



COMPLETE EVENTS & VENUE  
MERCHANDISING SOLUTIONS



ABOUT ●



FEATURES



EXTRAS



VENUES



PARTNERS



SUCCESS

# ABOUT PDS

Print & Design Solutions is a full-service event-based merchandise company that handles merchandise sales for concerts and special sporting events. From clubs, theaters, arenas, festivals, to stadiums, PDS has managed them all. With our vast infrastructure and resources throughout the country, we have the passion and experience to handle any scale and size event.



*The PDS formula results in increased sales of 15%-30% above the averages of a particular live event, which rolls into higher revenues for venues as well.*



Over a combined 300 years of experience, PDS has built relationships with all the top merchandise companies as well as strong relationships with music artists and their reps. We work directly with them to guarantee a successful event while maximizing revenue. PDS is a pioneer in implementing today's latest technology with POS credit card systems and offering the latest in retail displays where available.

# HISTORY

Our owner Brett Kaufman, son of the legendary music manager, Howard Kaufman (the Eagles, Jimmy Buffett, Aerosmith, Fleetwood Mac, and Def Leppard, just to name just a few) had a unique vision for event-based merchandise having grown up in the music business and working in every aspect of the industry.

For more than 20 years, Brett has specialized in the merchandise side of the industry, overseeing more than 50 venues in 22 states with 1800 shows and annual estimated attendance of 10 million patrons. Combined with his 40 years of experience in artist management, Brett is able to give his clients a unique perspective as a liaison through his industry relationships.



Today, PDS' focus has shifted from printing and production to providing retail merchandise services at live events, representing some of the biggest venues in the US.

The PDS formula results in increased sales of 15%-30% above the averages of a particular live event, which rolls into higher revenues for the venues as well.

We understand the importance of merchandise revenue and we work with our clients directly to make sure that their merchandising exceeds their expectations. With our deep industry relationships and unparalleled professionalism, we help ensure that our clients will return to venues for years to come.

## SOME OF THE ARTISTS WE'VE WORKED WITH

Aerosmith	Elton John
America	Journey
Fionna Apple	Chris Isaak
Black Pink	The Killers
Mary J. Blige	KISS
Bow Wow	Lil Wayne
Michelle Branch	Madonna
Chris Brown	Maná
BTS	Stevie Nicks
Jimmy Buffett	Ozzy
Kenny Chesney	Osbourne
Chicago	Katy Perry
Def Leppard	Poison
Drake	Rammstein
Dua Lipa	The Rolling Stones
Eminem	Harry Styles
Fleetwood Mac	Justin
Jamie Foxx	Timberlake
Jay-Z	Twice
Gorillaz	Tyler, The Creator
Guns N' Roses	Ye (Kanye West)
Billy Joel	ZZ Top



# STAFFING

PDS is ready to provide merchandise solutions for any event. We pave the way to provide physical memories to your fans and guests for a full-spectrum experience of the event. We cover all the essential merchandising services to add to the event experience with full-service staffing, stalls, and management services. Our merchandising solutions are perfect for concerts, tours, multi-day events, sporting events, festivals, and more.



We provide trained staff to manage merch sales on your behalf. Large concerts and sporting events can get wild, so you'll definitely need experienced staff members who know how to handle rush hours and fans clamoring for merchandise.

Plus, our state-of-the-art POS system has built-in inventory management, so the staff is up-to-date. We can even provide professional drivers for merchandising trailers. We handle the details so you don't have to worry them.



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# POS SYSTEM

With credit card sales averaging 70% of all sales in today's event-based sales, we use the latest technology at all points of sales.

Our state-of-the-art system has inventory management built in so our team is always on top of inventory and disbursements to our locations making sure we never miss a sale.

- One POS Register per Vendor
- Fast WiFi Sales
- Inventory Management



## IN-SUITE MERCHANDISE ORDERING

PDS is one of the first merchandise companies in the United States to offer an in-suite merchandise ordering feature on our POS systems. We currently offer this convenient feature through our POS System using a QR Code.

We understand the importance of suite holders to our venues' bottom line and we worked closely with our venues to get their needs met and to help offer the best service possible for suite holders. Thanks to this innovative technology, suite holders will never have to wait in merchandise lines again. They can simply scan the QR code, order from their suites, and have their merchandise hand-delivered to them.



### 2024 STATS

**438**

Shows Settled

**\$53,782,951**

In Managed Merch Sales

**25**

Venues

**1,057,528**

Merch Items Sold





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# MERCHANDISE

Through our years of experience and relationships in the music industry, we have had the great opportunity to design, print, and manage tour merchandise for some of the most iconic artists of our time. We strongly believe in giving our artists the personal attention they deserve, which is why from design to sale, we work extremely close with our artists and their team.

At PDS, we thrive on the challenge of merch design. We are proud to work with some of the most sought-after designers and manufacturers in the country to develop merchandise of incomparable quality for some of the biggest stars and sports teams around. Our professional merchandise design services can help you make a statement with your merch and reach more fans, too.



T-shirts

Tote bags

Hoodies

Necklaces

Jackets

Magnets

Hats

Mugs

Tank tops

Posters

Long-sleeve  
shirts

And  
more...

# PDS SPORTS

PDS has handled all the printing and operated full retail stores and location-based retail operations for some of the world's top sporting teams and events. We understand the need for the "full retail experience" and have built and operated retail stores varying from full retail builds on various beaches for AVP's Pro Beach Volleyball Tour to a full retail stand on Fremont Street in Las Vegas for the Arena Football League's Championship game.

We have more than 20 years of sports experience with organizations such as the Milwaukee Bucks, Minnesota Timberwolves, Milwaukee Admirals (AHL Hockey), Mar-



quette University Basketball, NBDL, Arena Bowl Las Vegas, AVP Volleyball and Milwaukee Mile Race Track (NASCAR).

Some recent events include the 2023 Superbowl and Pro Bowl, the 2022 NCAA Division I Men's Ice Hockey Regional, Albany Empire (arena football) and Albany Firewolves (lacrosse) at MVP Arena, the San Diego Gulls (hockey team) at Pechanga Arena, and the 2021 Concacaf Gold Cup Final and 2021 Pac-12 Football Championship Game at Allegiant Stadium. We have also worked closely with the NFL, NBA, Copa América, NCAA, LBGP, NHL ALL-STARS, US SOCCER, and the ECHL.

With our vast resources, we are able to go into any location and create a great fan experience no matter the restrictions.

## SOME OF THE SPORTS ORGANIZATIONS WE'VE WORKED WITH

Albany Empire  
Albany Firebirds  
Albany Firewolves Arena  
Bowl Las Vegas AVP  
Volleyball CONCACAF  
(FIFA) Copa América  
ECHL  
Frozen Four  
LBGP  
Milwaukee Bucks  
Milwaukee Admirals  
Minnesota Timberwolves  
NASCAR  
NBA  
NCAA  
NFL  
NHL  
San Diego Clippers  
San Diego Gulls  
San Diego Sockers  
San Diego Strike Force  
US Soccer



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# TRAILERS

We understand how difficult it can be to find a practical solution to selling merchandise at sporting events, concerts, festivals, and more. PDS brings the WOW factor you are looking for!

We offer a no-hassle experience to a customized experience for guests to buy beloved merchandise. Just park our merchandise trailer and start making money.

## Merchant Trailers Available for Rent

PDS provides customizable 32-foot and 44-foot trailers, featuring plenty of space to feature your merchandise with 180-230 cubic feet of space. They also come with additional storage space and 120 cubic feet of wall space to highlight the best of the merch.

We also provide delivery and pick-up services to your location with professional and dedicated drivers available for tours.



- 32-foot and 44-foot merchant trailers for rent
- Customized branding option
- 180-230 cubic feet of space
- Additional storage space
- 120 cubic feet of wall space
- TV-DVD Stereo surround sound system
- Custom cabinets and display countertops
- Secure office
- Track lighting
- 3 ceiling fans
- Bluetooth Sound System on the 44-foot trailers



# STORAGE

It is important for event managers to properly store all merchandise to keep it safe before the event. PDS offers a great warehouse for storage in Las Vegas and Los Angeles at an affordable price that can keep every item safe.

We offer great warehouses in Southern California and Nevada to store merchandise and other items before your events. Our spacious Las Vegas facility boasts more than 7000 sq. ft. where all your items can be stored, with multiple loading docks to make it easier to move your merch in and out as needed. Our



warehouse in Inglewood has more than 5000 sq. ft of space and is perfectly located for three major venues.

We know it's vital to keep your merchandise secure. That's why we have cameras and a state-of-the-art security system installed to prevent theft or damage to your merchandise. The entire property has security cameras monitoring the warehouse 24/7. Plus, we have a fire sprinkler system as well to quickly put out any fire, protecting your merch.



**Las Vegas Location**  
7200 W. Post Road #105  
Las Vegas, NV 89113

*Ideally located near the Las Vegas Strip.*

**Los Angeles/  
Inglewood Location**  
234 W. Manchester Blvd  
Inglewood, CA 9030

*Centrally located within 1.2 miles of the Kia Forum, SoFi Stadium, and Intuit Dome.*



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# VENUES

Over the years, PDS's clients have included more than 50 venues in 22 states and generated more than \$1.7 billion in merchandise revenue. We have contracts with many of the premier major event venues, stadiums, and arenas across the country, from California to New York. Some venues past and present include:

## SOUTHERN CALIFORNIA

Kia Forum, Inglewood, CA

Rose Bowl, Pasadena, CA

LA Memorial Coliseum, Los Angeles, CA

Dodger Stadium, Los Angeles, CA

Hollywood Bow, Los Angeles, CA

The Greek Theatre, Los Angeles, CA

Toyota Arena, Ontario, CA

Shrine Auditorium, Los Angeles, CA

SoFi Stadium, Inglewood, CA

LA Sports Arena, Los Angeles, CA

Cal State Dominguez Hills, Carson, CA

Qualcomm Stadium, San Diego, CA

Pechanga Arena, San Diego, CA

Petco Park, San Diego, CA

## NORTHERN CALIFORNIA

Oakland Arena, Oakland, CA

RingCentral Coliseum, Oakland, CA

Shoreline Amphitheater, Mountain-view, CA

Save Mart Center, Fresno, CA

## ARIZONA

Talking Stick Resort Amphitheater, Phoenix, AZ

Desert Diamond Arena (formerly

“

*This is a company that understands how to represent our brand and deliver best in class results.”*

— Dale Adams,  
ASM Global

# VENUES

Gila River Arena), Glendale, AZ  
University of Phoenix, Glendale, AZ

**COLORADO**  
Authority Field, Denver, CO

**FLORIDA**  
Hardrock Stadium (formerly Miami  
Dolphin Stadium/Land Shark  
Stadium), Miama Gardens, FL

**MARYLAND**  
Fed Ex Field, Landover, MD

**MINNESOTA**  
University of Minnesota, St. Paul,  
MN

**MICHIGAN**  
Comerica Stadium, Detroit, MI

**NEVADA**  
Allegiant Stadium, Las Vegas, NV  
The Cosmopolitan, Las Vegas, NV  
Thomas & Mack Center, Las Vegas,  
NV

**UTAH**  
University of Utah Football Stadium,  
Salt Lake City, UT

**WASHINGTON**  
Lumen Field, Seattle, WA

**WISCONSIN**  
Fiserv Forum, Milwaukee, WI

**NEW YORK**  
MVP Arena (formerly Times Union  
Center), Albany, NY

**TEXAS**  
Dickies Arena, Fort Worth, TX  
The Woodlands Pavilion, The Wood-  
lands TX  
Dos Equis Pavilion, Dallas, TX

“

*PDS has exceeded our  
expectations in every  
way possible. They are  
professional, experienced  
and very easy to work  
with in every aspect of  
mechandise sales.”*

— Bob Belber,  
MVP Arena

**50+**  
venues

**22**  
states

**\$1.7 billion+**  
in merchandise  
revenue



# PARTNERS

At PDS, our partnerships are of the utmost importance to us. We have worked alongside wonderful companies over the years. Our growth has been a direct result of the partnerships we've developed over the years. As we expand our business we look forward to working with both new and old companies alike. After all great partnerships are essential to a successful business and a great life.

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# SOCIAL RESPONSIBILITY

PDS is sensitive to equality in the workplace and especially within our company. Currently, our staff is composed of more than 40% minorities and over 25% females working throughout the United States. We work diligently to make sure we are employing women and members of minority communities. PDS will not discriminate against any employee or applicant for employment based on race, color, creed, religion, ancestry, national origin, sexual preference, disability, age, marital status, or status regarding public assistance.

We are also committed to serving the local communities in which we operate. In every city where we operate, we find the local homeless shelter and organize the donation of all excess merchandise. We also love to work with the building's charities whether it be donating financially or donating artist merchandise for auction. We feel a great need to give back to the community and work with our building's team to help make a difference in the local area.



## 31,000+

Merch items donated to charities

## \$300,000

Donated to charity since 2003





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# STATS

2014-Oct. 2024

5,337

Artists Settled

\$346,338,951

In Managed Merch Sales

37

Venues

5,821,028

Merch Items Sold

PDS outperforms the industry average in \$/head across all venue sizes

Capacity Grouping	PDS \$/Head Average	Industry \$/Head Average
5-15K+	\$15.75	\$13.19
10-15K	\$15.01	\$14.49
15K+	\$23.88	\$15.76

Statistics provided by third-party vendor atVenu, Inc. Industry average is based on 2024 shows and combined Gross Merchandise Sales of all artists at show divide by attendance.

# AWARDS & ACCOLADES

From 2022-2024, out of more than 2,000 vendors, PDS received atVenu's 1st place Top Seller spot for venues with 15,000+ capacity and 1st, 2nd & 3rd place Top Seller award for venues with 10,000-15,000 capacity! We've been the #1 Top Seller at the Kia Forum 3 years in a row.



Allegiant Stadium - Las Vegas, NV



Kia Forum - Inglewood, CA



Oakland Arena - Oakland, CA



Dickies Arena - Fort Worth, TX

#1

In \$/Head  
Averages per show  
for all atVenu  
partners from  
2022-24.\*

#2

In average trans-  
action volume per  
atVenu Register for  
all atVenu  
partners\*

#1

In fastest settle-  
ment process,  
ending the night  
efficiently and  
allowing artist and  
crew to wrap\*

\*In relation to similar sized venues in the 12K - 16K Capacity range as the Kia Forum



## CONTACT US

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[1pds.net](http://1pds.net)

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