

EXHIBITOR PROSPECTUS



ISS[®]

INSIDE SELF-STORAGE WORLD EXPO

Education: April 11-14, 2023

Exhibits: April 12-13, 2023

Caesars Forum | Las Vegas

www.issworldexpo.com

Reserve your booth today!

Join us at the **Inside Self-Storage World Expo** to generate leads, strengthen your brand, showcase your products and close deals.

The **Inside Self-Storage World Expo** is moving to a new venue in 2023, **Caesars Forum**, the best new conference space on the strip!



EXPLORE. EXHIBIT. ENGAGE.

EXPLORE the benefits of exhibiting at the ISS World Expo to maximize your reach, expand your customer base, and increase your sales.

EXHIBIT your newest, most innovative products and services to set yourself up for success by strengthening your brand recognition.

ENGAGE with and boost your visibility to 4,000+ qualified self-storage owners, operators, developers, facility managers, investors, and more.



“ I feel ISS World Expo is the best show in the self-storage industry, and always has been! ”

- Pamela Alton,
Mini-Management Services

WHO ATTENDS

ISS World Expo attendees include decision-makers who build, manage and market their self-storage operations. According to the 2020 Inside Self-Storage Top-Operators Lists:

81 of the 100 top facility owners participate in the show.

40 of the 50 top facility-management companies participate in the show.

AAAA Self Storage
(The Nicholson Co.)

Advantage Storage

All Storage

Atlantic Self Storage

Brookwood Properties

City Line Capital

Compass Self Storage/
Amsdell Cos.

Cox's Armored Mini
Storage Management

ezStorage

The Jenkins Organization

LAACO Ltd.

Landvest Corp.

Merit Hill Capital

Metro Storage

Morningstar Properties

National Storage Affiliates

National Storage
Solutions Management

Pogoda Cos.

Prime Group Holdings

Public Storage

Purely Storage

Red Dot Storage

Reliant Real Estate
Management

RHW Capital
Management Group

Right Move Storage

Safeguard Self Storage

Self Storage Management
of California

Sentry Self Storage
Management

Simply Self Storage

SmartStop Self Storage

Storage Investment
Management

Storage Partners

Storage Rentals
of America

StorageMart

StorQuest Self Storage

Synergy Storage Group

Urban Self Storage

US Storage Centers
(Westport Properties)

W. P. Carey

West Coast Self-Storage

World Class Holdings

WHY THEY ATTEND

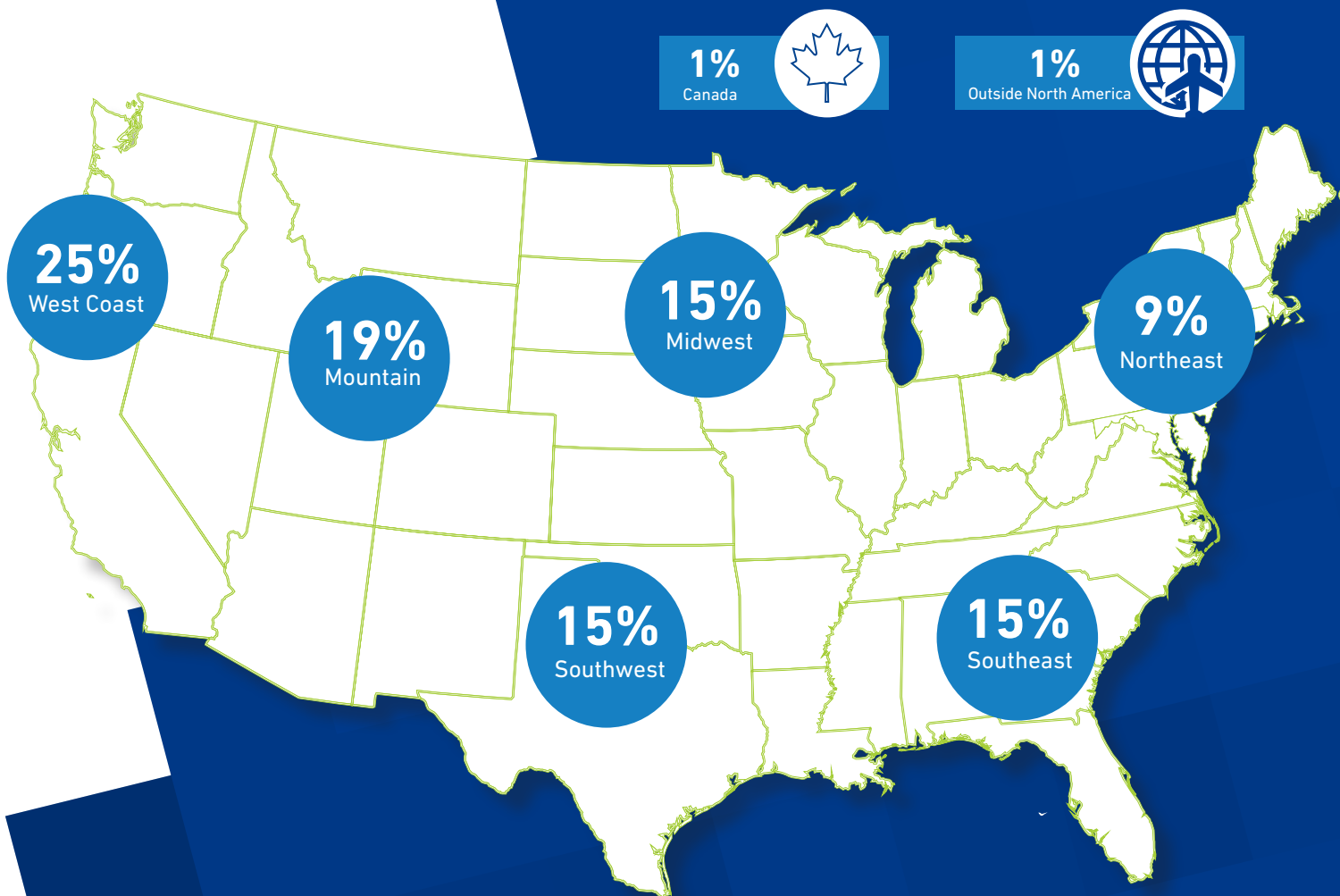
92%

Feel the expo provided them with the products, services and education to grow their business.

83%

Feel the ISS World Expo exceeded or met their expectations.

GEOGRAPHIC BREAKDOWN



TOP COUNTRIES REPRESENTED:

- Mexico
- Philippines
- Germany
- Australia
- Ireland
- Puerto Rico

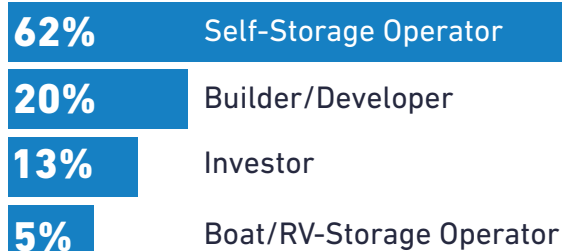
ATTENDEE DEMOGRAPHICS

The 2021 ISS World Expo in Las Vegas welcomed **3,600** professionals who build, manage and market their self-storage operations. There is no better trade event than ISS to display your products and services and connect with key buyers at the leading education and networking event for the self-storage industry.

PRIMARY JOB FUNCTION



PRIMARY BUSINESS



FIRST-TIME ATTENDEE

YES 58%

PURCHASING AUTHORITY

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86% of attendees make or influence buying decisions

AGE RANGE

24%

Age 35-44

24%

Age 45-54

22%

Age 55-64

16%

Age 25-34

10%

Age 65+

3%

Age 21-24

1%

Age 18-20

NUMBER OF FACILITIES



PRODUCTS/INTEREST

41%	Technology	22%	General Contracting Services
39%	Buildings & Components	22%	Real Estate Sales & Brokerage
38%	Software	22%	Retail Product
34%	Doors & Door Hardware	21%	Payment Services
33%	Security Systems & Hardware	20%	Legal Services
30%	Marketing Services	20%	Solar Panels
29%	Climate-Control Products	18%	Architectural Services
29%	Maintenance Products & Services	18%	Portable Storage Containers
26%	Management Services	17%	Auction Services
26%	Manager Training & Evaluation	16%	Operational Consulting
25%	Signage	16%	Business Insurance
25%	Lighting	16%	Call-Center Services
25%	Consulting: Development	16%	Accounting & Tax Services
24%	Financing	16%	Engineering Services
23%	Kiosks	14%	Elevators & Lifts
22%	Tenant Insurance	11%	Trucks



“ISS World Expo offers great information and a large amount of vendors. Very helpful to people at any level of the self-storage industry.”

- Justin Pearson,
Ball Ventures

BOOTH-SPACE RATES

BOOTH TYPE	RATES	
	Through 4/29/22	4/30/22 and after
Standard Booth	\$40 per SF	\$42 per SF
Island Premium	\$550	\$550
Corner Premium	\$200	\$200

PAYMENT TERMS

- 50% deposit due at time of contract submission through Dec. 31, 2022.
- 100% due at time of contract submission on and after Jan. 1, 2023.
- Booth space without deposit will not be held.

3 EASY SPONSORSHIP ADD-ONS

1. Drive traffic to your booth with a full-page ad in the official Show Guide.
2. Extend your valuable exhibit space into the aisle with a carpet sticker.
3. Build brand awareness with a billboard placed in high traffic areas.

EXHIBITOR BENEFITS

- Four complimentary badges for booth personnel
- Company listing on the official ISS World Expo website
- Company listing in the official Show Planner
- Company listing in the official Show Guide
- Up to 20 discounted passes for your customers and prospects
- 8' draped back wall, 36" side rails and 7" x 44" ID sign
- VIP Customer Invite Program to help you invite customers to the show



RESERVE YOUR BOOTH!

For information about exhibiting and sponsorship opportunities, contact:

Debbie Pirkey
Business Development Manager
debbie.pirkey@informa.com
480.372.7590

EXHIBITOR SCHEDULE*

MOVE IN

Monday, April 10

10 a.m. - 5 p.m.

(Booths of 600+ square feet ONLY)

Tuesday, April 11

8 a.m. - 5 p.m.

(All exhibitors)

Wednesday, April 12

8 a.m. - 2 p.m.

(All exhibitors)

EXHIBIT HOURS

Wednesday, April 12

3-7 p.m.

Thursday, April 13

1-5 p.m.

MOVE OUT

Thursday, April 13

5-9 p.m. (overtime rates apply)

Friday, April 14

10 a.m. - 2 p.m.

PLEASE NOTE: Overtime charges for labor and material handling will apply Monday through Friday, 5 p.m. to 8 a.m., and all day on Saturday, Sunday and holidays. Please refer to the appropriate order form(s) for rates.

* Schedule is subject to change without notice.

NEW HOST HOTEL



Harrah's Las Vegas

3475 Las Vegas Blvd S.
Las Vegas, NV 89109

Harrah's has reserved a special room rate of \$139 per night plus taxes.

These rates are for ISS World Expo exhibitors and attendees, based on availability through March 12, 2023.