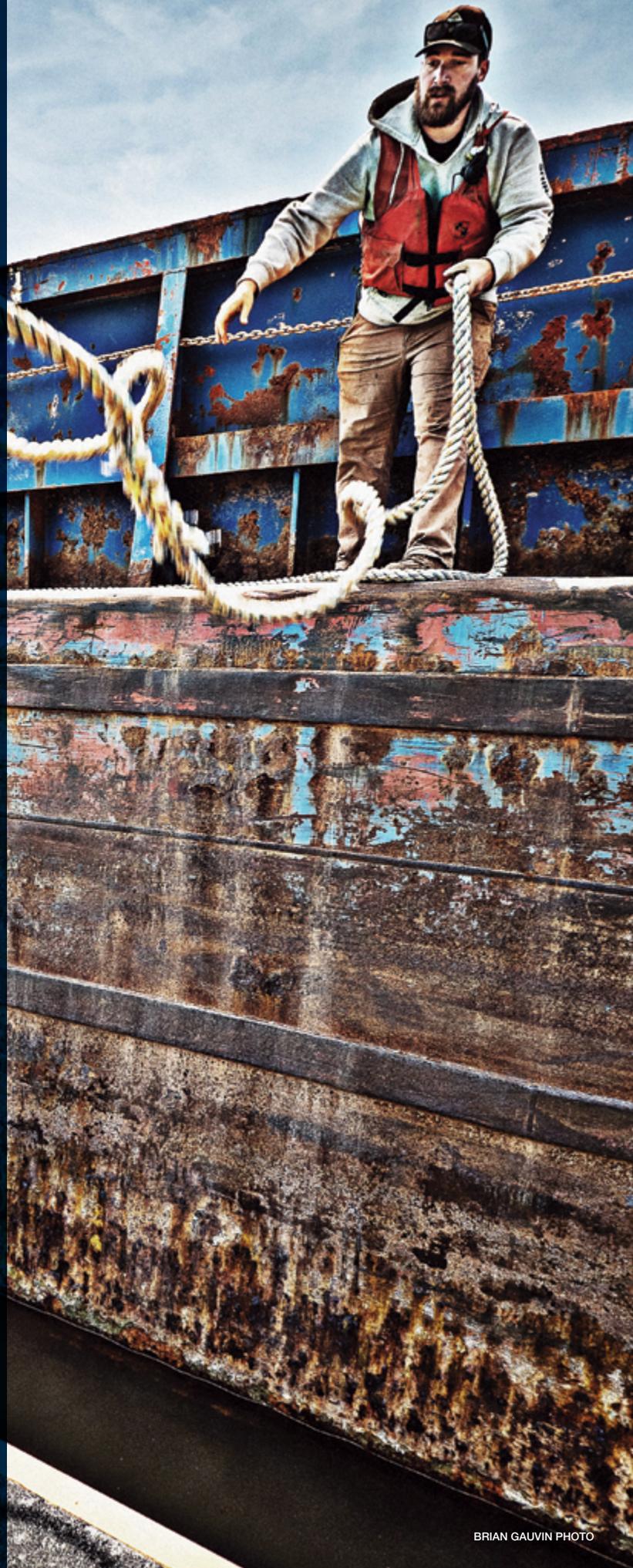




2022 Exhibitor Prospectus

NOVEMBER 30 - DECEMBER 2, 2022
MORIAL CONVENTION CENTER
NEW ORLEANS, LA



**NOVEMBER 30 –
DECEMBER 2, 2022**
MORIAL CONVENTION CENTER
NEW ORLEANS, LA

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INFORMATION >**

“

This is the best opportunity to network with suppliers, service providers, brokers, operators, and other potential partners in the industry. This is one of the few events on our calendar that we plan for every single year.

– Kolibri Forensics

”

Produced by **diversified**
COMMUNICATIONS

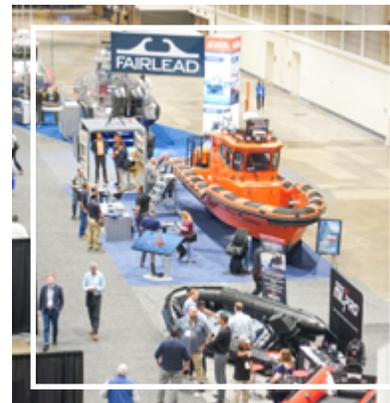
Presented by **WORKBOAT**

About the

INTERNATIONAL WORKBOAT SHOW

Produced by the same team as WorkBoat Magazine and WorkBoat.com, The International WorkBoat Show is a trade-only conference and expo for commercial vessel owners, operators and builders as well as the vendors and suppliers that serve them. Industries in attendance include:

-  Commercial vessel owners and operators
-  Shipyards
-  Boat builders
-  Engineers
-  Marine architects
-  Equipment manufacturers
-  Distributors
-  Port authorities
-  Port engineers
-  Marine surveyors
-  Military | buyers
-  Government officials
-  Oil exploration and production



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**TOP
INDUSTRIES
OF 2021
ATTENDEES**



Vessel Owner/Operator

Vessel Building/Repair/
Marine Construction

Marine Service



It's the only show of its kind for this industry. It's the best place to make connections within the industry. The organizers have strong programming and deep connections to the industry.

- U.S. Commercial Service



FACTS & FIGURES

CONNECT WITH THE WORKBOAT INDUSTRY

Geographic Breakdown of Visitors



93% Domestic

19% Louisiana	9% Florida	4% Alabama
13% Texas	5% Washington	4% Wisconsin

9% International

Visitors from 59 different countries visited WorkBoat. Countries with the largest representation are listed below:

26% Canada	9% United Kingdom	5% Brazil
9% Norway	6% Mexico	5% Netherlands

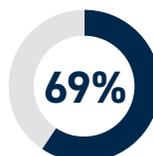
VISITOR PURCHASING POWER



found new products or companies at the show



have a purchasing role in their company



plan to make a purchase as a result of attending

SATISFIED EXHIBITORS



plan to exhibit again next year



said IWBS is very important for promoting their company/brand awareness



met their objectives for exhibiting

TOP REASONS COMMERCIAL MARINERS ATTEND IWBS

- To network amongst the industry
- To see news products/innovations
- To identify new opportunities/markets

TOP 10 PRODUCTS VISITORS WANT TO SEE

- Boatbuilding/Repair
- Boatbuilding Materials
- Electrical Systems & Components
- Electronics - Navigation
- Services
- Above Deck - Equipment/Hardware/Systems
- Below Deck - Equipment/Hardware/Systems
- Electronics - Communications
- Propulsion/Steering systems
- Safety/Survival

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“
Everybody
important
to the industry
was there.

- Tri Tool Inc.

“
This is a wonderful
opportunity for many
of the fields of our
industry to be in one
place discussing
common issues and
events. I have found
this a great place for
discussions some
casual that have
helped solve issues
in other fields of the
maritime industry than
that person's actual
expertise.

- Pascagoula Bar Pilots

SAMPLE ORGANIZATIONS

AEP River Operations
AET Offshore Services, Inc.
Alan C. McClure Associates, Inc.
Alaska Marine Highway System
Allied Shipyard, Inc
American Commercial Barge Line
Aries Marine Corporation
Army Watercraft System / NAVSEA
Astivik Shipyard
Atlantic Whale Watch
Avondale Industries
B & R Towing, Inc.
Bay Engineering Inc
Bayonne Dry Dock & Repair Corp.
Bayou Fleet, Inc.
Bisso Towboat Co., Inc.
Blessey Marine Services, Inc.
Bollinger Shipyard, LLC
Broward County Fire Rescue
Canadian Coast Guard
Canal Barge Company Inc.
Candy Fleet LLC
Capital One Bank
Captains Fishing/Newburyport Whalewatch
City of Boston
CLASS NK
Conrad Shipyard LLC
Crescent Towing Company
Dakota Creek Industries
Department of Homeland Security
Donjon Shipbuilding & Repair
E.N.Bisso & Son, Inc.
Edison Chouest Offshore
ExxonMobil
FDNY Marine Operations
FLORIDA MARINE, LLC
FMT Shipyard & Repair
Foss Maritime
General Dynamics NASSCO
Gibbs&Cox Inc.
Golden Gate Ferry
Great Lakes Towing Co. and Shipyard
Guice Offshore, LLC
Gulf Marine Contractors
Halimar Shipyard, LLC
Halliburton
Harvey Gulf International LLC
Hornbeck Offshore Services
Hornblower Cruises & Events
Houston Pilots
Huntington Ingalls Newport News
Ingram Barge Company
J.P. Morgan Chase, N.A.
Jackson Offshore Operators
Keystone Shipping Co.
Kirby Inland Marine
Laborde Marine Management L.L.C.
Lloyd's Register
Lyon Shipyard Inc
Marquette Transportation, LLC
McAllister Towing
Metal Shark
Misty Bay Design Works
Moran Towing Corp.
NSWC Carderock Combatant Craft Div.
NY Circle Line
Pelican Marine Design, LLC
Philly Shipyard Inc
Port of Seattle
Poseidon Dredge & Marine, Inc
Reinauer Transportation
Sandy Hook Pilots
Savannah Pilots Association
Seabulk Towing, Inc.
Seacor Marine Inc.
Shell Exploration & Production Co.
Smith Marine Towing
Stevens Towing Co
Stolt Tankers USA
Subsea Global Solutions
T&T Salvage LLC
Textron Systems
Tidewater Inc.
U. S. Coast Guard
U.S. Maritime Administration
University of Alaska Ketchikan
University of Rhode Island
Vane Brothers Marine Safety
Viking Cruises
VT Halter Maine
Weeks Marine. Inc.

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For information about exhibiting at The International WorkBoat Show and to learn how you can participate in our advertising and sponsorship opportunities, please contact:

The WorkBoat Sales Team



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Mike Cohen
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Kim Burnham
Account Executive
207-842-5540
kburnham@divcom.com

Your booth space comes with:

- Back drape (8' high) and side drape (3'high) & rail drape
- Booth identification sign (7" x 44")
- Comprehensive listing on the Eventwebsite and in the Mobile App
- 5 Exhibitor badges per 100 sq. ft. of boothspace

Exhibitors are responsible for the purchase of additional furnishings.

Calculate your 2022 booth pricing:

Requested booth configuration _____ sq ft x _____ sq ft

Total sq ft _____ x \$38.50/sq ft = Total \$ _____

Total corners _____ x \$150/ea _____ = Total \$ _____

Requested corners will be granted in Diversified's sole discretion

Online Directory Fee for each Exhibitor = Total \$ 225 Total

Co-exhibitors _____ x \$300/ea = Total \$ _____

Grand Total Exhibitor Rate \$ _____

Looking to estimate your total cost for the show including furnishings, electrical, material handling and more? Check out our Preliminary Budget Guide to see last year's pricing.

[>> View the 2022 Preliminary Budget Guide](#)

Marketing your presence at the Show is a crucial element of a successful exhibit. Our expert sales team can help you identify the perfect opportunity that drives results.

[>> Click here for Marketing & Sponsorship Opportunities](#)

Brand exposure package - \$1,500

Exclusive opportunity for exhibitors

- 3 months of advertising on WorkBoatShow.com (September through WorkBoat Show 2022, size: 300x250)
- Exhibitor spotlight post - custom message up to 1,000 characters posted on WorkBoatShow.com and promoted to attendees (post can include image and/or video)