



MARCO NEWS JANUARY 2011



**Welcome from Marco
On The Road
Medicare Case Study
Spend Wisely
RAF Display Trailer
Recent Customers
2011 Exhibitions**



A warm welcome to this first edition of Marco News for 2011.

2010 was another busy and interesting year for Marco Trailers, which saw an ever increasing diversity of products pass through the factory for an ever widening customer base. Police, ambulance, fire and rescue services, government agencies - to name just a few - all required trailed or motorised units dedicated to their own special needs. That's bespoke manufacturing for you - and a long established Marco strength.

But lets not forget the great success of our smaller units - the X25, X30 and X35. It's these 'little trailers with big impact' that have inspired our brand new MX25 motorised unit. With financial constraints facing us all in the coming year, this economic and versatile vehicle is another example of Marco 'making things possible'.

May we take this opportunity to wish friends and customers, past present and future a successful 2011.

Stuart Marsom



On the Road

More and more of our clients are looking to us to provide a full management service either utilising a trailer from our existing fleet or manufacturing a new unit tailored to individual needs. Our service includes design, manufacture and commis-



sioning, storage, transport and rigging. We have a dedicated staff willing to help in any way possible, simply taking the hassle out of the road allowing you to get on with the show.

Give us a call now and let us get your show on the road!

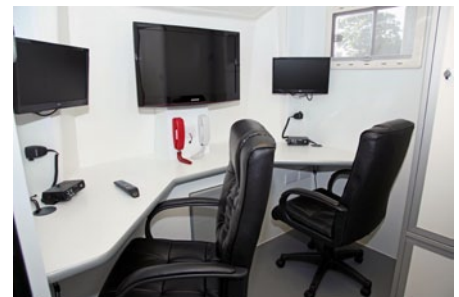
New Hire Fleet for 2011

Those familiar with Marco's hire fleet will have experienced our determination to set the standard for this service. On-time delivery, spotless units, straightforward and faultless admin - all reflect our aim remain number 1 in hire. In response to demand, the fleet has already been increased in number and variety, with more units on the way.

Case Study: Medicare Event Medical Services Ltd

Medicare-EMS Ltd is relied upon by organisations like Tottenham Hotspur FC, London Excel and Arena Leisure to provide vital, on-the-spot medical cover at major events. As a leader in the field, for whom equipment functionality and reliability is a No.1 priority, Medicare-EMS approached Marco Trailers in May 2010 to discuss a combined treatment/control centre to meet the most stringent demands.

Marco Sales Director Stuart Marsom and Medicare-EMS MD Matt McDonnell worked closely together to refine the brief, from which a dedicated Marco X50TR-C trailer was developed.



With several special features, the unit provides a large treatment room housing two couches, separated by cubicle curtains. There is instant hot water from elbow taps in the preparation area, plus plenty of storage. An HX (F) sized oxygen retainer, defibrillator and spine-board are also available.

The unique design additionally incorporates a sophisticated control room (with radio communications, PCs, monitors and large screen TV), separated from the treatment area by a PIN locked door, but also accessible from the forward personnel entrance.

The innovative treatment unit has served to complement Medicare-EMS's leading position in the event medical cover sector. According to Matt McDonnell, the impressive level of support available with the new trailer has already contributed directly to the acquisition of new business.

Spend Wisely

There's no denying that the last couple of years have been tough for a lot of organisations and now, with government spending cuts taking their toll, more and more of our clients are having to think of new and inventive ways of spending their money.



If you can't afford a new unit then perhaps pre-owned might be the answer; refurbished and re-branded, used units can make excellent purchases. Why not call us now to find out what's available? Alternatively, give your current unit the Marco treatment, you'll be amazed at the results!

...there's more

as an incentive, we're offering a free banner stand when you spend over £1000 on digital rebranding.



Just Completed

X40 Display Trailer for the Royal Air Force 90 Signals Unit with full digital graphics body wrap depicting the Typhoon Euro Fighter. Features a comfortable seating area, literature display unit, storage area and velcro compatible lined walls.

Some of our clients in 2010



Marco will be attending the following shows in 2011

Counter Terror Expo
Olympia London
Hammersmith Road
W14 8UX

19th - 20th April

www.counterterrorexp.com

Conference 38
Exec Exhibition Centre
Peterborough
PE2 6XE

6th - 7th September

www.napfmevent.org.uk

The Emergency Services Show
Stoneleigh Park
Coventry
CV8 2LZ

23rd - 24th November

www.ess2011.com

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