

Our best greetings to you all,

With the world being such a beautiful place, and the belief that everyone should be able to experience these locations in the way which they feel most comfortable. Exclusive Tents was born... Filled with the desire to bring even those who would never be caught dead "roughing it", to some of earths most exotic and untouched destinations. Along with our clients, we have crafted some of the most unique: resorts, lodges, and guest houses ever to be seen. Masters of creating the perfect synergy between your living space and the environment, while still making sure that you have all the comforts you can't live without. Bringing you out of your element, yet making you feel right at home. An experience that everyone from all walks of life can appreciate. That is glamping.



At first when people asked us “what do you do for a living” the answer was simply “we craft and sell the most awesome tents.” But as the years went on we started noticing that our tents were becoming more than just tents to our customers, they were becoming their futures, their ideas, their business, their livelihood, their passion, and their dreams too. It was crazy! We all sat around a fire one night just talking about our clients and what amazing things they were doing with our tents. It was inspirational to us. We unexpectedly connected with all of our client's on a whole new

level, which was sharing a common dream of doing what we loved. We won't give away our "secret recipe" on how to make the world's best luxury tents, but we will share with you what makes us so special. Other tent companies manufacture, make, or build tents. We craft tents. Crafting is something that goes beyond quality. What we do transcends into every stitch, every cut, every client, and every need. Manufacturers care about how many tents they can make an hour and how much money they can make on every cent they spend. They're always willing to sacrifice quality for quantity. To make damn good tents it takes hard work and dedication. It can't just be a job. It has to be a life's passion. You have to care more about your product and your customer than your bottom line. So let me ask you, who do you want to make your tent, a manufacturer or a craftsman?



There were a lot of things we knew we would be doing when we started this company, but there were also a lot of things we couldn't have guessed in our wildest dreams. Now with over 30+ designs, having worked with clients such as Richard Branson (Owner of Kasbah Tamadot Resort), and being a part of one of the world's only true floating lodges (4 Rivers Eco Lodge), we have discovered that raising the bar in what is possible is a specialty of ours. Get away from the familiar, try new things, and explore the world your way.



We are very grateful to have had a busy year so far and it seems that the rest of the year keep us just as busy.

We are currently working on projects in Mexico, Malaysia, Maldives, Israel, Vanuatu, USA, China, Australia & Thailand.

In December we installed new fabrics to 21 tents for a client in the Maldives who owned the island but the tent resort was operated by a well-known hotel group. These tents were all exposed to salt air and were never maintained at all so we were most impressed that they lasted for more than a decade, all the frames were of stainless steel so they were in good condition. We also had the same situation with a resort in Thailand where no maintenance was carried out and we are presently manufacturing the new fabrics for this project – the longevity in both instances was the same. With the maintenance we prescribe, these tents could have lasted many more years than they did.

Another exciting project, [Zaina Lodge](#) in Ghana, which recently become operational after a long planning and funding phase. The project was first initiated first in 2006 and after this long arduous journey it has become a gem destination in the country and is located in the Mole National Park. Zaina offers unparalleled service and luxury and is a wildlife destination.

Andy Murphy and John Mason worked tirelessly and doggedly to make this destination an exemplary example of luxury tent lodging for Ghana. We at ET wish them congratulations and every success in the future. They can also be contacted via their [Facebook](#) page.



Moving onto another topic we have mentioned in an earlier Newsletter, we have a client in the USA (Nevada) who ordered tents and has not been able to get permits to set them up and is looking for someone who is interested in purchasing them all. The client is not interested in selling them off individually. The tents have been well stored in a rodent free environment. There are a total of 16 tents, the biggest one being the Futsu at 365 sqm / 3928 sq ft. Both the Futsu and Stanley tents are **wood pole frame tents** so one of our specialists would be required to come and assist with the setup.

Kingfisher x 10 tents

Bateleur x 5 tents

Mambrrr x 1 tent

Stanley x 1 tent

Futsu x 1 tent

Please contact us for more information at mail@exclusivetents.com



Tents and wood poles in storage in Nevada



We are also pleased to let you all know that we once again will be exhibiting at [The Glamping Show](#) in the UK. The dates are the 22nd – 24th of September 2016 and the show will be located at Stoneleigh Park near Warwickshire. We will be exhibiting a fully furnished [Bububu Tent](#). Please try to come and visit us at the show if you happen to find yourselves anywhere close to the venue (last year we had a client visit us who came all the way from the Ivory Coast in West Africa). We will be exhibiting outdoors and will be located at pitch OSA78. Please also feel free to make an appointment to meet with us by contacting us [here](#).

This [Bububu tent](#) is for sale, and will have a special Glamping Show price. Please contact us [here](#) for inquiries on this [Bububu tent](#). You will be able to take this tent home with you after the show. For updates, please follow us on [Facebook](#) and our [blog](#).



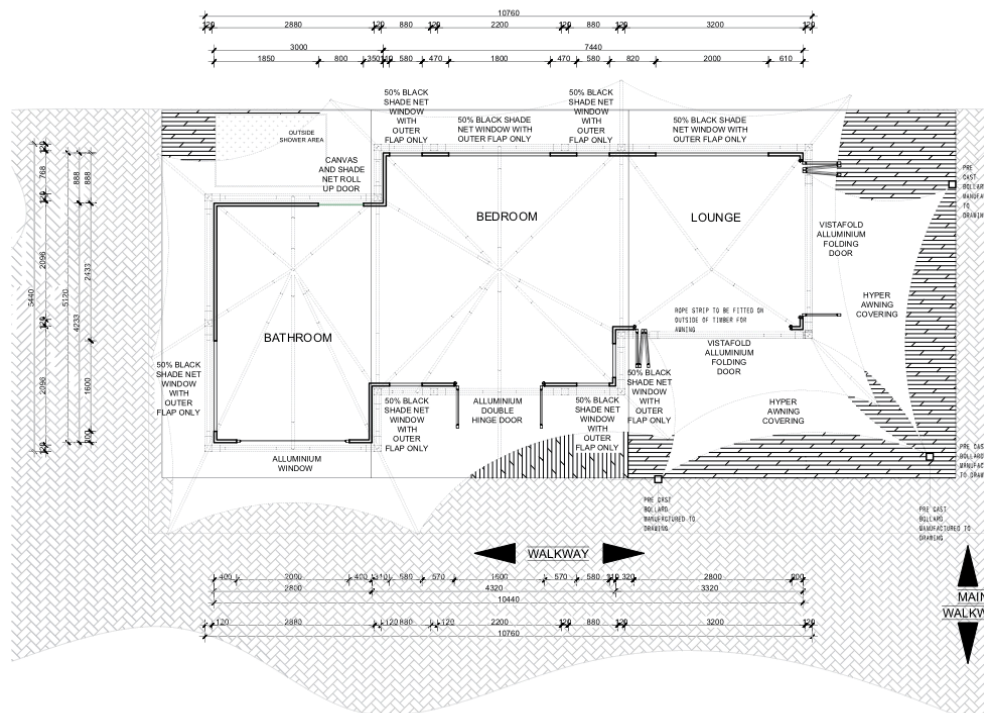
Finally, after a lot of hard work we are very proud to announce that our new website has just launched. It has a whole new look and feel about it and it is now also compatible for mobile devices.

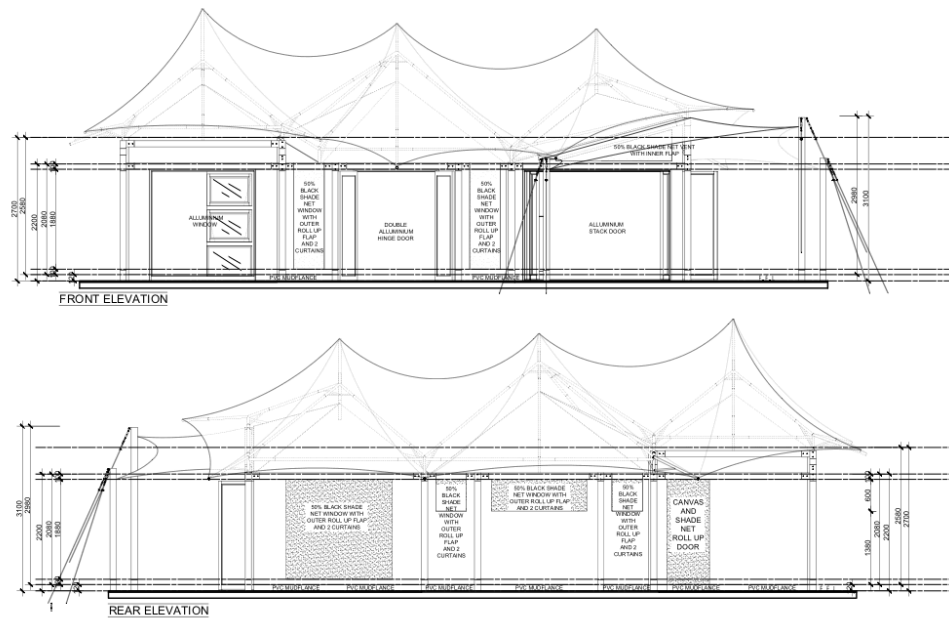
Please do go and check it out at www.exclusivetents.com

Changing direction, some great news regarding manufacturing, all out tent frames are now made in-house and will no longer be contracted out and this now gives us a whole lot more control over the frame manufacturing process.

We are also about to start another in-house process whereby we will now also be able to offer powder coated frames. This will also allow our customers to match the color of canvas to the frame color though there will be a variety of colors to choose from. We expect this new powder coating process to begin somewhere around the 3rd quarter of this year.

Another milestone this year has been the development of a new tent design which includes a high tensile roof which we have not done before in the past. This new tent, named the [Babalala](#) (most of our tents are named after legendary elephants) is a unique design and the roof is most unusual for a moderately small luxury tent. We hope in the future to expand to a few more designs with high tensile roofs.





Wishing you all well until the next newsletter.

The Exclusive Tents Team

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