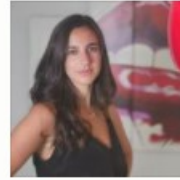


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## One Year Later: Business is booming for tent, pavilion company Azenco International

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Few could have predicted that a global pandemic would lead to soaring demand for pavilions and pergolas, but Miami-based Azenco International was ready to answer the call when it did.

Leslie Chapus, VP of sales at Azenco, said the company saw sales increase 300% in 2020, in large part thanks to the demand for outdoor coverings to expand outdoor seating at hotels and restaurants. While commercial projects only made up about 20% of Azenco's orders before the pandemic, they now account for half of its pavilion and tenting orders.

Previously, she said, the majority of Azenco's sales were for residential projects such as single-family homes.

Demand for restaurants increased so dramatically that partner SYZYGY Global – which installs the outdoor structures – stopped doing residential projects all together, said Jason Herring, CEO of Boynton Beach-based SYZYGY.

“We had to stop doing residential projects because we had to focus so much on hotels and mostly restaurants,” he said. “We’ve been installing at restaurants left, right and center.”

Chapus said the company's most recent large-scale installation was at Lincoln Road restaurant Mila. Louvered pergolas, its most popular product in the last year, were installed to cover the seating in the rooftop restaurant's outdoor area. The pergola features overhead blades that can be folded in or out, providing an option for restaurant operators who don't need constant coverings.

Herring said some of the restaurants his company has installed outdoor coverings at don't have indoor seating, so they are eager to expand outside during the Covid-19 pandemic. The owner of the Grill at Hobe Sound Station, for example, told Herring his dining room remains closed, and outdoor dining is able to generate just over \$70,000 a week, Herring said.

"That's revenue that he did not have indoors, and that he might not have otherwise," he said.

The boom in business has led Azenco to expand, Chapus said.

To keep up with demand, the company will be moving into a larger manufacturing facility in Broward County in early June, she said. There, Azenco International hopes to triple its output of tenting and pavilion structures and branch out beyond Florida, where the company currently does the majority of its business.

While Azenco has been able to cut its six-month production time in half over the past year, Chapus said the time it takes to produce these structures is what's currently holding the company back from doing more business. The new facility should ease those concerns.

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