

MARCO NEWS

April / May 2011



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The Hire Season Approaches

Spring is upon us and summer is rapidly approaching, typically our busiest time of the year! Hires are ramped up and orders placed at the start of the year are completed and delivered ready for the show season.

Unfortunately, we have not been immune to effects of the recent and ongoing difficult economic climate and have suffered, together with the rest of the countries businesses, the difficulties of a lower level of orders and fewer early bookings for hire.

However, I am pleased to announce that in the second quarter of the year we have seen a steady growth of new orders, including Guardian News and Media, Npower, and Siemens together with increased hire bookings and levels of enquiries suggesting that things might be starting to change for the better!

In this issue you will read about and see the new A48 billboard trailers first outing, our work for Airsys one of the world's leading two way radio suppliers and an example of our diverse manufacturing skills with our street signs for Newhaven Town Council.

We also feature, for the first time, a dedication to our staff. Leading the way is a dedicated team player, Will Suttill

I do hope you enjoy reading this issue and it inspires you to contact us with your enquiry, no matter how diverse, in the near future!

Stuart Marsom
Director

words from stuart

Introducing... The New A48 Billboard / Advertising Trailer

What an experience!! The new Marco A48 hits the city demonstrating the power of mobile billboard advertising.

During it's inaugural hire the A48, towed behind a Marco vehicle, toured all the most popular tourist destinations and places of work in the City of London promoting the Holland House Party in Trafalgar Square on April 16th.

The new A48 offers a full 48 sheet without interruption from wheel arches and, if considering a purchase, can be offered with



access to storage and illuminated signs with further options for solar power. If you would like more information on the hire or purchase of the Marco A48 billboard trailer please do give us a call on 01273 513718 alternatively drop us an email at info@marcotrailers.co.uk.

A selection of pre-owned trailers for sale... many more available



6 metre outreach / hospitality unit

Price: POA
See website for full details



3.5 metre merchandising trailer

Price: POA
See website for full details



6.5 metre hospitality unit

Price: POA
See website for full details



Street and park lectern signs

Not a company to shy away from the unusual request, we at Marco see every enquiry as an opportunity to put our years of engineering and bespoke manufacturing to good use.

And, so it was when Jackie Blackwell from 3VA, representing Newhaven Town Council, asked us to manufacture the street lecterns, wall mounts and all signage for the recent Newhaven Uncovered project.

Required to inform local residents and visitors about the wealth of history within the town, Marco were quick to offer the most advantageous solution including bespoke steel work, galvanised and powder coated for maximum protection against the coastal climate, secure anti tamper sign mounts and anti graffiti signs.

Four strategically placed lecterns and three wall mounted signs were installed by a two man Marco team within one day... local residents were seen reading the information before our team had left the site!

Please don't hesitate to contact us with your enquiry, no matter what it may be!

Case Study: Motorised communications support vehicle built for Airsys

Using a network of 2,000 dealers, Airsys Communication Technology Ltd is the UK's leading independent distributor of wireless communication products. Motivated by pictures of the X50 trailers designed for Volvo, Airsys approached Marco with the notion of a mobile technical support unit to assist engineers when new products were introduced.

Through close collaboration during the early stages of the project, it became clear that instead of a trailer, a motorised unit from Marco's MX range would provide the best solution. In addition to a complex technical specification, Airsys subsequently requested that hospitality features be included. Marco obliged with an elegant, integrated coffee bar and comfortable



reception, including a 42" monitor. The selected unit (an MX60 twin rear axle, low chassis, with sliding POD) provides an air-conditioned technical support area accessed via a glazed doorway, racking systems with glass-fronted cabinets and four 24" monitors. There are several tracking cameras, including a 360° unit on a 9m pump-up mast. The master control, with 24" monitor, is linked via 3G and satellite communication.

Check out the Airsys Drive to Digital campaign at: www.airsys.co.uk/index.php/solutionsplus/drivetodigital_campaign

360 degree view showing the high quality of the interior finish



Meet the staff



Will Suttill - Workshop Technician

Age:
25

How long have you worked at Marco?
Nearly 3 years

What do you like to do in your spare time?
Photography, Socialising, Cycling, Fishing (I landed a 10lb Sea Trout at the weekend!!!) and General Sports

What do you do at Marco?
Looks after the hire fleet and all round general workshop technician

What's the best thing about working at Marco?
The Marco staff parties and the team spirit.

Services available from Marco

Marco's in-house design team can supply a range of services that don't have to be exclusively used in conjunction with buying a trailer or motorised vehicle from us. Please give us a call if your business could benefit from any of the following services:

CAD Drawing • 3D Modelling • Website Design • Graphic Design • Sign Writing • Photography • Gas Testing and Certification • Electrical Testing and Certification • Servicing • Maintenance • Refits, Conversions and Refurbishments

Some of our current and recent clients

theguardian



SIEMENS

Elephant Parade
London 2010
alphabetic parade elephant parade



Hire Trailers

- Large Hire Fleet with units ranging from 2.5m to 7m
 - Flexible internal fixtures & fittings
 - Full range of accessories including generators, drink vending machines, brochure stands, chairs and table sets, multi-media packages and lots more
 - Interior display board and exterior digital graphics wraps available
 - Onsite delivery, setup, breakdown & collection service
 - Complete roadshow management service available
 - Competitive rates
 - Discounts on long term hire
 - Unrivalled customer service
- Call now to discuss your needs

Marco Trailers Ltd
Railway Road
Newhaven
East Sussex
BN9 0AP
Telephone: 01273 513718
Fax: 01273 512132
email: info@marcotrailers.co.uk



www.marcotrailers.co.uk



Marco Trailers



@marcotrailers