

Leaky Tents Ruin Events

Improve your business results
with better tents
that deliver better events



Introduction

As an organization in the tent rental business, what are you looking for from your product? To answer this, first you have to think about what your customers want from the tents they rent from you.

Your customers want a tent that will cover them from rain, sleet and wind. They may want one that is heated or cooled (depending on the season and your offerings). Additionally, they want to feel secure when they are under cover. Finally, they don't want to pay too much to rent the tent from you.

To offer this product to your customers, you need a rental product that is: safe, waterproof and high-quality, of course. Additionally, you want a tent that doesn't constantly need repairs — costing you money. If you could improve these three aspects, would you create better events for your tent rental customers? Do you think these customers would choose your rental business again and again? If the answer to either (or both) of these questions is YES, then you owe it to yourself to read about how Keder can revolutionize your rental business and prevent leaky tents from ruining events!



Contents

CHAPTER 1

Problems with Sidewall Hangers and Rope System Pole Tents

CHAPTER 2

Moving to a Keder System

CHAPTER 3

How Long Does it Take to Move to the Keder System?

CHAPTER 4

Care of Your Keder System Tent

CHAPTER 5

Benefits Keder Brings to Your Business

CHAPTER 6

Let Keder Help You Deliver Better Events

CHAPTER 7

What Sets Keder Apart from the Competition

IN CLOSING

Problems with Sidewall Hangers and Rope System Pole Tents

Unless you are brand new to the tent rental business, you have probably already encountered a problem or two with a leaky tent. If you have been around for a long time, you have seen leaks, and other issues again and again. Even if your tent is made of the highest quality poles and your vinyl is brand new, a heavy wind or hard rain can spell disaster. You do not know angry until you have seen a bride who gets soaked while cutting her cake under your supposed “waterproof” tent on her rainy wedding day. Trust me, you do not want to see this—it’s not pretty, and you do not want to be the person that an angry bride blame’s a ruined wedding on!

So, it’s time to stop playing games with your rental tent and get down to business. You need to look at the problems and see what can be done. What problems do you experience on a regular basis?

Some of the biggest problems you may find with sidewall hangers and rope system pole tents are:

- Sidewall flaps that move back and forth, up and down easily in the wind. Even if the rain is blocked, a gust of wind can change everything.
- If you have a tent that is assembled using lace and grommets, those seams are not often weather tight. Not only will this allow wind and rain to leak in, but also if you heat or cool the tent, the energy wasted can be enormous. The smallest gap can cost you big money on utilities.
- When your sidewalls do not hang straight or flap in the wind, you are left with an unprofessional appearance. If you are organizing events like weddings and other fancy occasions, you may not be happy with the current appearance of your tent setup.

Did you realize that by simply moving to Keder you could solve all of these problems? Since Keder does not require rope or clips and it is sewed or welded directly to the tent material, the tent is water tight, and heat and air conditioning is kept inside. Additionally, Keder has a tight, clean look and does not leave your sidewalls flapping in the wind. While you may not be able to prevent all wedding emergencies (those pesky family feuds and missing rings are pretty much out of your hands), you can at least keep the rain from ruining the day and keep guests warm or cool in the comfort of your rental tent.

Moving to a Keder System

There are two different options when it comes to moving from a sidewall clip and rope system to a better solution such as Keder. You can construct new tents or tent structures with a Keder system or you can convert or retrofit nearly any event tent with Keder products. Both processes work much the same way; you simply may have a few more or fewer parts to buy.

What Do you Need to Create or Convert a Tent to a Kedered Tent?

- **Aluminum Rails** – You can use single or double Keder rail on your construction—it all depends on what type of system you are converting. Most commonly, you use a double rail for the sidewalls to connect one sidewall to the next. This is more durable than standard pole construction.
- **Keder** – We offer single flap and double flap Keder. Once again, this is your preference. We like giving you choices. No matter which you choose, either style can be sewn or welded in place and provide a long-lasting product that will last for years.
- **Vinyl** – You need vinyl. You may have vinyl already, and that is fine. However, our staff has worked in the tenting industry for a combined 65+ years. Plus, we have conducted extensive research and testing of many different products. This helped us determine how to find the best products available. We have teamed up with a vinyl supplier in order to give our customers the quality they deserve at an affordable price.



How Do You Determine How Much Keder, Rail and Vinyl is Needed?

The measurement process is actually quite simple. Measure your pipes, sidewall height and how many panels you will have. As the old adage goes, measure twice, cut once—we recommend measuring a couple of times just to make sure you get the numbers just right. Then we can help you determine how much of the Keder, rail, and vinyl you will need.

How Do You Affix the Vinyl to the Keder?

This would seem to be the hard part of the job. While it does take a little time and effort, we assure you that the payoff is well worth it. There are three different ways to affix vinyl to Keder. Your company will have to make a decision on which method to use. In many cases, the decision is made based on which option is most convenient and accessible. All are sufficient for connecting the materials and creating a strong bond that stands the test of time.

- **Sewing** – Using an industrial-strength sewing machine is often the fastest and you may already have this at your disposal. If not, you can often hire someone locally to complete this task for you.
- **Portable Hot Air Welder** – This method is advantageous because it can be used in the field to make repairs easy — however, it is more time consuming than sewing.
- **RF (Radio Frequency) Welder** – This machine may cost more upfront, but for many organizations, it is a good investment and you will earn back your money in the long run. This provides a strong bond and it is FAST.



The measurement process is actually quite simple.

How Long Does it Take to Move to the Keder System?

To determine how long the process will take to move to a Keder system, you will need to consider several different things. First, the size of your tent makes a big impact, of course. The method you choose to affix the vinyl to Keder will have an impact on the timing too. Finally, the experience of the people making the conversion will come into play. Remember, we are here to help answer questions. If you are adding Keder onto an existing sidewall and aluminum rails onto the frame, one person may be able to do the job alone. Do not hesitate to reach out to Keder Solutions — it's important to have guidance as to how long you should expect the project to take and once we know more about your tent, equipment and the experience of your crew it will be easier to give you an estimate.

Care of Your Keder System Tent

Caring for a Keder system tent is quite simple, and much easier than dealing with the aftermath of an event ruined due to a big leak—trust us on this! Consider this three-step process:

- **Avoid Tears** – To avoid tears, all you need to do is check for sharp edges on your aluminum and make sure the rails and truss remain burr free. If you do this, avoiding tears will be no problem at all—Keder is durable.
- **Inspect Regularly** – There is no specific inspection process. Just check the Keder on the sidewalls and tops to make sure it is still attached. As long as it is, there is no special care required.
- **Store Dry** – Like any tent in your inventory, store your Keder tent dry. This will help you avoid mold. No one likes a moldy tent.

If you take care to follow these three steps, your Keder tent should have a long life. Generally, you will only need to replace the Keder on your tent if it becomes damaged. However, it is possible that the Keder can become worn if the tent is installed and dismantled numerous times—especially if there are burrs on the rails. Just inspect, and reach out to us if you have questions or concerns.

Benefits Keder Brings to Your Business

We have covered a few of these benefits above in passing, but why should you go to the trouble of switching to Keder? What benefits can making the switch bring your business? Here are a few things you should consider—and why you may want to make the change.

- **Improved Customer Experience** – We are back to the root of the matter—“leaky tents ruin events.” Do not let another leaky tent cause anger, tears or heartache. Additionally, Keder tents look better and are easier to maintain a comfortable interior temperature.
- **Increased Reliability** – Kedered tents keep the rain, sleet and wind on the outside so everyone inside the tent is comfortable. You can use them in nearly any weather with no worry or stress. In addition, your sidewalls will last much longer than if you did not choose Keder—one reason for this is that your flaps are not constantly flopping against concrete or other rough materials. This, in turn saves you money.
- **Higher Quality** – With a higher quality tent, you stand out from the competition. Growing your business is easy when you have a product that customers want to rent.

Do not let
another leaky
tent cause
anger, tears
or heartache



Let Keder Help You Deliver Better Events

In the introduction, we noted that the three ways that you can deliver better events is by providing a tent that is safe, waterproof and high quality. We have shown time and again how Keder can do just this.

- **Safety** – Kedered structures such as clearspan tents, are rated for larger wind loads than a common rope and pole tent (non-kedered tents). You will find that the tent is less likely to collapse due to heavy winds. This can be a lifesaver—seriously.
- **Waterproof** – Kedered tents are more watertight compared to rope and pole tents, which are commonly built with ropes and grommets. The rope and grommet areas allow for water to penetrate the tent and therefore water drips on the guests' heads. Additionally, the sidewalls on rope and pole tents commonly are attached via a rope and a clip and the sidewall is not secured at all on the bottom. On windy or rainy days, the sidewall can blow back and fourth and allow the wind and rain into the tent.
- **High quality vinyl** – Having a high quality vinyl that does not have to be replaced will extend the life of the tent tops and therefore rental companies do not have to be concerned about replacing inventory. Rental companies can also be at ease and not worry about their guests complaining about water leaking though the tent top.

One bad event... one single wedding where the bride ruins her dress because your tent leaks can wreak havoc on your business. Not only that, but you are ruining this poor bride's big day! No one wants to be responsible for this!



Deliver better events is by providing a tent that is safe, waterproof and high quality.

What Sets Keder Apart from the Competition

There are other tent enhancement products available, but what makes Keder special? The reasons are numerous and we are sure once you have seen Keder in action, you will agree. However, consider the following:

- Keder provides you with an entire tenting system—not just a method of “lining” your vinyl. This helps you stand apart from the crowd and it saves you time and money.
- Specifically, Keder Solution’s Keder is designed to be easy to use. We color code our cord to make manufacturing a breeze. The color of cord tells you the size!
- Again, specific to Keder Solutions, we sell Keder in 200-yard rolls instead of 110-yard rolls. This reduces waste since you are less likely to be left with small pieces that are too small to be used for welding or sewing onto the top or sidewall of your tent. Is 200 yards too much? We are happy to offer shorter rolls when necessary.
- We also manufacture our own product. This is not something made overseas that we resell. Since we manufacture the product ourselves, there is a reduction in the waiting period for shipping. 99% of orders leave our facility the same day.
- Since we manufacture Keder ourselves, we can customize it to your specific needs or wants. Generally, we only stock black, white and silver fabric. However, if you want a colored Keder, it is something we can do, just let us know.
- Our customer service is unbeatable. We stand behind our product and our service. If you have a question or a problem, don’t hesitate to reach out to us. We are always here for you.

Conclusion

Now that you have seen what a big impact Keder can have on your tent rental business, and how it can help prevent leaky outdoor tents from ruining events, maybe you would like to learn more. Great! Check out our blog for more on troubleshooting and answering questions about Keder. If you have any questions, feel free to reach out! We just want to hear from you. We want to show you exactly how big of a difference Keder Solutions can make for your event business. Small or large, we are happy to help!

