



Marco®

ENGINEERED SYSTEMS

MARCO IS THE LEADING COMPANY IN THE SURFACE PREPARATION INDUSTRY FOR PROVIDING CUSTOM ENGINEERED SOLUTIONS, EQUIPMENT INSTALLATIONS, REPAIR AND SERVICES, AND SAFETY, OPERATION, AND MAINTENANCE TRAINING FOR ALL ASPECTS OF THE INDUSTRY, AND DELIVER THEM AT THE LOCAL AND GLOBAL LEVEL.

OUR TEAM TAKES CARE AND ATTENTION TO LISTEN TO OUR CUSTOMERS TO IDENTIFY THEIR NEEDS, DISCUSS IDEAS, AND ADVOCATE SOLUTIONS. OUR IN-HOUSE ENGINEERING AND MANUFACTURING FOLLOWS A THOROUGH PROCESS OF DESIGN, DRAFTING, PRODUCT DOCUMENTATION, AND A FULL PRODUCT SAFETY AND QUALITY REVIEW FOR EACH AND EVERY PROJECT.



Engineering & Design

Our in-house staff of Mechanical and Electrical Engineers, Designers, and Drafters actively work in the field, gathering ideas and solving real-world issues. They are integrated into our manufacturing process to ensure that the spirit of the design follows through to the finished product.

We provide three levels of design process to provide solutions for the industry.



A PROCESS: OFF-THE-SHELF

- Marco branded products that have been through our world class design and development process
- Industry standard products from established brands in the industry
- Products stocked in our master distribution center and brand locations
- Available for immediate shipping and delivery



B PROCESS: ADVANCED CUSTOMIZATION

- Marco integration of "A" Process components to create a unique configuration
- Typically quick turnaround, as the integration is built from products stocked in our master distribution center or branch locations
- Marco branded products that have been through our world class design and development process
- Industry standard products from established brands in the industry



C PROCESS: FULL CUSTOMIZATION

- Complete design and development of a product or service to serve the customer's needs
- In depth discovery to understand the desired outcome, existing parameters, and advocate an acceptable solution.
- Milestone review process to ensure timeliness, quality assurance, and safety are achieved throughout the process.

Personnel

Marco's internal and external sales personnel are carefully chosen to meet the local and global needs of Marco and our customers. Our diverse team includes people with specific backgrounds in Blasting, Painting, Design, Manufacturing, and Distribution throughout all departments in the company. Service personnel in branch and headquarter locations provide assistance at local and global locations.

Every department receives ongoing training to ensure they understand the latest in product developments, service procedures, safety requirements, job site compliance, and government rules and regulations.



Let Marco Engineer Your Solutions!

Top notch Engineering, highly trained and experienced personnel make Marco the best choice to assist you with solving specific issues, provide you with overall production enhancements, and reduce downtime with your surface preparation equipment. Through on-site facility reviews or online meetings, we will listen, evaluate, collaborate, and advocate the best solutions for you. We will encourage your input to ensure that each project is tailored to your processes and goals.

Proven Real World Solutions routinely reduce downtime, save operating costs, and make our customers more profitable.

Real World Solutions

- *Who:* Global Construction Firm
- *What:* Provided on-site supervision and maintenance on a remote job site for 6+ months
- *Result:* Reduced equipment downtime and higher billable hours for the customer.

- *Who:* Plant Turnaround Service Company
- *What:* Designed purpose-built reclamation system
- *Result:* Saved the end customer thousands in abrasive and disposal costs. Provided the customer with a unique position and preferred status with the end user, a multinational food processor.

- *Who:* Major North American Railcar Manufacturer
- *What:* Developed a spray booth design that optimizes heated air with fresh air for controlling temperatures and reduced curing time requirements.
- *Result:* Saved the customer substantial operating costs and improved production flow.

- *Who:* Major North American Railcar Manufacturer
- *What:* Integrated an automated diversion valve system with a custom plural component spray system. The operator can control the spray operation, recirculation, and flush operation from a remote location.
- *Result:* Reduced personnel cost and faster cycle times for the customer.

- *Who:* Mobile Industrial Coating Contractor
- *What:* Special purpose dust collector built for limited access locations.
- *Result:* Reduced operating costs and equipment needs for in-plant projects, making them more competitive and more profitable.

- *Who:* Major large equipment manufacturer
- *What:* Completed extensive personnel training
- *Result:* Better equipment understanding for both operating and service, increased work site safety, and ongoing process control.

- *Who:* High-Tech Specialized Coatings Application Company
- *What:* Developed quarterly service program with set maintenance items, and make recommendations for additional repairs after inspection of blast equipment.
- *Result:* Customers maintenance team can focus on their core products, and leave the blast equipment maintenance to us.

40+ NATIONWIDE SHIPPING LOCATIONS

GLOBAL HEADQUARTERS

- 3425 East Locust Street
Davenport, IA 52803

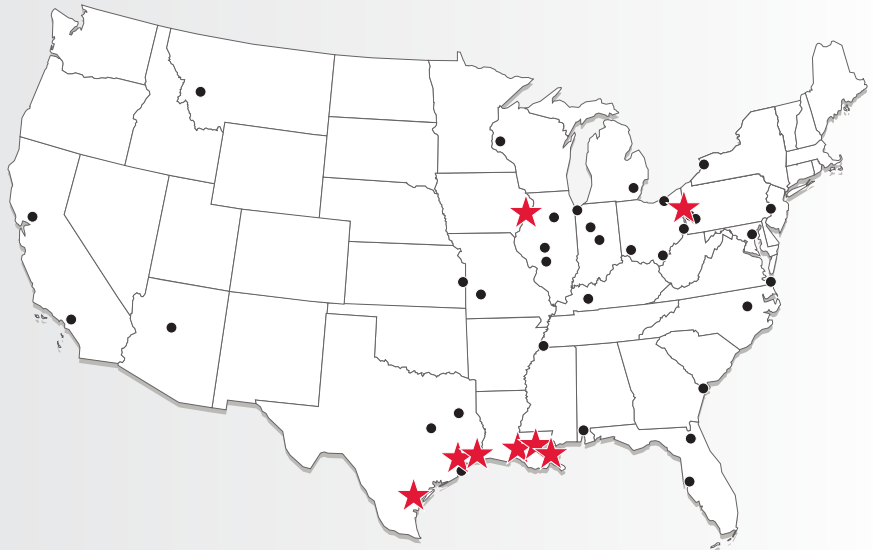
ph: 800.BLAST.IT (800.252.7848)

ph: 563.324.2519

fax: 563.324.6258

REGIONAL BRANCH OFFICES

- **Iowa**
Davenport
- **Louisiana**
Gonzales
Harvey
Lafayette
- **Ohio**
Youngstown
- **Texas**
Beaumont
Corpus Christi
Deer Park



★ Marco Regional Branch Offices
and Shipping Locations

● Direct Shipping Locations



ABRASIVES

BLASTING

COATING

DUST COLLECTORS

ENGINEERED SYSTEMS

RENTAL

SAFETY

SERVICE, REPAIR, & MODERNIZATION

VACUUMS

CONTACT MARCO

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