

### **Client Spotlight: Mike Cooper.**

I was contacted by Mike Cooper in August 2012 about the possibility of supplying him with Sandwich Panels for a caravan he was building for himself.

I found it interesting that I had been tracked down by an enthusiast. As Liner's are primarily a wholesale supplier of fibreglass sheet and sandwich panel – but there is no reason why I can't supply sandwich panel and sheet for once off orders when these types of projects come up.

Mike was looking at several cladding options and talked to several other suppliers about the best choice for his caravan. He was unsure about the repair costs if he damaged his caravan and had to replace or repair a panel.

When he weighed it up he decided on using the panel as the foam core we were using was rot proof and wouldn't attract vermin or insects.

What tipped Mike's decision to choose Liner to supply him with custom fabricated sandwich panel was three fold:

1. Luke's willingness to understand exactly what he needed and to provide construction and materials advice
2. Liner's ability to custom manufacture his sandwich panels – minimising waste and excessive costs while the panels arrived ready to use
3. The custom manufacturing also allowed Mike to have fixing points and structural supports inserted in the panel making construction of the caravan easier and faster.

From speaking to him I am sure that he is really pleased with how the project went.

As you can see, Mike has since finished his caravan, sent back some photos of 'his baby' and has received a lot of positive feedback about the finish of the caravan.

testimonial: "Liner was able to build me exactly what I needed to get my caravan how I wanted it. Luke's willingness to listen, understand what I needed and build the panels to my specifications – giving my caravan structural reinforcement where I needed it and fixing points where I needed them has made building my own caravan a breeze – I was ready to start fitting it out in almost no time.