



To: All Auto Show Exhibitors  
From: Kim Perrella  
Date: September 6, 2019

We are excited to have you as an exhibitor at the Albany Auto Show! Enclosed is the show guide that should address any questions you may have about the show.

Other specifics to note include:

- ❖ The staff entrance is noted on the map (concourse level 3 off the parking garage) and this is where **ALL auto show staff should enter and sign-in for the first time, when working the show**. They will receive a name badge that they will be able to use to re-enter the same day and on additional working days at all entrances.  
Please note that the show attendance sheet is sent to all owners after the show, so that it is recommended to sign-in each day at the garage entrance, although you will be able to re-enter at other entrances with your show badge. Dealership staff will be automatically entered in the Mystery Shopper Contest. Staff **working** the show must produce a driver's license and a matching business card to enter at no charge. Parking is complimentary in the Center parking garage and recommended, as this is where the staff entrance is located.
- ❖ There are two entrances for show attendees. The one most used is on the concourse right off the parking garage (3<sup>rd</sup> level) and the other is in the front Atrium downstairs by South Pearl Street. Both will have a Show Information Booth and are available during the show.
- ❖ The show website is [www.AlbanyAutoShows.com](http://www.AlbanyAutoShows.com)! Be sure to check it out. And, if you have any special vehicles, new models, interactive displays, contests or drawings going on in your space, be sure to let Claire Canniff know, so that she can add it to the site ([claire@enycar.org](mailto:claire@enycar.org)). We will also be posting the exhibitor manual on the website so that exhibit companies or manufacturer representatives can access this information easily ([www.AlbanyAutoShows.com/manufacturers-exhibitors/](http://www.AlbanyAutoShows.com/manufacturers-exhibitors/)).
- ❖ There is an updated show logo (see top of page) in both a vertical and horizontal format and is available for your use in any advertising. Contact [Claire@enycar.org](mailto:Claire@enycar.org) for additional assistance.
- ❖ Mystery Shopper Contest – This dealership staff contest includes 5 - \$100 prizes a day!
- ❖ Special Events happening during the show:
  - Classic car display and distracted driving simulators from the Saratoga Auto Museum, in the front Atrium, throughout all show hours!
  - Guess the "Crushed Car" displayed on-site and win a large cash prize!
  - Car Show kid favorite, Mr. Twisty on Saturday 12-4 and Sunday 11-4!
  - Gas Card Giveaway: Every hour of the show, a lucky attendee will win a \$50 gas card!
- ❖ It is important that you have reviewed all the show rules and regulations and note the specific door restrictions for all areas of the Center (especially if you are bringing larger vehicles or displays). For special vehicle or display installation and transportation, you must make prior plans with your exposition company and/or Clifton Park Convention Services (forms enclosed in the show guide). The TU Center will not accept any deliveries, allow any crate storage or provide labor.

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- ❖ All exhibitor booths, displays and vehicles must be staffed during all show hours. Vehicles may be opened if no staff are present to do so. Auto Show space allocations will be reduced in the future if areas are not staffed during all hours of the show. Show attendees rightfully expect to be able to speak with product representatives. Please also try to have adequate literature supplies. We are also encouraging dealers to put QR codes for product information on vehicles that will be displayed at the show. Lack of literature is a primary consumer complaint!
- ❖ Move-in times for the show are very specific. It is very important that you arrive right on time (not late, not early) so you don't hold up other exhibitors or move-ins. Manufacturer and exhibitor booth vehicles will be moving in as follows:  
 Exhibition Hall Front Atrium (Saratoga Auto Museum) Wednesday, October 30th, 12:00-1:00 p.m.  
 Exhibition Hall-Wednesday, October 30th, 1:00-4:00 p.m.;  
 Concourse-Thursday, October 31st, 10:00 a.m.–12:00 p.m.(noon);  
 Center Floor-Thursday, October 31st, 1:00-3:30 p.m.  
 See specific times for each area. \*Note: There is always someone who holds up move-in due to too much gas (over ¼ tank). Don't be that guy!

Exhibitor table booths will move-in Friday, November 1st from 12:30-2:30 p.m. (unless other plans have been made) and should enter through the 3<sup>rd</sup> level of the parking garage. All exhibitors, regardless of when they move-in, must check in with an ENYCAR staff person upon entry and exit.

Move Out/Key Hand Out System - In order to avoid any confusion with the key delivery during move out, each dealership or exhibitor must report to the show information booth between 4:00-5:00 p.m. to sign out their own dealership's keys and leave an emergency phone number for the completion of the move out. No one may take any keys for another dealer, unless you have been designated to drive their vehicles out of the show. All vehicles must be out by 6:30 p.m., and all displays by 9:00 p.m. on Sunday, November 3rd.

- ❖ Special Events Going on at the show!
  - Classic car display and distracted driving simulators from the Saratoga Auto Museum, in the front Atrium, throughout all show hours!
  - Guess the "Crushed Car" displayed on-site and win a large cash prize!
  - Car Show kid favorite, Mr. Twisty on Saturday 12-4 and Sunday 11-4!
  - Gas Card Giveaway: Every hour of the show, a lucky attendee will win a \$50 gas card!
- ❖ The Albany Auto Show is once again partnering with the Northeast Ski and Craft Beer Showcase! Their show will be held at the same time, just a four-minute walk, through an enclosed walkway, at the Albany Capital Center. The Albany Auto Show will be providing parking at no charge for both shows, and will provide attendees at the Ski Showcase with \$2 discount coupons for use at the Auto Show. The Ski Show will also offer Auto Show exhibitors half price admission, with your show badge! This combination of the two shows at one location will provide a full day of entertainment for attendees.
- ❖ For decorating purposes, the carpeting for exhibitors will alternate between a royal blue and a dark gray. All areas will also be draped with blue and silver pipe and draping and include either a blue or silver skirted table and two chairs (please note on your blueprint if you will not be needing a table or chairs). Exhibitor booths will have a 7" x 44" identification sign on their booth. There will also be additional lighting installed in all three areas of the TU Center.  
 For additional decorations, lighting, and other show services for your space, you can contact Clifton Park Convention Services at 518-877-7449 or the Times Union Center for electrical, porter or phone/internet services at 518-487-2089. Unfortunately, Wifi is not free at the Times Union Center.

**If you have any other questions, please call me at 518-452-0584 or e-mail at: [kim@enycar.org](mailto:kim@enycar.org)**

**Thanks and Good Luck with the Show!!!**



# ALBANY AUTO SHOW

## The 2019 Albany Auto Show Fact Sheet

- When:** November 1-3, 2019
- Where:** The Times Union Center, Albany, N.Y.
- Show Hours:** Fri. 3 p.m. - 8 p.m., Sat. 10 a.m. - 7 p.m., and Sun. 10 a.m. - 5 p.m.
- Featuring:** New car show featuring more automotive brands and models (cars, trucks, minivans, sport-utilities, luxury, utility vehicles) of all shapes and sizes than anywhere else in the region, showcasing the latest features, options and styling from over 30 different manufacturers! And, additional exhibitor booths featuring auto-related products and services.
- Cost:** Adult admission is \$10.00 (in and children under 12 are free when accompanied by an adult. Tickets available day of event at the Times Union Center Box Office, charge by phone at 1-800-745-3000, online at: [www.timesunioncenter-albany.com](http://www.timesunioncenter-albany.com) and [ticketmaster.com](http://ticketmaster.com), and all Ticketmaster outlets (which may charge a service fee).
- Special Events:**
- Check out the classic car display and distracted driving simulators from the Saratoga Auto Museum, in the front Atrium, throughout all show hours!
  - Guess the “Crushed Car” displayed onsite and win a large cash prize!
  - Car Show kid favorite, Mr. Twisty on Saturday 12-4 and Sunday 11-4!
  - Gas Card Giveaway: Every hour of the show, a lucky attendee will win a \$50 gas card!
  - Specialty and concept cars will be announced as they are scheduled.
- Parking:** FREE parking Friday at show open (3 p.m.), all day Saturday and all day Sunday, in the Times Union Center Parking Garage (Garage located behind Arena, entrances on Beaver Street and on Market Street)
- Presented By:** The Eastern New York Coalition of Automotive Retailers, Inc.
- Sponsors:** Albany.com, Capital District Radio Association, CBS-6/this TV Albany, CHF Auto Profits Plus, Clipper Magazine/Local Flavor, CW15, First National Bank of Scotia, Gazette Newspapers, Hireology, KeyBank Dealer Services, Lamar Advertising Company, Lamar Transit, Leader Auto Resources (LAR), Local First, Mannix Marketing, Movin’ Ads Marketing and Signs, Spectrum Reach, Times Union/Hearst Digital, TrueCar, WNYT News Channel 13/MeTV/ my 4 Albany, WTEN-News10ABC, and WXXA Fox 23 News.
- Contact:** Kim Perrella 518-452-0584 x.202 (office); 518-452-0810 (fax)  
518-461-3554 (cell); [kim@enycar.org](mailto:kim@enycar.org); [www.AlbanyAutoShows.com](http://www.AlbanyAutoShows.com)  
Like our page on Facebook: Albany Auto Shows  
Follow us on Twitter: @AlbanyAutoShows  
Follow us on Instagram: @AlbanyAutoShows



*The Northeast Ski & Craft Beer Showcase* will take place the same weekend, at the adjacent Albany Capital Center, which is connected to the Times Union Center, via a heated, enclosed walkway. Buy a ticket at the door for either show and receive a \$2 discount for the other.



FOR IMMEDIATE RELEASE  
CONTACT: KIM PERRELLA, ENYCAR  
4 PINE WEST PLAZA  
ALBANY, NY 12205  
518-452-0584 OR [kim@enycar.org](mailto:kim@enycar.org)

## NOVEMBER IS THE BEST TIME TO ATTEND AN AUTO SHOW!

Albany, NY: There was a time when new makes and models of cars came out all at once, but today, the roll out occurs all year long. The first weekend in November offers a chance to see a variety of what's new, shiny, fast, strong and exciting to drive, with all the latest technologies inside, at a time when the weather is unpredictable, the sky is likely gray, the leaves are gone and thoughts are turning to winter.

Sure, you can stay home and stare at your computer screen, but the Albany Auto Show is where you can see it all – in one place – and bring it to life! Feel it, sit in it and make it real. The show will be held Friday, November 1<sup>st</sup> from 3 pm to 8 pm, Saturday, November 2<sup>nd</sup> from 10 am to 7 pm, and Sunday, November 3<sup>rd</sup> from 10 am to 5 pm, at the Times Union Center in Albany, New York.

The Auto Show will display more new cars, trucks, minivans, sport-utilities, luxury, utility and alternative fuel vehicles than anywhere else in the region! And, while you're looking for your next new vehicle, you can enjoy other entertainment as well. Check out the classics from the Saratoga Auto Museum, which will be displayed along with really, cool distracted driving simulators in the Atrium area. Specialty and concept cars will be announced as they are scheduled. Guess the "Crushed Car" displayed onsite and win a large cash prize and enter the Gas Card Giveaway, where every hour of the show, a lucky attendee will win a \$50 gas card! Even the perennial favorite funny man, Mr. Twisty, will be at the show both Saturday and Sunday.

And for more fun and activity in downtown Albany at the same time, the Northeast Ski and Craft Beer Showcase will be held just through an enclosed walkway, next door at the Albany Capital Center. The Albany Auto Show will be providing parking at no charge for both shows right at the TUC parking garage, and both shows will provide attendees with \$2 discount coupons for use at the other show. This combination of the two shows at one location will provide hours of entertainment, with free parking in one spot.

Tickets will be available at the door (Times Union box office) for \$10 per adult (\$8 with a Ski Showcase coupon). Children under 12 are free with an adult ticket purchase. The show is produced by the Eastern New York Coalition of Automotive Retailers, and sponsored by Albany.com, Capital District Radio Association, CBS-6/this TV Albany, CHF Auto Profits Plus, Clipper Magazine/Local Flavor, CW15, First National Bank of Scotia, Gazette Newspapers, Hireology, KeyBank Dealer Services, Lamar Advertising Company, Lamar Transit, Leader Auto Resources (LAR), Local First, Movin' Ads Marketing and Signs, Spectrum Reach, Times Union/Hearst Digital, TrueCar, WNYT News Channel 13/MeTV/my 4 Albany, WTEN-News10ABC, and WXXA Fox 23 News.

For the most current information, go to: [www.albanyautoshow.com](http://www.albanyautoshow.com).

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# ALBANY AUTO SHOW

**November 1-3, 2019**

**PARTICIPATING EXHIBITORS**

**Manufacturers:**

ACURA  
ALFA ROMEO  
AUDI  
BMW  
BUICK  
CADILLAC  
CHEVROLET  
CHRYSLER/JEEP  
DODGE/RAM  
FIAT  
FORD  
GENESIS  
GMC  
HONDA  
HYUNDAI  
INFINITI  
JAGUAR  
KIA  
LAND ROVER  
LEXUS  
LINCOLN  
MASERATI  
MAZDA  
MITSUBISHI  
NISSAN  
PORSCHE  
SUBARU  
TOYOTA  
VOLKSWAGEN  
VOLVO

\*Note: Mercedes Benz & Mini have chosen not to participate in this show.

**Exhibitor Booths:** Army National Guard, Bath Fitter, Explorer Van Company, GEICO, LeafFilter Gutter Protection, Hudson Valley Community College's Automotive Department, Mobility Works, NYSERDA, and the Saratoga Automobile Museum.

**TEAM CAPTAINS:**

ACURA	Mark Verdile (Northeast Acura)	518-785-4105
ALFA ROMEO	Joe Celeone (Maserati of Albany)	518-203-3278
AUDI	Adam Parnham (Audi Albany)	518-783-5003
BMW	Joe Crisafulli (BMW of South Albany)	518-463-3141
BUICK	Glen Taunton (Goldstein Buick)	518-869-2291
CADILLAC	Chris Otto (Otto Cadillac)	518-869-5000
CHEVROLET	Mike Coffey (Mangino Chevrolet)	518-843-5702
	Robert Waterman (Agency720.com)	860-213-8245
CHRYSLER JEEP & DODGE/RAM	Rick Shmaruk (Goldstein CJDR)	518-785-4156
	Marlene Dubois (FCA North America)	518-694-2147
	Craig Wehler/Blaize McIntyre (EventNext)	248-266-6361
FIAT	Joe Kramer (Armory Automotive)	518-641-7777
	Craig Wehler/Blaize McIntyre (EventNext)	248-266-6361
FORD	Jayson Newell (DePaula Ford)	518-336-0985
	Katie Tate (GTB for Ford)	914-310-6424
GENESIS	Shane Murray (Garvey Genesis)	888-415-1695
	Wendy Longley (Traffic Advertising)	727-216-6470
GMC	Glen Taunton (Goldstein GMC)	518-869-2291
HONDA	Phil Singh/Theresa Lazzari (Lia Honda)	518-438-4555
HYUNDAI	Chris Williams (Lia Hyundai)	518-458-2277
	Rita Mariani (Innocean)	516-225-2052
	Tania Bonchonsky (Czarnowski)	714-708-4958
INFINITI	Steve Coons (Infiniti of Latham)	518-738-0800
JAGUAR	Andy Reed (Capital Volvo)	518-452-1100
KIA	Dave Reali (Destination Kia)	518-482-0500
LAND ROVER	Andy Reed (Capital Volvo)	518-452-1100
LEXUS	Jared Wilson (New Country Lexus of Latham)	518-786-1000
LINCOLN	Michael Capadona (Fuccillo Lincoln)	518-382-0274 x.215
MASERATI	Joe Celeone (Maserati of Albany)	518-203-3278
MAZDA	Jayson Newell (DePaula Mazda)	518-375-2162
	Nicole Brown (George P. Johnson)	310-753-9289
MERCEDES BENZ	Not Participating	
MINI	Not Participating	
MITSUBISHI	Tony Mangino (Tony Mangino Mitsubishi)	518-373-4100
	Mike Snow (Tony Mangino Mitsubishi)	518-373-4100
NISSAN	Dave Bertuch (Lia Nissan)	518-579-2000
	Lindsey Higley (George P. Johnson)	615-768-3235
PORSCHE	Christian Trujillo (New Country Porsche of CP)	518-664-4448
SUBARU	Stefanie Goldstein (Goldstein Subaru)	518-869-1250
TOYOTA	Andy Rainone (Lia Toyota)	518-374-3700
	Mike Meehan (Toyota District Manager)	TBA
	Andrew Ash (Czarnowski)	469-606-1413; 304-871-0374
VOLKSWAGEN	Terry Koonce (Fuccillo Volkswagen of Schenectady)	518-374-9161
	Kyle MacNaughton (VW of America)	551-245-2342
	Tiffany Silverman (George P. Johnson)	703-364-7650
VOLVO	Andy Reed (Capital Volvo)	518-452-1100