



BIG TOP TOPICS



Newsletter from Big Top Manufacturing

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Dear Big Top Friends,

Leaves are falling as well as the temperature. Even the temperature of our economy is facing financial challenges. ***How can you keep your business successful in this environment? Find a "scratch-your-back" company that understands and meets your needs. Big Top wants to be such a partner that you can depend on when you need effective solutions.***

You may ask, "How do I know Big Top is such a dependable company?" Through 30 years, we have been fortunate to serve loyal clients who put their trust in us by placing repeat orders or kind customers who voluntarily introduced Big Top to their friends searching for solutions.

Sometimes, Mother Nature tested Big Top shelters. Our durable shelters survived. Oftentimes, our clients' various needs sparked our engineering imagination allowing us to create "never-before-used" solutions.

So, this issue introduces our clients' experiences with Big Top Manufacturing as well as news around Big Top. We hope you enjoy reading our newsletter! See you next issue. **Have a Happy and Safe Thanksgiving!** ☺

Sincerely,

Big Top team

In This Issue

- 1. Featured News: Big Top Industrial Shelter System Survived Hurricane Gustav.**
- 2. Interview with Big Top Customers around the World.**
- 3. Big Top in News**
- 4. News around Big Top & Announcements**

1. Featured News: Big Top Industrial Shelter System Survived Hurricane Gustav

After Hurricane Gustav, a 110 mph category 2 storm, passed through Louisiana, one of Big Top's satisfied clients contacted us on September 1, 2008. "Looks like our Big Top shelter survived the hurricane. Apparently, there were several Coast Guard vehicles that were taking refuge from the storm under it." said Mr. John E. Wilson at [Kanorado Corporation](#). Located in Baton Rouge, Louisiana, this [industrial storage shelter](#) manufactured by Big Top Manufacturing survived the severe test of natural forces.



This shelter (68' wide x 160' long x 22' high) was an in-house design to meet our client's needs for storage, economy, and weather protection. By using ISO cargo shipping containers as the supporting foundation, the client could optimize their budget.

Considering the frequent occurrences of severe weather in Louisiana, Bobby Edwards, the account manager of this project, recommended mesh fabric for the front & rear end panels at this industrial storage shelter, which stores concrete aggregate. By applying this unique shelter system with the structural flexibility, Big Top's all weather shelters withstand the harsh conditions.

2. Interview with Big Top Customers around the World: Custom Aerial Photos in Malta

We listen to what our clients want to say about themselves and Big Top shelters they have used. For this issue, Big Top interviewed Mr. Victor Mercieca at [Custom Aerial Photos](#) in Malta.*

Big Top Manufacturing (hereafter Big Top): *How are you, Mr. Mercieca? First of all, we would like to thank you for joining today. Some of our readers may not be fully familiar with your country, Malta. Could you tell us about your country?*

Mr. Mercieca (hereafter Mr. M): *The Maltese islands (3 sister islands) are located right in the heart of the Mediterranean Sea, just 60 nautical miles south from Sicily. With a population of approx. 400,000, which doubles in the summer months with visitors now approaching about million a year. We enjoy very stable warm weather and clear blue seas.*

Big Top: *You are in the airplane photography industry. How did you come to such a niche market?*

Mr. M: *I flew for a Maltese commuter airline in the Sahara desert in 1988, and worldwide corporate jet flying before that. 11 years ago, I decided to start producing aerial imaging services in the Maltese island area & beyond. Thereafter, (We) grew as a niche market timing*

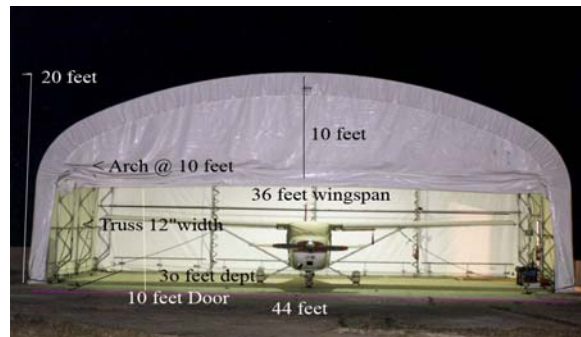
my activity with Matla joining the EU in 2004. (There) were major projects requiring such services which are (now) our main clients.

Big Top: Good to know that. How did you find Big Top? Did you happen to see our telescoping dry dock cover structures in your country? If so, please tell us more about your experience.

Mr. M: I got to know Big Top Shelters from one (of) my clients, the Malta Shipyards. They were doing a project for super yachts facilities. (It was the) [Telescopic Big Top shelter covering a dry dock](#). I produced some aerial images of progress & completion. (I) was impressed by the size** and it happened that I needed [a hangar for my aircraft](#) (shown below).



Mr. Mercieca's aircraft shown against Big Top Hangar at Malta international airport.



Portable Aircraft Hangar specs anchored on a solid concrete base (44' W x 30' L x 20' H)

Big Top: What was the most important need at the time of purchasing your aircraft hangar from Big Top Manufacturing?

Mr. M: I needed the shelter to protect my aircraft from the damp hot elements of (the) wind-blown island and be able to perform all FAA maintenance checks.

Big Top: How did Big Top aircraft hangar serve your need?

Mr. M: (Big Top hangar) helps keeping my insurance premiums down some, (it gives) security and safety. We are better in organizing to execute aerial work with minimum preparation time.

Big Top: What is the most satisfying benefit of Big Top hangars?

Mr. M: The fact that light comes through the fabric (of my hangar) and (it) has demonstrated that it can (withstand) with gusty winds.

Big Top: If you recommend Big Top shelters to others, what would you like to say?

Mr. M: They are portable, and require no permit here, and (it is an) easy DIY (do-it-yourself) project with basic tools.

Big Top: Thank you for your interview today, Mr. Mercieca! Could you make final comments to

us?

Mr. M: *My Big Top shelter at Malta international airport anchored on a solid concrete base has always attracted prospective buyers and lots of interest.*

*The interview questions and answers were exchanged via electronic mail on Oct, 25, 2008. Upon Big Top's request, photos were provided by the interviewee. Some part of the interview above was edited. Editor's notes or explanations were added in the parentheses above.

** Three movable, rail-mounted shelters were interconnected for this big project led by G.W. Pridgeon at Big Top Manufacturing: 112'2" wide x 140' long x 72.6' high; 105'10" wide x 140' long x 69' high; 99'6" wide x 140' long x 65'6" high. The following are the images of Telescopic shelters covering a Malta dry dock.



3. Big Top in News



Shipyard Support Shelters & the First Hybrid Tug: Recent issue of [International Tug & Salvage](#) (Sep/Oct. 2008. p. 42) reported that Foss Maritime Company, one of [Big Top's shipyard support shelter](#) clients, is developing the first hybrid tug in the North America.

This news was released along with Big Top's shelter image on top of the tug being developed. This relocatable shipyard support shelter (52' wide x 40' long x 27' high) makes Foss' on-going shipyard job easier and faster even in the harsh weather. Credit of photo shown in the left goes to Mr. Alan Haig-Brown.

4. News around Big Top & Announcements



Thanksgiving Luncheon at Big Top: On November 26, 2008, Big Top employees enjoyed their pre-Thanksgiving luncheon held at Perry, FL. Started as family business in 1979, Big Top Manufacturing keeps family-style events on holidays. This event was possible by generous support from the Merschman family of Big Top Manufacturing.

Big Top's support on Drug-free Society: Big Top Manufacturing has been a staunch advocate of a drug-free society. Recently, Big Top did it again! Big Top Manufacturing donated for the publication of a parent's and teen's guide to substance abuse. This booklet can be available free of charge to law enforcement agencies nationwide.

Announcements about Home Page Update: Big Top Manufacturing has been and is always *customer-oriented* with great service and site tech assistance. That is the secret of our phenomenal growth. Thank you, Big Top customers. We also care about user experience in our website. And this time, we updated our home page. Please comment how you feel about the home & webpages and what we can improve to serve you better by sending an [email us](#). Why do you visit [our home page](#) today?

Contact the editor

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