



Ignite Your Success

**NACE Experience Conference
for Catering and Events**



Let's Talk Tents

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I love tents, and here's why.



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Agenda

What we'll review today

- Why our clients choose tents
- Types of tents
- Safety & essentials
- Rigging and anchoring
- Elevated design components
- Catering prep tents
- Asking for what you need
- Q+A

Our Goals for Today

When it comes to tenting, let's grow your:

1. Fluency
2. Familiarity
3. Confidence



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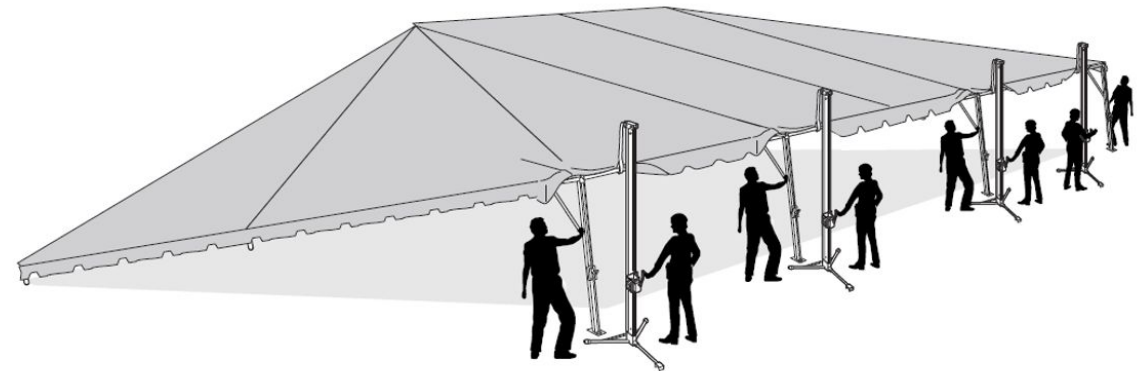


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What we won't deep dive today:

- Structure tents
- Installation details
- Tent pricing



My promise to you

**We're all learning together, so let's
keep growing**

While I know a lot about tenting, I don't know it all.
If you stump me today, I have an amazing team to guide
me, and I would love to team up with you on finding the
answers.

I'm happy to be a resource for you, today and in the
future.

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Why our clients choose tents

- **Site significance**
- **Natural beauty**
- **Fresh air**
- **Weather coverage**
- **Venue availability**
- **Size flexibility/overflow**

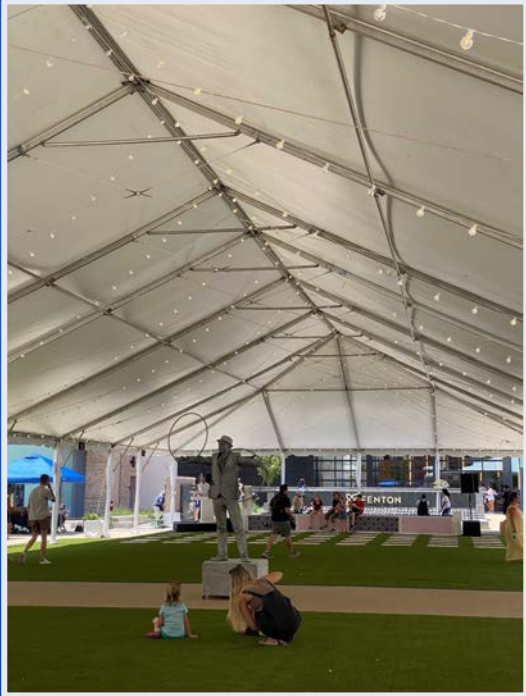


Why we as vendors should lean into tented events

- Demand remains high
- Boundless growth potential in busy markets
- Expertise goes a long way



Let's get into it: Types of Tents



- **Frame Tents**
 - White Top or Clear Top
 - 9' wide - 50' wide
- **Pole Tents**
 - Basic White
 - Sailcloth
 - Typically ~40'-60' wide
- **Structure Tents**
 - Large scale, higher cost
 - 60'+ wide



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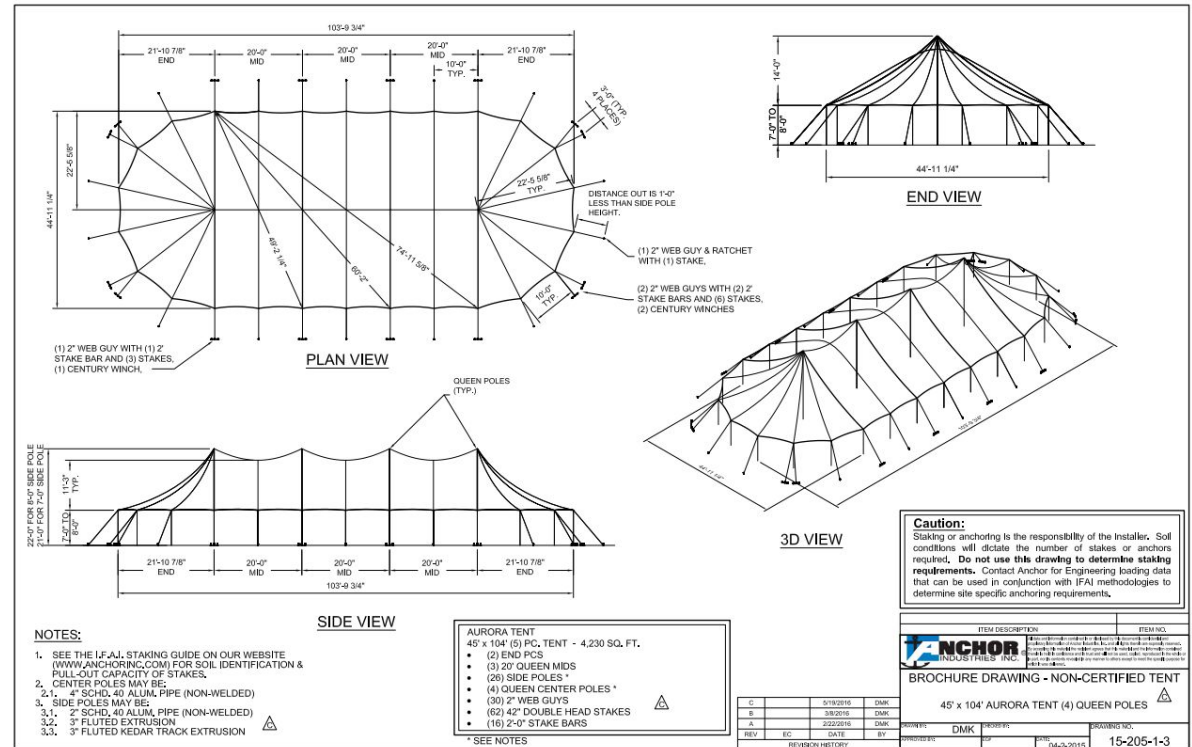
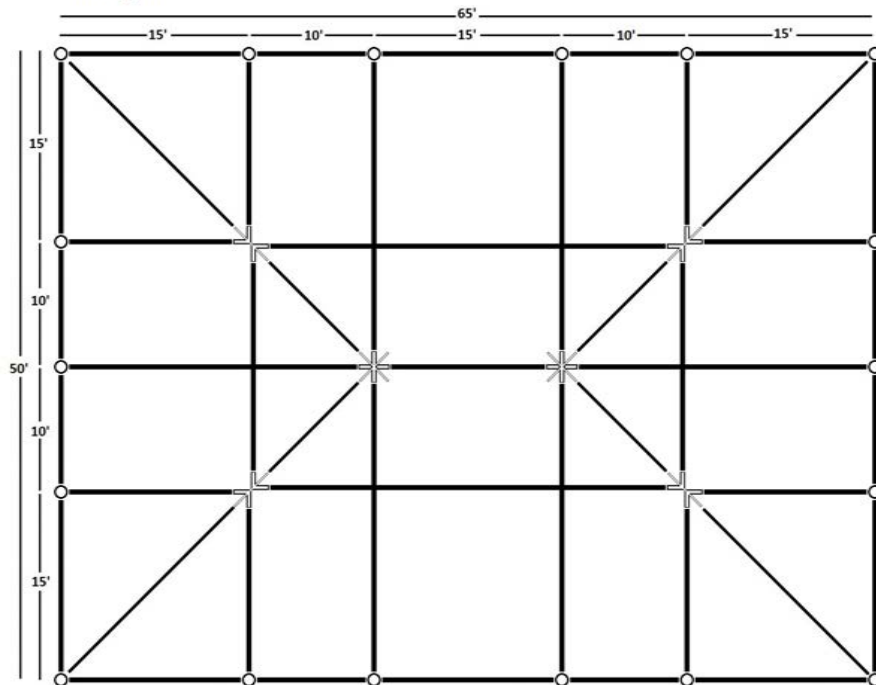
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Frame Tent vs. Pole Tent



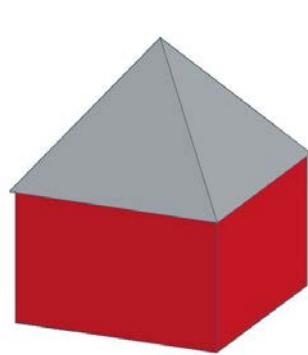
50' x 65' TopTec Future Trac

Total Leg Count: 18



Caution:
 Staking or anchoring is the responsibility of the installer. Soil conditions will dictate the number of stakes or anchors required. Do not use this drawing to determine staking requirements. Contact Anchor for Engineering loading data that can be used in conjunction with IFAJ methodologies to determine site specific anchoring requirements.

Tent Type Terminology



Hip End



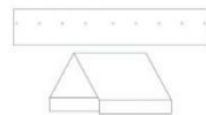
Gable End

Valance Options

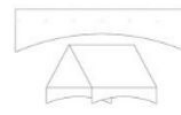
Scalloped Valance



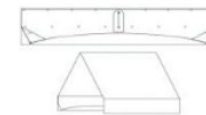
Straight Valance



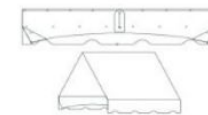
Catenary Valance



Double Valance
Straight/Catenary



Double Valance
Scalloped/Catenary

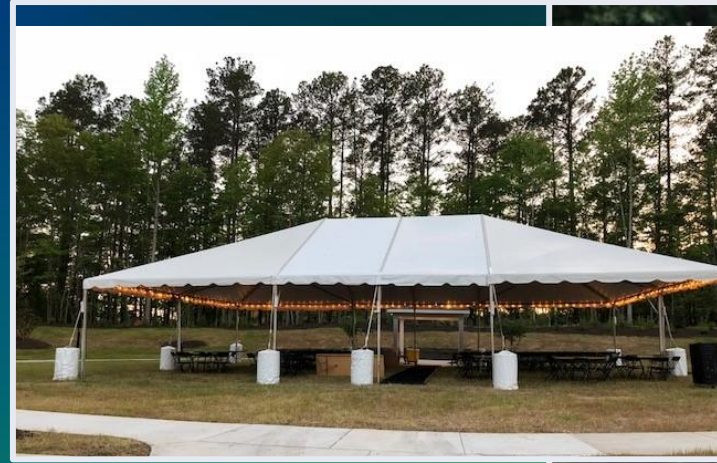




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Anchoring

- **In-Ground Anchors**
 - Stakes – 811
 - Permanent Anchors
- **Above-Ground Anchors**
 - Ballasts / Blocks
 - Barrels - not recommended



Choosing the Right Tent

- Anchoring restrictions
- Spatial needs
- Aesthetics
- Seasonality
- Safety



Safety

Not the most exciting part, but the most important

- *When tenting is done poorly, it is fundamentally dangerous*
- Insufficient anchoring
 - Plan for soil type & weather
- Temporary power + metal + water
- Wind:
 - *Above ~35 mph, it's not *that* the wind is blowing, it's *what* the wind is blowing*
- Floods, lightning, snow
- Have an evacuation and extreme weather plan



Permits & Inspections

- Fire code is written on the state and local level
- Make sure you file in the right jurisdiction
- Communicate early and thoroughly
- Layer in time between inspection and the event start time to resolve any issues
- Make sure fire safety essentials are on your tent order
- Be on the same team as the fire marshal, with safety as the #1 focus



Guest Comfort



- Sidewalls
 - White
 - Window
 - Solid
 - Standard/Keder
- Heat
 - Think portable HVAC
 - No patio heaters!



- Air Conditioning
 - A significant investment
 - Takes time to be effective
- Fans
 - More cost-effective
 - Pulls lots of power
- Gutters

Lighting

- String + Bistro Lights
- Chandeliers
- Pendants + Lanterns
- LED or Conventional PARs
- Fluorescents
- Production Lighting
 - Truss, rigging, moving lights

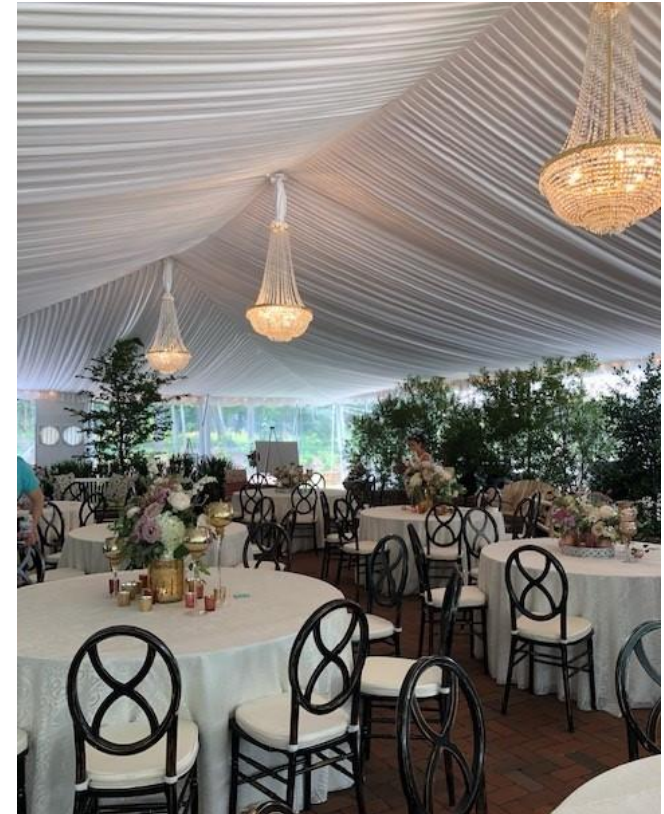


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Bistro Lights



Chandeliers & Pendants



Drapery & Decor

Your tent is a blank canvas - get creative!

- Pole drapes
- Valances
- Upper rafter draping
- Tent liners
- Tent trances
- Custom decor installations

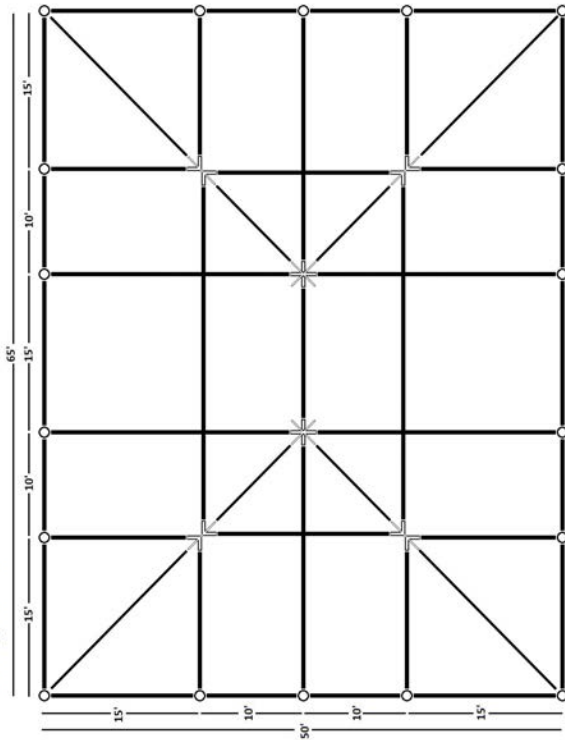


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Tent Liners

50' x 65' TopTec Future Trac

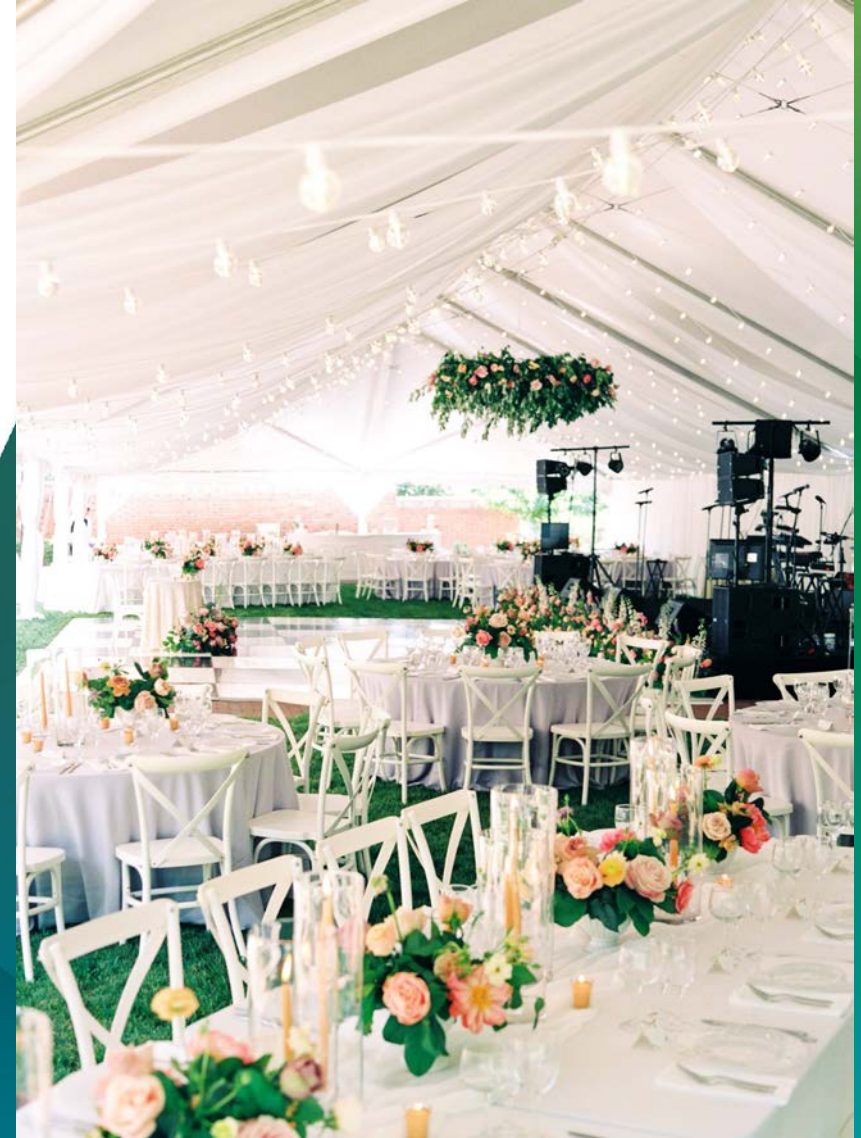
Total Leg Count: 18



Upper Rafter Draping



Full Custom Draping



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Martini Pole Drapes



Floral & Greenery Collaboration



Band Backdrops



Tentrances



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Ceremonies & Tent Legs

Don't forget to think about tent legs behind focal points



Catering Prep Tents

Building your off-site kitchen

- Space
- Walls - for privacy or weather
- Functional lighting
- Heat/fans
- Tables - prep & plating
- Convection ovens
- Hot boxes
- Fryers, grills, etc.
- Fire extinguishers
- Bussing/stewarding station
- Room for tabletop rental racks
- Proximity to main tent

Tips:

- Build your kitchen in AllSeated/Merri
- Review spatial needs with your client
- Get a quote from your rental provider
- Ask yourself: “What does this plan look like in inclement weather?”





In Summary, Some Advice:

- **No matter what your role is in a tented event, ask for what you need well in advance**
- **Have the hard conversations up front on both budget & weather**
- **Embrace the day and the joyful unpredictability of a tented event**



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Q+A

- **Let's keep learning together**
- **Stay in touch**



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Thank you!

A quick story



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