

# EXHIBITOR SPOTLIGHT



**Good People. Great Service.™**

When National Event Services first started in 1962, we initially only sold chain link fencing. When customers inquired about renting fences, our business model changed and the rest, as they say, is history! Today National Event Services and National Construction Rentals are the largest suppliers of temporary fence, barricades, portable toilets, restroom trailers, mobile storage containers, and temporary power in the country. Good thing we listened to our customers!

### **How many employees does your company have?**

National Event Services employs just under 1,000 employees across the country.

### **How has your company grown over the years?**

National Event Services is a barometer of the times. When times are good, we grow. When times are tough, we slow, but events exist rain or shine. 2015 was a great year for us, and 2016 has been even better!

### **What areas do you serve with your product/service?**

National Event Services serves 79 metro areas nationwide.

### **Give us your 'Elevator Pitch' about your product/service**

National Event Services has been partnering with concerts, festivals, air shows, sporting events, marathons, golf tournaments, the Olympics, Presidential inaugurations and more for over 50 years. Our temporary fencing, crowd control

barricades, portable toilets, comfort stations, restroom trailers and mobile storage containers will take your next event to a higher level. Call us today!

### **What is your newest product/service that you have to offer that attendees need to know about?**

We have brand new luxury restroom trailers that are so nice, you'll forget you're not in an actual restroom!

### **What is different about your product/service vs. your competitors?**

Our service is second to none, and we offer fencing and barricades to more areas of the country than any of our competitors.

### **How many years have you exhibited at the IFEA's Expo?**

National Event Services has exhibited at the IFEA Expo for many years and is happy to be a part of this year's expo.

### **What do you hope to get out of exhibiting at this year's Expo?**

As with every show we attend, we are looking to strengthen current relationship and create new business opportunities for years to come.

### **What is the best sales advice you've ever received?**

Don't ever "sell" to anyone. Inspire and help others along the way and the rest will follow.

### **What is your customer service philosophy?**

Treat people the way you want to be treated.

### **CONTACT INFORMATION**

**Scott Barley**  
National Event Services  
15319 Chatsworth St  
Mission Hills, CA 91345, USA  
800-352-5675  
info@rentnational.com  
www.rentnational.com