



# BOAT & BROKERAGE SHOW

## September 27-29, 2019

*Don't Miss Out On This Tremendous Three Day Sales Opportunity!*





# OUR 43RD YEAR...THE BIGGEST SHOW EVER!

Last year's ***Tobay Beach In-Water Boat & Brokerage Show*** attracted more than 10,000 boating enthusiasts and beginners to the beautiful Tobay Marina for a fantastic day at the beach. This is going to be one Tremendous Weekend for exhibitors and visitors alike.

## MORE SALES OPPORTUNITIES

- Long Island is one of the country's **Top 5 Boating Markets!**
- The Tobay Show features nearly **100 of the area's leading manufacturers, marinas, and retailers.**
- The Tobay Show is New York's Largest In-Water Boat & Brokerage Show.

## MORE BOATS AND ACCESSORIES

- **Hundreds of boats on display** – from 20' to over 60' – **in-water** and on land!
- Over **10,000 square-foot Accessories Tent**, featuring marine electronics and accessories!

## GET CASH BACK!

In our continuing efforts to expand our range of accessory products, **we are offering a 50% rebate on your 2019 space to all booth exhibitors who refer a new exhibitor to our show.**





# EXHIBITOR INFORMATION

## New York Marine Trades Association Tobay Beach In-Water Boat & Brokerage Show at Tobay Beach Marina Massapequa, New York

**SHOW SCHEDULE:**

Friday	Sept. 27, 2019	12:00 PM - 6:00 PM
Saturday	Sept. 28, 2019	10:00 AM - 6:00 PM
Sunday	Sept. 29, 2019	10:00 AM - 6:00 PM

**LOCATION:** The Tobay Beach Marina, Massapequa, NY is located on Ocean Parkway, four miles east of the Jones Beach Tower.

**MOVE-IN SCHEDULE:**

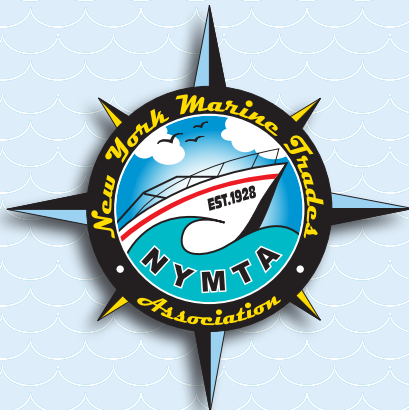
<b>Water &amp; Land Displays</b>	Tue. - Thurs.	Sept. 24-26	8 AM - 8 PM
<b>Booth Exhibitors</b>	Thurs.	Sept. 26	8 AM - 8 PM
	Fri.	Sept. 27	8 AM - 11 AM

All boats MUST be handled by the dealer.

**SECURITY:** There will be 24-hour security from Tuesday, Sept. 24 - Tuesday, Oct. 1.

**OFFICE LOCATIONS:** **NYMTA OFFICE**  
188E Park Avenue  
Amityville, NY 11701  
Phone: (631) 691-7050  
Fax: (631) 691-2724

**BOAT & BROKERAGE SHOW OFFICE**  
Tobay Beach Marina  
Ocean Parkway, Massapequa, NY 11758  
Phone: (631) 691-7050  
Fax: (631) 691-2724



**ALL CORRESPONDENCE MUST BE MAILED  
TO THE NYMTA'S AMITYVILLE OFFICE**

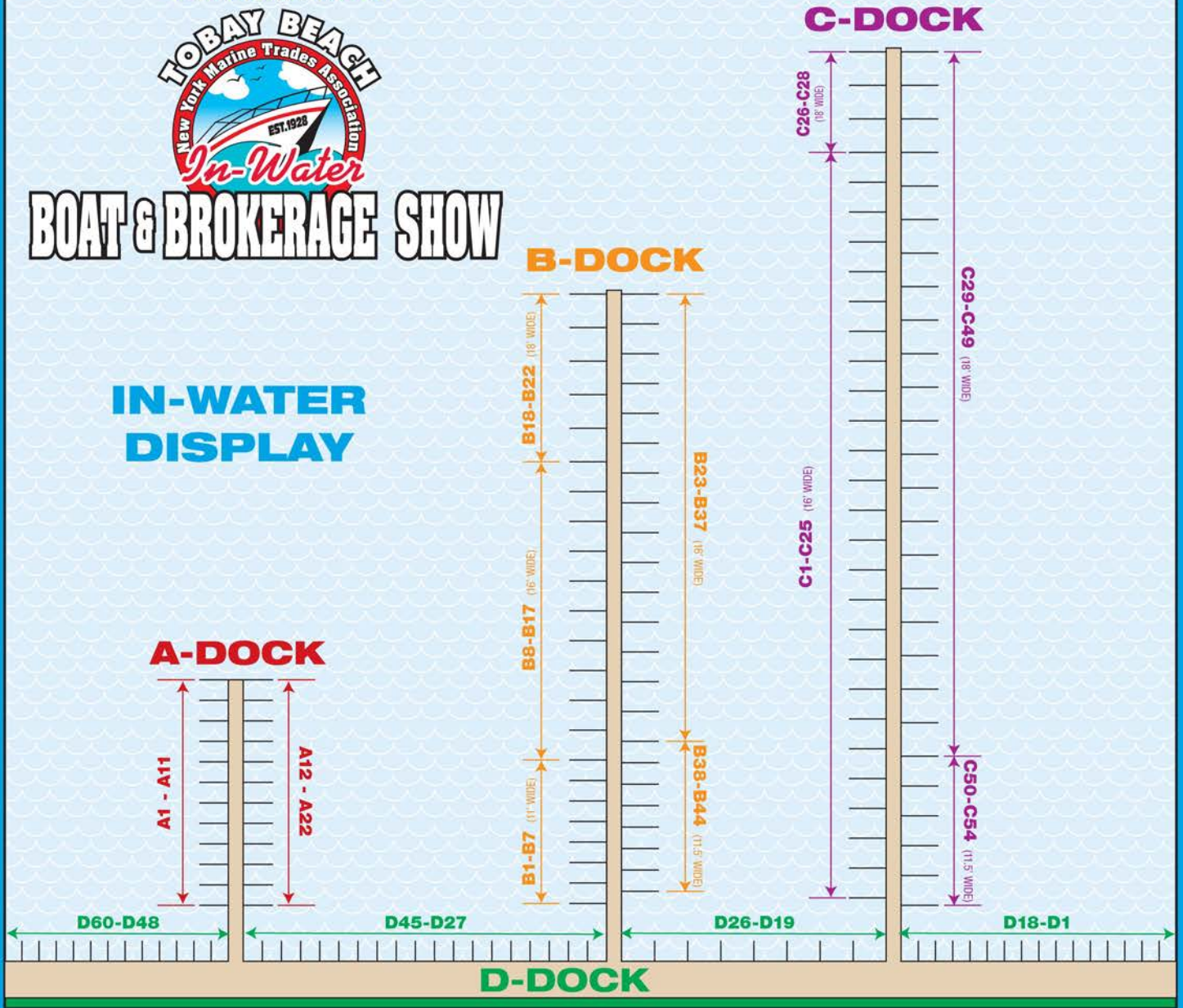


43rd Annual

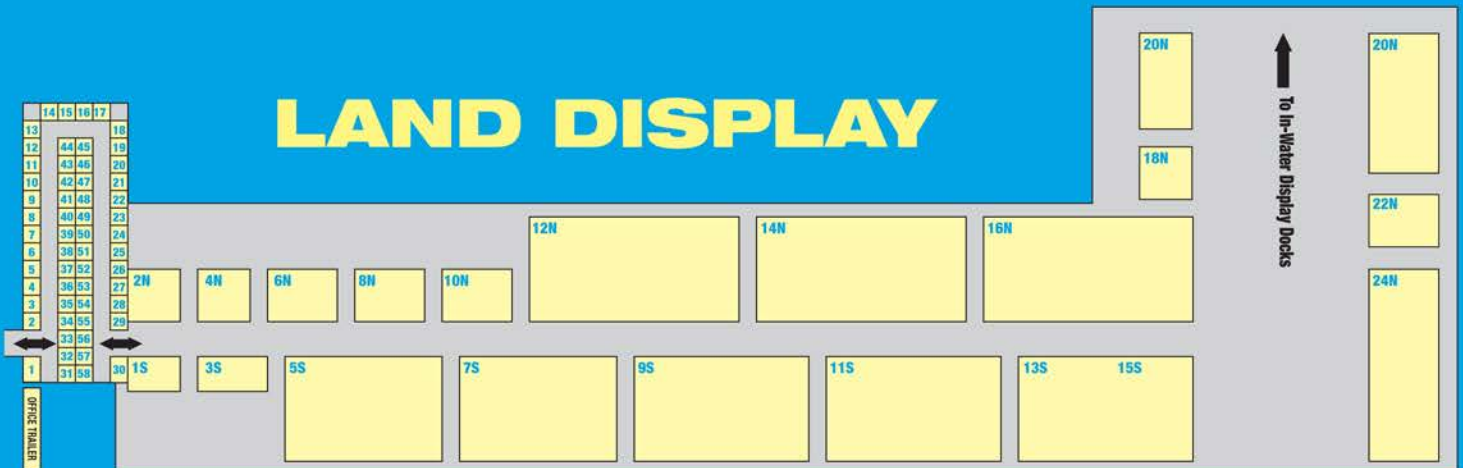


# BOAT & BROKERAGE SHOW

## IN-WATER DISPLAY



## LAND DISPLAY





New York Marine Trades Association  
**Tobay Beach In-Water Boat & Brokerage Show**  
at Tobay Beach, Massapequa, NY 11758  
September 27th - 29th, 2019

NYMTA Office: (631) 691-7050  
NYMTA Fax: (631) 691-2724

## APPLICATION FOR EXHIBIT SPACE

COMPANY NAME \_\_\_\_\_ TELEPHONE: ( ) \_\_\_\_\_  
ADDRESS \_\_\_\_\_ FAX: ( ) \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
CONTACT \_\_\_\_\_ TITLE: \_\_\_\_\_

**BOOTH:** 10' frontage X 10' deep  
No of units: \_\_\_\_\_  
List products or services to be displayed:  
(attach additional sheet, if necessary)

NYMTA MEMBER: \$550.00  
2 BOOTH RATE: \$900.00  
NON-MEMBER: \$750.00  
2 BOOTH RATE: \$1,200.00  
NON-MARINE RELATED: \$1,250.00

### Payment Schedule and Terms:

- 50% of charges due July 31, 2019
  - Final Payment due by August 30, 2019
- See Reverse for Terms and Conditions.

Booth Amount \$ \_\_\_\_\_  
Land Amount \$ \_\_\_\_\_  
Water Amount \$ \_\_\_\_\_  
Total Space Amount \$ \_\_\_\_\_

TOTAL CHARGE \$ \_\_\_\_\_

Amount Paid \$ \_\_\_\_\_

BALANCE DUE \$ \_\_\_\_\_

☐ Cash ☐ Check ☐ Credit Card

Name: \_\_\_\_\_

Card Number: \_\_\_\_\_

Code: \_\_\_\_\_ Exp Date: \_\_\_\_\_

A SERVICE CHARGE OF 2% PER MONTH WILL  
BE BILLED ON ALL PAST DUE AMOUNTS.

**LAND:** Dimensions required:  
\_\_\_\_\_ x \_\_\_\_\_  
Total square feet: \_\_\_\_\_ x Rate

NYMTA MEMBER: \$5.00/ sq. ft  
BULK MEMBERS ONLY: Maximum Charge  
of \$10,000 for any space 2,000 sq. ft. +  
NON-MEMBER: \$6.00/ sq. ft.

List products or services to be displayed: (attach additional sheet, if necessary)

**WATER:** Total square feet: \_\_\_\_\_ x Rate  
Maximum of \$1,200 per Boat up to 35' (Member)  
Maximum of \$1,700 per Boat up to 35' (Non-Member)  
Maximum of \$1,500 per Boat 36' and up (Member)  
Maximum of \$2,000 per Boat 36' and up (Non-Member)

NYMTA MEMBER: \$5.00/ sq. ft  
BULK MEMBERS ONLY: Maximum Charge  
of \$10,000 for any space 2,000 sq. ft. +  
NON-MEMBER: \$6.00/ sq. ft.

List products or services to be displayed: (attach additional sheet, if necessary)

### EXHIBITORS MUST LIST ALL BOATS TO BE DISPLAYED IN-WATER. PLEASE FILL OUT FORM INCLUDED IN THIS KIT.

Application for the above space is hereby submitted in accordance with the Terms and Conditions on both the face and reverse side of this contract. Upon confirmation of space assignment and acceptance of this contract by the New York Marine Trades Association, Inc., the undersigned agrees to be bound by all the Terms and Conditions contained herein.

Company Name \_\_\_\_\_ Date \_\_\_\_\_

By: \_\_\_\_\_ Title \_\_\_\_\_  
Authorized Signature

Return completed application with your check payable to:

**NEW YORK MARINE TRADES ASSOCIATION**  
188E Park Avenue  
Amityville, N.Y. 11701

### PLEASE DO NOT WRITE IN THIS SPACE

Exhibit Space Assigned:

Accepted by:

Booth: \_\_\_\_\_

MTA Authorized Signature

Land: \_\_\_\_\_

Water: \_\_\_\_\_

Date



## **SHOW MANAGEMENT**

The "Tobay Beach In-Water Boat & Brokerage Show" at Tobay Beach Marina is produced and managed by the New York Marine Trades Association, Inc. (NYMTA), in cooperation with the town of Oyster Bay. All decisions regarding space assignment, nature and style of exhibits, floor management, hours and interpretation of rules and regulations shall be made by the NYMTA.

## **EXHIBITOR'S POLICY**

- a) Exhibitor shall be bound by the rules, regulations and guidelines set forth by the New York Marine Trades Association, Inc.
- b) Exhibitor agrees that if it fails to comply with the terms, rules and regulations set forth by the Boat & Brokerage Show committee, The NYMTA shall have the right without notice to the Exhibitor to remove the exhibit and to sell said space or any part thereof.

## **ADMISSABLE EXHIBITS**

- a) Exhibitor agrees to display only new or unused products (as opposed to used merchandise).
- b) Only the boats or products contracted for may be displayed in contracted space. All products must be listed by type and by brand name on the face of this contract.
- c) Products not actually exhibited within the Show may not be represented by models, signs, photographs or other means of representation.

## **PAYMENT FOR SPACE**

- a) Exhibitor must submit a signed contract with a 50% deposit due by July 31, 2018.
- b) Remainder of balance of will be due August 31, 2018.
- c) Any space not paid in full at this time can be made available to other exhibitors with Boat Show committee approval.
- d) Exhibitor with outstanding payments due before Show opening will not be permitted to move into the show.
- e) Payment plans for any open balances will be made on an individual basis. Two (2) Boat & Brokerage Show committee members must approve all payment schedules.
- f) All reservation deposit money shall be retained by the show in the event Exhibitor fails to fulfill contract or withdraws from the show.
- g) In the event of any outstanding balance at show opening, you agree that the credit card provided will be charged the entire amount in full.

## **COMPETING BOAT & BROKERAGE SHOWS**

Any potential exhibitor or current exhibitor who produces a Boat & Brokerage Show that runs contemporaneously with a New York Marine Trades Association produced show will be prohibited from exhibiting at any and all NYMTA shows.

## **CANCELLATION**

- a) If Exhibitor cancels this Agreement in writing sixty (60) days prior to the opening of the Show, any amount paid in excess of 50 percent of the Exhibitor's total obligation will be refunded.
- b) In the event you fail to fulfill or violate the contract or withdraw from the show, all reservation deposit money shall be retained.

## **SPACE ALLOTMENT**

Exhibitor shall be entitled to renew exhibit space in a like amount occupied the previous year, but such renewal does not necessarily mean any Exhibitor will be assigned the exact same location occupied the previous year. It assures the Exhibitor only of the quantity of exhibit space. All Exhibitors must comply with and abide by all decisions made by the Boat & Brokerage Show Committee and the NYMTA.

## **SUBLETTING SPACE**

- a) Subletting, assigning or apportioning of space is prohibited.
- b) Two or more firms may not exhibit in a single space, without written authorization from the Boat Show Committee.

## **MOVE-IN AND MOVE-OUT INSTRUCTIONS**

Specific move-in and move-out instructions will be supplied to each exhibitor and Exhibitors must adhere to these instructions, such instructions are a binding part of the contract.

## **INSURANCE**

All Exhibitors and concessionaires shall, at their own expense provide and keep in force during the show period, including move-in and move-out periods, the following insurance coverage:

- a) Worker's compensation and employer's liability covering its employees in the state of New York, in accordance with the statutory regulations as set forth by the state.
- b) Comprehensive general liability insurance, including blanket contractual liability, naming the New York Marine Trades Association Inc., The Tobay Beach Marina as an additional insured, with limits of liability with at least \$1,000,000 in respect to injuries to any one person resulting from any one occurrence, \$1,000,000 in respect to injuries to one or more persons in any one occurrence, and \$500,000 in respect to any damage of property resulting from any one occurrence.
- c) The Exhibitor is responsible for furnishing a certified Certificate of Insurance with worker's compensation, liability, fire, theft and damage coverage if requested by the management prior to the show or following any accident or incident.

The NYMTA shall not be responsible for any loss or damage to any property of the Exhibitor for any reason, including theft, unless damage is caused by gross negligence by the NYMTA or any of its employees.

## **INDEMNIFICATION**

Exhibitor shall indemnify, hold harmless and defend the New York Marine Trades Association, their managers, Board of Directors, officers, sponsors, agents, employees, successors, and assignees from all losses, claims, liability, damage, action, judgments recovered from or asserted against Exhibitor, plus expenses (including without limitation, attorney's fees and expenses) for any injury to or death of any persons, or any loss of, through theft or otherwise, or damage to property arising in any way in connection with the use and enjoyment by the Exhibitor, or of any other persons or entity, with the permission, express or implied, of Exhibitor of the space, equipment or the show space; or arising from the use of equipment, devices furnished to or used by the Exhibitor, or other persons in connection with the show, or the use of the space. Such indemnification shall not be effective if damage or injury results from the sole gross negligence or willful misconduct of the Boat & Brokerage Show or any of its employees.

## **AMENDMENTS**

The NYMTA shall have full power in the interpretation and enforcement of all rules contained herein, and the power to make such amendments thereto, and such further rules and regulations as it shall consider necessary for the proper conduct of a safe, clean, regulated and attractive Show.

## **ACCEPTANCE**

It is understood and agreed that until this document is executed and returned to NYMTA, it will not be deemed to be a legally binding Agreement between the Exhibitor and NYMTA, but only an Application from the Exhibitor to the NYMTA for space at the Annual Tobay Beach In-Water Boat & Brokerage Show at Tobay Beach Marina. The NYMTA therefore reserves the right; in its sole discretion, to reject the Application for any reason whatsoever. If such Application is rejected, the payments received without interest will be returned to the Exhibitor within a reasonable period of time after the Application is rejected. If the Application is accepted, the NYMTA will execute a duplicate copy of the Application, at which time the Application shall become a legally binding Agreement between the NYMTA and the Exhibitor, enforceable in accordance with its terms, and the NYMTA will send an executed copy of the Agreement to the Exhibitor prior to the commencement of the show.

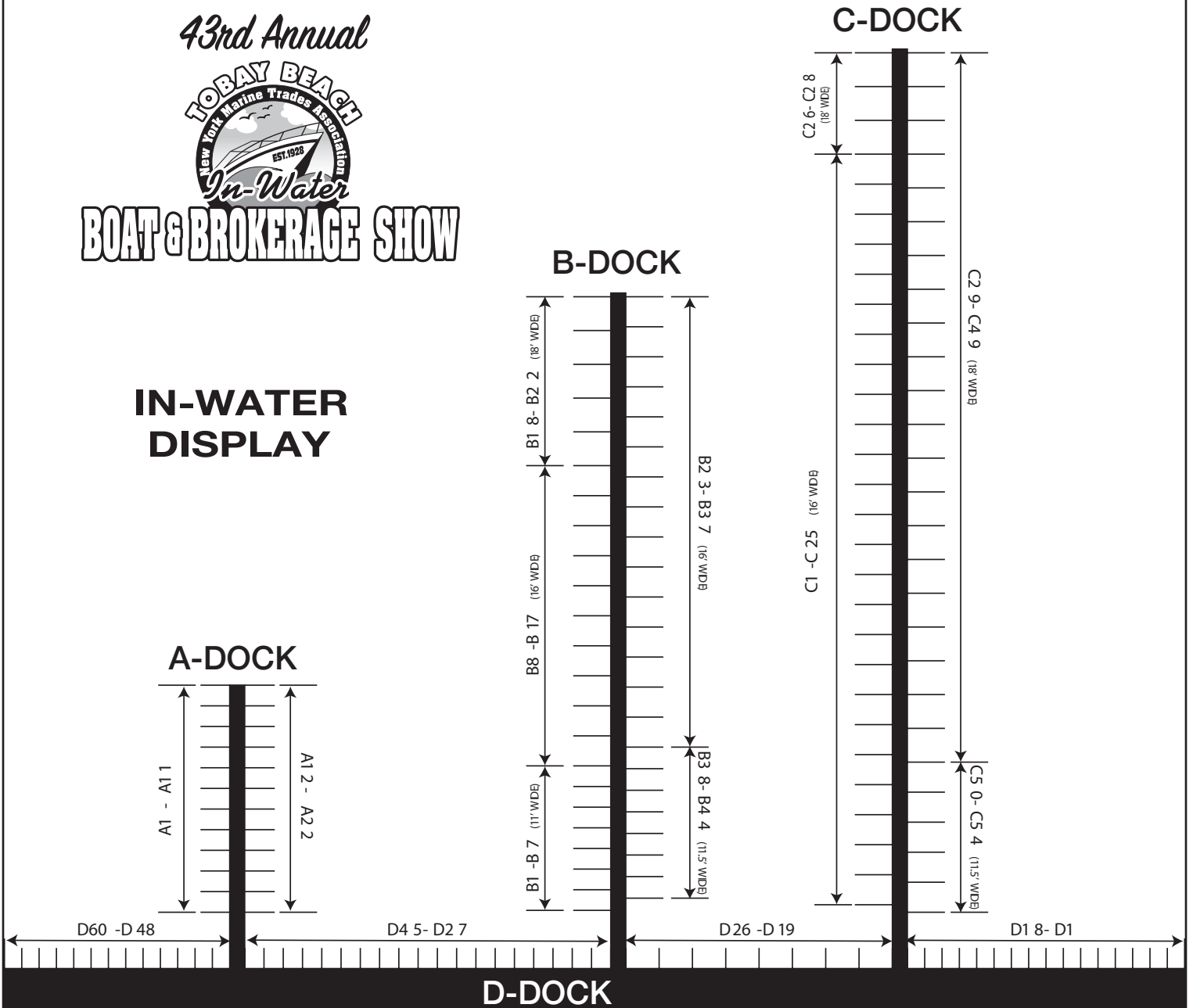
The Exhibitor understands that this Agreement is not effective or binding until accepted in writing by the NYMTA. Acceptance of space payments is not acceptance of the Agreement.

## **ACTS OF GOD**

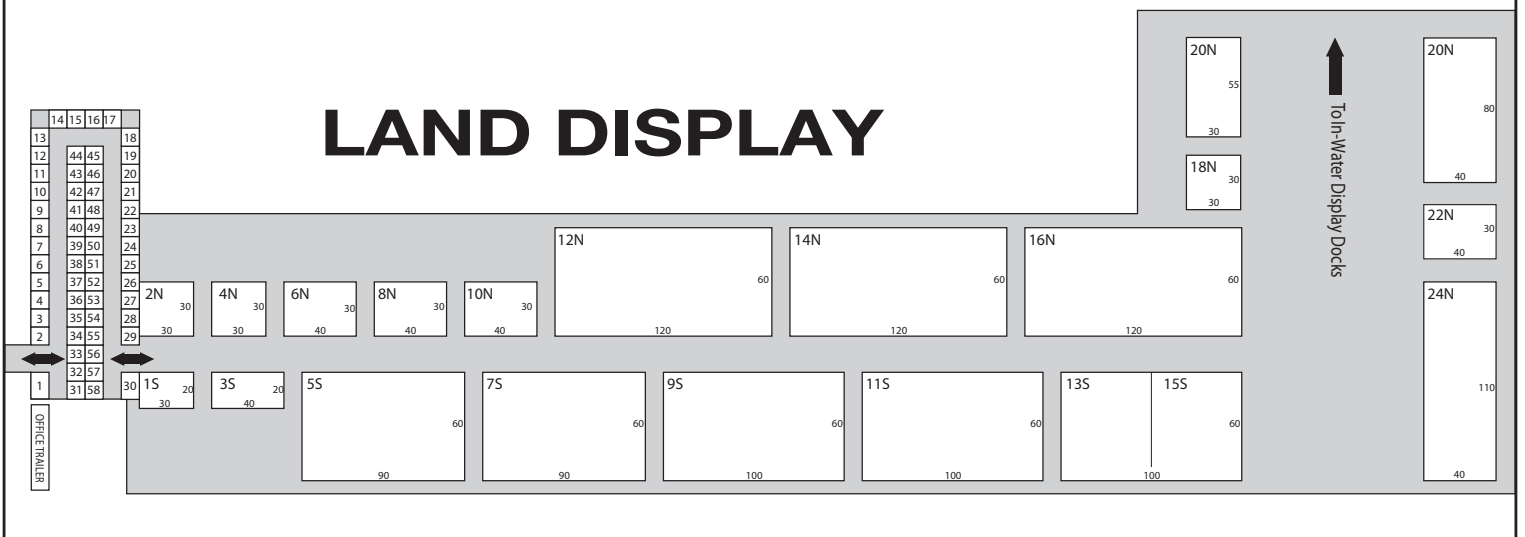
In case the show shall not be held due to acts of God, circumstances beyond the NYMTA control or any other reason whatsoever, then this lease for space to the Exhibitor shall be terminated. In such case, the limit of claim for damage and/or compensation by the Exhibitor shall be the return to Exhibitor all payments made by the Exhibitor after deduction therefrom a pro-rata share of any expenses incurred on behalf of said Exhibitor and the show.

43rd Annual  
**TOBAY BEACH**  
 New York Marine Trades Association  
*In-Water*  
**BOAT & BROKERAGE SHOW**

## IN-WATER DISPLAY



## LAND DISPLAY



# TENT LAYOUT

New York Marine Trades Association  
**Tobay Beach In-Water Boat & Brokerage Show**  
 at Tobay Beach Marina

STORAGE	17	18	19	20	STORAGE
15	AISLE				22
14		48	49		23
13		47	50		24
12		46	51		25
11		45	52		26
10		44	53		27
9		43	54		28
8		42	55		29
7		41	56		30
6		40	57		31
5		39	58		32
4		38	59		33
Enter/Exit		37	60	Enter/Exit	
		36	61		
1 (10 x 15)		35	62		34 (10 x 15)

Return this form with your check to:  
 New York Marine Trades Association, Inc.  
 188E Park Avenue, Amityville, NY 11701  
 Phone: (631) 691-7050 • Fax (631) 691-2724





# **43rd Annual Tobay Beach In-Water Boat & Brokerage Show**

## **September 27-29, 2019**

**AT**

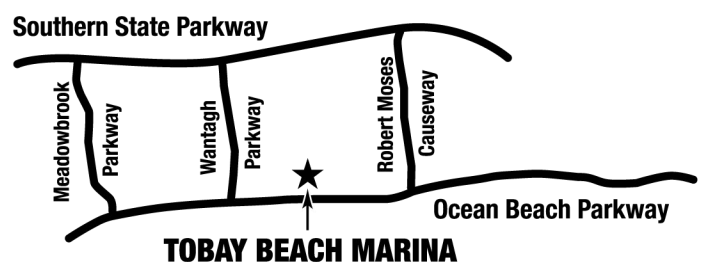
## **TOBAY BEACH MARINA**

### **Space Cost Includes:**

- General Cleaning
- General Decorating
- General Security
- Program Listing
- Forklift Service
- Lift Service for Engines
- Powerful, Comprehensive Advertising and Publicity Utilizing Radio, Television, Newspapers, Magazines and Special Promotions

#### **DIRECTIONS**

Tobay Beach Marina is located on Ocean Parkway. It is 4 miles east of the Jones Beach Tower between Wantagh Parkway and the Robert Moses Causeway.



# EXHIBITOR IDENTIFICATION BADGE REQUEST



## New York Marine Trades Association Tobay Beach In-Water Boat & Brokerage Show at Tobay Beach Marina



Each company will be issued Exhibitor Identification Badges for personnel working the Boat & Brokerage Show. There is a five (5) badge limit per booth exhibitor, and a ten (10) badge limit per land or water exhibitor. A request for additional badges will be reviewed by the Boat & Brokerage Show Committee.

This Exhibitor Request form must be completed and returned to the NYMTA office, 2 weeks prior to the show

- 1 Exhibitor Identification Badges are required to enter the show.
- 2 Exhibitor Identification Badges are only for employees working the show.
- 3 Exhibitor Identification Badges must be worn at all times while inside the show
- 4 Exhibitor Identification badges must be worn after show hours while in the parameters of the show.

Each employee must sign for and pick up their own badge from the Boat & Brokerage Show Office.

Please TYPE or Print names for Exhibitor Identification Badges in the space provided below.

EMPLOYEE NAME		
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		

Company Name:	Phone:
Authorized By:	Date:

Return this form with your check to:  
New York Marine Trades Association, Inc.  
188E Park Avenue, Amityville, NY 11701  
Phone: (631) 691-7050 • Fax (631) 691-2724



# DECORATING REQUEST



## New York Marine Trades Association Tobay Beach In-Water Boat & Brokerage Show at Tobay Beach Marina



### DECORATING SERVICES Official Rental Order Form

Rental charges listed below include delivery to your booth, use during the exposition and removal. All orders must be prepaid. Orders must be received at least two weeks prior to the opening of the event to assure choice of items and color selection. Labor and services ordered on behalf of the exhibitors by display builders or other parties must be so authorized in a letter from exhibitors. Payment for all labor and service will be the responsibility of the exhibitor.

DESCRIPTION	QTY.	UNIT PRICE	EXT. PRICE
<b>CHAIRS</b>			
Plastic Folding Chair(s)		15.00	
Counter Stool(s)		30.00	
<b>TABLES - REGULAR HEIGHT (30")</b> (Does NOT include draping)			
4' W x 2-1/2' D x 30" H wood table		25.00	
6' W x 2-1/2' D x 30" H wood table		35.00	
8' W x 2-1/2' D x 30" H wood table		45.00	
<b>TABLES - COUNTER HEIGHT (40")</b> (Does NOT include draping)			
4' W x 2-1/2' D x 40" H wood table		25.00	
6' W x 2-1/2' D x 40" H wood table		35.00	
8' W x 2-1/2' D x 40" H wood table		45.00	
<b>DRAPING OF REGULAR HEIGHT TABLES</b> - Price INCLUDES Table & White Top & Skirt-Preferred Skirt Color <input type="checkbox"/> Red <input type="checkbox"/> Blue <input type="checkbox"/> White <input type="checkbox"/> Black <input type="checkbox"/> Gold			
4' x 2-1/2' wood table (30" high)		45.00	
6' x 2-1/2' wood table (30" high)		55.00	
8' x 2-1/2' wood table (30" high)		65.00	
<b>DRAPING OF COUNTER HEIGHT TABLES</b> -Price INCLUDES Table & White Top & Skirt-Preferred Skirt Color <input type="checkbox"/> Red <input type="checkbox"/> Blue <input type="checkbox"/> White <input type="checkbox"/> Black <input type="checkbox"/> Gold			
4' x 2-1/2' wood table (40" high)		45.00	
6' x 2-1/2' wood table (40" high)		55.00	
8' x 2-1/2' wood table (40" high)		65.00	
<input type="checkbox"/> Cash      Name: _____ <input type="checkbox"/> Check      Card Number: _____ <input type="checkbox"/> Credit Card      Code: _____ Exp. Date: _____		SUB-TOTAL  x 8.625 % Sales Tax	
<b>NOTICE: ALL ORDERS MUST BE PRE-PAID.</b>			TOTAL

Name of Show \_\_\_\_\_

Company \_\_\_\_\_ Booth No.(s) \_\_\_\_\_ Tel. No. \_\_\_\_\_

Street \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

By \_\_\_\_\_ Title \_\_\_\_\_

Return this form with your check to:  
New York Marine Trades Association, Inc.  
188E Park Avenue, Amityville, NY 11701  
Phone: (631) 691-7050 • Fax (631) 691-2724

# ELECTRICAL SUPPLY REQUEST



## New York Marine Trades Association Tobay Beach In-Water Boat & Brokerage Show at Tobay Beach Marina



The following information covers electric services for exhibitors in various sections of the Boat & Brokerage Show:

### **WATER EXHIBITS:**

All docks used for the Show are serviced by 30 or 50 amp electrical outlets. Outlet receptacles are standard 3 prong configuration. Electricity is included in your space charge.

### **BOOTH SPACE:**

Booth exhibitors do not have individual electrical service, unless ordered at the exhibitor's expense. A charge of \$100 per electrical unit is for hook-up only. There is no charge for electric usage. Electricity will only be available in certain areas.

**ALL BOOTH EXHIBITORS MUST ORDER ELECTRIC IN ADVANCE.**

If you wish to have an outlet in your exhibit space, complete the form below and return it promptly. If we do not receive your request, the electricians will not install an outlet in your space. Electrical services must be installed on a temporary basis after the tents are erected.

**ALL BOOTH EXHIBITORS MUST ORDER ELECTRIC IN ADVANCE.**

## **ELECTRICAL SUPPLY REQUEST - BOOTH EXHIBITORS ONLY** **PAYMENT DUE WITH ORDER: \$100 PER OUTLET**

COMPANY: \_\_\_\_\_ BOOTH #: \_\_\_\_\_

CONTACT PERSON: \_\_\_\_\_

PHONE NUMBER: \_\_\_\_\_ FAX NUMBER: \_\_\_\_\_

AUTHORIZED BY: \_\_\_\_\_ DATE: \_\_\_\_\_

Return this form with your check to:  
New York Marine Trades Association, Inc.  
188E Park Avenue, Amityville, NY 11701  
Phone: (631) 691-7050 • Fax (631) 691-2724



# Boat Information Form



## New York Marine Trades Association Tobay Beach In-Water Boat & Brokerage Show at Tobay Beach Marina



### In-Water Boat Information

Exhibitors must list below all boats to be displayed in-water. Boats not listed below, or not submitted to the Boat & Brokerage Show Staff 30 days prior to show opening will not be admissible for display. List additional boats on separate sheet.

BOAT DESCRIPTION	LENGTH	BEAM	SQ. FT.
1)			
2)			
3)			
4)			
5)			
6)			
7)			
8)			
9)			
10)			
11)			
12)			
13)			
14)			
15)			
TOTAL SQUARE FEET			

Return this form along with your application and your check to:  
New York Marine Trades Association, Inc.  
188E Park Avenue, Amityville, NY 11701  
Phone: (631) 691-7050 • Fax (631) 691-2724

# NYS SALES TAX REGISTRATION NUMBER

Every exhibitor must send the NYMTA a Certificate of Authority for New York State.  
Please forward this important information promptly to the NYMTA office if not already on file.

## THIS IS A NEW YORK STATE REQUIREMENT!

### Send your certificate to:

NYMTA\Events & Promotional Manager  
188E Park Avenue, Amityville, NY 11701  
Phone: (631) 691-7050 • Fax: (631) 691-2724



For more info, contact Vincent Mazzone: 631.691.7050, vincemazzone@aol.com



# CERTIFICATE OF INSURANCE

Your contract will not be accepted until the Boat & Brokerage Show Office receives your insurance certificate. In addition, you will not be permitted to move in unless the Boat & Brokerage Show Office has received your insurance certificate.

*No exception will be made to this rule.* Please arrange to have your certificate sent to the NYMTA office immediately.

The NYMTA shall not be responsible for any loss or damage to any property of the Exhibitor for any reason, including theft, unless damage is caused by gross negligence by the NYMTA or any of its employees.

Per the "terms and conditions" section of your Boat & Brokerage Show contract, "all exhibitors and concessionaires shall, at their own expense, provide and keep in force during the show period, including move-in and move-out periods, the following insurance coverage:

- A. Worker's compensation and employer's liability covering its employees in the state of New York, in accordance with the statutory regulations set forth by the state.
- B. Comprehensive general liability insurance, including blanket contractual liability covering your booth space. Your certificate of insurance must name the NYMTA as an additional insured, with limits of liability at least \$1,000,000 for any one occurrence; \$1,000,000 in the aggregate; and \$500,000 in respect to any damage of property resulting from any one occurrence.
- C. The Exhibitor is responsible for furnishing a certified Certificate of Insurance with worker's compensation, liability, fire, theft, and damage coverage if requested by show management prior to the show or following any accident or incident.

EXAMPLE:	Certificate Holder: NYMTA 188E Park Avenue Amityville, NY 11701	Description of Operation: Tobay Beach In-Water Boat & Brokerage Show at Tobay Beach Marina Massapequa, NY 11758 Sept. 27 - 29, 2019	General Liability: 1 Million (per occurrence)
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## SEND YOUR CERTIFICATE OF INSURANCE TO:

New York Marine Trades Association, Inc.  
188E Park Avenue, Amityville, NY 11701  
Phone: (631) 691-7050 • Fax: (631) 691-2724

# PAYMENT SCHEDULE

**50% of CHARGES DUE JULY 31, 2019**  
**FINAL PAYMENT DUE AUGUST 30 2019**

## NYMTA REFUND POLICY

By order of the Board of Directors, any possible adjustments of show costs will be limited to those exhibitors who have no outstanding balance due on the opening day of the show.