Planning for the future...

ISSUE 1. 2013

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The Chairman

I am delighted with how well the transfer of my former Chief Executive’s responsibilities to Robert has gone. The first year has been busy for Robert and his team and I take great pride in my continuing active role as Chairman, being involved in many of the new initiatives which will take our Company forward into the next phase of our development, whilst providing support to Robert when he needs it.

Thank you all for helping us to come out of 2012 on a high. It was an incredible year both for me personally and for the Company in which, in spite of the gloomy world outlook, we have achieved a number of firsts covering all sectors of our business and many of the people within it.

Aerospace has successfully completed the very challenging Dutch C-130 cockpit upgrade and enhanced capability programme on the fourth and final aircraft in the fleet, ahead of time and ahead of budget. It has built on its exceptional relationship with Lockheed Martin and its growing relationship with Boeing. We are now doing brilliantly on our P-8 Tanks and the icing on the cake has been the winning of Project Dolphin, which will once again see Global Express aircraft in work in our hangars.

Marshall Business Aviation has relocated to No. 2 Hangar where it is giving exceptional service to its customers and the Airport itself continues to grow with promising commercial airline expectations.

Marshall Land Systems is in the process of being re-integrated with Marshall Aerospace as part of our recently formed Marshall Aerospace and Defence Group.

Motor Group has streamlined its activities with world-leading franchises and, aided by our really excellent Marshall Leasing business, has maintained its growth and development in a very challenging market place. Our new Jaguar Dealership in Lincoln is a welcome addition to the Group.

Marshall Airport Properties is creating exciting plans to redevelop part of our North Works site including our farmland. The new development will be called Wing, as was recently reported in the Cambridge Press, and will fund the redevelopment of our facilities and contribute to the housing needs of the growing City of Cambridge and of some of our employees.

On the local and national fronts the recognition of our achievements over our first Century in business has been increased by the naming of the Marshall Gallery in the Cambridge University Manufacturing Centre, the naming of Marshall Court in Jesus College at our old Jesus Lane Garage from which our business grew during its first 50 years or so, and the naming of the Main Council Room of the Royal Aeronautical Society in London as the Marshall of Cambridge Room which is now decorated with Marshall portraits and photographs.

From a personal point of view, last year was extraordinary for a number of reasons. It started with many wonderful celebrations for my 80th birthday, organised by so many friends from different parts of my life. In June, I was honoured to be part of the fabulous River Pageant on a wet and windy day to mark The Queen’s Diamond Jubilee and then a month later to be able to attend the amazing Opening Ceremony of the Olympic Games. Closer to home, Sibyl and I have been proud to be involved in a number of special events organised by Christopher and his wife Penelope, during her year as High Sheriff of Cambridgeshire. Penny was also our Reviewing Officer at the annual awards presentations evening for 104 Squadron of the Air Cadets.

2012 was a truly exceptional year on many fronts, including the excellent Long Service Awards presentations which included two for 50 years and one for 60 years of service. I am delighted with the way in which, under Robert’s leadership, the Group is going forwards and building on its core values from which its success has been achieved for more than 100 years.

Thank you all very much for all that you have done for the Group during a very testing 2012. I hope that you and your families have had a very Happy Christmas and I wish you every happiness and success in this New Year.
Chief Executive’s Comments

Robert Marshall
Group Chief Executive

The last 12 months has been a busy time for all of us in Marshall. For me the year began with new responsibilities as I took on the role of Group Chief Executive from my father, a carefully planned transition which has been a seamless process, and an exciting time for me.

The biggest action we took in 2012 was to bring together Marshall Aerospace and Marshall Land Systems to form the Marshall Aerospace and Defence Group, which formally came into being on 1st January this year. This new business will greatly strengthen our proposition to our customers, many of whom were already dealing separately with MA and MLS. It will also help us win new business around the world as we grow the combined business.

We had the Gala Awards Dinner a few days ago at which we announced the winners of the MAVTA Awards for 2012. I hope by now you will have seen the special Teamwork supplement we have issued listing all of the finalists and winners. I was delighted to present most of the awards in person and to see Sir Michael get such a great welcome when he went to the stage to present the Services in the Community Award. I am really thrilled at how these MAVTAs have already become part of our Group’s calendar and also with the huge number of nominations we received this year – 200 nominations was a great result and I hope we can beat that again this year!

Very fittingly, The MAVTA award for Team was won by a team of individuals, from many diverse departments across MA, which pulled together a bid for one of the biggest contracts we have signed for years. Working punishing hours and rescheduling other commitments, including at weekends, this team first got us into the running and then closed this classified contract, and work is now underway in our hangars and across the business to convert the aircraft into a new role for our customer. Our reputation for responding to our customers’ requirements and delivering a high quality product on time and within budget, is the cornerstone of how we will grow all of our businesses in the coming years.

Our Motor Group continues to grow and we are looking at a number of opportunities which may see a further boost to our business this year, but in the meantime, our existing dealerships have also seen like-for-like growth in new and used cars sales during 2012, and that will also be good news for our important aftersales departments.

In this edition you will see further news of our progress on the plans to redevelop the North Works and the rest of our land to the North of Newmarket Road, under the name of Wing. The large numbers of employees who took the time out to engage with the initial consultation phase has been hugely encouraging, with lots of really constructive comments and suggestions coming forward.

We have started 2013 in good shape, with lots of strong plans in each of our main operating companies to “change the gear” and move the performance of our Group onto another level, one which will give us more money to invest in the growth of the businesses. I am sure we will also see the first of the new daily flights beginning from our Airport to a major European hub and I hope we will soon be announcing the details of that exciting news.

Robert Marshall
Group Chief Executive

The 2012 MAVTA Awards were presented at a glittering Gala Dinner in the Great Hall of King’s College on Friday, 11th January.

With the competition for the 2012 Awards so close in some of the categories, the judges also decided to award Highly Commended prizes to a number of individuals. The awards were presented by Chris Hollins, the television sports reporter and winner of the 2009 Strictly Come Dancing series.

Congratulations to all the winners – please see the separate “Teamwork Special” which lists all the winners and more news from the evening.
Commonwealth Power Lifting Championships

Congratulations to Kevin Peacock, Senior Designer at Marshall Specialist Vehicles, who managed to regain his British Bench Press Championship title in Birmingham.

The real SKYFALL

During September, two employees from MLS, Jayne Christie, Executive Directors’ PA, and Nadia Buttice, Events Manager, completed their first tandem skydive at the Army Parachute Association in Netheravon.

Jayne and Nadia were both in safe hands! The jump was supported by the Royal Electrical and Mechanical Engineers (REME) Parachute Display Team which comprised of SSgt Chas Lawson, Instructor, SSgt Steve Murfin, Videographer and WO1 (ASM) Colin Preece who is retired but still very much an adrenaline junkie and also a Key Account Manager for MLS.

After reaching 13,000 feet, Jayne and Nadia plummeted from a C208 Cessna Caravan aircraft at 120mph! Both thoroughly enjoyed themselves, found it an exhilarating and surreal experience and would highly recommend that everyone gives it a go at least once! What’s more, Jayne also managed to raise £340 in aid of the British Heart Foundation.

If you are up for the challenge and would like to partake in a skydive, for further information please visit www.netheravon.com

Below: Jayne strapped to Chas Lawson, and Colin Preece
Above: Nadia and instructor Chas
Generous donations!

Marshall is host to the country’s much valued East Anglian Air Ambulance (EAAA) charity at its Airport, and is also a strong supporter of the EAAA. The air ambulance plays an important role in saving lives throughout East Anglia by providing a doctor and critical care paramedic to treat the patient at the scene of their accident and by being able to fly them to the most suitable hospital for their condition.

Arthur (Bob) Bye, Maintenance Fitter at Marshall Land Systems, very generously decided that when he and his wife Janet recently wed, rather than accepting wedding gifts, they would ask all of their friends and family to make a donation to the Air Ambulance charity.

Bob said, “We were putting two households together and we just didn’t need a multitude of toasters so instead we asked for donations to EAAA for two main reasons. The first being that my brother had an accident collecting firewood in a remote area and due to the snow the road ambulance could not reach him, however the air ambulance soon had him on his way to Addenbrooke’s hospital. The second being that we travel the roads a fair bit and are part of the Goldwing motorcycle club. We have found it reassuring to know that the air ambulance service is there even though you hope you will never need it. We wanted to celebrate our very special day by helping this great charity to continue its important work and our friends thought it was an excellent idea too!”

Well done to Bob and Janet for their continued encouragement. It is such support that ultimately makes the life-saving missions possible. In total they donated £600 to the charity and in return were rewarded with a visit to the Air Ambulance and a framed photograph of this visit.

For further information on EAAA please visit www.eaaa.org.uk or to donate £5 text heli to 70500.

From left to right: Janet Bye, Bob Bye, Helen Dodman, PR Manager for EAAA and Bob’s brother, Tony Bye

Lord Astor visits Marshall of Cambridge

Lord Astor, Permanent Under Secretary of State for Defence, visited Marshall of Cambridge on Thursday, 17th January to learn about Marshall Aerospace & Defence Group. During his tour the Minister presented a Certificate of Commendation to David Firth, a second year Technician Apprentice who, following his training, will join Engineering as an Electrical/Avionics Design Engineer. This Certificate was given to mark his achievements to date for:

* Most Innovative Design Award at IMechE Apprentice Team Challenge in 2011
* Top First Year Aerospace Apprentice at Marshall Group Apprentice Awards in 2012
* Regional Winner of 'EEF Outstanding Achievement by a First Year Apprentice' Award in November 2012. He was one of only five remaining apprentices in the country at the National Final where he gained a runners-up award.

Lord Astor said: ‘Marshall of Cambridge is firmly on our radar as a very capable company and it was a pleasure to present this certificate recognising the quality of the Marshall Apprentice Training Scheme.’

Lord Astor is photographed presenting David Firth with his certificate.
Success for Bury St Edmunds

The Velvet Annual Awards Ceremony, hosted by Cubiqdesign, was held towards the end of October, attracting some 300 businesses from around the region and provided a great opportunity for networking. The Awards were highly anticipated by the nominees and fierce competition was generated by those who wanted to be recognised as the very best in their category. 250 businesses were nominated, and the winners and highly commended in each of the 19 categories were voted for by Velvet Magazine readers. They voted in their thousands; over 15,000 votes were counted and verified to decide who would be placed top in each category. Marshall of Bury St Edmunds won the top spot in the ‘First for Motoring’ category, beating many high profile dealerships, with Marshall of Cambridge achieving a ‘highly commended’ rating. Steve Bailey, General Manager at Bury St Edmunds, commented “I was thrilled to receive the award as we spent some time and effort generating the right message to our customers for them to vote”.

The event raised £2,000 for local charity The East Anglia Children’s Hospices.

Steve Bailey, General Manager at Bury St Edmunds is photographed along with his wife and the award.

Marshall Leasing gains recognition at the ACFO Awards 2012

The fleet management elite gathered at the annual Association of Car Fleet Operators (ACFO) Awards to celebrate high standards and innovation within the industry. Marshall Leasing proved to be a strong contender on the night as a nominee in the Fleet Service Company of the Year category. The company was declared runner-up, gaining special recognition after having missed out on the top spot by just three votes.

Marshall Leasing, winner of the award in 2012, has been providing fleet management and finance solutions for over 20 years and in that time has prided itself on its high quality service. This, combined with its bespoke offering, has resulted in long-standing relationships with many of its customers.

Jonathan Ross, Sales & Marketing Director at Marshall Leasing, comments:

“Bearing in mind our size in particular, the fact that the votes were so close shows that Marshall Leasing continues to be viewed as a genuine contender – and that’s something to be proud of. We always value the opportunity to get feedback from the industry in this way and will continue to improve and develop our products & services to ensure we’re giving customers the solutions they need.”

Visitors from India

Ravi Talwar and Vidur Talwar from T&T Motors in Delhi visited Marshall on 23rd November while on a visit to the UK to discuss the UK retail motor industry. T&T Motors is the largest Mercedes-Benz dealer group in India.

They were hosted during their visit by Robert Marshall and Daksh Gupta and also met Sir Michael Marshall.

Photo L-R Daksh Gupta, Robert Marshall, Ravi Talwar, Vidur Talwar and Christopher Walkinshaw
Mountsorrel Award

Mountsorrel Honda in Leicester has won the “Honda SpeakBack After Sales, Midlands Region Award.” They received a glass trophy and a cheque for £300 for the Service team for an evening out. It was presented to General Manager, Chris Ward during a review with Daksh Gupta and Honda.

Toyota Charitable Events

Maria Avery did a parachute jump at the end of the Summer to raise money for a charity called Brake, which helps campaign for road safety awareness. Toyota GB sponsored Maria £2,100 and a superhero day was held at Kings Lynn Toyota where an additional £305 was raised!

Business Manager of the Year Awards 2012

The following Business Managers were recognised for their outstanding achievements during 2012 at the Business Managers Conference on Thursday, 17th January. Santander Business Manager of the Year – Rory Morris, Leicester Vauxhall; Car Care Business Manager of the Year - David Hardiman, Ipswich Vauxhall; Compliance Manager of the Year – Matt Horn, Milton Keynes Volvo

Category Winners

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<tr>
<th>Category</th>
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<tr>
<td>Income per Retail Unit</td>
<td>Az Pabani, Melton Land Rover</td>
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<tr>
<td>New Car Finance Penetration</td>
<td>Darryl Selwyn, Bolton Mercedes Benz</td>
</tr>
<tr>
<td>Used Car Finance Penetration</td>
<td>Az Pabani, Melton Land Rover</td>
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<tr>
<td>Product Penetration</td>
<td>Jason Craig, Ipswich Jaguar</td>
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<tr>
<td>PPP Penetration</td>
<td>Phillip Hogg, Cambridge Jaguar</td>
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<td>SmartGuard Penetration</td>
<td>Jason Craig, Ipswich Jaguar</td>
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<tr>
<td>Used Warranty Penetration</td>
<td>Az Pabani, Melton Land Rover</td>
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Volume Winners

<table>
<thead>
<tr>
<th>Category</th>
<th>Winners</th>
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<tr>
<td>Income per Retail Unit</td>
<td>Andrew Clark, Leicester Seat</td>
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<tr>
<td>New Car Finance Penetration</td>
<td>David Hardiman, Ipswich Vauxhall</td>
</tr>
<tr>
<td>Used Car Finance Penetration</td>
<td>David Wells, Cambridge Seat</td>
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<tr>
<td>Product Penetration</td>
<td>Andrew Clark, Leicester Seat</td>
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<tr>
<td>PPP Penetration</td>
<td>Mark Thain, Cambridge Citroen</td>
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<tr>
<td>SmartGuard Penetration</td>
<td>Andrew Clark, Leicester Seat</td>
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<tr>
<td>Used Warranty Penetration</td>
<td>Rick Cook, Cambridge Used Cars</td>
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400 Club Winners – Business Managers who achieved over £400 IPRU in 2012

David Hardiman, Ipswich Vauxhall; Rory Morris, Leicester Vauxhall; Mark Thain, Cambridge Citroen; David Wells, Cambridge Seat; Jody Bradley, Narborough Honda; Andrew Vicaria, Knebworth Vauxhall; and Andrew Clark, Leicester Seat

600 Club Winners – Business Managers who achieved over £600 IPRU in 2012

Kevan Lemay, Bedford Land Rover; Az Pabani, Melton Land Rover; and Jason Craig, Ipswich Jaguar

The 400 and 600 Club winners will be going for a great night out in February to celebrate their success.

We would also like to congratulate the following people for achieving the Institute of the Motor Industry accreditation for Finance and Insurance Specialist. Over 5 months these sales executives undertook a modular programme with a 2 day assessment process to achieve their awards. They all passed their assessment with flying colours and we are very proud that they represented Marshall Motor Group so well.

Nick Dubery, Knebworth Vauxhall; Dan Ellison, Cambridge Ford; Andrew Foreman, Scarborough Honda; Louise Greenwood, Peterborough Peugeot; Jack Tutin, Peterborough Vauxhall; and Dilan Zinzuwadia, Leicester Vauxhall.
The Company has announced exciting plans to develop 125 acres of land which it owns in Cambridge, between the north of Newmarket Road and High Ditch Road. The Company will be submitting an outline planning application for commercial and residential development on this land which could include 1,500 homes, a school, a commercial hub, a new petrol filling station, playing fields and open space amenity land. This development will enable the Company, over a number of years, to invest in, and upgrade its existing facilities on both the North and the South Works.

Group Chief Executive, Robert Marshall said: “Since our foundation in Cambridge in 1909, Marshall has been a cornerstone of the local community and we are very proud of our contribution to the skills base and the creation of employment which has been of benefit to the local economy. We are also very aware of the shortage of good quality housing to support the needs of Cambridge’s growing economy, and our employees. This long term project represents the start of an exciting period of investment in the growth of our businesses.”

Following an internal company competition, with nearly 400 suggestions from employees, it has been announced that the new development will have a distinct aviation flavour by being called ‘Wing’. The winning suggestion was from Sohail Chughtai, Lead Engineer on the Tristar Repair Assessment Programme who won the prize of a flight for four people for an hour on our simulator at the airport.

Over three days in January Marshall Airport Properties hosted an “Enquiry by Design” for the new urban settlement of Wing. Facilitated by the Prince’s Foundation for Building Community, over 50 stakeholders took part in the evolutionary master planning exercise including local residents, employees, Councillors, the Cambridge Cycle Campaign and South Cambridgeshire District Council officers. Themes covered included movement through and to the site by foot, cycle and car, community facilities, open spaces, commercial uses, density of houses and affordable homes for Marshall employees. On the final day the initial thoughts for the site were shown to employees before an evening event for the general public.

This is the first stage in preparing an outline planning application, due to be submitted in the summer. Subject to planning permission next year, homes on the green field element might start to come out of the ground by the end of 2015. Many of the businesses and departments on the North Works will be integrated into the mixed use Master Plan and the North Works will remain fully operational until close and appropriate homes for the businesses have been found. Wing will take around 15 years to fully develop and our overriding priority will be the interests of our customers, partners and staff.

Further information on Wing can be found at www.wingcambridge.co.uk
**Inauguration of The Marshall of Cambridge Room at the Royal Aeronautical Society**

The former Council Room at the Royal Aeronautical Society headquarters at 4 Hamilton Place in London has been renamed the ‘Marshall of Cambridge Room’ in recognition of the tremendous contribution which the company has made to aviation since 1929.

Phil Boyle, President of the Royal Aeronautical Society said: ‘The Room is the most prestigious room in the building and it therefore seems entirely appropriate to rename it in honour of a quite remarkable British Aviation family, recognising their huge contribution to both global aerospace and to the Royal Aeronautical Society over many years.’

Sir Michael Marshall said: ‘We feel hugely privileged and excited to have our name associated with this very important room, which has been a focal point in the Royal Aeronautical Society for many of us over many years.’ Sir Michael added: ‘I am delighted that The Air League, of which his Royal Highness Prince Philip, Duke of Edinburgh, has been Patron for over 60 years, has been party to these important celebrations. The Air League has made a huge contribution to enabling flying for young people and was founded in the same year as our Company.’

His Royal Highness, Prince Philip The Duke of Edinburgh KG KT, was present at a celebratory lunch on Friday, 19th October at The Royal Aeronautical Society to formally inaugurate the Marshall of Cambridge Room, which was attended by senior representatives of the major European and North American aerospace companies, together with representatives from Government and the Armed Forces.

The Marshall of Cambridge Room has been decorated with a number of photographs which depict the Company’s aviation history since 1929 and include an oil painting of Concorde recognising Marshall of Cambridge’s involvement with the Lockheed Martin C-130 aircraft since 1966. The original hangs in the RAF Club. Lockheed Martin Senior Vice-President Jack Crisler represented his Company at the event.

**“Teamwork” takes us a step closer to being a Great Place to Work**

As an incredibly diverse business that has grown tremendously during the past 100 years, the Marshall Group continually assesses its business operations – internally and externally – adjusting to meet ever changing needs. This includes regularly listening to how employees feel about Marshall, through our independent employee survey, conducted by the Great Place to Work (GPTW) Institute.

The annual GPTW survey, first introduced by Marshall Motor Holdings four years ago, provides a pulse on what colleagues from around the business think and feel about Marshall. A lot of progress has been made since the survey was introduced, but we still have challenges to overcome and need to work as one team to become a Great Place to Work.

Our 2012 survey results were largely consistent across the Group, with some operating companies showing significant improvements. In fact, our results are encouraging as Marshall bucked the downward trend in engagement scores being experienced across most participating UK organisations, which GPTW report as ten per cent.

**Improved communication**

A direct result of the results from last year’s survey was the introduction of our Leadership Development Programme for Senior Leaders. And this investment in people is being rewarded by this year’s Group results, which show managers are becoming better communicators by keeping colleagues better informed about important issues and changes and making their expectations clearer.

**Areas for improvement**

This year’s survey results highlighted the need to streamline certain processes to make it easier for everyone in the business to achieve more. This is absolutely consistent with our desire to be a values-led rather than a rules-based company.

We want Marshall to be a place where colleagues enjoy their work and are committed to breaking down barriers. We’ve already begun building a culture of recognition through programmes such as the MAVTAs, which were created as a result of employee feedback, but we also need to celebrate special occasions and have more fun in our daily work.

**Thank you for your feedback**

This annual survey is vitally important as it gives us a pulse on how we’re doing as a company. Across the Group we saw a slight decline in the response rate, but we were still above average with 73% of employees participating in the survey.

Thank you to everyone who took the time to complete the survey and we hope that, with the changes we will put in place, as a result of our locally-owned action plans, we will be even closer to being a really Great Place to Work.
Cambridge Airport presented an alternative Christmas card this year. Instead of distributing the usual client cards, the airport chose to donate a cheque for £200 to the East Anglian Air Ambulance (EAAA) unit which is based at the airport.

“The airport has a long standing relationship with the EAAA and we are sure friends of the airport will appreciate our alternative seasonal gesture. We are delighted to contribute to such an invaluable service,” said Terry Holloway, Deputy Chairman of Cambridge Airport.

Pictured: Dr Ed Gold, Dr Michele Zasa, Critical Care Paramedic Dan Cody, Terry Holloway, Deputy Chairman of Cambridge Airport and Captain Brian Ferry

Cambridge Aero Maintenance receives Lycoming accolade

Cambridge Aero Maintenance, the light aircraft maintenance division of Cambridge Airport, has been awarded official ‘approved service centre’ status by the engine manufacturer, Lycoming.

This accolade has been presented to Cambridge Aero Maintenance in recognition of its honest, competent and professional customer service, and will enable the company to further grow its business with this leading manufacturer of piston aircraft engines.

Luke Hall, Head of General Aviation at Cambridge Airport, commented, “We are delighted to have been named an official approved service centre by Lycoming, which is arguably the largest and best known manufacturer of piston aircraft engines in the world.

Following the introduction of a new management structure in 2012, we have been very focused on improving customer service and this award is a testament to the hard work of all our staff at Cambridge Aero Maintenance. We believe that this recognition will give us the impetus to build on the success of the past year and continue offering excellent service to all of our customers.”

Cambridge Airport presents an alternative Christmas card

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Pictured: Dr Ed Gold, Dr Michele Zasa, Critical Care Paramedic Dan Cody, Terry Holloway, Deputy Chairman of Cambridge Airport and Captain Brian Ferry

More news from Motor Group

Welwyn Volvo won most improved dealer in the UK network and Milton Keynes 3rd most improved Volvo dealer in the UK which is fantastic, especially as Marshall only bought the businesses 18 months ago.

Grantham Volvo came second by just 0.8% in the whole if the UK for best dealership. The dealership has also been nominated for the national Automotive Management awards later this month for Best Used Car Retailer.

Peterborough Jaguar achieved positioning in the top 10 dealerships in the UK for sales during 2012.

At the recent Hyundai national conference Cambridge Hyundai was named as top dealer in the UK for its CSI results, (Cambridge team pictured above).

USAF General visits

Robert Marshall welcomed General Breedlove on his arrival at Cambridge Airport on 5th February. The General is Commander of the US Air Forces in Europe & Africa.
ExecuJet marks first birthday as exclusive FBO partner

ExecuJet Europe is celebrating its first anniversary of the company’s UK FBO at Cambridge Airport this month. During a successful first year, the facility has expanded to offer a range of services to business passengers and has seen an increase in aircraft movements.

The Cambridge FBO launched the UK’s first free pet travel service in June 2012 after it was approved by the Department for Environment, Food and Rural Affairs (DEFRA) for the UK’s Pet Travel Scheme (PETS). The facility extended its line maintenance services and opening hours during the London Olympic period, which saw a 30% increase in handleings.

John Brutnell, General Manager of ExecuJet UK, said: “We are delighted to be celebrating our first anniversary at Cambridge Airport, our first full service FBO in the UK. We are pleased with the high standards of service we have provided over the past 12 months. Improvements such as the introduction of PETS last year has proved popular with clients and we have travellers who regularly use this service. We look forward to introducing further expanded services in the coming year.”

Visiting aircraft at Cambridge have included long range types such as the Bombardier Global Express, Dassault Falcon 900 LX and Gulfstream V. In addition, a McDonnell Douglas MD-87, the largest aircraft in ExecuJet Europe’s managed fleet, is based there. ExecuJet’s Cambridge FBO provides a full range of services including FBO, charter, maintenance and aircraft management. The state-of-the-art FBO facility includes executive passenger lounges, boardroom facilities and dedicated crew facilities. Private airside vehicle access for executive cars facilitates easy access to business jets and helicopter charters.

Award of the Stubbs Perse Trophy to Geoff and Hazel Varley

The highly prestigious Stubbs Perse Trophy, awarded by the Chairman of the Civilian Committee of No 104 (City of Cambridge) Squadron Air Training Corps, has recently been awarded uniquely and for the first time to a couple – Mr and Mrs Geoff Varley, formerly of Marshall Motor Group.

Between them Geoff and Hazel Varley have provided almost 50 years of quite exceptional service to Cambridge’s own Air Training Corps Squadron. Geoff joined the Squadron as Civilian Instructor in 1939 and in 1984 was commissioned and promoted to Flight Lieutenant, as Commanding Officer of the Squadron. Today he maintains a close interest in the Squadron and its finances and is also Treasurer of the Air Training Corps Wing. Hazel’s commitment to the Squadron began in the 1980s when she supported Geoff as Commanding Officer.

She subsequently became the Squadron Treasurer and today remains the Auditor, having joined the Committee in 1997. If this is not enough from one family, their son Guy also served as a Civilian Instructor for a number of years and was present when the trophy was handed to his parents by Sir Michael Marshall, Chairman of the Civilian Committee.

Sir Michael Marshall said: ‘Geoff Varley was awarded the Stubbs Perse Trophy 20 years ago in 1992, in recognition principally of his previous work as Commanding Officer of the Squadron. It is therefore unique that he is being awarded the trophy for a second time and there can be no worthier recipients for this award, for the first time as a joint award, than Geoff and Hazel Varley.’

Also present for the Trophy Presentation was the High Sheriff of Cambridgeshire, Mrs Penelope Walkinshaw and the Mayor of the City of Cambridge, Councillor Sheila Stuart.

The Stubbs Perse Trophy was given to the Squadron by the late Stanley Stubbs, who was Headmaster of the Perse School and who served on the Civilian Committee of the Squadron for 30 years before his retirement in 1973. Stanley Stubbs decreed that this trophy must be presented by the Chairman to some person or organisation who in his opinion has given outstanding service to the Squadron. For the last two years the trophy has been awarded to the City of Cambridge underlining the remarkable relationship between the City and the Squadron, which received the Freedom of the City of Cambridge on the 80th Anniversary of its foundation in 1999.
The annual Marshall of Cambridge Apprentice Awards was held on Tuesday, 6th November and for the first time ever as a combined Group event encompassing Marshall Motor Holdings, Marshall Aerospace and Marshall Land Systems.

In welcoming over 100 guests including Marshall Apprentices and their families and members of the senior management teams of the Marshall Group to the Awards, Chief Executive Officer, Robert Marshall said:

“I am delighted to welcome you all to the first ever Marshall Group Apprentice Training Awards. We take great pride in the training and skills which we provide to our employees and hope that all of you will see this as the first step on a career with a Company, which through continuous improvement and training, will provide you with a career which will take you to the very top of the Company.” Mr Marshall added: “I hope that one of you in the audience will have ambitions to take my job one day!”

**Award Winners**

**Motor Group Awards**
- Oliver Dewhurst – Year One;
- Jamie Earl – Year Two;
- Luke Bradbury – Year Three;
- David Jolley – IMI Apprentice of the Year 2012

**Marshall Aerospace Awards**
- Josh Stiller – Best Cold Chisel;
- Aiden Hughes – Year 1 – Best Achiever;
- David Firth – Year 1 – Top Apprentice;
- Katherine Morton – Year 2 – Best Achiever;
- Christopher Clarke – Year 2 – Top Apprentice;
- Liam Harper – Year 3 – Best Achiever;
- Emily Walsh – Year 3 – Top Apprentice;
- Mark Edwards – SEMTA Award for Best NVQ Portfolio

(Highly commended Andrew Bowden, Christopher Barton, Richard Field, Charlotte Morton, Katherine Morton, Emily Walsh.)

**Completion Certificates:**

Sir Michael Marshall was delighted to present long service awards to fourteen employees at the beginning of November. Three of these awards were for 30 years of service to Julie Gallucci, MMG; Paul Dudgeon, MMG; Diana Petchell, MMG; five were for 40 years of service to Mark Bye, MA; Paul Bye, MA; Paul Wheeler MA; Michael Egan, MA; Michael Tofts, MA; two awards were for 50 years of service to Peter Baker, who looks after Air Traffic Control Engineering Services at the Airport, and to Gerald Ingall in the Motor Group; and an amazing 60 years of service award was presented to Len Sapsford also of the Motor Group. Howard Bartram, MA and Robert Smith, MFS were presented with 40 year awards at a later date along with a 30 year award to Michael Sayers, MA.

Sir Michael Marshall said: “We are enormously proud of our many employees who provide long and distinguished service to the Group of Companies and it was a particular pleasure to reflect that many of them had started their working lives with Marshall as apprentices. It was appropriate that we had presented our Annual Apprentice Awards the day before, at which it was mentioned that we hoped that many of our new intake of apprentices would be staying with the Company to complete long and distinguished service!”

These awards mean the total awards given out are 691 for 30 years of service, 236 for 40 years of service, 32 for 50 years of service and amazingly 4 for 60 years of service.
Marshall of Cambridge is proud to be a continuing sponsor of the Arkwright Scholarship Scheme. The Scholarships support students through their sixth form studies and encourage them into top universities and higher apprenticeship schemes. Scholars are selected following a rigorous process comprising: an assessed application form with teacher’s reference; a two-hour aptitude exam; and a university-based interview.

Arkwright Engineering Scholarships consist of an annual financial award to the Scholar and to his/her school, and a range of enrichment activities, such as mentoring and industry visits, that enhance a Scholar’s experience of engineering in a real-world context. The Scholarships are highly regarded by universities and industry and help to create a pipeline of top talent into the engineering profession.

335 A level Scholarships and 4 Undergraduate Scholarships were awarded at the 2012 ceremony, hosted by The Institution of Engineering and Technology in London on 26th October and Glasgow on 2nd November, which is the largest ever annual number. The two students sponsored by Marshall of Cambridge in the 2012 scheme are Thomas Orme from Kimbolton School and Thomas Mann from The Perse School. The two scholars are photographed with Robert Marshall.

**Ely Cathedral Visit**

The Company has a long and close association with Ely Cathedral through Sir Arthur Marshall, Sir Michael Marshall and more recently Penny Walkinshaw and Bill Dastur. Through these links we were approached by the Cathedral to ask if we would host the annual Cathedral staff and social evening which included a brief overview of the business by Terry Holloway, followed by a tour of the Works and supper in the Gypsy Moth Restaurant. The visit was hosted by Christopher Walkinshaw and Terry Holloway and the visitors included the Dean of Ely, the Very Reverend Mark Bonney, and his wife, Katie.

**Mayor visits Marshall**

Councillor Sheila Stuart, Mayor of the City of Cambridge, accompanied by her husband, Bruce, and Councillor Tim Bick, the new Leader of Cambridge City Council, visited Marshall of Cambridge in the Autumn for meetings and discussions with the senior management team.

All three were taken for a flight in one of the Cambridge Aero Club’s Cessna 172 training aircraft, piloted by Group Support Executive, Terry Holloway, who also conducted them on a tour of the works. Sir Michael Marshall, Chairman of Marshall of Cambridge (Holdings) Ltd, said “We are delighted to welcome the Mayor of the City of Cambridge to visit the Company each year soon after the annual elections as this provides an opportunity for us to brief the new incumbent on the work of Marshall of Cambridge and, in particular, emphasise our strong relationships within the local community.”

Christopher Walkinshaw, Group Corporate Communications Director, recently attended a briefing about the future level of reservists in the British Army and the future impact on employers. Whilst at the briefing, he received, on behalf of the Group a framed certificate of support which was presented by the Lord Lieutenant.

Support for reservists recognised

Christopher Walkinshaw is pictured left with the Lord Lieutenant.

Pictured left to right: Bruce Stuart, Tim Bick, The Mayor of Cambridge and Terry Holloway.
Cambridge is a seat of learning not only in education but also in aviation and has been since the 1930s when Tiger Moths first operated at Cambridge and trained future Spitfire, Hurricane and Lancaster pilots. The Cambridge Flying Group (CFG) is still going strong, training pilots from all walks of life interested in flying this icon of aviation.

Cambridge Flying Group is now the only place in the world where pilots who do not own their own Tiger Moth can learn to fly on them from ab initio – the flying term for absolute beginner, to Pilots Licence level, just as Sir Michael Marshall did in 1949!

It is a rare thing nowadays to train entirely on Tiger Moths up to Pilots Licence level. Many pilots coming to the group train on other aeroplanes and “convert” to open cockpit flying. However Cambridge residents Ed Weatherup and Andrew Wood have just completed the rare achievement having trained from start to finish on Tiger Moths and, in September, achieved their Pilots licences.

Ed always wanted to fly but “wanted to learn properly in a Tiger Moth”. Andrew had wanted to fly since the age of 7 and went for a look round flying schools in the local area - and then saw the immaculate yellow Tiger Moth biplanes of the Cambridge Flying Group and “that was it”.

If you are interested in learning to fly with the Cambridge Flying Group Tiger Moths please contact: Howard by email on petahoward@aol.com or call in to see us at weekends when we are flying at Cambridge Airport in Newmarket Road.

Cambridge Airport recently welcomed a historic American bi-plane to its airfield as part of its four year ‘round the world’ trip to raise money for the Wings of Hope, a charitable foundation set up to provide education for children from developing nations. The 1943 Beech Staggerwing landed at Cambridge on Friday, 21st September and was being flown by William Charney aka Captain Biff Windsock, an American aviator and Vietnam veteran, who restored the aircraft over a period of five years with a team of experts in New Zealand.

Although originally built for the US Navy, the Staggerwing’s arrival in Cambridge was actually a homecoming since she was shipped to the UK and assigned to the Royal Navy for the end of the Second World War, before returning to America after the war. The aircraft arrived in the UK in June 1944, served at Boscomb Down and RNAS Abbotsburgh (today’s Glasgow Airport) and returned to the USA in 1946.

To track Captain Bill’s journey or find out more about his charity, visit www.captainbiff.com

Cambridge Airport is delighted to announce the appointment of David Cran (pictured with Robert Marshall) as the new Airport Manager. David has over 23 years experience in the civil aviation industry starting as an Air Traffic Control Assistant working at various airports around the UK. In 2001 he moved to Stansted Air Traffic Control where he worked in Ops and Training and was part of the team to implement the UK’s first Electronic Flight Progress Strip System and was one of only two Met Observer examiners for NATS. In 2005 he left NATS to join BAA as an Aiside Operations Manager at Stansted.

In his spare time he has taught RT Phraseology to micro-light pilots and has worked for the last twelve years at the Imperial War Museum Duxford as a Flight Information Service Officer. He is currently in the process of training for his Private Pilots Licence.

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Cambridge Airport has announced the return of direct holidays to Jersey from May 2013, in conjunction with independent tour operator CI Travel. The holidays have been introduced due to popular demand, following the sell-out success of the operator’s first season of packages from Cambridge Airport to Jersey last year.

Departing from May 2013, travellers will be able to choose from a selection of seven-night or fourteen-night packages to Jersey.

Robert Mackenzie, the managing director at C.I. Travel Group said, “We had a fantastic response to our Jersey holidays when direct flights launched from Cambridge Airport this summer, so it took no time at all to decide to put summer 2013 services on sale as soon as possible. Jersey has always been a favourite destination for UK visitors, with its enviable sunshine record, superb sandy beaches and attractions for all age groups. We hope that even more travellers from East of England will enjoy the convenience of flying to Jersey direct from their doorstep next summer.”

For more information or to book, visit www.jerseytravel.com, call 0844 415 6653 or visit a local travel agent.

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It was reported in the last edition of Teamwork that BGAD12 was the most successful event to date. The event attracted over 450 attendees, which represents a 10% increase year on year. The date for BGAD13 is Tuesday, 17th September, which will take place at the airport in the larger and popular location of hangar 22. BGAD 13 will also see the reintroduction of an industry-focused seminar programme.

Terry Holloway, of Cambridge Airport, commented, “This year’s unprecedented increase of numbers is a great endorsement of the enduring appeal of BGAD and the continued growth of the business aviation and motoring sectors. Despite the difficult economic climate, the business aviation industry continues to defy the trend [in Cambridge and the wider area] by going from strength to strength. We look forward to welcoming delegates back to the airport again next year for an equally successful day of business and networking.”

Displays at BGAD12 included the launch of the first ever night-capable air ambulance helicopter in England and Wales, by East Anglian Air Ambulance (EAAA), aircraft from Hawker Beechcraft, Embraer Executive Jets, Cessna and Marshall Executive Aviation, as well as motor industry exhibits from Marshall Motor Group and Bentley. Marshall Business Aviation, a Cessna Authorised Service facility, also used BGAD12 to showcase its services; which include conversion, modification, maintenance and support for the Cessna 500 Series.

For more information on BGAD, please visit www.bgad.aero.

Cambridge Airport has announced it will be launching direct holidays to the Neapolitan Riviera in October 2013, in conjunction with independent tour operator Newmarket Holidays. The holidays have been introduced due to popular demand, following the success of the operator’s sell-out packages from Cambridge Airport to the Italian Lakes last year. Departing in October 2013, travellers will be able to choose from a selection of seven-night packages to Sorrento and the Bay of Naples or the Amalfi Coast, just a stone’s throw away from some of Europe’s most fascinating attractions including Pompeii and the towering Mount Vesuvius.

David Surley, the head of business and route development at Cambridge Airport, says, “We are delighted that tour operator Newmarket Holidays has chosen Cambridge Airport for another new destination in 2013. From experience, we know that the Bay of Naples and Amalfi Coast will be popular with our passengers, who have clearly indicated they really want to visit this beautiful and fascinating part of Italy. We cannot wait to strengthen our ties with Italy and new, wonderful destinations in the Mediterranean”.

Alison Keeble, Regional Charter Director at Newmarket Holidays says, “Our debut tour programme to Lake Garda from Cambridge this summer was a runaway success and departed fully booked. It took no time at all to decide we’d offer another Italian gem for next summer and a direct flight from Cambridge to Naples allows us to offer a choice of holidays in Sorrento and fantastic touring options around the Neapolitan Riviera, to Capri and even Florence, Siena and Tuscany. We’re thrilled that Cambridge travellers are enjoying our specialist trips and look forward already to our Naples departure from Cambridge Airport in 2013.”

For more information or to book, visit www.newmarketholidays.co.uk or call 0843 316 1148

At Business & General Aviation Day 2012 it was announced that Marshall Executive Aviation has been accepted as a United States of America visa waiver approved carrier.

Our participation in the Visa Waiver Program was approved by US Customs and Border Protection, and enables us to carry passengers to the USA without them having to apply for a visa beforehand.

This USA visa waiver approval follows our recent UK CAA approval to extend the regions to which we can fly our Challenger 300 aircraft, and means Marshall Executive Aviation can now offer passengers a simpler process when flying to the States. Next, we plan to secure a Canadian Foreign Air Operators Certificate - to further enhance services between Europe and Canada.
Defence Group, comments: "We're extremely pleased for David and that Marshall Aerospace does so well in this category, as last year we secured First Place and Runner-up prizes for the South East region."

Marshall Apprentices, Codey Leatherman and Josh Stiller were both finalists in the award and should be commended for their outstanding achievement.

David Firth went on to receive the runner-up prize in the national EEF Manufacturing Awards 2012 held in London on 3rd February. The competition was close, with the award for first place almost a tie. Judges deliberated long and hard to select the eventual winner, and this was the first time a runner up prize had been awarded. Other finalists in this category included apprentices from BAE, Rolls Royce and Airbus. By coincidence, the award was presented by one of our Non-Executive Directors, Sarah Sillars.

David Firth, one of our many apprentices at Marshall Aerospace, has won the EEF South East Region Outstanding Achievement by a First Year Apprentice Award. David, won the award, presented at an EEF ceremony held at Mercedes-Benz World in Weybridge, for his enthusiasm, drive, ambition and leadership qualities.

The annual awards from EEF, the manufacturers’ organisation, recognise excellence in enterprise, innovation, environmental performance and skills development among UK manufacturers. The Outstanding Achievement by a First Year Apprentice Award is presented to the apprentice who has done the most to seize the training and development opportunities made available during the first year of their apprenticeship programme.

Steve Fitz-Gerald, CEO of Marshall Aerospace and Defence Group, comments: "We’re extremely pleased for David and that Marshall Aerospace does so well in this category, as last year we secured First Place and Runner-up prizes for the South East region."

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Marshall Aerospace has launched JETability, a business aviation solution that combines the resources of one of the largest and longest-established aerospace companies in Europe into a customer-focused, ‘one call, one team’ centre-of-excellence for the business aviation sector. Serving the needs of private owners and corporations alike, the services available from and through JETability (www.jetability.com) include Aircraft Management, Maintenance, MRO, Chartering, Sales, Concierge and Consultancy; all available through a bespoke call centre.

Steve Fitz-Gerald, CEO of Marshall Aerospace and Defence Group, comments: “JETability is our commitment to develop further business aviation in Cambridge, expand our portfolio of services and develop a top-ranked FBO in conjunction with our partner ExecuJet.”

The JETability brand was unveiled at the Royal Aeronautical Society in London on Friday, 30th November to industry and aviation media guests. JETability will operate under the leadership of MD Steve Jones; who has overall responsibility for Business Aviation across the Marshall Group.

JETability also represents Marshall Aerospace’s move into aircraft sales and acquisitions; of business jets and turboprops. This side of the business will be led by recently appointed Sales Director Howard Povey (pictured top left, who brings 25 years’ worth of professional aviation experience (gained from Hawker Beechcraft, Raytheon Aircraft Company and BAE Systems) to JETability. JETability is able to guide and support customers through their next aircraft transaction. Acquisitions will be underpinned by JETability’s comprehensive processes, including inspections and background checks in the case of pre-owned aircraft, and owners wishing to sell aircraft will benefit greatly from JETability’s fresh and energetic go-to-market strategy.

Robert Marsh, Marshall Business Aviation Group Chief Executive, concludes: “We are delighted to introduce our new and exciting JETability brand. It builds on the remarkable achievements of Marshall Aerospace and is a perfect blend of existing and new customer-focussed services. Moreover, JETability joins an exclusive and elite club of business aviation solution providers that can offer a full range of services by drawing on Marshall’s extensive resources and capabilities.”

Marshall Business Aviation opens office at Harrods Aviation’s London Luton Airport Facility

Marshall Business Aviation, (MBA) has opened a technical support office at London Luton Airport within the Harrods Aviation facilities. The move is in response to an increasing number of Cessna Citation aircraft owner/operators flying into, or now based at, London Luton, the UK’s busiest 24/7 business aviation airport, where Harrods Aviation also runs an established FBO.

MBA will offer AOG (Aircraft On Ground) and casualty support for a wide range of Cessna aircraft, expanding its capabilities providing scheduled maintenance as a long-standing Cessna authorised service centre at its Cambridge Airport headquarters.

“We welcome the arrival of Marshall Business Aviation at our London Luton Airport facility,” said Harrods Aviation Technical Director John Bool. “Their speciality is a perfect complement to the maintenance services we already offer on Bombardier and Hawker Beechcraft aircraft, and we look forward to a long term relationship with them.”

Operation Christmas Child

Following the worldwide Christmas appeal – Operation Christmas Child – a group of ladies from Marshall Aerospace (Hercules/Tristar Project Team, Flight Support Services, MA Logs Cell) pooled their talents to raise monies from donations and collections and the ‘fat free’ cake stall in support of this worthwhile appeal. The result of their hard work and the generosity of colleagues, both here and overseas raised £330 – enough to fill 20 ‘shoe’ boxes with Christmas bits and pieces for children in need around the world. A big thank you to everyone who contributed and made this such a success.

From left to right, Laura Carter, Anita Rawles, Sara Newman, Lynn Holme, Hayley Fabb, Sam Bream, Lisa Lankshear, Debra Windsor
30 Club Visit

Over 150 former long-serving employees and their relatives visited Marshall of Cambridge during the afternoon of Friday, 14th September for a briefing on recent company activities and a tour of the Cambridge site. The annual event ended with a small private flying display, which included an RAF Hawk aircraft.

The 2013 Briefing & Tour will be on 6th September – more details will be sent to 30 Club members nearer the time.

East Anglian Air Ambulance to Commence Night Operations

On 18th September the East Anglian Air Ambulance commenced night flying operations to and from Cambridge Airport in order to provide a rapid response to casualties from incidents within the region.

Cambridge Airport’s Deputy Chairman, Terry Holloway, said: “Some local residents might notice the noise of these additional movements which will only be undertaken outside of the Airport’s normal operating hours in order to satisfy important training requirements for the East Anglian Air Ambulance crews and in direct support of “live humanitarian operations”.”

The East Anglian Air Ambulance has been based at Cambridge Airport for the last four years and Terry Holloway added: “Marshall of Cambridge, and the Airport, is delighted to be supporting the East Anglian Air Ambulance which plays such a vital role in getting casualties to hospital with the minimum of delay.”

Cambridge Chariots of Fire Race

Six teams from Marshall of Cambridge took part in the 2012 Chariots of Fire Race in Cambridge with each team competing for the Marshall Trophy, which is awarded to the fastest Company Team to complete the Race.

The winning team was named ‘The St Andrews Golf Caddies’, which, led by Duncan Fraser, an MA Stress Engineer, was from the Marshall Aerospace Design Office. They completed the course in 1hr 5 mins and 28 seconds, coming 22nd overall in the Race. The team narrowly beat the traditional winners of the Race, the Marshall AeroAcademy Apprentice Team, who completed the Race in a slightly slower time of 1hr, 9 mins and 4 seconds, coming 47th overall. The six Marshall teams included a ladies team, a team from the Airport and a team from Marshall Hyundai.

In the photograph Sir Michael Marshall is pictured with some of the Marshall runners and is seen presenting the Marshall Trophy to Duncan Fraser.

Sir Michael Marshall said, ‘I am delighted that so many employees and Marshall teams take part in this race each year, which remembers in a way my father’s participation in the 1924 British Olympics Team in Paris, which was immortalised by Lord Puttnam in his film Chariots of Fire.’

Growing Network

2012 saw some changes for the Marshall Network, not only a new name but also many news faces who have joined the group. Formerly the Marshall Young Persons Group, the Network continues to work on fundraising, networking and development projects around the Group, with the rebranded name a way of capturing this. Including Movember 2012, fundraising will have topped £10,000 to bring the total raised since the group was first formed to well over £30,000. Many of the group have been involved with the Marshall LEAF project, Future Marshall and Business Development projects for MA.

The Network already has a number of events and projects planned for this year, one of which is a sports day being organised by the ‘newbees’. The new members of the Marshall Network who have joined since June are: Rachael Wilson (MMG HR), Kayley Whitbread (MMG Finance) Sophie Storr (MA Business Development Graduate), Matthew Craske (MA Commercial Graduate), Anna Oswald (MA Environment Assistant), Kirsty Dorrell (MMG Service Adviser Ipswich Kia/Vauxhall), Samuel Sinclair (MA Project Manager), Anna Dziuba (MA Export Assistant)

The Network is always looking to grow, either with new committee members or representatives at the many non-Cambridge sites. If you would like to get involved or just want to know more about the Network and what they do email: marshall.network@marcamb.com or follow them on twitter @marshallnetwk.
Over 100 participants from across the Marshall Group, including the UK, Canada and the Netherlands, took part in Movember 2012. The participants signed up for this worthwhile cause to grow moustaches to help raise funds for Men’s Health, which particularly includes Prostate Cancer.

The Marshall Mo’s Network raised over £8,600. This amount has subsequently been topped up by an additional £2,000 thanks to a generous contribution from Steve Fitz-Gerald on behalf of Marshall Aerospace, to make the final total an outstanding £10,600. An end of Movember Mo-Down was held at Cambridge (pictured above) on Friday 30 November to get as many members together as possible. Prizes were presented as follows:

Best Mo in Show, **Kyle Saunders** (pictured left)
2nd Best Mo in Show, **Ian Macdonald**
MoSt money raised - 1st, **Chris Bunney** (£1,240); MoSt money raised - 2nd, **Andy Cordrey** (£443); MoSt money raised - 3rd, **Charles Crawford** (£395).

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**Towie takes off**

Five of the finalists from the East Anglian Region of the Miss England competition met at Cambridge Airport to witness the launch of the White Tie and Diamonds Ball, which was held to raise money for the official Miss England and Miss World charity “Beauty with a Purpose” which supports disadvantaged children across the world.

Cambridge Aero Club donated a flight over Cambridge for the raffle and Mark Wright, star of ITV’s TOWIE won the prize. Under the watchful eye of Luke Hall, Chief Flying Instructor, Mark took control of the aircraft – Gemma Manchett from Burwell won the passenger seat on the aircraft.

The event raised over £10,000 for the ‘Beauty With A Purpose’ charity.

*Pictured right: Gemma Manchett and Mark Wright*

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**Angels in a Dragon’s Den**

Cambridge is World-renowned for the number of successful start-up businesses which begin their life in Cambridge. A group of local investors called the ‘Cambridge Angels’ get together to fund these start up businesses to help them get off the ground. Robert Marshall is a member of the Cambridge Angels and the company recently hosted an investment forum at which new businesses pitched their investment ideas; a little bit like Dragon’s Den!
Mayor’s Day Out

Once again the Marshall Group supported the annual Mayor’s Day Out by sponsoring a coach to take local elderly residents on a day trip to the seaside. Sir Michael Marshall boarded the coach as it passed the Airport to wish everyone a great day out at Great Yarmouth.

Jeans for Genes

Many of the Marshall team took part in this year’s Jeans for Genes Day on 5th October and raised a total of £218. The money raised will help to fund the care and support which children need now and the research that could change their lives in the future. The money is split between research and care for children living with a genetic condition.

Children’s Christmas Party

The children’s Christmas party went with a real swing, with lots of fun, such as dancing games to Jezo’s Disco, a magician show, face painting, a balloon modeller, and a high-tea. The ultimate surprise was to see Santa in his new Grotto, newly designed with a brilliant full size back-drop and amazing Santa chair and lit-up presents, making it look and feel like you were in Santa’s Lapland home.

Sir Michael Marshall also tried and approved Santa’s new chair in the new Grotto set up and gave it the thumbs up! Many thanks to the efforts of all the MSSC helpers, present wrappers, canteen staff and parents who came on the day to help make this a magic party for the kids!

Following the party one delighted parent wrote: “Just a quick note to thank you sooooo much for a wonderful children’s party. It was the first time I went and was impressed at how brilliantly organised it was and how much there was for the children to do.”

Byte Night Changing Lives

Around 1,000 people from the IT and business community took part in Byte Night on 5th October to raise money to help Action for Children tackle the root causes of youth homelessness. It helps thousands of children and young people across the UK to build better lives with secure accommodation, education and training opportunities and family support.

The Marshall IT team called “Tall Order”, comprising Fergus Thornton, Isobel Aylott, Tony Andrew, John Cotsikoros and Alan Paul, slept outside over night at the Science Park in Cambridge for Byte Night 2012. Despite a rather soggy night the team managed the challenge and raised an impressive £3,748.34.