



# TENT EXPO

DEMONSTRATIONS  
and hands-on training

INDUSTRY EXPERTS  
and peer-to-peer networking

EXHIBITS AND TENT DISPLAYS

Jan. 18-20, 2022

Daytona Beach, FL USA

ONE DAYTONA | [IFAI.com/TentExpo](http://IFAI.com/TentExpo)



## Save \$100

*on a full registration by Friday, Dec.17*

[IFAI.com/TentExpo](http://IFAI.com/TentExpo)

*Make Plans to Attend*

# TENT EXPO 2022

Improve your tent rental business while meeting in person Jan. 18-20, 2022! Get hands-on training, see product demonstrations from industry experts and enjoy numerous fun networking opportunities designed to get you connected with experts who can help drive your tent business forward. Tent Expo exhibits feature end products, equipment, components, full-size tents and demos.

**If you are in the tent rental business, make sure you are at Tent Expo 2022!**

Organized by



REGISTER  
**TODAY**

[IFAI.com/TentExpo](http://IFAI.com/TentExpo)

A SPECIAL THANK YOU  
TO OUR SPONSORS

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# The Wait Is Over! Join Us In Person In 2022

Tuesday, Jan. 18

8:30 am–5 pm

## Registration Open

Tent provided by TopTec Event Tents

Noon–5:30 pm

## Golf Tournament

(separate fee required)

LPGA Golf Club

Sponsored by Keder Solutions

Tee up to extra-long par 4s and par 5s surrounded by enchanting flora and wildlife. Face exciting hazards, twists, and bends. Explore the new championship course that challenges your entire game while rewarding the diligent player.

## NOT A GOLFER?

An additional add-on event will be added soon, so keep your eye out!

Wednesday, Jan. 19

7:30 am–6 pm

## Registration Open

Tent provided by TopTec Event Tents

9–9:30 am

## Tent Rental Division (TRD) Annual Business Meeting

Come hear what TRD has been up to this past year and what is on the horizon for the next year.

9:30–10 am

## The NEW! Non-Engineered Tool and Its Usage

Alex Renaud, Fiesta Tents; Michael Tharpe, Rainier Industries

TRD has been working with Clemson University to develop a new online tool that will calculate the resistance to pullout for non-certified tents. And we are ready to show you why it was created and how it works!

10:05–11:05 am

## Customer Relations

Customers can always be difficult, but add a pandemic with labor shortages, price increases and shipping delays and you have yourself even more “hard” conversations to have with them. Come hear from industry professionals on how they handle difficult situations or failures they can’t control.

11:10–11:55 am

## Diversifying—Thinking Outside the Box with Additional Rental Services/Equipment

Steven Eisenstein, Classic Tents & Events; Josh Kohn, Soho Events and Rentals

Come hear from a few successful tent rental companies that have expanded their businesses to help their bottom line and find more clients!

Noon–1:30 pm

## Keynote and Wodetzki Award Lunch

Grab a bite to eat, enjoy a great keynote speaker and celebrate a new Wodetzki Award winner!

## Tent Expo Exhibitors

Current as of Sep. 9, 2021

### Tent Displays

Anchor Industries  
Aztec Tents  
B & R Innovations  
Charnecke Tents/CCC Washers  
Economy Tent International  
Eureka! Tents  
Fiesta Tents  
Fred’s Tents & Canopies  
Granite Industries  
Liri Tents  
Losberger DeBoer  
Palmer Snyder/PS Furniture  
Rainier Industries Ltd.  
Rental Innovationz  
Teeco Solutions  
Tenthioist.com  
TopTec Event Tents

### Exhibit Booths

Aggreko  
Alert Management Systems  
Anchor Industries  
Choice Party Linens  
DAF Products  
Economy Tent International  
Fiesta Tents  
Fred’s Tents & Canopies  
Goodshuffle Pro  
Herculite  
Keder Solutions  
Mainline Carpets  
MATRA  
Olympic Tent  
Party Track Rental Software  
Seaman Corp.  
Serge Ferrari  
Teeco Solutions  
TopTec Event Tents

# Schedule Continued

**1:40–5 pm**

## **TRD Boot Camp | Training for the Tent Professional, Structure and Pole Tent Install**

Steve Belliveau, Anchor Industries; Joe Langehaug, Losberger DeBoer; Michael Tharpe, Rainier Industries

Hands-On: Learn the tips, techniques and tools for safe installation of these popular tent styles.

**1:40–2:40 pm**

## **The “Ballasting Act”—Ballasting and Alternative Anchoring; the Inside Story**

Nick Deninno, B&R Innovations; Mike Holland, Chattanooga Tent Co.

Topics will not only include types of anchoring but an in depth look at transportation and handling, budgeting, sourcing, customer education, repeat location install methods and the \$60,000 question; How much do I need?

**2:45–3:40 pm**

## **How to Hire Staff and Retain Employees**

A professional approach to working in the tent industry –this session will cover recruiting strategies, temp labor, how to make tenting a career and the steps it takes to get there, including technical and management.

**3:45–4:15 pm**

## **Ask the Code Consultant**

Come to this session ready to ask Paul Armstrong, the TRD Code Consultant, all of your pressing code questions!

**4–6 pm**

## **Exhibits/Tent Displays Open**

**6–8 pm**

## **Opening Reception**

Offsite. Sponsored by Teeco Solutions.

Kick-off Tent Expo 2022 in the Rolex Lounge at the Daytona International Speedway by reconnecting with old friends and meeting new ones!

**Thursday, Jan. 20**

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**9 am–5 pm**

## **Registration Open**

Tent provided by TopTec Event Tents

**9:30–10:30 am**

## **Breakfast with Vendors/ Exhibits Open**

**10:30 am–12:30 pm**

## **Tour of the Tents**

**12:30–1:30 pm**

## **Lunch on Your Own**

**1:30–2:30 pm**

## **Innovation and the Future: Thoughts on the Industry, Safety Practices and Tools**

How do new industry trends start? What do we need to make our work easier? What is up and coming in the tent market? Come talk about the future of the Tent Rental Industry.

**2:30–3:30 pm**

## **NEW Product/Equipment Demos**

**3:30–5:30 pm**

## **Exhibits/Tent Displays Open**

Come and “pre-game” before the Party on the Pad during our Exhibit Crawl—drinks provided!

**6:30–10 pm**

## **Party on the Pad**

Join your colleagues for a celebration! Enjoy music and entertainment in Victory Circle at ONE DAYTONA.

Agenda subject to change. Visit [IFAI.com/TentExpo](http://IFAI.com/TentExpo) for the latest information.

# Registration Rates

Visit [IFAI.com/TentExpo](http://IFAI.com/TentExpo) to register today! Register before Dec. 17, 2021 to save \$100 on full registration.

		Member BEFORE DEC. 17	Member STANDARD	Nonmember BEFORE DEC. 17	Nonmember STANDARD
One-Day	FULL REGISTRATION*	\$415	\$515	\$615	\$715
	WEDNESDAY**	\$265	\$315	\$365	\$415
	THURSDAY***	\$265	\$315	\$365	\$415
Ala Carte	OPENING RECEPTION	\$95	\$95	\$95	\$95
	LUNCHEON	\$65	\$65	\$65	\$65
	PARTY ON THE PAD	\$125	\$125	\$125	\$125
	EXHIBITS	\$100	\$100	\$100	\$100
	GOLF (separate fee required)	\$120	\$120	\$120	\$120
Additional Offsite Activity - TBD (separate fee required) Please check the website or registration portal for more information					

**Not a member? Join today! Visit [IFAI.com/Membership](http://IFAI.com/Membership)**

- \* Full Registration includes all education, exhibits and social functions associated with Tent Expo, January 18-20, 2022. Additional fee for Tuesday golf and other add-on activity.
- \* Through **GROUP REGISTRATION** buy two full registrations at regular price and get any additional full registrations at 20% off!
- \*\* Wednesday-Only includes education, exhibits and social functions on Wednesday, January 19, 2022.
- \*\*\* Thursday-Only includes education, exhibits and social functions on Thursday, January 20, 2022.

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**TODAY**

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## Book Your Room Online Today!

Visit [IFAI.com/TentExpo](http://IFAI.com/TentExpo) and click the button to reserve your room at either The Daytona, Autograph Collection OR Fairfield Inn & Suites Daytona Beach Speedway, both walkable to the tent parking lot.

The Daytona - \$209++/night  
Fairfield Inn & Suites - \$149++/night