



Amazonelaan 86
NL-1448 TN Purmerend

EME

EUROSPOOR2020: October 30, 31 & November 1, 2020

27 years!

Date : January 2020

RE : Invitation to participate in the Eurospoor Market (EME) (Market stand included).
You can announce favorably by up to and including July 20, 2020

Dear Sir, madam,

Eurospoor2020, We are back!

We skipped a year, but we've been working on Eurospoor2020 every day for a few months now. After 2 years we will present a fantastic new show that visitors are already looking forward to. Due to the year of additional radio silence, we expect a larger audience than usual.

We are already working at full steam and will let the international audience enjoy to the fullest from an event with new layouts and new participants. Eurospoor is and remains the central point in the Netherlands with regard to model railways and is a "must" for every model railroader in this area. We cordially invite you to participate.

Eurospoor2020 will be held at the **very best site (A1)** to be found in the Netherlands: the Utrecht trade fair centre the Jaarbeurs, internationally oriented and extremely central, with extensive parking facilities and the railway station at walking distance (7 minutes).

We will do our best to make also this 27th edition a success with a great show with many new domestic and foreign model train sets, extensive model train collections, demonstrations of model building, stands of representatives and retailers, a model railroad market for new and used model railroad articles, etc.

On Sunday November 1, children up to 11 years may visit the fair **free of charge** under supervision. For many years, we've conducted this type of campaigns with great success! Therefore, we've attracted significantly **EXTRA** potential of newly interested people for model railroads. With an average of around 15,000 visitors, Eurospoor is the most visited model railway event in the Netherlands.

Eurospoor has been investing for years in the future of the model railroad hobby, both through the event and our magazine, the Eurospoor Express Magazine, available everywhere free of charge, including at the event. Circulation of 20,000 copies! You can advertise in our magazine for convenient rates (please see registration form).

If you have the opportunity to distribute **promotional material** (brochures and posters) for Eurospoor2020, we'll gladly send it to you, because sufficient visitors is one of the conditions to maintain an event. If you are interested, we kindly request you to return the ongoing 'Promotional Material' application form, even if you are not a participant this year.

Please find the registration form enclosed. We control the participation prices like no other! The prices for a Eurospoor market stall are lower than in 2010! (For example, a market stall of 8 meters in 2010: € 631.00; now, ten years later in 2020: € 580.00!). You'll benefit from a cost-effective rate for Eurospoor2020 if you send in your registration *and* deposit payment of **€ 200.- before the July 20, 2020**.

Registering early has no financial risk. If necessary, You can cancel free of charge until August 2020.

Please also consider standspace for your own stand or taking a Eurospoorstand. You can download the form for a commercial stand here: www.eurospoor.nl/form.html.

Should you have any questions, please do not hesitate to contact us, we will be glad to answer them. We feel sure that participation would be a step you will not regret. In anticipation of your reaction, we remain,

Yours Faithfully,



EUROSPoor
Drs L.T. Hendriksen
Mw. C. Hendriksen-Gopal

For this year's "Eurospoor2020" we arranged the following hotel arrangement for participants:

Hotel Postillion Bunnik, conveniently located (about 15 km distance to the fair location)

- € 70,00 per night for a single room including breakfast
- € 81,00 per night for a double/twin room including breakfast
- € 2,07 Tourist tax per person and night

Not binding

- € 25,00 3-course menu at pre-order price upon registration
 - € 26,50 when ordering in the hotel.
- There are cheaper dishes on the menu (but are not 3-courses)

This special agreement is only valid for guests of Eurospoor for the period from October 29 – November 1, 2020.

Booking please only via:
reservations@postillionhotels.com

Please register as a Eurospoor participant.

Postillion Hotel Utrecht Bunnik

Baan van Fectio 1
NL-3981 HZ Bunnik
The Netherlands
T + 31 (0) 30 6569222
postillionhotels.com



Binding registration form for participation

Participation with sales of new and used model railway material. Steady prices upon receipt of your participation and down payment before July 20, after that date prices will rise with € 5.- p/meter. All prices quoted excl. (and incl.) VAT and are valid for the duration of the event (3 days). (VAT can reverse-charged). Misprints reserved.

1a. General Information:

Company Name _____ VAT id. number: _____

(Full and correct designation):

Person appointed to handle the application: _____

Address: _____

Postcode, Town: _____ Country: _____

Telephone: _____ Mobile: _____

E-mail: _____ Website: _____

1b. Brief description of the product range:

2a. Commercial Market Stand 4.00 m x 1.20 m

Conditions

- Sales of new and used model railway material is allowed.
- No adjustments to the stand are possible. Use of showcases, etc., is not possible.
- Your stand or stands cannot be rented or used by third parties.
- Walking space between and behind the stands must stay free.

My order (Prices valid for reservations and down payment **prior to July 20, 2020**)
 (for price list, see page 4)

Rowstands: **1st Stand € 315.- (381.15) (excl./incl. VAT),**
 2nd Stand € 265.- (308.55)
 Every next Stand € 220.- (266.20)

Check where applicable:	Amount (excl./incl. VAT)	Amount (excl./incl. VAT)
<input type="checkbox"/> 4 meter (1 Rowstand)	€ 315.00 (381.15)	<input type="checkbox"/> 12 meter (3 Rowstands) € 800.- (968.00)
<input type="checkbox"/> 6 meter (1 ^{1/2} Rowstand)	€ 460.00 (556.60)	<input type="checkbox"/> 16 meter (4 Rowstands) € 1,020.- (1,234.20)
<input type="checkbox"/> 8 meter (2 Rowstands)	€ 580.00 (701.80)	<input type="checkbox"/> 20 meter (5 Rowstands) € 1,240.- (1,500.40)
<input type="checkbox"/> 10 meter (2 ^{1/2} Rowstand)	€ 701.25 (848.51)	<input type="checkbox"/> 24 meter (6 Rowstands) € 1,460.- (1,766.60)
<input type="checkbox"/> Square with 6 Stands (24,4 m) (Two headstands and 2 x 2 rowstands)	€ 1,530.- (1,851.30)	
<input type="checkbox"/> Square with 8 Stands (32,4 m) (Two headstands and 2 x 3 rowstands)	€ 1,970.- (2,383.70)	
<input type="checkbox"/> Square with 10 Stands (40,4 m) (Two headstands and 2 x 4 rowstands)	€ 2,410.- (2,916.10)	
<input type="checkbox"/> Other, _____	€ _____	

2b. Options for Commercial Market stand (check where applicable)

- Head stand** (limited supply) € 35.00 (42.35) per stand extra
- Wall stand** (limited supply) € 71.00 (85.91) per stand extra
- Shared electricity connection for row or headstand, usage included** € 52.- (62.92)
 1 kW (1,000 W), 1 socket. Electricity connection max 7 m away from your table

- Electricity for a wall stand 1500 Watt incl. usage** € 73.- (88.33)
- Main connection electricity supply for square** € 143.90 (174.12)
230V, earthed, 3,000 W. Price is including usage.

Miscellaneous

- _____ Folding chair à € 5.50 (6.66) (deposit € 5.- each) € _____
- _____ Admission tickets for your associates (valid during opening hours) à € 15.- € _____
These tickets will only be charged after being handed in at the cash desk
- _____ Extra exhibitor pass with photo à € 25.- € _____
- 1 Mandatory contribution to exhibition guide € 15.- (18.15)
Do you want to be listed in the guide yes / no If yes, under which letter? _____

3a. Free Exhibitor passes

All exhibitors will be provided with a number of passes free of charge. These free passes are in relation to the number of meters you hire. Every exhibitor receives free of charge the following passes (valid for the whole period):

4 meter – 4 passes	12 meter – 8 passes	32 meter – 14 passes
6 meter – 5 passes	16 & 20 meter – 10 passes	40 m and more – 16 passes
8 & 10 meter – 7 passes	24 & 28 meter – 12 passes	

3b. Required number of passes: _____

Names: _____

In the interests of all participants, all entry passes should bear a passport photo. Please send us one passport photo (per post or per e-mail: measurements 2.5 cm wide x 3.4 cm high, resolution 300 dpi) of each participant (his/her name and name of company on back) before **August 1, 2020**.

Eurospoor scans and saves your passport photos in digital format for five years. All you have to do is send us one original recent passport photo (copies not allowed).

EUROSPOOR already has the photos? yes no partly

5c. Are the passport photos older than 5 years? If so, we would like to receive recent passport photos of you and your participants.

5d. Stand construction passes (only for participants who do not have an exhibitors' pass):

Participants don't need construction passes. Free extra passes are available for (extra) personnel appointed for construction and dismantling purposes. These passes will only be valid on Thursday, October 29 (whole day) and on Sunday, November 1 from 5.00 p.m. A passport photo is not required for these passes. We do need a list of the names of workers who will need a working pass.

Required number of working passes: _____ Names: _____

5e. EUROSPOOR produces and sends you the passes free of charge. However, the following costs will be charged for any changes later than September 10, 2020:

- Exchanging pass from until September 10 (max. 3 passes) For free
- Exchanging pass after September 10, per pass € 2.50
- Exchanging pass from September 11 until building, Thursday 29 October, per pass € 10.-
- **Around October 12, 2020: Eurospoor sends participation info and passes**
- Passes exchanged/replaced on the day of setting up the exhibition, per pass € 17.50
- Having made an exhibitor pass with foto (valid for 4 days) **in the Jaarbeurs** during building or/and 1 of the 3 eventdays. Price for children of adults, per pass € 30,00
- Stand construction pass (without photo) for Thursday and Sunday after 5.00 p.m. For free

The system of personalised passes is in your own interest. It increases the safety of participants and offers more security for your goods.

6. Advertise in the Eurospoor Express Magazine!

The free Eurospoor Express Magazine will be released beginning **July** and also will be handed out free to the public at the Eurospoor2020. After and before it will be available free in many shops, Railway Museum, bourses and on many other occasions in the Netherlands. The circulation is 20,000 copies. We advise you to make use of this promotion before the show. You can place your ad from € 95.00. Here you can download the rate list: www.eurospoorexpress.nl/advertise.html.
Please deliver your copy before May 15, 2020.

7. Payment method

- a. **Down payment:** Together with your registration, you will have to make a down payment by depositing € 200.- into INGbank account number 5559382 in the name of EUROSPOOR, Purmerend, The Netherlands. **IBAN: NL70INGB0005559382 BIC: INGBNL2A**
State 'Registration for EUROSPOOR2020' as well as your name and home town.

NB: Participant down payments received after July 20, 2020 will be charged according to the participant rate for registration after July 20, 2020.

- b. **Early September 2020** you will receive an invoice for the full amount **minus € 200.-**.
- c. Participation in the exhibition is not possible without prior payment. The obligation to pay the entire invoice amount plus administration costs will continue to apply.

We certify that all data is complete and correct and that the general terms and conditions for exhibitors have been accepted.

By signing this EUROSPOOR2020 registration form, you agree to the conditions of participation.

(Date)

(Stamp company)

(Signature)

All work is accepted and performed in accordance with the conditions of participation, available for perusal at the head office in Purmerend at Amazonelaan 86. A copy of these conditions will be sent to the participant free of charge upon the participant's first request thereto.

Important conditions of participation

PAYMENT

Unless agreed otherwise, the participant must ensure that the price and the amounts agreed under the contract have been received by EUROSPOOR on or before the due dates mentioned in the invoice, without being entitled to any discount, settlement or suspension.

CANCELLATION

Eurospoor is entitled to change the established dates, times and/or venue or to decide to cancel the event for an important reason. Under no circumstances will the exhibitor be entitled to compensation for any costs incurred or loss or damage sustained due to this decision.

Cancellations must be made in writing by registered post. Cancellations for whatever reason give EUROSPOOR the right to charge a fee, without notice of default being required, in accordance with the following percentages of the principal sum:

Cancellation in August: 0%; Cancellation in September: 50%; Cancellation in October or November: 100%

The organiser is entitled to re-allocate the exhibition space not used by the exhibitor should the exhibitor not participate in the event. The exhibition fee is nevertheless payable in the full amount.

LIABILITY

The halls are guarded on thursdays, fridays and saturdays. But the participant him/herself is entirely responsible to his/her taking part in the event. The organization is not responsible for any injury to participants or damage to participants' goods.

Price list Eurospoor Market Stand Eurospoor2020 excl/incl. 21% (VAT)

♦ Participation with sales of new and used model railway material ♦ Steady prices upon receipt of your participation and down payment before July 20, after that date prices will rise with € 5.- p/meter. ♦ Prices are valid for the duration of the event (3 days); VAT can reverse-charged. ♦ Marketstand is already present ♦ Please checkout the prices for a commercial stand in the first hall. These can be downloaded from: www.eurospoor.nl/form.html
♦ Misprints reserved.

Prices 2020:

First rowstand € 315.00 excl. VAT (381.15 incl VAT)
Second rowstand € 265.00 excl. VAT (320.65 incl VAT)
Every next stand € 220.00 excl. VAT (266.20 incl VAT)

- Size row/wallstand: 4 m x 1.20 m
- Size headstand: 4.20 m x 1.20 m
- A square consists of rowstands and 2 headstands.

Options (limited supply)

Wandstand: Price per wallstand € 71.- excl. VAT (€ 85.91 incl)
Headstand: Price per headstand € 35.- excl. VAT (€ 42.35 incl)

Column 1	Column 2	Column 3	Column 4
Rowstand	Rowstand(s) including 1 headstand (4,2 m)	Square = Rowstands + 2 Headstands (limited supply)	Wallstand (limited supply)
excl / incl VAT	excl / incl VAT	excl / incl VAT	excl / incl VAT
4 m € 315.00 / € 381.15	4,2 m (= 1 headstand) € 350.00 / € 423.50		4 m € 386.00 / € 467.06
6 m € 460.00 / € 556.60	-	-	-
8 m € 580.00 / € 701.80	8,2 m € 615.00 / € 744.15	-	8 m € 722.00 / € 873.62
10 m € 701.25 / € 848.51	10,2 m € 736.25 / € 890.86	-	-
12 m € 800.00 / € 968.00	12,2 m € 835.00 / € 1,010.35	-	12 m € 1,013.00 / € 1,225.73
16 m € 1,020.00 / € 1,234.20	16,2 m € 1,055.00 / € 1,276.55	-	16 m € 1,304.00 / € 1,577.84
20 m € 1,240.00 / € 1,500.40	20,2 m € 1,275.00 / € 1,542.75	-	20 m € 1,595.00 / € 1,929.95
24 m € 1,460.00 / € 1,766.60	24,2 m € 1,495.00 / € 1,808.95	24,4 m € 1,530.00 / € 1,851.30	24 m € 1,886.00 / € 2,282.06
	28,2 m € 1,715.00 / € 2,075.15		28 m € 2,177.00 / € 2,634.17
-	-	32,4 m € 1,970.00 / € 2,383.70	32 m € 2,468.00 / € 2,986.28
-	-	40,4 m € 2,410.00 / € 2,916.10	40 m € 3,050.00 / € 3,690.50
-	-	48,4 m € 2,850.00 / € 3,448.50	48 m € 3,632.00 / € 4,394.72

EUROSPoor
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**APPLICATION FORM
PROMOTIONAL MATERIAL
EUROSPoor 2020**
October 30, 31 & November 1

APPLICATION FORM PROMOTIONAL MATERIAL EUROSPoor 2020

(Send, email or fax)

General Information:

Name participant: _____

Contact: _____ Telephone: _____

Email: _____

Shipping Address:

Name: _____

Address: _____

Postcode, Town, Country: _____

Please send me the following post-paid:

- | | | | |
|--------------------------|---|---------|--------------|
| <input type="checkbox"/> | Announcement poster Eurospoor2020, 42 cm x 59 cm (A2) | Dutch | Number _____ |
| <input type="checkbox"/> | Announcement poster Eurospoor2020, 42 cm x 59 cm (A2) | German | Number _____ |
| <input type="checkbox"/> | Announcement poster Eurospoor2020, 42 cm x 59 cm (A2) | English | Number _____ |
| <input type="checkbox"/> | Announcement poster Eurospoor2020, 42 cm x 59 cm (A2) | French | Number _____ |
| <input type="checkbox"/> | Brochure in 4 languages to announce Eurospoor2020 (A5 format) | | Number _____ |
| <input type="checkbox"/> | Eurospoor Express Magazine (Dutch only) | | Number _____ |

We thank you for your interest and cooperation!

EUROSPoor

Leo and Chitra Hendriksen