be legally bound by it.***

Signature Required - See Front of Application