



BIG TOP TOPICS



Newsletter from Big Top Manufacturing

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Dear Big Top Friends,

Summer is approaching. Temperatures are rising. People hope the economy is turning like the rising temperature outside. Yes, you need to prepare for the will-be-hot-again future with a *better solution to your needs*. How do you find the solution, especially for fabric buildings?

Based on our 30-year experience serving our clients worldwide, this issue introduces some useful tips for how the customers can buy better fabric buildings without post purchase regret.

In this issue, you are going to meet one of the new Big Top clients around the world. In addition, Big Top's deployable aircraft shelters were shown in the recent news by CBS, one of the major television networks. This issue provides the link to the news video. Last, but not the least, we would like to deliver corporate news around Big Top Manufacturing. Check what happened at Big Top and what Big Top did.

We hope you enjoy reading our newsletter! See you next issue...

Sincerely,

Big Top team

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Customer Testimonial:

"Very Good. Excellent Vendor to work with. They (Big Top Manufacturing) provide excellent follow-up service after the product arrived. Could not ask for a better customer service staff."

Melanie A Benton, Lockheed Martin

1. Featured Article: 5 Tips for Buying Better Fabric Buildings without Regrets

Fabric buildings or tension fabric structures are less known to customers than other types of buildings. Here are some of tips for buying better fabric buildings with less stress:

1. Tell them your issues to be resolved. By articulating the issues bugging you, you can get customized solutions to your headaches. If a company has knowledgeable and experienced professional staff, they surely will guide you to the right, fit-to-your-needs solutions.

This is the first step that you need to take if you do not want to regret about your purchase of fabric buildings. Why do you want to spend your money when they cannot provide you the right solution? Even though it seems obvious, not many customers ask this important question first.

2. Know all the benefits of fabric building system. There are many benefits of fabric buildings. The clear understanding of the benefits will help you to maximize the use of your fabric buildings. And it will help you to customize your fabric buildings at the early stage of fabric building purchase. Check the benefits of Big Top fabric buildings for your information.

- Fabric building structures may not need building permits depending on local regulations.
- Translucent fabric covers of the building as an option let natural sunlight in the building (save money for your energy bill).
- Fabric buildings do not require expensive foundations to be installed and can be anchored on virtually any surface.
- Unlike other buildings, you do not have to pay high property tax for fabric buildings (as temporary buildings) depending on local regulations.
- Square feet of fabric buildings considered as temporary buildings are not counted as the limited permanent building square feet in the military base.

3. Consider future needs and various scenarios. Considering the unexpected future needs associated with your buildings, *fabric buildings are more flexible than conventional and metal buildings.*

- First, fabric buildings can be moved by cranes or optional wheels or by disassembly if the job site is changed.
- Second, if you need additional space to the existing fabric building in the future, it is much easier and faster to install additional modular structures to fabric buildings than to conventional buildings that require breaking up the wall and removing debris.
- Third, if you do not need your fabric building in the future, you can resell it because it

can be shipped after simple disassembly. We can help you to sell it.



Portable Fabric Buildings



Modular Extensions by Big Top

4. Check the sign of quality before you decide to buy. How do you know the quality of the fabric buildings and/or company service from the numerous manufacturers national wide?

- Check their years in business. Without solid customer loyalty due to the quality of the products they use, it is hard for companies to survive a long time in this ultra-competitive market environment. In general, the longer, the better. Big Top Manufacturing is going to celebrate its 30th anniversary.
- Check whether they are GSA Schedule contractors. General Services Administration (GSA) Schedule contract is awarded through rigorous evaluations by GSA, a federal government agency (<http://www.gsa.gov>). Therefore, even though you are not the military or government buyers, it is good to know whether the company holds a GSA contract.
- Check whether there is an instant customer support system in the company website. The company that cares for its clients will try to help the customers in multiple channels if possible. Utilizing Internet technology, some of the leading companies provide the customer online one to one chatting interface. Therefore, during the navigation, if the question arises, customers can get live support from the company.

5. Know that not all the fabric buildings are created equal. It is not rare for us to have opportunities to find customers focusing almost only on the price. The big assumption these customers hold is that all the fabric buildings in the market are made of the same materials and the same options. However, the reality is NOT.

When you are ready to buy fabric buildings, make sure to compare the identical buildings having same quality materials. Big Top Manufacturing uses top quality galvanized steel frame and fabric covers like 18 to 28 oz. PVC. Ask other manufacturers what kind of fabric covers they use. Check whether their steel frame is corrosion-resistant. Ask the expected life of the steel frame and fabric covers etc.

If you do your homework like this, you will be as happy as children finding their Christmas gifts after buying your fabric buildings.

2. Big Top Clients around the World



Yamama Al Baida General Trading & Contracting Est.: Big Top Manufacturing has been proud of serving customers not only in the U.S. but also around the world. Recently, a fabric shelter manufactured by Big Top was purchased by Yamama Al Baida General Trading and Contracting Est. (<http://www.yamamakwt.com>) in Kuwait.

The shelter (40'W x 160'L x 22'H) will be delivered to a U.S. Air Force Base in Kuwait. The Big Top shelter, which will be used as [a military vehicle inspection shelter/sun shade](#), will help military base security activities in Kuwait. The account manager for this project was Bobby Edwards at Big Top Manufacturing.

3. Big Top in Media



No Pilot on Board? No Problem!: Recently, *CBS 60 Minutes* reported unmanned aerial vehicles (UAV) or “unmanned aircrafts.” This “new air force” is increasingly used in U.S. military operations worldwide. Big Top military aircraft hangars for UAV were shown in CBS 60 Minutes news. Big Top portable hangars facilitate the military operations demanding rapid deployment and mobility. Here is the CBS [news video link](#)

[for UAV with Big Top Hangars.](#)

4. News around Big Top

BBQ Time at Big Top Manufacturing: On April 24, 2009, Big Top celebrated Big Top Employee Appreciation Day. All the employees at Big Top Manufacturing enjoyed a BBQ lunch in the sunny Florida weather. This event was organized to appreciate Big Top employees.





Big Top Joins Cancer Fighting Efforts: Big Top Manufacturing has been one of the constant sponsors to national charity organizations like American Cancer Society, March of Dimes as well as local community charities.

[Relay For Life](#) is a signature activity of American Cancer Society, which allows “everyone in a community” to participate in the effort of the fight against cancer. Recently, Big Top Manufacturing provided a monetary donation to Evangel Christian Fellowship in Perry, FL., which hosted the Relay For Life Horse shoe fundraising Tournament.

Contact the editor

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