



THE NATIONALS® GUIDE BOOK

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Updated 1-16-06

DEAR POTENTIAL HOST OF THE NATIONAL TRUCK-IN®

OVER THE YEARS ON NUMEROUS OCCASIONS WE HAVE BEEN ASKED BY CURRENT AND FORMER HOSTS OF THE NATIONALS® TO PUT TOGETHER A GUIDE BOOK FOR POTENTIAL HOST OF THE NATIONAL TRUCK-IN®.

WE HAVE ASKED FOR INPUT FROM ALL OF THE HOST OF THE NATIONALS® SINCE 1991. WITH THEIR EXPERT HELP AND AFTER MUCH RESEARCH WE HAVE COMPILED THE FOLLOWING GUIDE. AS YOU READ THIS BOOK PLEASE KEEP IN MIND THAT IT IS JUST THAT, A **GUIDE** BOOK AND SHOULD BE USED AS SUCH.

IN THIS BOOK YOU WILL FIND:
AN APPLICATION FORM
SAMPLES OF THE FOLLOWING:
OUR CONTRACT
VENDOR LETTERS AND CONTRACTS.
A SAMPLE HAND BOOK FOR THE HOST GROUP.
THE NATIONAL TRUCK-IN® SHOW-N-SHINE CLASSIFICATIONS.
BUDGETS AND HOW MAY WERE ORDERED OF THIS AND THAT OF THE
LAST SEVERAL NATIONALS® S
ANSWERS TO FREQUENTLY ASK QUESTIONS.
SUGGESTIONS ON HOW TO GET STARTED.

WE HOPE THAT THIS **GUIDE** IS USEFUL TO YOU. PLEASE FEEL FREE TO CONTACT ANY MEMBER OF THE NATIONAL TRUCK-IN BOARD FOR FURTHER HELP.

GOOD LUCK.

JUDITH PILON
CHAIRPERSON NATIONAL TRUCK-IN® COMMITTEE

2/12/07

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REVISED JUNE 2005

Thank you for your interest in applying to host the NATIONAL TRUCK-IN® INC. Attached please find an application form.

THE NATIONAL TRUCK-IN® BOARD INC. have determined that the following criteria must be met:

1. Established club for at least 5 years.
2. Have attended the 2 Nationals previous to you application.
3. Have proposed dates during the last three weeks of July.
4. Have a commitment form a campground large enough to host the event.
5. The event must be held in the United States of America.
6. Be willing to provide live entertainment. Must have live bands three nights.
7. Be able to provide a certificate of insurance for a minimum blanket liability of one million dollars(1,000,000.00) Insurance must include the NATIONAL TRUCK-IN® BOARD INC.
8. Application form must be completed and submitted to a Board Member of the NATIONAL TRUCK-IN® INC. A Board member must see the site prior to the Council of Council's meeting at which the event is proposed.
9. Formal presentation of your application must be made to the NATIONAL TRUCK-IN® BOARD INC. at the February meeting of the Council of Councils.
10. When possible the contract will be awarded for the next year's NATIONAL TRUCK-IN® at the February Council of Councils meeting.
i.e, February 1999 contract for the 2000 NATIONAL TRUCK-IN®
11. The minimum of 5,000 flyers should be printed and be a finished size of 11"x17" and be "full" color using process color lithographic printing on glossy stock paper. The National Truck-in Board® has contracted a dedicated designer that will provide pre-press ready fliers for the chosen printer. The flyers will be printed and delivered with the costs covered by the winning host. See the contract Item 3 for full details.
12. Dash plaques and sticker must be three color and be the shape of the U.S.A.
13. Host Club will pay 1.00 per van attending the NATIONAL TRUCK-IN® to the NATIONAL TRUCK-IN BOARD®. The dollar per van for all of those vans registered prior to the Council of Councils meeting in the year of the event is payable at the Council of Council meeting of the same year.

Thanks again for your interest and if you have any questions please contact one of the members of the NATIONAL TRUCK-IN® BOARD.

HOW DO WE GET STARTED

June 2005

GET A HOST APPLICATION AND SAMPLE COPY OF THE CONTRACT FROM A NATIONALS® COMMITTEE PERSON. ATTEND A HOW TO HOST THE NATIONAL TRUCK-IN® SEMINAR AT A COUNCIL OF COUNCIL MEETING.

FORM A GROUP TO LOOK FOR A PLACE TO HOLD THE EVENT.

WHAT DO THEY LOOK FOR?

1. ENOUGH SPACE FOR AT LEAST 1000 VEHICLES.
2. WATER, ELECTRIC AND RESTROOM ACCESSIBILITY INCLUDING HANDI-CAP RESTROOMS
3. EASY TO FIND.
4. COOPERATION FROM THE OWNER AND TOWN.
5. MAKE SURE A MEMBER OF THE NATIONALS® COMMITTEE SEES THE SITE WELL IN ADVANCE OF THE PRESENTATION AT THE COUNCIL OF COUNCILS MEETING.

FORM A GROUP TO BE IN CHARGE.

WHAT TO LOOK FOR IN THE KEY PLAYERS?

1. CAN THEY GET ALONG WITH OTHER PEOPLE? NO EGO TRIPS ALLOWED.
2. HAVE THEY BEEN TO ENOUGH NATIONALS® TO KNOW WHAT TO LOOK FOR IN THE WAY OF A GOOD SITE AND GOOD PEOPLE?
3. HAVE THEY BEEN IN CHARGE OF ANY LOCAL VAN EVENTS?
4. CAN THEY DELEGATE? THIS IS REALLY IMPORTANT.

FORM A CORPORATION AND GET INSURANCE. WHY? TO PROTECT ALL PERSONS INVOLVED.

FORM A FINANCIAL COMMITTEE TO DETERMINE HOW TO RAISE THE AMOUNT OF MONEY TO GET STARTED?

SUGGESTIONS:

1. SELL SHARES (LIMIT THE NUMBER OF SHARES PER PERSON). ALL COMMITTEE HEADS SHOULD BE SHARE HOLDERS.
2. SELL SHARES TO CLUBS IN THE AREA WHO WILL BE PARTICIPATING IN HOSTING THE EVENT.

AFTER YOU HAVE THE BID

1. HOLD CARWASHES VAN-INS.
2. CANDY AND BAKE SALES, ROAD RALLIES, HALL PARTIES AND BOOSTER PATCHES ARE JUST A FEW WAYS TO GET CAPITAL. WHILE RAFFLES ARE OK PEOPLE ARE MORE WILLING TO BUY AN ITEM OR SERVICE THAN A RAFFLE TICKET.

MAKE A PRESENTATION PACKAGE.

WHAT DOES A PRESENTATION PACKAGE CONSIST OF?

1. A COMPLETED APPLICATION.
2. A LETTER OF INTENT FROM THE GROUNDS, INSURANCE COMPANY AND EMERGENCY HEALTH CARE PLAN.
3. AN OUTLINE OF WHAT YOU WILL BE OFFERING YOUR GUEST.
4. A THEME IF YOU WANT ONE.
5. A VIDEO OF THE GROUNDS.

Updated 1-16-06

DO I HAVE TO?

HAVE A WARM UP-PARTY? **NO**

IF YOU HAVE A WARM-UP PARTY

1. DO I HAVE TO HAVE A BAND? NO BUT IT'S NICE TO HAVE SOME FORM OF ENTERTAINMENT.

2. DO I HAVE TO HAVE GAMES? NO

IF YOU HAVE A WARM-UP PARTY YOU ARE ON YOU OWN. WE DO NOT SPONSOR THIS EVENT IN ANY WAY. WE CAN MAKE SUGGESTIONS IF REQUESTED TO DO SO.

DO I HAVE TO HAVE SOMETHING TO GIVE AWAY WITH THE PRE-REG TO THE NATS?

NO THIS IS AN OPTION. IT IS A VERY GOOD ONE AND DOES IN SOME CASES MAKE THE PEOPLE WANT TO PRE-REG.

WHEN CAN I SELL THE FIRST PRE-REG? AT NOON THURSDAY OF THE NATIONALS®.

WHEN CAN I START ADVERTISING THE NATIONALS®? NOT BEFORE NOON THURSDAY OF THE CURRANT YEARS NATIONAL'S.

HOW WILL I KNOW HOW MANY PEOPLE TO PLAN FOR? DOUBLE THE PRE-REG. AMOUNT.

This only applies to east of the Mississippi. The further you go west all bets are off

DO WE NEED A COMPUTER WIZARD TO COORDINATE THE EVENT? NO BUT IT IS EXTREMELY USEFUL TO HAVE SUCH A PERSON.

WHERE SHOULD I ADVERTISE?

1. YOU WILL BE GIVEN A COMPUTER PRINT OUT OF THE NAMES AND ADDRESSES OF THOSE WHO HAVE ATTENDED THE NATIONALS® FOR THE LAST SEVERAL YEARS. MAIL THESE PEOPLE FLYERS.
2. VAN COUNCIL NEWSLETTERS.
3. NATIONAL PUBLICATIONS. THIS IS VERY IMPORTANT IF WE ARE TO GET NEW VANNERS. (JOE MADONIA CAN HELP WITH THIS)
4. AT EVENTS. OF THE 641 PRE-REG FOR THE OHIO NATS. 338 ENTRIES WERE GOTTEN AT VARIOUS VAN EVENTS.
5. It may be helpful to set up a Pay Pal account to receive payment.

NATIONAL TRUCK-IN® APPLICATION FORM

REVISED JUNE 2005

1. Name of Corporation: _____
2. Doing business as: _____
3. State corporation licensed/chartered: _____
4. Mailing address of Corporation _____

5. Contact person: _____ Position _____
6. Day phone () _____ Night phone () _____ Fax () _____
7. Name and address of Host Club or Clubs that will be assisting with the Event: _____

*All host clubs must be listed. Additional room has been provided on the last page for this information.

8. Club membership at present: _____ 6 mo. ago: _____ 1 yr. ago: _____
9. Number of chapters (if any) _____
Has you club attended or participated in a NATIONAL TRUCK-IN®? _____ YES _____ NO
year(s) _____

10. Please list any local/national events your club has sponsored:

Year	Event Name	Aprox. of Vans
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

11. Is club/council individually insured? _____ yes _____ no
 If so Corporation: _____
 Address _____ Phone () _____
 Other: _____ 12.

Primary Amount	_____	Excess Amount	_____
Accident and Health	Primary Amount	_____	Excess Amount
Property Casualty	Primary Amount	_____	Excess Amount

General Liability

13. Location of Event site (Name of Facility) (see a): _____
 City _____ State _____ Zip _____ Phone () _____
The site must be see by a member of the National Truck-in Committee® prior to the Council of Councils meeting at which the bid is presented.

14. Dates of the Event: _____ Opening and closing hours of the event(day/hr): _____

15. Number of Vans proposed National Truck-in® site will hold: _____
16. Please provide the following information regarding the proposed National Truck-in® site and facilities: (see 34 b).
- | | | |
|--|-------------|------------------|
| Accessibility and Facilities | Telephone | Trash containers |
| Nearby Highways | Water | Port-a-Johns |
| Food and Beverage | Electricity | Ice |
| General Description (shade trees etc.) | Showers | HANDI cap access |
| Extras | | |
17. Event's estimated attendance, daily and total: _____
18. Security provide by: _____
Average number of security personnel per event day: _____
What kind of communication will be used? _____
19. Medical Care provided by: _____
Average number of medical personnel per event day: _____
Hospital: _____ number of miles away _____
20. Is Event site controlled by local ordinances? ____ yes ____ no
Does this include health inspections? ____ yes ____ no
21. Describe any safety measures/risk management plans in effect. Does this include an Emergency Evacuation plan?

22. What is your estimated dollar investment, before return, on the Event? _____
23. Do you plan to have Vendors? ____ yes ____ no
24. If Vendors are not required to provide certificate of insurance to you, submit a complete list of all vendors, including their goods and/or type of display. (see 34 h)
25. Is there outside sponsorship? ____ yes ____ no
26. If outside sponsorship, submit complete list of all sponsors, including their goods and/or type of display. (see 34 h)
27. Entertainment:
A. Have you decided on the number/types of bands you wish to procure? ____ yes ____ no (see 34 f)
B. How long is each show and times/dates: _____

28. What form of safe transportation (i.e. shuttle buss service) will be provided at the National Truck-in®?

29. In order to keep in the tradition of the National Truck-in® we request that the host club sign a _____ contract with the National truck-in® Board. The National Truck-in® contract has specific requirements that the host club must meet, which include, but is not limited to:
- A. All requirements set forth by the application form>
 - B. Dash plaques
 - C. Window stickers
 - D. No flagrant commercialism

30. How do you plan to meet the requirements of the National Truck-in® Show and Shine Guidelines?

31. Do you feel your club is willing to sign the contract with requirement such as the above?
____ yes ____ no
32. When possible a copy of the contract will be signed at the Council of Councils, National Truck-in® meeting on Sunday. The host Club's bid that has been selected by the National Truck-in Board® will be notified on Saturday of the Council of Councils meeting. If for some reason this is not possible all entrants will be notified by Sunday morning.
33. In what forms do you plan to advertise the National Truck-in®? (see 34 e) _____

34. Please enclose with this application a copy of:
a. All contracts/lease agreement/insurance policies (see number 13)
b. Diagram and photos of location/set up (see number 16)
c. Schedule of Events (both children and adult)
d. Current financial statement (last fiscal year)
e. Any advertisements (indicate name of publications)
f. Contracts between entertainment and council (see number 7)
g. Copy of previous insurance policy.
h. List of Vendors and Sponsorship, good and /or type of display (see numbers 23 & 26)
36. What are your plans for raising from money for this event? _____

ADDITIONAL COMMENTS OR INFORMATION: ANY MEMBER OF THE NATIONAL TRUCK-IN BOARD® WILL BE ABLE TO ASSIST YOU AS NEEDED.

We would like to add that the more complete the information given us, the better we can base our decision.

Signature

Position

Address

Phone

NATIONAL TRUCK-IN® CONTRACT

This is a contractual agreement between the NATIONAL TRUCK-IN® Board with a legal address of 1651 Burkehart Ave .San Leandro, CA 94579, registered owners of the trademark NATIONAL TRUCK-IN® and subsequent numbers referring to the appropriate event, hereinafter called the "TRADEMARK HOLDER" and _____ here in after called the "HOST CLUB". HOST CLUB WILL BE INCORPORATED.

It is agreed that the TRADEMARK HOLDER releases rights to the use of the trademark NATIONAL TRUCK-IN® and the subsequent number ____rd for use by the HOST CLUB for the period of the contract, which is for the year of 200_. Further empowering the HOST CLUB to singularly sponsor, produce, promote, oversee, and manage the ____rd NATIONAL TRUCK-IN®, hereafter called the "EVENT".

The dates for the EVENT will be _____.

The TRADEMARK HOLDER agrees to release its rights to the trademark NATIONAL TRUCK-IN®, The Van Nationals®, The Nations Premier Van Event® and The Nat's ® (applied) for the period of this contract to culminate at 6:00 P.M. Mountain daylight time, on the Sunday ending the EVENT. The release is for the use of the HOST CLUB only. Excepting ROCKY MOUNTAIN VANS OF DENVER, no other club, organization, business, or otherwise may receive any credit/or publicity as an underwriting party other than both the parties herein this contracted.

The TRADEMARK HOLDER also agrees to relinquish any and all claim to funds raised as a direct result of fees charged to entrants, commercial space users, sponsors and all other parties who will pay for either entrance to and/or advertising during the EVENT EXCEPTION Item 16 on page 3: should the HOST CLUB realize a net profit from the EVENT after all the expenses have been paid in full, the HOST CLUB may allocate and/or disburse the remaining amount of funds. A MINIMUM of ten percent (10%) of profits will be donated to charity stated in this contract, in the area of the ____rd NATIONAL TRUCK-IN®. Proof of the donation is required to be submitted, to the TRADEMARK HOLDER within ninety (90) days from the conclusion of the NATIONAL TRUCK-IN®.

Since TRADEMARK HOLDER agrees to waive rights to any and all moneys realized from the EVENT in the form of net profits made by the HOST CLUB: it is agreed by the HOST CLUB that they will not hold the TRADEMARK HOLDER, NATIONAL TRUCK-IN board®, their officers, directors, members, and person(s) or assigns, responsible for any debts incurred as a result of the EVENT. It is further agreed that the HOST CLUB releases the TRADEMARK HOLDER, NATIONAL TRUCK-IN BOARD® their officers, directors, members and any person(s) associated with them or their assigns from any and all liability and/or responsibility for any act taken by the HOST CLUB or their representatives before, during and after the EVENT.

The HOST CLUB further agrees to the following criteria as a format for producing the EVENT an/or responsibilities of the HOST CLUB:

ITEM 1 - To negotiate and contract a suitable campground or other facility with an "ironclad" contract between the HOST CLUB and the campground. The event will be held in the United States of America.

ITEM 2 - To promote the EVENT via flyers, media releases, club and council newsletters and verbally, etc. An adequate supply of flyers must be produced and distributed by the means aforementioned. A formula of two (2) flyers per camp space will be used (i.e., 2,500 van limit would require 5,000 minimum flyers) distributed as evenly throughout the United States as possible, Every NATIONAL BOARD® member (nine total), will be sent 500 flyers each for the NATIONAL TRUCK-IN®, to be distributed throughout the country. Initials _____

ITEM 3 - These flyers, press releases, etc., must have a first mailing deadline of no earlier than twelve (12) months prior to, and no later than nine (9) months prior the to starting date of the EVENT. Pre-registration for the following years NATIONAL'S® may not be sold sooner than 24 hours after the gates of the present years NATIONAL'S® open. Advertising may start after the opening ceremony. If you are considering having a warm-up party, it is the obligation of the HOST CLUB to inform the group sponsoring the warm-up party, that the release of information concerning the warm-up party, be the same as the Nat's, in regard to time. A minimum of 25% of the flyers must be mailed within this time. Nation Truck-In® Flier Specifications. The Nation Truck-In® flier should be a finished size of 11"x 17" and be "full" color using process color lithographic printing on glossy stock paper. The National Trucking Board has contracted a dedicated designer that will provide pre-press ready files for the chosen printer. Fliers will be printed and delivered with the costs covered by the winning host group. When submitting items for the National Truck-In flier please consider the following: Photos are must be high quality color and must be able to be reproduced at 300dpi resolution. Line art must be no less than 800dpi resolution. Images recommended are high quality show vans, family oriented camping and tasteful images that represent the theme (if any). All images must be copy right free or proof of ownership provided. A form will be provided to assist the winning host group to gather information so that vital information will not be missed and to create a uniform look.

Flier must contain the date of the EVENT, any activities already planned, the location by use of a small map, entrance fee for both pre-registration and gate (if applies) and entrant application, Also any other information that the host club can provide at the time of printing. The flier must also include, the name: ROCKY MOUNTAIN VANS OF DENVER, and the official logo, NATIONAL TRUCK-IN® directly adjacent to the name of the HOST CLUB, i.e." ____National Truck-in®

. Initials _____

The art work and copy will be done in a professional manner, **No** hand lettering will be accepted unless it is done by a capable artist, No Xerox copies will be used as original flyers, The final proof of the flyer will be submitted to the TRADEMARK HOLDER for approval before printing, the TRADEMARK HOLDER will provide approval/disapproval within ten (10) days of receipt of the proof. Send the artwork and flyer to Greg Cooper @ 1795 Stringtown Rd. Lancaster, OH 43130. The warm-up Party flyer will not be attached to the Nationals flyer. It must be totally separate. . Initials _____

ITEM 4 - The facility chosen for the EVENT must provide adequate campsites, water supply (for domestic use only). Adequate quantities and locations of toilet and shower facilities, and a good access to all area in use.

ITEM 5 - Dash plaques and window stickers must be given to all paying entrants at the time of arrival. Extra dash plaques and window stickers will be sold on a one-to-one basis until after 12: P.M. (noon) Saturday. These dash plaques must appear as **brass**, and the design must include the outline of the United States with the colors Red, White, and Blue used to divide the outline into three (3) equal bands, it is strongly recommended that the dash plaque be die cut. The HOST CLUB **must** also supply, to each paid entrant, a window sticker in the shape of the United States with the colors Red, White and Blue, running horizontally. (See item 5.a for sample). Both plaque and window sticker must be 2" X 3" horizontal. These stickers may be donated, However, acknowledgment must not be printed on the inside of the United States border. **NO OTHER DESIGN WILL BE ACCEPTED.** . Initials _____

ITEM 5.A. - On this page is a listing of companies that have worked with past Van National Committees to produce OFFICIAL event souvenirs. Also find a guideline for the art work placement for the NATIONAL TRUCK-IN® logo. If the HOST CLUB chooses not to use these companies, the HOST CLUB must submit a sample for approval to TRADEMARK HOLDER.

DASH PLAQUES

PATCHES

1. Nameplate Inc.
15618 S. Main St.
Gardenia, CA 90248
(213) 327-4717

Die cut plaques/stickers

2. RALLYE PRODUCTIONS
W229 N1477 Westwood DR
Waukesha, WI 53186-1153
1-800-236-2036

PINS/PATCHES/MUGS/BELT BUCKLES

12101 Chuck Cr.
Hudson, FL 34669
(813) 863-7033

3. Daytona Trophy
2413 Bellevue Ave.
Daytona, FL 32114
(904) 253-2806

The 16th NATIONAL TRUCK-IN® has been the best example for dash plaques, pins, patches, stickers in the last few years. Please use these as your guideline.

ITEM 6. - Merchandising. The HOST CLUB has the right to contract for assorted merchandise to be sold during the course of the event such as mugs, T-shirts, key chains, etc. In all cases the NATIONAL TRUCK-IN® logo must be the predominant feature in the art work, the TRADEMARK HOLDER all event related and merchandise that implies the said event must be submitted to the NATIONAL TRUCK-IN® BOARD not less than 60 days prior to the event for their approval. Item submitted after this time may not be sold. The Board reserves the right to disapprove designs deemed offensive or inappropriate. Any pre-entry incentive must also conform to these guidelines. All merchandise containing the NATIONAL TRUCK-IN® and/or logo must be approved by the TRADEMARK HOLDER prior to the sale. This includes all items with the following. The Van Nationals®, The Nations Premier Van Event®, National Truck-in®, The Nat's®. Any variation of the wording expressed or implied with the intent to circumvent the trade makes will not be tolerated. Any vendor who uses the above with out proper permissions from the National Truck-in Board or the host club will be removed from the event and merchandise will be confiscated. . Initials _____

ITEM 6a. - This information must be passed on to all of the vendors attending the NATIONAL TRUCK-IN®.

ITEM 7. - Entertainment must be in the form of live bands for each night of the EVENT, in lieu of the live band entertain on Thursday night, the Host may provide other alternative entertainment such as movie night, DJ, etc.. No limit is set for the number of different bands, however, the HOST CLUB agrees to contract for at least one band to perform each night of the EVENT. Also agreeing to contract a cross section of live musical entertainment. Recorded music may be used as entertainment in addition to contracted bands.

ITEM 8 - Insurance to be provided by the HOST CLUB at their own expense in an amount sufficient to cover the TRADEMARK HOLDER, the NATIONAL TRUCK-IN BOARD and the campground's minimum requirements, if necessary. . Initials _____

ITEM 9 - The EVENT will officially open on a Thursday at a time convenient to the campground and the HOST CLUB. But no later than 12:00 p.m. (Noon) The Event will run Thursday, Friday, Saturday and Sunday. Arrangements will be made with the campground to accommodate entrants arriving at the site prior to the official opening. It is not required by the TRADEMARK HOLDER of the HOST CLUB to provide these campsites free of charge to the entrants. These are minimum requirements. The length of the EVENT may be longer if the Host Club so desires, but can only be lengthened by moving the starting item prior to Thursday noon. (i.e. Tuesday or Wednesday) . Initials _____

ITEM 10 - All flyers, press releases, advertising, promotions, etc. which refer to the EVENT well be worded as _____rd NATIONAL TRUCK-IN®

No other words are to be added, deleted, altered, or rearranged. All listings of _____rd NATIONAL TRUCK-IN® will have an "R" with a circle around it exactly like the example, which designates NATIONAL TRUCK-IN® as a registered trademark. All printed material, including the dash plaques, window stickers, and flyers will be printed in this manner.

ITEM 11 -The Pre-registration fee will be a maximum of Fifty Dollars (\$50.00). Any pre-entry incentive (i.e. T-shirt) is optional to the HOST CLUB. Any camping trailer may be subjected to an additional fee, not to exceed an entry fee of Fifty (\$50.00). This fee must be specified on the NATIONAL TRUCK-IN® flyer. In the event that the \$50.00 maximum fee allowed for van pre-entry is inadequate to insure a reasonable chance to make a profit by the HOST CLUB, the HOST CLUB may request in writing that the fee limit be raised by the TRADEMARK HOLDER. The said letter must contain the reason for the request including but not limited to a cost breakdown of expenditures that will be incurred as a direct result of hosting the EVENT. The TRADEMARK HOLDER will advise the HOST CLUB within ten (10) day after receipt of the said letter as to its decision regarding the request to raise the entrance fee limit. Initials _____

ITEM 12 - The HOST CLUB will pass on to the next hosting club the pre-entry and gate entry information (names, addresses and phone numbers) from their previous NATIONAL TRUCK-IN®. Any returned mail will be disregard and taken off the list. Initials _____

ITEM 13. - The medical plan adopted by the HOST CLUB, must be approved by the NATIONAL TRUCK-IN BOARD®, and must be attached to the contract. Initials _____

ITEM 14 - The last page of the NATIONAL TRUCK-IN® bible must be reserved for, and list, next year's NATIONAL TRUCK-IN® information.

ITEM 15 - The HOST CLUB will use the NATIONAL TRUCK-IN® classifications for the show-n-shine. Initials _____
Beginning in 2007, vans which have won best of show twice will be ineligible for the best of show award unless enough changes have been made so as to render the van unrecognizable. These vans will be invited to participate in a circle of champions for special awards. All vans will remain eligible for all other best of awards.

The following is a list of Vehicles that would be accepted into the Nationals®. This list is only to be used at the Nationals® and does not regulate what can or can not come to any local eVANT. Local eVANT attendance is governed by the host club and the custom of the area/

Type of Vehicle

Panel Truck	yes
Windowed panel (pre 73)	yes
Hearse/Sedan Delivery	no
Van up	no
Swat truck/bread truck or step van	yes
Cube Van (ambulance Class "C")	no
Transvan	no
Explorer motor home (dodge)	yes
Ambulance/Van (not Cube)	yes
VW	yes
MPV	yes
Aerostat, Winstar, Astro	yes
Safari, Caravan, Voyager	yes
Hand Built box/mutant Vans chassis	yes
PT Cruiser	no
HHR Panel	yes
HHR window	no

Vehicles considered vans in Foreign countries not available for sale in the US. This is a gray area and will be considered on a case-by-case basis.

ITEM 16 - HOST CLUB will pay \$1.00 per van for the first 1,000 vans attending the NATIONAL TRUCK-IN® for the use of the NATIONAL TRUCK-IN® registered trademark. This fee is due and payable in two installments. The first installment of \$1.00 per van for all vans registered by the Council of Councils meeting is due at the Council of Councils meeting immediately prior to the event. The final installment is due and payable by 12:00 p.m. (noon), at the conclusion of the EVENT. Initials _____

ITEM 17 - ALL golf carts whether host or personal must have a headlight. This headlight may be a high power flashlight attached to the cart and the light must be on after dark. Carts must be operated in a responsible manner. Initials _____

ITEM 18 - Within ninety (90) days of the conclusion the EVENT, HOST CLUB must submit the cost breakdown for following things listed for the Board's information and the possible assistance of future NATIONAL TRUCK-IN®

- | | |
|-------------------------|---|
| 1. Flyers | 7. Other entertainment |
| 2. Grounds | 8. Trash collection |
| 3. Insurance | 9. Transportation-VANNERS and Host Club |
| 4. Trophies | 10. Additional toilets and facilities |
| 5. Bands | 11. Dash plaques, pins, patches, stickers |
| 6. Other major expenses | |

Initials _____

Having shown proof of fulfillment of this contract, the TRADEMARK HOLDER agrees not to hold the HOST CLUB responsible for any inconveniences caused by the owner or manager of the campground,; which is:

(address)

NATIONAL TRUCK-IN BOARD® reserves the right to null and void the contract and withdraw the rights of use to the trademark, NATIONAL TRUCK-IN®, at any time for the following reasons:

- A. The Host (club) corporation disbands:
- B. The Host (club) corporation violates any part of this contract,; or

Any officers of the Host (club) corporation are changed. Initials _____

The HOST CLUB agrees to diligently pursue the task of promotion, production, sponsorship, and management of the EVENT, using this contract as the official guidelines for the EVENT.

The TRADEMARK HOLDER agrees to provide as much assistance as deemed necessary by its governing body if requested by the HOST CLUB. The TRADEMARK HOLDER reserves the right to over rule any discussion, policy, or other governing rule which its officer and/or members deem appropriate for the NATIONAL TRUCK-IN®.

We the undersigned have read this contract and agree to fulfill all items set out with-in the contract.
Initials _____

IN WITNESS WHERE OF, the parties hereto have executed this contract as of the date written below.

TRADEMARK HOLDER
NATIONAL TRUCKIN®
NATIONAL TRUCK-IN BOARD®

HOST CLUB/CORPORATION

Representative Date President Date

Representative Date Vice President Date

Attest Date

Judith Pilon
817 Wildabon Ave..
Lake Wales, FL 33853
407-484-2234
Judpilon@aol.com

Greg Cooper
1795 Stringtown Rd.
Lancaster, OH 43130
740-653-3848
Coop1@greenapple.com

Ray Whitley
520 TWP. Rd. 1185
Ironton, OH 43130
740-532-8358
Whitley520@gbglobal.net

HOW TO GET SPONSORS

Presented at the 2002 Council of Councils
St. Louis, Missouri
By Don Noone

First and foremost it helps to have the gift of gab. You have a 50/50 chance that when they are asked they will say yes or no.

It really helps to know a lot of people. People that run their own business, or a friend that might say. "Hey, I know this guy that runs a (beer distribution center, auto parts, toys store, etc)

If your event will be donating to a charity, it always helps to know which charities that you are going to solicit funds from or donate to. As an example, my work donates to the Checkered Flag Charities of Wyandotte County. It was just by chance that Hard Core had selected the same charity. I sent a letter telling BPU how much this would help the economy in Wyandotte County. That we had chosen checkered flag, as a recipient for some of the excess funds should there be any. We explained should they consider us in any way that it would greatly be appreciated no matter how large or small. We sent all the information that we had as well as the flyer and as a result their interest was in the form of \$500.00.

The best thing is when asking for sponsorship to list as many options that you have. For instance our letter contains not only the Major Sponsor of \$500. Or more, the Gold at \$100. And the Silver at \$75.00 and the Bronze at \$50. but we informed them that we have ads in the bible from full page to business card size with all the cost for them to decide what is best for them. We even have numerous examples of things to give to use in the goodie bags.

I have found that the card dealerships like to out do each other. When I tell the Chevy dealer that the Ford dealer did this then the Chevy dealer has to do better. Then you go to another Dodge dealer and let him know what is going on. You don't have to tell them the whole story. They never quite tell the story when your shopping for a new Van.

Everyone has a place that you eat, shop, and buy gas, groceries, or liquor on a regular basis. They have seen you come in but they may not know your name, just our face. Before you ask them for a donation, explain to them about the event. If they prefer tell them you will send them the information for them to consider. Tell them what Vanning is about and ways that they might help to make the event a success. Most figure that if you take the time to send out the information then you may not be just another fly by night organization. Make sure you have a good letterhead paper and go dressed nicely. In your information include how long your organization has been established, People will trust you more if your representing an organization that has been around while. Go in with a written agenda. Practice your speech. Be professional.

You will find that you are going to get turned down often but when you find that business or person that says, "Yes, How can we help?" It makes all the hassle worthwhile. Keep trying and never give up. Follow up on those who seemed interested but didn't get back to you. Remember they are busy too and may have forgotten.

To put on an event today we need outside help, whether it is door prizes, money or trophies, the cost of pre-entry to a van event starts around \$35.00 and to put on a National Event at that cost is almost impossible unless you receive outside money.

Some of the cost that you will encounter is the Grounds at between \$7,000 and \$10,000. Music and entertainment \$10,000. To \$15,000. a Security carts \$2,000. Port-a-pots \$2,000. Trash pickup \$500. It all adds up, you need clubs dues, sponsors, raffles, car washes, garage sales, and other things you can do to raise the money.

Always remember that there is a lot of money out there, from pop distributors to bubble gum companies, Every one of them have funds for sponsorship and charities, What do most vanners have with them when they travel? Cell phones... We are working to have a cell company at the Nationals, They can compare your phone service and we can collect a booth fee.

I hope that some of what I have said will help your club find ways to get sponsorship. One thing that you all need to remember, **if you find someone that is willing to support Vanning, you need to support him or her as well.** There is always next year's event and you may want them to sponsor again.

Dear Prospective Vendors & Sponsors:

Thank you for considering being a vendor at the # National Truck-in® to be held in (city, state). We hope That it will be a profitable weekend for you and a success for us with nearly (your anticipated numbers in attendance).

Every July since 1971 thousands of vans have made their way to our event from all over the U.S. and Canada as well as VANNERS from overseas. The event features live bands, games, contest, a judged van show and light show, prizes, giveaways and more.

Over the past years, we have developed a reputation for hosting a quality event, offering excellent value to our guests and good profit potential to our vendors. Our event is the highlight to the vanning season.

One of the most important parts of the event is “the vendors row”. This is a midway-type area where sellers set up booths to vend parts, food, novelties, souvenirs, etc. The area is centrally located adjacent to the band pavilion, near the games and show area and the main gathering points for the event. Naturally we want our “Vendors Row” to be the best it can be. Therefore we have attempted to keep your costs down, so that you may look forward to an enjoyable and profitable weekend at the National Truck-in®.

Please take a few minutes to review our offer. We hope to see you (dates) (place).

Sincerely,

Name
Title
Address
Phone.

SET UP HOURS-- HOURS OF OPERATION

Vendors may arrive any time after (time and date). There will be adequate room for you to set up and do business from (time & date). Vendors requiring 220, please contact us IMMEDIATELY to determine final arrangements.

While the individual vendors have the ultimate say as far as hours of operation, it is our hope and recommendation that you plan on remaining open until at least 1 hour after the bands are over (approx. time). That way you reap the benefits of the crowd leaving the band building and gathering on “Vendors Row”. Food vendors especially are encouraged to remain open late to take care of those “late night munches”. Breakfast vendors should try to begin food service between 6 and 7 AM. And continue until approximately noon.

I (we) the undersigned, as a vendor at the # National Truck-in (dates), have read and agree to the following conditions:

1. The vendor's fee for the event is (\$\$\$) to be paid in full by (date).
2. I will bring a reasonable number of employees to man my booth and will provide a list of these employees to (your groups name) in advance of set up time.
3. I will provide a door prize (goods or services) of a value to be determined. MAXIMUM \$50.00 (Optional)
4. I will endeavor to run a fair business with competitive pricing and provide fair value and will contact (groups name) staff member for any assistance needed.
5. I release (groups name) its members, the National Truck-in Board® and guest, the (grounds name) its board and staff from any liability for damages or injuries that may occur.

(Groups name) WILL PROVIDE:

1. ELECTRICITY AS REQUIRER
2. ADEQUATE SPACE FOR THE OPERATION OF YOUR BUSINESS
3. PARKING ASSISTANCE DURING SET UP
4. EXCLUSIVE RIGHTS TO YOUR PRODUCT. (I.E. ONE PINSTRIPE, ONE HAT VENDOR, ONE VAN SHOP, ETC. (YOU CAN SET THE NUMBERS OF EACH KIND). THE ONLY EXCEPTION WILL BE FOOD VENDORS. VENDORS CONTRACT MUST BE RETURNED BY (DATE) **NO EXCEPTIONS!**

Name of Business: _____

Address: _____

City, State, Zip Code: _____

Phone: _____

Owner or Manager Name: _____

Signature: _____

PRODUCTS TO BE SOLD _____

I wish to place an ad in the AD Book/Program for this event. I have included camera-ready art and \$ (\$) for a full page, (\$) for half page. Business card AD is included in vendors fee.

Send all fees and contracts to: address

Please make all checks payable to: (group name)

Sample letter this one is asking for Van Judging trophies for the Ford Class

Olathe Ford
Mr. Curtis D. Walters
1845 E. Santa Fee
Olathe, KS 66062

Dear Mr. Walters,

My name is Don Noone. I am writing on behalf of a group known as Hardcore Vanners.

We will be hosting the 31st Van Nationals® at the Wyandotte County Fairgrounds on July 9th – 13th, we are expecting between 500 and 600 vans to attend. As we are a Not for Profit group we have chosen the Checkered Flag Charities of WYCO as the recipient of the left over funds at the end of the event.

Presently, we are looking for any type of Pledge of Sponsorship for the Event. Some of the costs for the Event will be the Fairgrounds at \$7,000, the sound stage at \$5000, Entertainment for the week \$7000, Portable showers will be approximately \$2000, Security golf carts \$2000. And Trophies for the Show and Shine \$3000. We were hoping to use the Race Track for a Public Show-n-shine but their cost is \$3000. For four hours use. We are looking for sponsors to help share in some of these large expenses.

Enclosed, you will find a list of what we are looking for from a sponsor. It could be a little as 500 erasers or stickers to put into the Kids Goodie Bags, or a Major sponsor such as NAPA and Pabst who have done the following. Pabst donated a Go Cart as a fundraiser and Napa donated \$500. To put their logo on the Go Cart.

Sponsors of the Sound Stage will have their sponsorship displayed on the stage as will band sponsors. Trophies that are sponsored will have the recognition on the trophy.

We would appreciate anything that your organization could do for us.

Should you need any more information, I can be contacted at home at (13-721-3707 or on my cell at 913-486-8866.

Sincerely,

Don Noone
Chairman

OTHER USEFUL INFORMATION

The Show and Shine and classifications will be held on Friday. This is to give the Host group time to collate the results and prepare the trophies.

We will certify judges and have a pool of judges available to the host group. These judges will still be able to show their vans unless they are hosts, they will not however, be judging their class. We will have a seminar at Council of Council and the Nationals® to certify judges. All judges must be certified.

We highly recommend that a van related event such as a public show or parade Saturday or games evolving game be held on Saturday.

We also recommend that Water and if possible shade be provided for the participants in the show and shine. (You could raise money by selling the water at a small profit) You do not want to have anyone in the sun pass out because they forgot to bring water or need a little shade.

Items no to put on the Flyer

Please do not port-a-potty information on the flyer. It makes it look like there are no restrooms. Port-a-pots, barns for rent, golf carts etc should be in an insert.

WALK-INS

Walk-ins are not acceptable in the eVANt camping area. A staff member must accompany any walk-in at all times.

Walk-ins will be allowed at in Show and Shine area provided it is separate from the eVANt area.

HOW TO GET THE SUPPORT OF THE TOWN

Do notify the local authorities that we will be in the area. If possible hire a local officer to sit at the front gate. That way if there is a problem it will get handled before it gets out of hand.

Show them your flyer. If you have last years bible take it along.

Do tell the local business establishments what to expect. The local grocery needs to know that they will need to have plenty of ice, etc. on hand.

Go to a town council meeting if possible and let them know we are coming.

Contact the local Chamber of Commerce. They can help you with local information.

Ask to be able to put signs welcoming vanners in local businesses. Ask for discount certificated to put in the bible as ads. This will help to get the vanners to support the local area.

Speak to the local newspaper about coming out to do an article on our eVANt.

Do not wait until the last minute to do this. The earlier the better.

HOW TO HELP YOUR VENDORS

You can help your vendors by checking out the local and state regulations for vending. What do they need? License, Tax certificate, Health Certificate?

This is especially important for food vendors.

Consider lowering your vendor fees to get a bigger variety of vendors.

Do not have more than one T-shirt/event related vendor and try not to have more than two of each variety of vendors other than food vendors.

We highly recommend that vendors please put the smoking and any other item's of this type in the rear. May advertise that they have the item but should be out of site of children. Bring them out after curfew.

Raffles.

1. No price changes once a price is established. Especially when tickets are sold Nationwide.
- b. Limits on how many Raffles at the Nationals®, have an Official raffle registration and when possible an Official raffle badge for those selling tickets. This is so we don't have the vanners bugged all weekend and so each recognized raffle has a opportunity to make money.
- c. The raffle should be for the common good of vanning not personal raffle

Ways to make extra money

Have a sponsor for your Flyer

Sell water on the show and shine and game fields.

If people show up early have a place for them to park and charge extra.

Have sponsors for the Trophies and Booklet

Ways to save money

Do your own web site. You can buy a site for about \$60. They are not hard to create. If you have someone who is even a little computer literate you can create a site. Ask your friends for help

Instead of buying pre-reg insensitive reduce the rate for pre-entries by different deadlines such as one price for registration at the Nat's® and then one by C of C.

Skip the vanners night in or do it in such a way that you can make a little money on it.

Shop around for printing.

Make your own host apparel

SAMPLE HOST BIBLE

The following is a sample of the Host Bible from the 23rd Nationals® There are some good ideas for hosting an event.

Host Registration

There are several thoughts behind the host registration card.

1. It give the Council a good record of who worked at the Nationals, so if indeed our income exceeds the expenses, the Council will be in a position to know who contributed their time and effort and maybe the Council will be able to recognize the people who made it happen in some manner.

The Council By-Laws and our Charter from the State as a “Not for Profit” Corporation prevent Council Members from being paid for services rendered. It does not prevent the Council from providing some form of recognition for the workers with “Green Cards”

2. The fact that it takes a “Green Card” to participate in any recognition may push a fence sitter or two over into the “sure I will help column, It will give those who have already signed up some extra support and make life a little less stressful.
3. This reason may have no legal basis. But if bad shit happens and we get sued for some reason. Having a “Green Card” list may help cover specific individuals.

Sample host registration card.

Name_____

Address_____

City_____St__zip__

Phone_____

Club_____

Green Card Number._____

Gate Procedures

1. Greet the Vanner. Ask if they are Pre-entered.
2. If Pre-entered, look at eh pre-entry card and record the pre-entry number on the gate card. Check for extra people, trailer pre-entry? If the vanner lost his pre-entry card. Check their ID and look Him (her) up on the Pre-entry list and obtain the necessary information.
3. Circle the amounts due from both the warm-up and Nat's. Add the subtotal and record the total in the place provided on the gate card.
4. Circle the day on the gate card.
5. Record your host number on the gate card.
6. Collect the amount due.
7. Give the gate card to the vanner and ask him (her) to fill-in and sign at his convenience and turn the card in at headquarters to receive his dash plaque and goodie bag.
8. Give the vanner his armbands and remind him that he/she needs the armband to re-enter the Nat's if they leave.
Wish him/her a good Nat's
9. At the end of your shift, count your cash, Turn in the Cash to the Treasurer's rep. For the cash he received. Keep your copy of the receipt.
10. The Treasurer's rep is to give each next gate crewmember \$100.00 in \$5.dollar bills to change. The treasurer's rep turns in the remaining cash for the bank deposit.

Place a sample of the Gate entry card in the book along with a sample copy of the armband and any refund card etc.

Gate procedures Vendor

1. Most vendors will be pre-registered and have paid their fees. They are expected to set up on Sunday or Monday.
2. Ask the vendor to pull his rig out of the way and call on the radio for the Vendor Chairman or his rep. To escort the vendor to his spot on vendors row.

General Instructions:

1. Person giving you a hard time? Ask him to park his rig in an out of the way spot. Tell him you are just following your instructions (don't get hostile) and call on the radio for the gate chairman or his rep. We all need to remember that we are host for the Nationals and are here to provide a good time for our guest.
2. The gate cards are numbered and in sequence. Please use them in order. These gate cards are our attendance count.
3. Remember that this is a "Vans Only" event and here are no Walk-ins.
4. All band members and there "spouses" will have band passes. Don't accept I'm with the band" If his is with the band he should have a pass. Call the Band chairperson on the radio if there are any band members without a pass.

Headquarters Procedures

Gate Cards.

1. Greet the Vanner
2. Take gate card. Look it over. Make sure you can read the name and address. Check to see if the card is signed
3. Give the vanner a goodie bag and dash plaque. If the Nat's have not yet started. Give the vanner a Nat's goodie bag and dash plaque. "Claim Check". They can pick-up the National's® stuff after noon on Thursday.
4. Put the gate card in the box provided. The computer Crew will enter the Name, address etc. In the computer so we can supply the attendance list to the Nationals Board. The Nationals Board will supply a mailing list to the next host group.

Pre-entry "T" shirts. Things other than T-shirts can be given for incentive to Pre-reg. Patches etc.

1. The Vanners pre-entry conformation card may show that we owe them a free pre-entry "T-shirt. If the card is blank next to "t" shirt received we owe them a shirt. There will be a few pre-entry shirts at the Headquarters. If we don't have their size, give them a "Claim Check". Van tees will make a shirt to the required size. If the required size is larger than 2 X you need to charge them a buck for each size above 2X.
2. "Void" next to "T" shirt received means they pre-reged after the free "t" shirt deadline of April 1.
3. If they would like to buy a pre-reg. Shirt, sell them a shirt or claim check for \$8.00

Dash Plaques

1. These years Nationals® has a three-piece dash plaque. One piece is given to the vanner with his goodie bag. The second piece is for people who participate in show and shine. The games or parade. The game, show& shine or parade chairperson will pass out the second piece.
2. The third piece is a sell item. The cost is \$3.00 there is a limited number of the third piece so it's one per person
3. At noon on Saturday the extra Nationals® dash plaques will go on sale. The price is \$3.00 each. If there are extra 3rd pieces left these may be sold on a first come first served basis.
4. A 3-piece dash plaque set will be reserved for each green card holder.

Things to note about this book

1. Make sure you Greet, and are helpful and friendly to your entire guest.
2. Make sure that all workers are informed about what is happening so that they can answer the guest questions. Have at least one central spot that people can be sent for information when the hosts they ask do not have the information. Have it readily available. There is nothing worse than getting an, I don't know and I don't know where to find out answer from a person who has on a host shirt. Remember. A friendly host and prompt helpful information is the key to a good Nat's.

Make sure that all host wear something matching to help them stand out from the crowd.

3. Give each host a map of the area so it will be easier to help the guest find things.
4. Radios are important for communication. Make sure you have enough and Keep them charged

Pre entry card.

Are you ready for the 30th National Truck-in? SOVC is finalizing details to make Vanstock the Grooviest eVANt you'll attend this summer!

Please present this card at the front gate to expedite your entry. You'll find your pre-entry number on the mailing label, located on the other side of the card.

Upon arrival at the gate, you'll receive your bible. Your Nationals® dash plaque and out-a-sight goodie bag will be available at Headquarters starting at 2PN EST on Wednesday.

Do we still owe you a Nationals® pre-entry T-shirt? If so, inquire at the Headquarters. If we don't have your size pre-printed, we'll provide details on how to get your shirt!

Thanks for your pre-entry and TRAVEL SAFE!

We can't wait to see you at the

2002 VAN NATIONALS® in Hillsboro, OH

Southern Ohio Van Council

30th Nationals Gate Entry Card

Nationals Pre-entry # _____

Gate # _____

Please Complete & Sign this card and present at headquarters to receive your Dash Plaque and Goodie Bag.

I release the Southern Ohio Van Council, Inc. Highland County Fairgrounds and any Clubs, Groups or Individuals Affiliated with them, of any responsibility for injury, accident, and/or theft, which might occur to me, my guests, my vehicle, and/or property. I will be responsible for all persons entering with me. Anyone under 18 years of age must have a parent or legal guardian sign this release.

SIGNATURE _____ SIGNATURE OF PARENT/GUARDIAN _____

NAME _____ AGE _____ PHONE(____) _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

VAN MAKE _____ YEAR _____ CLUB AFFILIATION (IF ANY) _____

HEADQUARTERS IS OPEN WEDS 2PM TO 10PM – THEN 10 AM – 10 PM 0THURSDAY THRU SATURDAY

BELOW IS FOR USE OF SOVC ONLY

PRE-ENTRY & PRE PAID AT FULL PRICE

VAN \$35/45 _____
TRAILER \$35/45 _____
EXTRA PERSON \$10. _____
REC'D SHIRT YES _____ NO _____
IF NO SIZE NEEDED _____
EXTRA SHIRTS \$10. PER _____
SUB TOTAL \$ _____

PRICE PAID AT GATE

VAN \$45. _____
TRAILER \$45. _____
EXTRA PERSON @ \$10. _____

Total _____

ARRIVED ON (CIRCLE ONE) WED THURS FRI SAT

30 YEARS OF PEACE, LOVE AND VANNING

Are you ready for the **30th National Truck-in®**? SOVC is finalizing Details to make VANSTOCK the grooviest eVANt you'll attend this Summer!

Please present this card at the front gate to expedite y0ur entry. You'll Find your pre-entry number on the mailing label, located on the other side of this card.

Upon arrival at the gate, you'll receive your bible, Your Nationals dash plaque and out-a-sight goodie bag will be available at Headquarters Starting at 2 PM EDT on Wednesday.

Do we still owe you a Nationals pre-entry t-Shirt? If so, inquire at Headquarters. If we don't have your size pre-printed, we'll provide details on how to get your shirt!

Thanks for your pre-entry and TRAVELSAFE!
We can't wait to see you at the
2002 VAN NATIONALS IN HILLSBORO, OH!

Southern Ohio Van Congress

EXPENSES (2006 not avail)	2005 in PA	2004 in MII	2003 in KS	2002 in OH	2001 in WI
FAIRGROUNDS	\$3,000.00	\$5,000.00	\$7,500.00	\$7,000.00	\$10,000.00
GROUND'S UPDATE WATER	\$1,585.16				
GROUND'S UPDATE ELEC	\$13,780.80				
INC.FEE					\$80.00
Train					
GROUND'S CLEAN-UP	\$1,250.00			\$300.00	
ELECTRIC				\$500.00	\$250.49
GENERATOR & FUEL	\$744.88			\$1,033.00	
GROUND'S MAINT.				\$600.00	\$567.12
DAMAGES					
FLYER		\$3,950.00		\$1,418.00	\$881.74
PRINTING			\$2,084.94	\$900.00	
ADS			\$730.12	\$288.00	\$420.00
PARA-MITIC	\$4,300.00				
MOTELS			\$135.78		
VEST				\$930.00	\$46.37
GATE EXPENSES	\$69.24		\$282.18		
DECALS - STREET SIGNS	\$370.41		\$1,389.58		
DASH PLAQUES	\$910.00	\$916.00	\$925.39	\$1,700.00	\$1,225.00
ADDMEN COST				\$300.00	
ICE	\$4,108.80		\$3,415.35	\$3,267.00	
WINDOW STICKERS					\$96.00
PRE-ENTRY SHIRT	\$1,383.00	\$806.00		\$2,000.00	\$475.00
TROPHIES	\$6,159.50	\$3,510.00	\$5,220.22	\$2,554.00	\$5,146.61
GOLF CARTS	\$3,122.81	\$2,873.00	\$2,781.68	\$1,739.00	\$2,022.31
BANDS	\$5,550.00	\$3,700.00	\$7,200.00	\$5,626.00	\$8,842.46
SOUND STAGE		\$7,800.00	\$4,500.00		
NASCAR TRACK			\$2,750.00		
TABLE RENTALS		\$210.00			
WRIST BANDS		\$145.00		\$20.00	
PHONE CALLS	\$356.61			\$84.00	
RADIOS			\$6.64	\$444.00	\$382.36
FLOAT PROMO				\$414.00	
POSTAGE	\$188.72		\$371.33	\$53.00	\$338.86
FLASHLIGHTS		\$93.00			\$606.70
WEB PAGE		\$115.00			
BIBLE	\$2,594.88	\$1,575.00			\$1,900.80
SECURITY				\$600.00	
ART SERVICES				\$325.00	
GOODIE BAGS		\$1,295.00	\$1,407.00	\$34.00	
BACK PATCHES		\$1,700.00		\$625.00	
INSURANCE	\$1,345.00	\$793.00	\$630.00	\$500.00	\$452.66
KITCHEN FOOD	\$2,775.16				
PORTA-JOHN'S	\$1,857.12	\$1,440.00	\$2,500.00	\$2,389.00	\$1,212.46
					Page 22

EXPENSES	2005 in PA	2004 in MII	2003 in KS	2002 in OH	2001 in WI
BANNERS/STICKERS/PATCHES	\$2,846.80				
BUCK A TRUCK	\$647.00	\$509.00	\$420.00	\$748.00	\$411.07
GAMES	\$891.14	\$722.50	\$733.66	\$649.00	\$548.00
PO BOX		\$60.00			\$117.50
MISCELLANEOUS	\$1,022.76	\$1,000.00	\$466.21		\$972.15
34TH NATS DONATION	\$500.00				
RAFFLE PRIZES	\$999.68	\$800.00	\$2,242.06	\$335.00	
SYART UP MONEY	\$2,000.00				
VANNERS NIGHT IN	\$2,631.75		\$1,386.70	\$1,815.00	\$25.50
OPENING CERAMONY					\$66.22
RESTROOM SUPPLY					\$256.41
BANK CHARGE					\$19.09
RETURN FEES			\$100.00		
BAD CHECKS			\$81.00		
SHOWERS			\$110.68		\$1,073.32
CHARITY				\$1,050.00	\$500.00
TOTAL EXPENSES	66991.22	\$39,012.50	\$49,370.52	\$40,240.00	\$38,936.20

INCOME	2005 in PA	2004 in MII	2003 in KS	2002 in OH	2001 in WI
RAFFLE	\$2,034.00	\$6,990.00		\$1,950.00	\$2,848.40
PRE-REG	\$13,120.00	\$9,625.00	\$9,170.00	\$12,145.00	\$23,256.00
GATE	\$15,350.00	\$10,910.00	\$7,470.00	\$17,235.00	
STICKERS	\$667.00				
T-SHIRTS			\$1,095.00	\$1,951.00	
BARN RENTALS					
VENDORS	\$6,062.00	\$3,000.00	\$5,394.00	\$4,800.00	\$3,687.45
KITCHEN	\$5,493.16				
ICE	\$6,552.00			\$6,973.00	\$1,632.20
DONATIONS		\$3,180.00			
50/50		\$220.00			
EXTRA PEOPLE	\$709.00	\$1,120.00	\$830.00	\$440.00	\$580.00
SATURDAY ARRVALS	\$300.00				
TRAILERS	\$3,525.00	\$1,250.00	\$2,050.00	\$1,575.00	\$2,260.00
WARM-UP	\$5,095.00				
GATE TRAILERS				\$2,340.00	
PARKING		\$85.00			
CART RENTALS		\$300.00			
COLLECTABLES			\$700.00	\$1,000.00	
DASH PLAQUES		\$110.00	\$100.00	\$1,740.00	
PATCHES	\$1,341.00	\$100.00		\$500.00	
LIC. PLATES		\$100.00			
ADS	\$750.00	\$1,385.00	\$780.00	\$530.00	\$290.00
FROM 31ST NATS		\$500.00			
POLE BARN/NAT BOARD NJ	\$4,400.00				
MISC.		\$785.00	\$5,000.00		
INSURANCE			\$1,400.00		
NATS BOARD AD FEES			\$360.00		
TROPHY SPONSORS	\$1,060.00		\$2,445.00	\$620.00	
START UP MONEY	\$2,000.00				
PORA-JOHN RENTAL	\$1,050.00		\$320.00	\$400.00	
EXTRA PRE-REG T-SHIRTS				\$529.00	
VANNERS NIGHT IN	\$2,210.00		\$2,400.00	\$1,750.00	
VESTS				\$930.00	
SPONSORS			\$1,175.00		
RACE TRACK			\$1,500.00		
BAND			\$1,000.00		
AUCTION				\$269.00	
PIN BALL GAMES				\$78.00	
RAFFLE			\$3,490.00	\$128.00	
BEER BUS TRIP					\$245.00
NEWSPAPERS					\$35.20
TOTAL INCOME	71718.16	\$39,660.00	\$50,309.00	\$57,883.00	\$34,834.25

Van Judging (Show and Shine in a Box)

Several years ago the Nationals® Committee was asked to put together a van classification system. This is a classification system used at each Nationals® that ensures that a van will be in the same class each year and if any changes were made the van would be moved to the proper class to make the system consistent.

What is Van Judging in a Box? It consists of judging sheets, clipboards, pencils, calculators, a 3-hole punch, forms, etc. for your use at the Nationals®. You will also find binders for each make of van. In the binders are sheets that have all of the categories and year breaks for that make and model. Use of these items is MANDATORY. When your event is over the data you give us will be used to update a computer database that consists of all the judging information gathered since 1995.

The Show and Shine and classifications should be held on Friday. This is to give the Host group time to collate the results and prepare the trophies. It gives you a rain day, etc.

We will certify judges and have a pool of judges available to the host group. These judges unless they are hosts will still be able to show their vans, they will not however, be judging their class. We will have a seminar at Council of Council to and at the Nationals® to certify your judges and anyone else who is interested. All judges must be certified.

If you have any further questions about van judging please feel free to contact any of the following people who are on the Competition Committee. We will be happy to assist you in any way possible. We want your experience as a van judge to be a good one.

Howard Furtak
276 #A Shorewood Dr.
Glendale Hts, IL 60139
630-462-9211
MVLHoward@aol.com

Greg Cooper
1795 Stringtown Rd.
Lancaster, OH 43130
850-653-3848
Coop1@earthlink.net

Judith Pilon
817 Wildabon Ave.
Lake Wales, FL 33853
407-484-2234
judpilon@aol.com

Paul "Chooie" Walsh
107 S. Highland Ave Unit B
Lombard, IL 60148
630-478-3126
chooie2112@yahoo.com

PS: We highly recommend that you have water and if possible shade for those people showing their vans.

YEAR BREAKS

Full-size Vans:

	Ford	General Motors	Chrysler/Dodge
61-67		64-70	64-70
68-74		71-77	71-78
75-83		78-83	79-83
84-91		84-95	84-93
92-		96-	94-03

Minivans:

Ford:	Aerostar Other (Windstar, Freestar, Etc.)
Chevy/GM	84-89
	90-94
	95-
Dodge/Chrysler	84-95
	96-

MODIFICATIONS:

To further break down the competition, we have established the following criteria:

Street Custom	0 Changes
Mild Custom	1-6 Changes
Full Custom	7 Changes

Beginning in 2007, vans which have won best of show twice will be ineligible for the best of show award unless enough changes have been made so as to render the van unrecognizable. These vans will be invited to participate in a circle of champions for special awards.

Beginning in 2007, the Nat's® board will judge and present a special separate award to the best van never before shown at a Nat's®.

All vans will remain eligible for all other best of awards.

SPECIAL AWARDS:

The following awards will be given at all Nationals®:

Best of Show – In memory of Pat Turk (Sponsored by the Nationals Board®)

Best Interior

Best Exterior

Best Graphics

Best Electronics

Best Theme

Best Paint

Best Mural

Best Woodwork – In memory of Roger Desrosiers (Sponsored by Howard and Karen)

Best Engine

We suggest more special awards at the Host Clubs discretion, such as Best Sound System, Most Practical, People's Choice, Bright & Shine environmental Safe (van not running), etc. More awards can stimulate more participation, which is good for vanning

The board recommends that recipients of the "Best Of" trophy be limited to one award. In order to "Spread the Wealth" and create even further interest in participation.

Radical Chopped, Channelled, Sectioned, Shortened, or lengthened

*Common Bolt-ons such as flares, gullwing doors, ladders, roof rack, tub grills, etc. are not considered changes unless bodywork is done.

*Gull wing doors on sliding door vans may require extensive bodywork, which will be considered a change.

*Molded flares, taillight changes, door handle modifications, etc. are considered one change per common pair.

*Frenched antennae, vista cruiser tops, molded scoops, molded spoilers, etc. are one change each.

*Fiberglass raised roofs are not considered a change

*A spoiler molded only to the flares is not a change, but more extensive bodywork is.

The Competition Committee Members will be on hand at the Nationals® Classification site to answer any questions and make final decisions

Once Classification is completed it becomes the responsibility of the Host Club to transfer the information in the classification binders to the judging sheets, setting up the clip boards with groups of sheets per class to hand to the judges, tallying the completed sheets and entering results back into the binders and then transferring results to the awards presentation format and the actual presentation of the awards. The Classification committee will be there to get you started and be available to answer any of your questions. It is very helpful if the Host Club comes to the proceeding Nationals to see how things are done. This way they have an idea how many people they need and how much time to a lot to the process.

How to Judge a Show N Shine

Excerpts from Pat Mackie

Surprise, tomorrow you are going to judge a show'n'shine. What will you do now? Whatever you do, don't panic. Calm yourself, there's no need to run for the hills. You've seen enough judging, you've seen many show vans ...it'll be easy. Right? Wrong?

Sure you know all the trick stuff but how do you score it? How do you tell whether flairs should get more points than spoilers? How many extra points do you give for molded-in stuff against bolted-on? And how do you keep track of it all?

Now, let's tell you, if you care about judging show vans, if it matters to you, and you get the job...allow yourself twice as much time as you think you're going to need. To do it properly, you'll need between 10-15 minutes per van.

The easy judging is awarding points for accessories such as flairs, spoilers, sun scoops, and so on. You can immediately see whether or not a good job has been done in installing this stuff. Where it becomes difficult is awarding points for subjective things as the way the interior is designed and finished. You have to allow enough time for the effect to sink in and to really notice the trick details, Ever judging the paint is not as difficult as this.

The danger is that you'll give the first vans you look at too many pints. Some guy's got a nice interior, well finished and a lot of detail. You try to figure how much time he spent on it. You're impressed so he scores high. Six vans later comes an out of sight interior. Then what do you do? You can't give any more then top points and you start worrying about whether that other van was really worth what you gave it.

If that happens, don't hesitate to go back and take another look. In other words judge one van against the other. Better still, take a quick run through the line-up before you start judging to get a feel for the standards you should be using.

All the above is related to picking the best in class, in other words, standard judging. There should be a separate score sheet for selecting the "best in show" and for the other categories, such as "best mural," "best exterior," "best interior," and so on.

Obviously, this "best" judging will be between the vans that have scored high in the class judging, probably just the top of the classes. Here's where the really difficult decision comes in. Probably, one van will be a standout... Do you give all the "best" to this van or do you try to spread them around a little? Assuming that this standout van is going to get the "best-in-show" award, it was our inclination to try to award some of the other "bests" to other excellent vans. We tried to make the other vans earn their awards and, as it turned out, we were able to stay reasonably honest in doing this. Maybe you'll be just as lucky

**National Truck-in®
Van Show Classification**

Name _____

City, State _____

Make _____ Year _____

Van Name _____ Color _____

Club _____

For Official use only

Make _____ Year Break _____ Class _____
F, D, C, ETC. Street, Mild, Full, Radical, etc

Back side of card:

Full Size Vans

Ford	General Motors	Chrysler/Dodge
61-67	64-70	64-70
68-74	71-77	71-78
75-83	78-83	79-83
84-91	84-95	84-93
92-	96-	94-03
		03-

Mini Vans

Ford/Areostar/Windstar/Freestar, Etc.

Chevy/GM 84-89
 90-94
 95-

Dodge/Chrysler 84-95
 96-

Modifications

Street 0-6 Changes

Mild Custom 1-6 Changes

Full Custom 7 Changes

Radical is Chopped, Channeled,
Sectioned, Shortened or lengthened
not including tandem

[illegible]

Number of vans in the show

Class	2006	2005	2004	2003	2002
61-67 Ford - Street	1	2	5	1	4
61-67 Ford - Mild Custom	2	4	1	1	3
61-67 Ford - Full Custom	0	0	0	0	1
68-74 Ford - Street	3	2	5	1	2
68-74 Ford - Mild Custom	3	2	0	1	1
68-74 Ford - Full Custom	0	0	0	0	0
75- 83 Ford - Street	3	2	2	4	5
75- 83 Ford - Mild Custom	0	1	0	0	0
75- 83 Ford - Full Custom	3	1	2	1	2
84-91 Ford - Street	4	3	5	3	4
84-91 Ford - Mild Custom	1	1	1	0	0
84-91 Ford - Full Custom	0	0	0	0	0
92 + Ford - Street	3	3	5	2	3
92 + Ford - Mild Custom	0	0	0	0	0
92 + Ford - Full Custom	0	0	0	0	0
Aerostar – Street	0	1	0	0	0
Aerostar - Mild Custom	0	0	0	0	0
Aerostar - Full Custom	0	0	0	0	0
Mini Ford – Street Windstar	1	0	1	0	1
Mini Ford - Mild Custom	0	0	0	0	0
Mini Ford - Full Custom	0	0	0	0	0
64-70 Chevy - Street	5	4	7	6	5
64-70 Chevy - Mild Custom	4	2	0	2	1
64-70 Chevy - Full Custom	2	1	0	0	2
71-77 Chevy - Street	2	3	2	1	2
71-77 Chevy - Mild Custom	7	1	1	0	1
71-77 Chevy - Full Custom	0	3	1	0	2
78-83 Chevy - Street	2	4	2	5	6
78-83 Chevy - Mild Custom	3	2	2	2	3
78-83 Chevy - Full Custom	1	3	1	0	1
84-95 Chevy - Street	8	9	6	5	5
84-95 Chevy - Mild Custom	1	2	0	0	1
84-95 Chevy - Full Custom	1	0	0	0	0

Class	2006	2005	2004	2003	2002
96 + Chevy - Street	5	5	6	5	2
96 + Chevy - Mild Custom	0	0	0	0	0
96 + Chevy - Full Custom	0	0	0	0	0
84-89 Mini Chevy - Street	0	1	3	2	5
84-89 Mini Chevy - Mild Custom	0	0	1	1	1
84-89 Mini Chevy - Full Custom	0	0	1	1	1
90-94 Mini Chevy - Street	1	2	3	6	7
90-94 Mini Chevy - Mild Custom	1	0	0	0	0
90-94 Mini Chevy - Full Custom	1	1	0	0	0
95 + Mini Chevy - Street	5	5	1	0	0
95 + Mini Chevy - Mild Custom	0	0	1	0	0
95 + Mini Chevy - Full Custom	0	1	0	0	0
64-70 Dodge - Street	1	3	2	2	1
64-70 Dodge - Mild Custom	0	0	0	1	0
64-70 Dodge - Full Custom	0	3	0	0	1
71-78 Dodge - Street	5	2	3	2	6
71-78 Dodge - Mild Custom	3	6	3	1	2
71-78 Dodge - Full Custom	1	2	2	0	5
79-83 Dodge - Street	4	2	3	1	7
79-83 Dodge - Mild Custom	0	2	0	1	0
79-83 Dodge - Full Custom	1	0	0	0	1
84-93 Dodge - Street	4	3	5	4	4
84-93 Dodge - Mild Custom	1	1	0	0	0
84-93 Dodge - Full Custom	4	0	0	0	0
94-03 Dodge - Street	4	9	6	7	6
94-03 Dodge - Mild Custom	0	0	0	0	0
94-03 Dodge - Full Custom	0	0	0	0	0
84-95 Mini Dodge - Street	0	1	0	1	0
84-95 Mini Dodge - Mild Custom	0	0	0	0	0
84-95 Mini Dodge - Full Custom	0	0	0	0	0
96 + Mini Dodge - Street	0	0	0	1	0
96 + Mini Dodge - Mild Custom	0	0	0	0	0
96 + Mini Dodge - Full Custom	0	0	0	0	0

Class	2006	2005	2004	2003	2004
4X4 Chevy	1	3	1	1	2
4X4 Dodge	1	0	0	0	0
4X4 Ford	3	3	2	1	2
Panel Truck - Dodge	0	0	0	0	0
Panel Truck - Chevy	3	1	3	1	1
Panel Truck - Ford	2	1	3	0	4
Panel Truck - Foreign	0	1	1	0	1
Panel Truck - 4x4	0	1			
Euro Van	0	1	0	1	0
Classic Van	2	3	2	5	3
Camper Van	1	2	1	0	0
Tandem Ford	0	1	1	0	1
Tandem Chevy	1	2	3	0	1
Tandem Dodge	3	2	2	2	2
Radical Ford	0		0	1	0
Radical Chevy	0	3	1	1	0
Radical Dodge	2	2	4	2	0
Rear Engine	0	0	1	1	2
Trailers	0	0	1	0	0
Project Van	0	0	1	0	0
Year:	2006	2005	2004	2003	2002
TOTAL VANS IN SHOW	120	131	116	87	123

Owner's Name: _____

Van Name: _____

Color: _____

Club: _____

Van #:

Class:

Full Size	Ford	Street (0 - 1 body changes)	Actual Year: _____
Mini	Chrysler	Custom (2 - 6 body changes)	
Panel	G.M.	Full (7 - or more body changes)	Class Range: _____
Tandem Axle	Other	Radical (body shape or dimensions altered)	
Other		4 x 4	

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Click on arrow and select category.

Max Pts.	Pts. Given	Interior
0-30		Front Compartment (Seating, dash / console, floors / walls / ceiling)
0-30		Middle Compartment (Seating, console, floors / walls / ceiling, cabinetry)
0-30		Accessories & Electronics
0-30		Rear Compartment (Seating / bed. cabinetry, floors / walls / ceiling, console)
0-6		Safety Items (Seat belts, fire extinguisher, etc.)
0-20		Overall Design & Quality
146	0	Interior Point Total

Max Pts.	Pts. Given	Exterior
0-20		Major Bodywork (Radical mods, chopped, sectioned, etc.)
0-10		Front End Modifications (Grille, lights, hood, bumper, etc.)
0-10		Fender Modifications (Front & rear fenders, sides of van)
0-10		Door Modifications (All doors)
0-10		Windows (All windows - front, rear, sides) (Engraving, etching)
0-10		Rear End Modifications (Lights, bumper, etc.)
0-10		Roof Modifications (all)
0-20		Overall Design & Quality
100	0	Exterior Point Total

0

Total Points Page 1

Max Pts.	Pts. Given	Paint
0-30		Paint (includes graphics, murals and pinstripes)
0-30		Bodywork (straight sides, mods blended well, etc.)
0-10		Door Jambs (Paint and door seals quality & cleanliness)
0-20		Overall Design & Quality
90	0	Paint Point Total

Max Pts.	Pts. Given	Engine & Chassis
0-20		Engine (Cleanliness, paint / plating, detail, engine mods, exhaust system)
0-10		Engine Compartment (Cleanliness, paint / plating, detail)
0-20		Chassis (Modifications, front suspension, rear suspension, cleanliness, paint / plating, detail, wheel / tires)
0-20		Overall Design & Quality
70	0	Engine & Chassis Point

Total

0	Total Points Page 1
0	Total Points Page 2

0	Grand Total
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Truck-in Awards

Bright-n-shine

2 nd Place	Ford	Interior	
1 st Place	Ford	Interior	
2 nd Place	Ford	Exterior	
1 st Place	Ford	Exterior	
2 nd Place	GM	Interior	
1 st Place	GM	Interior	
2 nd Place	GM	Exterior	
1 st Place	GM	Exterior	
2 nd Place	Dodge	Interior	
1 st Place	Dodge	Interior	
2 nd Place	Dodge	Exterior	
1 st Place	Dodge	Exterior	
Best Overall			

SHOW-N-SHINE

2nd Place	61-67 Ford - Street	
1st Place	61-67 Ford - Street	
2nd Place	61-67 Ford - Mild Custom	
1st Place	61-67 Ford - Mild Custom	
2nd Place	61-67 Ford - Full Custom	
1st Place	61-67 Ford - Full Custom	

2nd Place	68-74 Ford - Street	
1st Place	68-74 Ford - Street	
2nd Place	68-74 Ford - Mild Custom	
1st Place	68-74 Ford - Mild Custom	
2nd Place	68-74 Ford - Full Custom	
1st Place	68-74 Ford - Full Custom	

2nd Place	75- 83 Ford - Street	
1st Place	75- 83 Ford - Street	
2nd Place	75- 83 Ford - Mild Custom	
1st Place	75- 83 Ford - Mild Custom	
2nd Place	75- 83 Ford - Full Custom	
1st Place	75- 83 Ford - Full Custom	

2nd Place	84-91 Ford - Street	
1st Place	84-91 Ford - Street	
2nd Place	84-91 Ford - Mild Custom	
1st Place	84-91 Ford - Mild Custom	
2nd Place	84-91 Ford - Full Custom	
1st Place	84-91 Ford - Full Custom	

Int. Cl.: 41

Prior U.S. Cls.: 100, 101 and 107

United States Patent and Trademark Office **Reg. No. 1,976,799**
Registered May 28, 1996

**SERVICE MARK
PRINCIPAL REGISTER**

THE VAN NATIONALS THE NATIONS PREMIER VAN EVENT

NATIONAL TRUCK-IN BOARD (NEVADA
CORPORATION)
26771 RD. 100
TULARE, CA 93274

FOR: ENTERTAINMENT SERVICES,
NAMELY ARRANGING AND CONDUCTING
EXHIBITIONS FOR VAN OWNERS, IN CLASS 41
(U.S. CLS. 100, 101 AND 107).

FIRST USE 7-1-1994; IN COMMERCE
7-1-1994.

NO CLAIM IS MADE TO THE EXCLUSIVE
RIGHT TO USE "VAN" AND "THE NATIONS
PREMIER VAN EVENT", APART FROM THE
MARK AS SHOWN.

SER. NO. 74-700,710, FILED 7-13-1995.

ERNESTO CLARKE, EXAMINING ATTORNEY



Int. Cl.: 41

Prior U.S. Cl.: 107

Serial # 743734

Reg. No. 1,778,163

United States Patent and Trademark Office

Registered June 22, 1993

**SERVICE MARK
PRINCIPAL REGISTER**

NATIONAL TRUCK-IN

NATIONAL TRUCK-IN BOARD (PARTNER-
SHIP)
26771 ROAD 100
TULARE, CA 93274

FIRST USE 6-1-1973; IN COMMERCE
6-1-1973.

NO CLAIM IS MADE TO THE EXCLUSIVE
RIGHT TO USE "NATIONAL", APART FROM
THE MARK AS SHOWN.

FOR: ENTERTAINMENT SERVICES;
NAMELY, ARRANGING AND CONDUCTING
EXHIBITIONS FOR VAN OWNERS. IN CLASS
41 (U.S. CL. 107).

SER. NO. 74-309,341, FILED 8-31-1992.

KAREN L. FEISTHAMEL, EXAMINING AT-
TORNEY