

STAYING LOCAL, STAYING LOYAL

Aztec Tents' New State-of-the-Art Facility Brings Customer Service to New Heights

Summer 2007



(continued below)

"The entire system is going to be more efficient," said Kouzmanoff. "We'll be able to produce our products right in-line with the demand for them, and the turnaround times are going to be a lot shorter."

The new location will also provide an opportunity for Aztec to add to its winning team. Early projections estimate that Aztec may increase its workforce by up to 30 percent. Although this is a significant change for Aztec, the company will continue to rely on the same business practices that have made it successful for over 41 years: Innovative, quality products and great customer service.

This fall, Aztec Tents is moving into a new facility. But don't worry, we're just heading down the street, only feet from where we've been since 1966. The company is proud to announce the move to our new headquarters and manufacturing center. The new facility at 2665 Columbia Street in Torrance, CA will be twice the size as our previous location, and will allow us to better serve Aztec customers. Although the company is growing up and getting bigger, customers should expect the same attention to quality and customer service that has made Aztec a leader in the tent industry for decades.

"We are all extremely excited about the new location and the opportunities that it presents," said Alex Kouzmanoff, National Sales Manager of Aztec Tents. "We're staying local, but this new building will give us a production capacity without a ceiling. The sky is the limit."

From the new headquarters, Aztec will be able to serve customers better, with greater flexibility and shorter lead times. The added space will also allow Aztec's stellar customer service force to more effectively operate the equipment that makes our products, ultimately building better and quicker tents.

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AZTEC TENTS
DESIGN & PRODUCTION

A Family Tradition

One on one with Jose Zuniga, Jr.; Purchasing Manager

Jose Zuniga, Jr. takes pride in his work at Aztec Tents. Born and raised in Wilmington, California, Jose started working summers at Aztec when he was 16 years old. For three summers, he worked under his father Jose Zuniga, Sr., who then served as the company's warehouse manager. While working with his father, Jose learned a great deal about the founding principles that have made Aztec Tents a leader in the international tent industry since 1966; good people and good products can go a long way.

Today, Zuniga, Jr. is Aztec's Purchasing Manager, coordinating all inbound and outbound logistics. He oversees the buying department and is responsible for managing all company inventory. At 28, he has 12 years of experience that have allowed him to be an integral part of the success at Aztec Tents.

"It makes me feel great when customers come to our offices and they tell us how great the product is; it makes my day," said Zuniga, Jr. "Working here for so long, I really care about the company. I want our products to be the best."

Jose is a big soccer (fútbol) fan when he's not at work, and he thinks that many of the qualities that make a good soccer team also make a good company.

"You have to work together," he said. "Teamwork is just as important in business as it is in sports. At Aztec, everyone works well together and everyone is proud of the products we make."



Product Spotlight Series 1500

The Series 1500 is a lightweight tension pole tent with a shape and style similar to larger tension tents without the added weight and extra reinforcing required in an engineered tension style tent. The Series 1500 comes complete with all aluminum centerpoles and sidepoles. The fabric tops are constructed of a heavy duty 16oz Vinyl Fabric. All tops come with tie down and jumper ropes and ratchets can be added to any system to simplify the anchoring method. The canopies are stylish backyard canopies with a distinctive peaked roof and optional color band.

Customers can now use Aztec parts to interchange with the parts of other leading tent companies, creating options and adding availability. The Aztec Series 1500 has been designed to interlace with the Eureka! Elite™ tent system. For years, Aztec has been among the industry leaders for full-scale, modern tension tents. Now, Aztec has also developed a new line of tension tents for smaller to mid-size events; the Series 1500.

Common Accessories:

Sidewalls, ratchet tie-downs, replacement poles

Elite® is a registered trademark of Eureka Tents/A Johnson Outdoors Company.

A Picture's Worth a Thousand Words

On a beautiful summer day, Partytime Rental installed this ATC Canopy for the annual Lake Association meeting near Gull Lake, Minnesota. Set on a cliff in the land of ten thousand lakes, the meeting was held at the residence of one of the association's members.

The biggest challenge for the crew was operating in between the trees and against the wind coming off the lake. Over 40 members attended the event, which has spawned over ten similar meetings at the same residence. And as the sun began to set over the lake, guests continued to dance and have fun, already looking forward to the meeting next year.

Partytime Rental – based in Brainard, MN – has been in business for three years, focusing about sixty percent of its business towards bridal parties, as well as resorts and other meetings.



To feature one of your recent premier events
showcasing an Aztec tent,
please submit photos with event credits
to our marketing department at
sales@aztectents.com.

If your photo is selected we may use it in upcoming
advertisements and newsletters.

Color Tent Warranty

Innovative New Fabric Backed with 5-Year Guarantee



Fading color in vinyl is an age old problem that has troubled those in the tent rental industry for years. Colored tents often look worn and faded after just a few months in a sun. Now, Aztec Tents has a solution. Aztec has recently introduced a new line of colored tent vinyl warranted for five years. The new vinyl has been engineered to stand up to repeated UV exposure well beyond current vinyl's ability.

Although the product carries a higher cost for production purposes, Aztec has committed to keeping pricing for this exclusive vinyl at a price point very similar to the more commonly made vinyl's available in rental tents.

The new line of tents is just another example of Aztec's commitment to offering high-quality products at competitive prices.

For more information on Aztec's color tent warranty, please contact your local Aztec Tent sales representative.