



## CASE STUDY – FLEXIFRAME CLEARSPAN

### Background

Pink Fish was started in 2006, when 'Jamie met Miranda'. It may not have been love at first sight, but a strong business partnership was born! Jamie brought a wealth of experience in marquee construction, lighting and sound systems and Miranda in party catering and event management. Together they complement each other and have a shared vision for their business venture. Their customer pledge is to offer excellent events which exceed their clients' expectations!

### Challenge

Jamie had worked for a neighbouring Marquee Hire company and wanted Clearspan Marquees which would work hard for him. He was looking for robust, flexible equipment which would also give him a good rate of return on his investment. With excellence being pledged to his customers, Jamie expected the same from his supplier.

### BARKERS' Marquees Solution

BARKERS Marquees supplied Pink Fish Marquees with FlexiFrame Clearspan Marquees to their Aliframe design.

**Flexiframe:** Clearspan Marquees are modular in design allowing you to add sections (or bays) to increase the length of the Marquee. With Flexiframe, you can alter the span AND the length of the Marquee using the same framework components.

By buying 3m and 1.5m Aliframe roof beams Jamie could create 3m, 6m, 9m and 12m spans straight away. He only had to invest in a variety of roof sheets and gable ends; as the rest of the equipment was the same for each span. Jamie found that his framework worked hard in other ways too. The roof beam components could double as adjustable legs, making even difficult level changes easily accommodated.

***So Jamie spent less on the expense element of Clearspan Marquees – the Framework – and his Framework worked harder for him!***



**BARKERS Marquees**  
*Fabric engineering at its best*

**Pink Fish Marquees** pledge that their Marquees are always:

- Immaculate
- Appropriate for the event you are planning
- On time
- Built by polite people who know what they are doing
- Built by helpful people who operate on a can-do premise
- Finished and furnished imaginatively to exceed your expectations



*Pink Fish Marquees understand the need for reliability backed up with the ability to work as part of a team.*

*They help their clients by:*

- coming up with imaginative ideas, back up with clear and concise CAD plans
- working to a schedule and sticking to it
- operating a positive approach from start to finish – especially in those last run up hours, when cooperation and flexibility can be crucial
- always paying attention to every minor detail to contribute to the total success of every event.



## What Our Customers Say about Us

With such high pledges to their customers, Pink Fish expect the same from their supplies.

Jamie is particularly pleased with his choice of supplier as he says 'I know I can rely on BARKERS Marquees to act on a telephone order, work to my requirements and promptly despatch goods.'

The FlexiFrame system works well for Jamie. 'I have an easier Stock Management task with less roof beams and uprights to manage. I can also fit it into smaller vehicles to transport it from warehouse to site. All in all using BARKERS' Flexiframe I have saved myself money.....which can't be bad!'



As BARKERS Marquees are able to design and manufacture in house they are highly responsive to unusual requests. 'After a brief chat on the phone, they recently designed, made and delivered water barrel covers with a couple of days! You can't ask for better than that!!'



## BARKERS Marquees

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