

Commercial Proposal for Supply

Mobile Tent Structures & Safari Tents for Events & Hospitality

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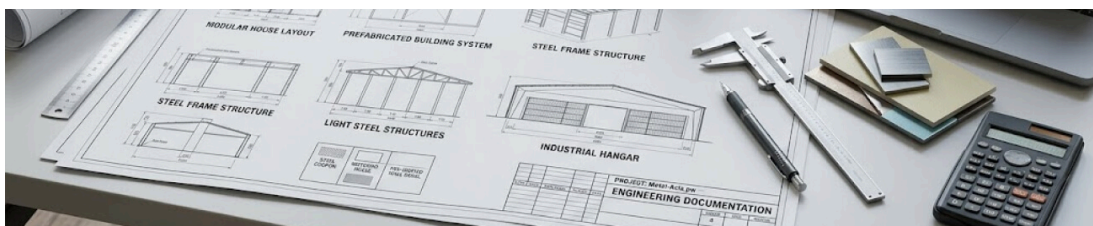
B2B / B2C | GLOBAL PROCUREMENT

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Mobile Tent Structures & Safari Tents for Events & Hospitality

Executive Summary

Mobile and tensioned fabric structures serve a high-growth global market spanning corporate events, wedding venues, festival hospitality, eco-glamping resorts, and seasonal retail. Aluminium or steel frames paired with PVC fabric (630–900 g/m²) enable assembly within hours, while safari tents built on glued-laminated timber frames with breathable canvas/PVC double skins deliver year-round accommodation comfort. Metal-Asia.pw provides **Global Procurement** of engineered tent systems with **Supply Chain Compliance**, independent fabric and frame verification, and installation supervision for clients across Europe, North America, the Middle East, and Southeast Asia.



Mobile tent structures and safari tents for events and eco-resorts

Client Pain Points in Direct China Procurement

- **Fabric Quality Degradation.** Low-grade PVC at 300–400 g/m² fades under UV within one season, becomes brittle below –10°C, and leaks under hydrostatic pressure. Without laboratory verification of mass per unit area, tensile strength (EN ISO 1421), and UV resistance (ISO 4892), buyers face replacement costs after 12–18 months instead of the advertised 10-year lifespan.
- **Frame Substitution.** Suppliers frequently replace specified 40 x 40 x 1.8 mm aluminium with thinner 30 x 30 x 1.2 mm profiles. The resulting frame deflects under snow or wind load, jeopardising safety at public events where local authorities demand EN 13782 or TUV compliance.
- **Fire-Safety Non-Compliance.** Fabric lacking flame-retardant treatment to EN 13501-1 (class B-s1,d0) or NFPA 701 cannot be used at public gatherings in the EU, UK, or North America. Direct suppliers rarely provide valid test reports, exposing operators to licence revocation and liability.
- **Incomplete Ancillary Kits.** Missing anchor sets, guy ropes, tension straps, and repair patches extend assembly time and compromise stability. Buyers must source

compatible hardware locally at premium prices.

- **Customs & Certification Gaps.** Tents fall under HS 6306.12 or 9406.90 depending on permanence and frame material. Incorrect classification, absent CE/UKCA marking, or missing fire-test reports trigger port inspection and penalty duties.

Our Professional Solution: Supply Chain Compliance & Direct Access

Metal-Asia.pw eliminates procurement risk through independent verification and transparent logistics:

- **Factory Technical Audit** covering ISO 9001, fabric-lab accreditation, and frame-extrusion die accuracy.
- **Independent Fabric & Frame Verification:** mass-per-area testing, tensile strength to EN ISO 1421, UV-ageing to ISO 4892, aluminium-alloy spectrometry, wall-thickness gauging.
- Fire-classification certification (EN 13501-1, NFPA 701) obtained from third-party Notified Bodies before shipment.
- **Trade Compliance Brokerage** — correct HS classification, duty-drawback, origin-certificate management.
- **Installation Supervision** by event-structure specialists at any global venue.
- Milestone payment (30/40/30) linked to Factory Acceptance Testing and packing-list verification.

Complete Product Range

Table 1. Event Tents & Pavilions (Aluminium / Steel Frame)

Model	Dimensions, m	Area, m ²	Frame	Fabric	Wind Rating	FOB Price, USD
ET-01 "Classic"	3 x 3	9	Aluminium 40 x 40 x 1.8 mm	PVC 630 g/m ² , M2	15 m/s	450 – 550
ET-02 "Standard"	3 x 4.5	13.5	Aluminium 40 x 40 x 1.8 mm	PVC 630 g/m ² , M2	15 m/s	580 – 720
ET-03 "Comfort"	6 x 3	18	Aluminium 40 x 40 x 1.8 mm	PVC 750 g/m ² , M2	18 m/s	780 – 950

ET-04 "Premium"	6 x 4	24	Aluminium 40 x 40 x 1.8 mm	PVC 900 g/m ² , M1	20 m/s	1,100 – 1,350
ET-05 "Large Hall"	8 x 4	32	Galvanised steel 40 x 40 x 2.0 mm	PVC 900 g/m ² , M1	20 m/s	1,450 – 1,750
ET-06 "Concert Tent"	10 x 10	100	Galvanised steel 50 x 50 x 2.5 mm	PVC 900 g/m ² , M1 + clear panels	25 m/s	4,800 – 5,800
ET-07 "Exhibition Tent"	15 x 20	300	Galvanised steel 60 x 60 x 3.0 mm + truss	PVC 900 g/m ² , M1 + side walls	25 m/s	14,000 – 17,000

Table 2. Safari Tents & Glamping Lodges

Model	Area, m ²	Frame	Fabric	Platform	Wind Rating	FOB Price, USD
ST-01 "Compact"	15	Glulam 90 x 90 mm	Double: canvas + PVC 550 g/m ²	Timber 2.5 x 3 m	18 m/s	2,800 – 3,500
ST-02 "Family"	25	Glulam 120 x 120 mm	Double: canvas + PVC 630 g/m ²	Timber 3 x 4 m	20 m/s	4,500 – 5,500
ST-03 "Luxury"	40	Glulam 140 x 140 mm + LSF nodes	Double: canvas + PVC 750 g/m ²	Timber 4 x 6 m	20 m/s	7,200 – 8,800
ST-04 "Villa"	60	Glulam 160 x 160 mm + LSF	Double: canvas + PVC 900 g/m ²	Timber 5 x 8 m	20 m/s	11,000 – 13,500

Table 3. Accessories & Optional Components

Component	Description	Price, USD
PVC side walls	Full / half height, zippered, windowed	120 – 220 / m ²
Clear PVC window panels	UV-stabilised panoramic inserts	80 – 140 / m ²
Floor covering	PVC floor 500 g/m ² or timber deck	35 – 75 / m ²
Heating (optional)	Infrared radiant heaters 2 kW	180 – 280 / unit
LED lighting kit	Festoon, floodlights, emergency	250 – 600 / set
Anchor & tension kit	For soil and asphalt installation	120 – 350

Transport storage bag	For frame and fabric protection	85 – 150
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Technical Specifications

- **Aluminium frame:** Structural box sections in alloy 6063-T6 per EN 755, 40 x 40 x 1.8 mm; joining extrusions 15 x 30 x 2.0 mm.
- **Steel frame:** Hot-dip galvanised box 40 x 40 x 2.0 mm and 50 x 50 x 2.5 mm; welded joints ground and primed.
- **PVC fabric:** Mass 630–900 g/m², UV-stabilised to ISO 4892, cold-flex rated to –30°C, hydrostatic head >3000 mm, fire class B-s1,d0 / M2 per EN 13501-1.
- **Safari double skin:** Inner — breathable cotton canvas 280 g/m²; outer — protective PVC 550–900 g/m², mildew-resistant, rot-proof.
- **Wind resistance:** Verified for stability in winds 15–25 m/s depending on model, with proper anchoring and guy-rope tensioning per EN 13782.
- **Service life:** PVC fabric 8–12 years; aluminium frame 20+ years; galvanised steel frame 15+ years; timber safari frame 15+ years with preservative treatment.

HS Codes, Customs & Trade Compliance

Product	HS Code	Typical Duty	VAT/GST	Key Document
Tents, awnings, canopies (PVC)	6306.12.00	0–5%	20% / state VAT	CE/GPSD, fire test EN 13501-1
Aluminium frame profiles	7604.10.90	0–5%	20% / state VAT	Origin certificate, EN 755
Prefabricated tent structures	9406.90.10	0–3%	20% / state VAT	CE/UKCA (CPR), DoP
Timber platforms / frames	4407.99 / 9406	0–5%	20% / state VAT	FSC/PEFC, phytosanitary
LED lighting fixtures	9405.40.10	0–5%	20% / state VAT	CE/LVD/EMC, EN 60598

Metal-Asia.pw vs Direct China Sourcing

Evaluation Criterion	Direct China Supplier	Procurement via Metal-Asia.pw
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Fabric Laboratory Testing	Absent	Mass, tensile, UV ageing, cold-flex per EN ISO 1421
Frame Verification	Substitution risk	Alloy spectrometry , wall-thickness gauging
Fire Classification	Unverified claims	EN 13501-1 / NFPA 701 third-party test reports
Kit Completeness	Partial	Full kit: anchors, guy ropes, tensioners, repair patch, bag
Customs Brokerage	Buyer-managed	End-to-end brokerage
Installation Supervision	Not available	Event-structure supervisors on site
Tender & Framework Support	None	FIDIC / IFC / World Bank compliant

Integrated Services Portfolio

- [Factory Technical Audit](#) — ISO 9001, fabric-lab accreditation, extrusion QC.
- [Global Procurement Services](#) — contract-to-commissioning management.
- [Trade Compliance & Logistics](#) — customs, freight, origin.
- [B2B Supplier Due Diligence](#) — credit, litigation, reputation.
- [Engineered Procurement](#) — specification optimisation for climate and budget.
- [Materials Testing and Coating Verification](#).
- [MEP Engineering](#) — HVAC, plumbing, electrical design.
- [Installation Supervision](#) — assembly management, commissioning.

Frequently Asked Questions (FAQ)

1. What is the lead time for a batch of 10 event tents?

Production: 15–25 days. Ocean freight to Europe/North America: 18–25 days. Where we hold regional stock, delivery can be as short as 3 days.

2. Is a permit required to erect a tent?

Temporary structures (under 3 months) generally do not require building permits but may need event-licence approval and fire-marshall sign-off. We provide fire-test reports and stability calculations to support licensing.

3. Can tents be used in winter conditions?

Yes. PVC 900 g/m² withstands snow loads up to 50 kg/m² and temperatures to –30°C. For permanent winter use, we recommend steel-frame models (50 x 50 x 2.5 mm) with reinforced anchoring.

4. How is fire safety addressed?

All fabrics are supplied with EN 13501-1 class B-s1,d0 or NFPA 701 test reports. For public events, we recommend on-site fire-extinguisher provision and clearly marked emergency exits.

5. Can logos be printed on the fabric?

Yes. We coordinate silk-screen or digital UV printing during production. Minimum order for custom branding is one unit with a surcharge for screen preparation.

6. What warranty is provided?

PVC fabric: 3–5 years depending on grade. Aluminium frame: 5 years. Galvanised steel frame: 3 years. Post-warranty support includes spare-fabric supply and hardware compatibility advice.

7. Do you support public-sector tenders?

Yes. We prepare full tender documentation under FIDIC, IFC, and World Bank procurement guidelines, including performance bonds, advance-payment guarantees, and milestone schedules.

8. Can fabric samples be evaluated before ordering?

Yes. We ship complimentary swatches of 630, 750, and 900 g/m² PVC in standard colours for tactile, colour, and fire-classification evaluation. Sample delivery: 7–14 days.

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Order mobile tents and event structures with worldwide delivery and on-site support