

Our best greetings to you all,

This will be our last Newsletter for 2015 and we hope you all had as fun a year as we did.

We recently got back from The Glamping Show that was held at Warwickshire in the UK. We really had a fun time and met up with some amazing visitors as well as other exhibitors. This was the first time that The Glamping Show was held and we were proud to be participants by setting up a Kingfisher Tent, which we could have, set up on the ground if we so chose to do so.

It was the first time that we have designed a tent that could actually be setup on the ground instead of a wooden platform but because of the typical UK rainy weather, we decided to set the tent up on a wooden platform (it turned out that except for one day, we actually had wonderful weather). The show was relatively small but we were very busy, in fact so busy that we actually ran out of business cards on the last day of the show. We hope to be back for next year's show with an even better, bigger and more exciting tent exhibit and will update you later next year on dates etc. in the hope that we see more new customer as well as some of our existing customers in the region.

One interesting question that did arise out of the show, which we will again get into more detail here, is how well do the tents do in cold, damp and wet weather?

“Winterizing” a tent is not all that much of a big deal but one must also cater to those days (even if they are few) when the weather is nice, sunny and warm and one would like to open things up and enjoy the weather without feeling cooped up.

Firstly one will need to think about insulation of which we have three options:

- 1) Basic insulation: This is a single layer canvas that has a block-out reflective weave in the canvas panel. The end result is a heavier canvas that is more rigid than the normal canvas. This canvas also prevents silhouetting on the outside of the tent against the canvas at night when interior lights are on. This option does allow for zip-up roll-up openings (though wood frame openings are also an option). This insulation is applied to the canvas walls and roof.
- 2) Full insulation: This option comprises of two layers of canvas with a more efficient insulation solution sandwiched between the two layers. Because this insulation option is so much thicker it is not possible to do stitching for zip-up roll-up openings and as a result will require that wood frame windows and doors be installed. This insulation is applied to the canvas walls and roof.
- 3) Insulation cap: This option is used in conjunction with either of the two options above for the tent walls but then we also install a military spec insulation cap that fits into the roof of the tent between the canvas roof and the inner ceiling liner. This would be the most efficient method of insulating the tents.

Openings – windows and doors:

No matter whether one use's zip type of hard frame doors and windows, there are some considerations to consider in an insulated tent in the climatic conditions mentioned above which for that matter may also apply to tents located in hot

tropical high rainfall areas when tents are air conditioned and often insulated as well.

#### Windows

The discussion on windows is more about the zip type windows as the only requirement consideration for wood frame windows will be whether to use single pane, double or triple glazed glass as your solution. For the zip type windows it is best that the windows be centered in the canvas walls to at least 1m off the ground, as this will create a cozy warmer feel but still with a lot of good visibility out. It is also beneficial to position the windows this way because on the days when there is nice weather and it is raining with the windows open that there is very little splash-back that can occur with windows which go down low to the ground. When using heating in a tent with zip-up windows, the only option for keeping the heat in (adversely the heat out) is by using our clear PVC window overlays that are attached over the window on the inside with Velcro.

#### Doors

With zip-up doors it is best to allow the opening to come as low to the ground as possible for obvious reasons.

#### Mud Flance:

This is the PVC strip that is at the very bottom of the canvas wall and is there for two purposes.

- 1) To secure the tent walls to the wooden platform/base
- 2) To prevent ground moisture from being in constant contact with the canvas – in other words it acts as a moisture barrier.

In the weather conditions we are discussing it is best that height of this moisture barrier be increased over the normal standard height.

#### Heating – Stove Jacks:

There are numerous ways of heating a tent be it HVAC (mini split units), free standing gas/electric heaters, water radiators or wood burning stoves.

As with any flame-generated heat, one must always ensure that there is some fresh airflow to keep CO2 levels at normal and also install a CO2 alarm as a precaution. In installing wood burning stoves one obviously needs to install a chimney pipe through the tent for the smoke. We do offer an option to install a stove jack (heat resistant hole for the chimney pipe to pass through the fabric) for this purpose but it is best to pass the chimney pipe through the wall of the tent as opposed to through the roof because the roof has multiple layers of fabric. It is however possible to put a chimney pipe through the roof. It would be best advised if one were using any flame generated heat, to also get all the fabrics treated with flame retardant which is an additional option that we offer.

In November we went to Madivaru Island in the Maldives where we installed all new fabrics to all 21 tents on the island. The tents had done remarkably well in the salty environment particularly in that they had never been maintained well at all. The stainless steel frames had held out exceptionally well and needed no new components at all.

We had an incredibly nice fun crew to work with and got a lot done in the short time we were there and we were quite comfortable leaving the crew to finish off the rest of the tents. We completed 4 tents whilst there and they should have them all done in about two weeks. We also worked on a custom design for the owner for a conference tent that he plans to place in the center of the island.

They still have a huge amount of work in restoring all the wooden decks, which were also not maintained and in pretty bad shape.

The resort is scheduled to reopen in February or March 2016 under new management.

Kasbah Tamadot, Richard Branson's resort in the Atlas Mountains in Morocco, is also adding one new tent suite to the nine existing tents. This tent will be arriving at the end of December and one of our specialists will be going in early January to setup the tent. All the tents at Kasbah Tamadot have wood pole frames and are exquisitely furnished with antiques and each have private splash pools.

The factory is about to close for 4 weeks for the Christmas Holidays and we have tents in production that will be going out early next year to customers in Malaysia, Ivory Coast, France and China – we will update you on these projects once they get to the setup stage.

We have completed a small new and improved design feature to our tent frame corner extensions, this minor change helps with improving airflow through the roof, makes tensioning the fly's easier and lastly, raises the corner making it safer to walk under without bumping one's head.

When deciding on the purchase of a tent or more we know it is a big investment but in the words of John Ruskin "The bitterness of poor quality remains long after the sweetness of low price is forgotten. The common law of business balance prohibits paying a little and getting a lot because it cannot be done. If you deal with the lowest bidder, it is well to add something for the risk you run. And if you do that, you will have enough to pay for something better"

In closing this last Newsletter for the year, we commit ourselves to the very best in customer service, supplying the most unique tent designs and the very best in quality found anywhere in the world. Not only does Exclusive Tents International talk the talk, we walk the walk: The owner of Exclusive Tents International is the only owner in the entire international industry to live permanently in the tent products that we provide.

To you all celebrating Christmas, we wish you a very merry one and all the best of the season's greetings. We also wish you all a very happy, safe and fulfilling New Year.