



2024 CSTA CONFERENCE AND NETWORKING MEETING

Thursday 20 June 2024
Victoria Park Plaza Hotel, London

Evening Networking Reception: Wednesday 19 June 2024
Conference Sessions: Thursday 20 June 2024

Event Sponsors and Exhibitors



Bringing Container
Self-Storage
Operators, Traders,
Converters and
Innovators Together



Meeting agenda

Wednesday 19 June 2024

18:00 - 20:00 Evening Welcome and Networking
Reception for All Participants

Welcome Reception Sponsor
Beequip and CNTNR Partners



Thursday 20 June 2024

8:30 - 09:30 Arrival and Registration
Welcome Refreshments

Refreshment Breaks
Sponsor
Approved Business Finance



9:30 - 10:45 **Session 1**
Industry Developments, Challenges and Opportunities

Session Moderator: Sarah Manning, Managing Director, Secure Stores Nationwide

Trader Containers: What is happening? What can we expect?

- Container manufacturing in 2024 – what is happening in the global market?
- Pricing/supply – what is the prognosis for the coming year

Tim Britton Chief Executive Officer, Spinnaker Equipment

Panel Discussion

Container Financing Options for Traders and Self-Storage Operators

The session will include presentation from two finance providers, followed by a panel discussion with comments and questions from participants

Clark van Oeveren Container Finance, Beequip

Rory Dunn Founder and Managing Director, Approved Business Finance

An overview of insurance for containerised self storage operators, including

- Recommended types of cover
- Business Interruption
- Common misunderstandings
- Claim examples

Adam Kellaway Technical Director, Basil Fry & Company

11:00 - 11:45

Refreshment and Networking Break

Session 2: Innovation and Marketing Design And Secure Your Self-Storage Site Virtually

Tom Williams, *Willbox*
Ant Hebblethwaite, *DSOC*

Plus Panel Discussion and Participants Q&A

Third-party Container Site Management

- Options and ways for self storage operators to remotely manage their facilities
- A view from “across the pond”: considering the American industry where third party storage management is more established

Anna Roberts **MRICS** *Founder and CEO, Explorage.com*

Pre-Insulated, Pre-Lined, Pre-Framed - Built for international freight, Prepared for local conversion

- Innovation in container design

Niall McDermott *Director, Conversion Containers*

13:15 - 14:15

Networking Lunch

14:15 - 16:00

Afternoon Session: Round-Table Discussions

- In the afternoon, the meeting room will be divided into round-tables – each hosted by one of our Members
- Participants can join each table, for about 15-20 minutes, to permit further discussion – in a smaller group (of about 10 people per table)
- The host of the table can give further information, answer questions, show their products, etc,
- After 15-20 minutes, participants move to a different table, so they have a chance to join a number of tables during the course of the afternoon

Round Table Topics

The Round Tables will feature the following topics:

- **Self-storage Security**
- **Marketing: What makes a good website?**
- **Site Management Systems**
- **Insurance for Self-Storage**
- **Container Paints – technology developments**
- **Finance Options**
- **Container Conversions**
- **Container Design**

Other topics will be added, subject to requirements.

16:00 - 17:00

Post Conference Networking Reception

The concluding Networking Reception will take place directly after the Conference finishes – a great opportunity for delegates to discuss the Conference sessions and have a final catch up before the end of the Meeting.

Note This Agenda is subject to changes. Updates will be circulated in the coming weeks



Delegate Registration

The Delegate Fees for attending the Conference are as follows:

CSTA Members:	£225.00 (+ VAT) per person
Non-Members:	£325.00 (+ VAT) per person

To register, click on this link: [CSTA REGISTRATION](#)

To benefit from the special rate, CSTA Members should use this Promo Code when registering: **memberdiscount**

Registration for the Event includes:

- Networking Welcome Reception on Wednesday 19 June 2024
- Conference Sessions, Refreshment Breaks, Lunch and Post-Conference Reception on Thursday 20 June 2024

Venue and Hotel Rooms

The Meeting will take place at the **Park Plaza Victoria London Hotel**.

Address: 239 Vauxhall Bridge Road, London SW1V 1EQ

Website: Click [HERE](#) for the Hotel Website