

# NETWORKNEWS

## FROM THE RAIL ALLIANCE – KEEPING YOU ON TRACK

Welcome to the latest edition of Network News, in this issue we focus on the much anticipated Railtex 2011 giving you the inside track on the Rail Alliance members who are co-exhibiting with us at the event. We are also pleased to announce some exciting new services we will be launching officially at Railtex 2011 - for more about Rail Alliance Value Added Services and how they can help you ... have a look inside. Our regular features now include new Rail Alliance Members whilst, on the back page, you will see information about our forthcoming events as well as the thoughts of our CEO Colin Flack. Inside you will find:



## DESTINATION RAILTEX

Railtex 2011 Preview Issue – with over 20 Rail Alliance Members co-exhibiting and many more members exhibiting elsewhere in the Hall at Railtex 2011 this is our largest presence at Railtex yet!

## COMING DOWN THE LINE

Forthcoming Events

– including The Infrastructure Show and Rail Interiors Expo and how you can maximise your opportunities at both events with the Rail Alliance



Colin Flack (CEO Rail Alliance) gets his point across to Binali Yildirim (Turkish Minister of State for Transport and Communication) at the Eurasia Rail Expo 2011 in Ankara Turkey

## NEW SERVICES FIND OUT ALL ABOUT RAVAS!

Rail Alliance launches Rail Alliance Value Added Services – a suite of professional and consultancy services for Rail Alliance Members to take advantage of – read all about the Rail Index, the Rail Review, the Rail Outlook and much more ...

## BUFFER STOP

Read all about the musings of our CEO Colin Flack.

## Robust Data Communications Solutions for the Rail Industry - A Westermo Event

Westermo hosted a hugely successful event entitled "Robust Data Communications Solutions for the Rail Industry" at the London Transport Museum on the 23rd of March. The event was attended by 75 delegates from the UK rail industry.

Comments from some of the attendees showed just how valuable and interesting an event it was.

"I personally found everything very interesting and it was put across excellently by all speakers" - Alan Marshall, Unipart Rail.

"I learnt a lot about the developing data communications market in the rail industry" - Caspar Lucas, Transys Projects.

The day started with an opening address from Mr Lars-Ola Lundkvist, CEO of the Westermo group. He gave a picture of how Westermo, a Swedish company owned by the quoted Beijer Electronics Group, over the last 35 years has developed into a global leader for robust data communications products. This presentation was then backed up by Mr Alan Bollard, MD - Westermo UK, with some examples of global rail industry applications where Westermo products have been used.

Mr Kevin Stringer of Firstco presented "Cooling the Tube"; a project they had been involved in with Westermo over the last two years. Mr Stringer explained how Firstco had implemented a system to increase airflow on parts of the London Underground in order to reduce temperatures.

After the lunch break, Dr Robert Gardner from Network Rail took the floor to deliver a presentation entitled "IP/Ethernet Networking for Lineside Remote Condition Monitoring Equipment". The presentation showed how a network architecture based on Ethernet backbones has been created in Scotland to allow a whole range of trackside assets to be monitored.

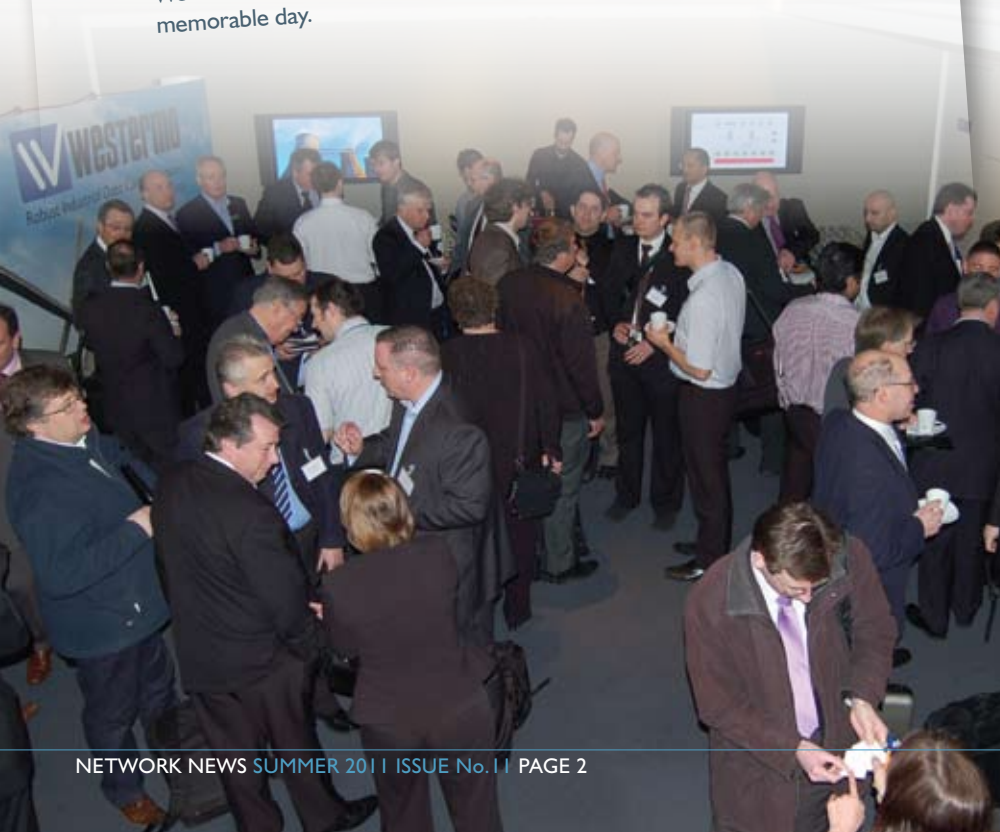
The final presentation of the day, "Modular Signalling for the 21st Century", was delivered by Mr Jon Clarke of Invensys Rail. All three application presentations were followed up by short technology primers from Mr Ray Lock - Westermo UK Technical Director, to help explain some of the data communications technology behind the applications.

Westermo would like to thank all who were involved in making this a memorable day.

Welcome to Network News 11 - this issue highlights our members co-exhibiting with us at Railtex 2011 at Earl's Court (14-16 June 2011) and we are delighted that so many of our members are exhibiting at this prestigious event. In addition to those members taking space with us on the Rail Alliance stand there are many other members dotted around the exhibition hall and we wish all Rail Alliance members a good and prosperous exhibition at Railtex 2011.

The 2011 Railway Strategies Live! conference took place on 7 April 2011 and a stellar line up of speakers including Sir Roy McNulty (Rail Value for Money Study), Professor Andrew McNaughton (Chief Engineer, HS2) and Ian Ballentine (Programme Director, Efficient Infrastructure Delivery) presented to a packed auditorium at the National Motorcycle Museum. I took away from this conference a deeper understanding of the way that rail does its business and, more significantly, an appreciation of the challenges for the future in the way that rail needs to do its business. The concept of alliancing outlined by Ian Ballentine of Network Rail is something that we have been championing as part of our Rail Alliance mantra (network, collaborate, innovate, thrive) and we look to advise and encourage our members to prepare for different ways of doing business with Network Rail as this alliancing methodology gathers more momentum. It is an exciting and novel approach by Network Rail and the benefits to contractor and supplier alike are significant.

The main 'press release' for this issue heralds the launch on 12 May of our suite of Rail Alliance Value Added Services (RAVAS) - these services are outlined in greater detail on pages 4 and 5. Importantly, our core provision of Networking Meetings, Exhibition Support and Member Database Information, which are available at no additional cost to our members, will remain and will be unaffected by RAVAS. The RAVAS provision uses a carefully selected pool of consultants (known as the Rail Index) and applies an intelligent selection process to match the needs and requirements of the



customer with the expertise and qualities of the associate assigned to deliver the intervention or consultation. As with all our activities, the concept of delivering a value-added output at competitive rates is foremost in our minds and we see RAVAS as being able to provide to our full members a source of high quality associates able to provide timely and valued assistance and information. If, after reading the article on RAVAS, you need or want more information about how RAVAS can help your business, simply e-mail us at [enquiries@railalliance.co.uk](mailto:enquiries@railalliance.co.uk) and one of our RAVAS team will get back to you with an outline of the services and capabilities of the RAVAS programme.

Back to our core provision of services free to members - we still have space available for co-exhibitors on the Rail Alliance stand for The Infrastructure Show (held at the NEC, 17-19 October 2011) with member companies who sign up to take space with us qualifying for 40% off standard exhibiting rates as well as being able to book spaces as small as 2m<sup>2</sup>. *And finally ...* the popular Railway Interiors Expo returns once more to the Koelnmesse in Germany (15-17 November 2011), along with the Awards for Innovation & Excellence in railcar design plus the free-to-attend Open Technology and Ideas Forum. Should you have an expression of interest to take space at either of these exhibitions then please contact Neil Stevens on [neil.stevens@railalliance.co.uk](mailto:neil.stevens@railalliance.co.uk).



**Robert Hopkin**  
Executive Director  
Rail Alliance  
Editor Network News

# NEW MEMBERS

## New Members of the Rail Alliance since 1st February 2011

VTG Rail UK Ltd (Wagon Lessor of Railfreight Wagons)  
[www.vtg-rail.co.uk](http://www.vtg-rail.co.uk)

Eurotec Group Ltd (Suppliers of Vast Range of Products to the Rail, Construction and Fit-out Industry in UK and Europe)  
[www.eurotec-group.co.uk](http://www.eurotec-group.co.uk)

Amman Valley Railway Society (Charity Promoting a New Light Rail Link known as "Swansea 9 Lines")  
[www.ammanvalleyrail.org.uk](http://www.ammanvalleyrail.org.uk)

Fischer Fixings UK Ltd (Suppliers of a Full Range of Plastic, Steel and Chemical Fixings)  
[www.fischer.co.uk](http://www.fischer.co.uk)

Teleste (UK) Ltd (Manufacturer and Supplier of Digital Video Encoding, Transmission and Networking Equipment, SW System Management, Command and Control Platforms, Video Recording and Storage Systems)  
[www.teleste.com](http://www.teleste.com)

Frank Dudley Ltd (Manufacturer of Metal Pressings and Welded Assemblies)  
[www.frankdudley.com](http://www.frankdudley.com)

Nightsearcher Ltd (Suppliers of Portable Lighting Systems)  
[www.nightsearcher.co.uk](http://www.nightsearcher.co.uk)

Samuel Wilkes (Engineering) Ltd (Design and Manufacture of Specialist Locks and Hinges for Railway Locomotives and Carriages)  
[www.wilkes-engineering.co.uk](http://www.wilkes-engineering.co.uk)

D'Accord Management Services (Consultancy and Interim Management for Business Improvement, Lean Compliance Strategies and Business Turnaround)  
[www.daccordms.co.uk](http://www.daccordms.co.uk)

4U Recruitment Ltd (Provision of Blue and White Collar Staffing to the Rail Sector including Safety Critical Registered Personnel)  
[www.4urecruitment.co.uk](http://www.4urecruitment.co.uk)

Burdens Ltd (Civil Engineering, Rail and Infrastructure Merchants)  
[www.burdens.co.uk](http://www.burdens.co.uk)

### New Members of the Rail Alliance since 28th February 2011

Telent Technology Services Ltd (Provider of Telecommunications for the Rail Industry)  
[www.telent.com](http://www.telent.com)

Stewart Wittering (Sole Trader)

Pathfinder Services (UK) Ltd (Provider of Site/Depot Security Services for the Rail Industry and Surveying Targets for Track)  
[www.pathfinderservicesuk.com](http://www.pathfinderservicesuk.com)

Abellio (Transport Specialist)  
[www.abellio.com](http://www.abellio.com)

Railway Benefit Fund (Charity Providing Support to Railway Staff, both Active and Retired, and Their Dependents when They Need Help Through Illness, Injury, Bereavement, or Adversity.)  
[www.railwaybenefitfund.org.uk](http://www.railwaybenefitfund.org.uk)

AutoDrain (Manufacturer of De-pollution Equipment)  
[www.autodrain.net](http://www.autodrain.net)

DCA Design Consultants (Design Consultants for the Rail Transport Industry)  
[www.dca-design.com](http://www.dca-design.com)

GDM Heat Transfer Ltd (Designer and Manufacturer of All Types of Heat Exchangers)  
[www.gdmcoolers.co.uk](http://www.gdmcoolers.co.uk)

### New Members of the Rail Alliance since 31st March 2011

C A P Productions Ltd (Manufacturer and Distributer of Turned Parts, Pressings and Specialised Fasteners)  
[www.capproductions.co.uk](http://www.capproductions.co.uk)

Depe Gear Co Ltd (Design and Manufacture of Gear, Gearboxes and Couplings))  
[www.depe.co.uk](http://www.depe.co.uk)

Wulfrun Consulting Ltd (Interim Management and Temporary Contract Tender Management, Financial Modelling, Proposal Writing and Database Construction)  
[www.wulfrunconsulting.com](http://www.wulfrunconsulting.com)

TQ Catalis (Training Company Delivering Safety Critical Training Specialising in Track Safety and Rail Engineering Disciplines)  
[www.catalis.co.uk](http://www.catalis.co.uk)

Pennant (International Group Offering Computer-based Training Systems, Information Services and Software Services)  
[www.pennantplc.co.uk](http://www.pennantplc.co.uk)

Birmingham Airport (Midlands Premier Domestic and International Airport)  
[www.birminghamairport.co.uk](http://www.birminghamairport.co.uk)

Cembre Ltd (Manufacturer of Electrical Connectors and Tooling for P/Way S & T and Electrification Applications)  
[www.cembre.com](http://www.cembre.com)

# RAIL ALLIANCE VALUE ADDED SERVICES A NEW DAWN



**R**ail Alliance membership provides many benefits that are without additional charge including, but not limited to, the following: regular B2B networking events; discounted attendance at major Rail Conferences and IMechE railway lectures and seminars; exhibition support (home and abroad – including, where possible, negotiating discounted stand space); assistance and advice with regard to product innovation, novation, test and evaluation; promotion of companies in Rail Staff and our own media; representation of UK rail industry abroad within european rail cluster activity ... as well as our unending passion for rail transport where we represent our members interests or through our events and regular advertising ...

... however, we recognise that our members often need more bespoke and targeted assistance; therefore we are pleased to launch the **Rail Alliance Value Added Services (RAVAS)**.

So, if you need more specific assistance to enable you and your organisation to take the next steps, then the **RAVAS** suite of services may provide the answer!

Importantly, as it may be your first 'port of call' ... the **Rail Helpline** is free for consultation on how **RAVAS** can help you. Some of the **RAVAS** services are fixed cost items and others are costed depending on the requirements, for example, the **Rail Review** is provided for a fixed fee of £250 plus VAT plus expenses at cost and the **Rail Outlook** is delivered for a fixed fee of £999 plus VAT plus expenses at cost. All other services are costed within bespoke proposals. Importantly, what we do guarantee is that all consultants within our register (the **Rail Index**) operate within a range of rates negotiated by Rail Alliance. In all cases, where a service can be provided by more than one consultant, members requesting that service will be provided with CVs and rates of the consultants able to deliver that capability and the member can make their own selection of consultant.

For further information on these and other products from the **RAVAS** menu, please contact the **RAVAS** team either by:

- ringing the **RAVAS** Helpline on **01789720026**,
- visiting our website: [www.railalliance.co.uk/ravas](http://www.railalliance.co.uk/ravas)
- e-mailing [kevin.lane@railalliance.co.uk](mailto:kevin.lane@railalliance.co.uk) ... Kevin is the **RAVAS** Delivery Manager and coordinates all enquiries.

**Come and Visit the  
Rail Alliance Boulevard  
at D52 and all around!**

# DESTINATION RAILTEX



### Rail Consult

Rail Consult provides members with access to specialist consultants at preferential rates. The service can place a consultant that meets your needs or assists you to contract with the open market to gain the right provider of design, higher technology engineering or problem solution.



### Rail Helpline

Rail Helpline is a free helpline for those that want to know more about what RAVAS can offer.



### Rail Index

Rail Index is a database of consultants and skills maintained by the Rail Alliance.



### Rail Outlook

Rail Outlook is a half day workshop aimed at new entrants to the rail industry who seek a firm understanding of the industry, its financing and regulation, the major players and the major projects.

## THE RAVAS MENU

There are seven items on the RAVAS Menu and they are:



### Rail Review

Rail Review is a business review related specifically to your business, its products and its services; it is offered when we are unable to provide the required level of assistance as a result of free consultation via the Rail Helpline.



### Rail Market

Rail Market is a very broad series of services designed to assist members to find success in the rail industry through targeted marketing assistance. There are two main threads to Rail Market, sales and marketing assistance to increase sales; additionally, Rail Market provides generic services such as profile raising, branding, web site and visibility.



### Rail Advocate

We have consultants regularly attending these events who are prepared to act as your Rail Advocate who will visit stands of your choice on your behalf and provide a report of contacts made and any leads obtained.



The tenth Railtex exhibition will take place in London from 14 to 16 June 2011. Firmly established in the rail industry's calendar as the only UK showcase for technological innovation across all sectors of the supply market, the show returns to London's Earls Court exhibition centre, the venue for the highly successful 2009 event.

Railtex 2011 promises to be bigger and better than ever and in this issue of Network News we include a focus on some of the 20+ members who will be co-located with us at this show with many more members exhibiting elsewhere around the hall.

This is typical of the support the Rail Alliance offers its members and we are already thinking ahead to planning our contribution to the Rail Hub at The Infrastructure Show (17-19 October

at the NEC), for which we have negotiated discounts of 40% off the normal prices. Additionally, we are seeking expressions of interest from members wishing to take stand space at the Railway Interiors Expo in Cologne (15-17 November at the Kölnmesse, Germany). So, if you are interested taking stand space at either of these two prestigious events – please contact [neil.stevens@railalliance.co.uk](mailto:neil.stevens@railalliance.co.uk)

Back to Railtex 2011 – we look forward to seeing as many newcomers and seasoned veterans as possible; so, if you are visiting Railtex 2011 (simply go to [www.railtex.co.uk](http://www.railtex.co.uk) to register) – please do come and visit the Rail Alliance at Stand D52a and talk to us – or our best adverts – our members!

Applied Inspection is an ISO 9001:2008, Link-Up and GM/RT2005 accredited company providing Non Destructive Testing - including ultrasonic axle testing, eddy current testing, welding, welder training and metallurgy throughout the UK and overseas. Our rail division is headed by three Level III managers over-seeing a team of highly qualified and experienced individuals all with PTS certification and approval to our competence management system for safety critical work within the rail sector. We only ever use our own staff – we never use sub-contract personnel.

Our reputation has been built not only on our technical expertise but also on our ability to consistently provide a fast reacting and flexible service and we are now recognised throughout the UK and Europe as being at the forefront of testing on rail axles in accordance with Railway Group Standards. The testing we carry out is currently undertaken at the manufacturing stage as well as within the rail depot and includes schedules of routine maintenance for a number of rail companies.

We offer complete project management of the following;

- Fleet checks
- Procedure writing
- Wheel-set inspection
- Ultrasonic axle testing
- Axle boxes – removal and fitting
- Bogie frame – welding and NDT testing

Applied Inspection is also able to provide preparation, validation, development and approval of non-destructive test procedures as well as the provision of a complete technical support service.

Our welding division provides welder training to facilitate WPQR and welder qualifications to BS, ASME, AWS standards and NVQ's as well as being equipped to undertake complete fleet refurbishment programmes, weld repairs and the welding of components on to newly built trains.

Recognition of our standing in the industry came recently when we were invited by TWI (The Welding Institute) to take part in a European backed research project looking into the life of rail axles with a view to determining the remaining life in an axle by developing new techniques and collecting data during the inspection. Our role in the project will be to undertake a schedule of axle testing; feeding the results back to project members.

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**W:** www.appliedinspection.co.uk



## AutoDrain

AutoDrain are the UK's market leader in depollution systems and have unique solutions for the Rail Industry.

Key amongst our products is our unique Oil-Away system - a simple leak-free twist connection to drain and refill oil, no sump plugs to remove or threads to strip, no awkward drip trays, buckets or spills.

The Oil-Away system uses our special adaptors to enable fast, efficient draining of all waste fluids from any type of vehicle without the need to remove the sump plug.

Therefore, routine servicing and oil changing or sampling can even be done when the oil is still hot, as the drained oils are sucked direct from the sump to the storage tank in a sealed system.

With our unique adaptors clean oil can be filled directly into the sump for an even faster turnaround.

The system can be used for any type of oil, fuel or coolant allowing liquids to be recycled and replaced back into the vehicle if required.

The system can be installed as part of a new build project or built into your existing system creating a clean, safe working environment in your workshop.

Greatly Assists Lean Servicing

- Less Downtime
- Greater Efficiency
- Controlled Waste
- Easy To Use

A Cleaner, Safer Way to Service Vehicles

- Straight from Sump To tank
- No Spills
- No Skin Contact
- No Carcinogenic Burs

If you operate mobile servicing we have the option of fitting the system directly to your service vehicles enabling on site servicing using the same 'Oil-Away' connectivity.

At AutoDrain our focus is always on providing solutions that allow you to reduce risks to your employees, reduce downtime and reduce costs.

Additional depollution and end of life products include Liquid Storage Tanks, Drum Bunds, Fuel and Oil Recovery Units – all designed, developed, manufactured and installed to your exact requirements.

- T:** +44 (0)113 2059332  
**W:** www.autodrain.net



Brand-Rex is a leading global supplier of high performance cables for extreme environments and structured cabling systems for data networks. Brand-Rex is a global operation with 11 offices, a presence in over 50 countries and 400 staff worldwide.

Speciality Cabling Solutions have long formed an integral part of the Brand-Rex portfolio. The Speciality Cabling business based in Leigh near Manchester is a leading supplier of copper and optical cabling products with a special focus on providing high density cabling solutions to maximise efficiency for demanding environments. Brand-Rex has an extensive heritage as a bespoke cable manufacturer in high performance markets. Over the years we have invested heavily in the business, bringing in greater efficiencies, whilst placing particular emphasis on both our product capabilities and our quality and process system.

Brand-Rex Speciality Division has extensive experience in Aerospace, Automotive, Rail, Defence, Marine and Industrial markets. Brand-Rex holds amongst others approval for many of London Underground's demanding cable specifications; these cover low to medium voltage, single core power and earth cables, multicore and multipair trackside cables, track crossing cable and equipment room wiring. As a company Brand-Rex is committed to a "business excellence" programme covering all aspects of its operations.

Brand-Rex Speciality Division will be launching the new Railsafe CC90 range of high performance conduit power cables at the forthcoming Railtex event. RailSafe CC90 has been developed for installations where fire, smoke emission and toxic fume requirements exceed those of standard power cables and is approved for use in London Underground. Independently tested by the Building Research Establishment, the RailSafe CC90 range is certified to the Latest London Underground specification and exceeds the European standards for smoke, flammability and toxicity.

A key feature of the new cable is its drip resistance. Traditional cables in a fire situation are prone to creating flaming droplets. These burning drops of plastic can then drip from cables at points away from the initial source of the fire and can be a key contributor to fires spreading in horizontal cable runs. RailSafe CC90 cables have been designed so that in the event of a fire, the coating chars in place rather than burns, significantly reducing the risk and ability of the fire to spread.

Brand-Rex Speciality Cabling Solutions  
 West Bridgewater Street  
 Leigh, Lancashire  
 WN7 4HB

- E:** speciality@brand-rex.com  
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Since 1923 CU Phosco have been the market leaders in exterior lighting. Offering a complete solution for

your rail lighting requirements including initial survey, lighting design, specification details and drawings, project management and all associated installation works. Committed to helping our customers achieve a reduction in their energy consumption and carbon footprint; we provide reliable products whilst incorporating cutting edge technology including LED and CMS systems allowing control and reduction of your energy costs.

CU Phosco Lighting  
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**W:** www.cuphosco.com



DePe Gear Company Ltd manufacture precision ground gears for a wide variety of industries. Based in Stoke on Trent, England, we supply products worldwide. We have been producing Traction gears since the company was founded in 1987.

Our philosophy is to work closely with our customers from the feasibility and budgeting process through to the design, manufacture and final commissioning of their gears and gearboxes. Since all our products are designed for their purpose you can be assured of the optimum solution to your requirements.

Gear couplings can be manufactured to transmit up to 1,000,000 NM with misalignment angles of up to 5 per gear mesh.

The gears manufacturing and design facility is employed to repair or refurbish gearboxes to the original manufacturer's specification or even improve performance by using more modern manufacturing methods and materials. Costs and lead time can be kept to a minimum where appropriate by gear grinding and then designing and manufacturing their mating gear to produce the correct gear specification.

Our computerised gear inspection facilities include special programs to facilitate reverse engineering. These measurements combined with our experience allow us to manufacture obsolete parts, such as vintage racing car gears.

DePe Gear Company Ltd can cut and grind gears up to a diameter of 1300mm (51 inches).

Our facility has some of the most modern Gear Manufacturing equipment in Europe which allows us to produce high quality gears in small to medium batch sizes at competitive rates.

#### Services offered include

- CNC Gear Cutting from  $\varnothing$  50mm to 2500mm
- CNC Gear Grinding from  $\varnothing$  50mm to 1000mm
- Gear Couplings (Design and Manufacture) up to 1,000,000Nm
- Spline Cutting (Internal and External) from  $\varnothing$  50mm to 1500mm
- Shaft Splining up to a  $\varnothing$  350mm and a length of 2000mm
- CNC Gear Inspection and Reverse Engineering

**T:** +44 (0) 1782 594114  
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## Eglin

### Concourse International

Eglin Concourse International is a specialist designer and manufacturer of public waiting area seating with over 40 years' experience of supplying passenger seating to railway stations, public interchanges and airports worldwide. Founded in 1880 in West Yorkshire, Eglin

still operates from its original factory premises. Many of the component parts are made and finished in-house and facilities include a metal shop, wood shop, epoxy coating plant, upholstery department, final assembly and despatch department.

Eglin offer a full range of stylish seating products, which are suitable for both internal and external waiting areas and are available in a wide variety of styles and finishes. Our range of platform seating is DDA compliant, meets ergonomic and anthropometric recommendations and is offered in a special PPA thermoplastic coating for outdoor use. Eglin supply to many of the Train Operating Companies and our external seat unit is installed on station platforms throughout the UK.

Eglin has spent many years creating seating that is designed to withstand years of heavy duty use. All products are rigorously tested in-house before further tests are carried out by an independent testing house to meet the British Standards required for strength and stability. Products are constantly being improved and updated using the latest technology and thinking. Eglin offer bespoke seating solutions and will work with clients on an individual basis, in order to provide a unique design to meet specific briefs.

We offer a complete turn-key package which includes free planning using the very latest AutoCAD software, full back up support and after sales service. Our company has accreditation to BS EN ISO 9001:2008 and ISO 14001:2004. We are members of BFM (British Furniture Manufacturers), The British Safety Council and have Link-up Accreditation.

To find out more about our products and services visit us at

**T:** +44 (0)1422 317601  
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Martyn Cann



ESG are a Traction and Rolling Stock Consultancy and Turnkey Solutions Provider that has facilities in Nottingham, Crewe and Paris.

The company is particularly successful in freight and passenger consultancy, engineering, design, systems integration and installation. As part of the DB group the company has corporate depth and broad technical skills in the UK.

ESG enjoys exceptional reach into Europe through its Paris office which has enabled it to provide rail approvals and the role of RISAB for many international clients.

#### Group Strength

Our sister companies within DB have an extensive portfolio of UK workshops. This enables us to deliver projects of significant size and value.

#### Successful Projects

We have provided many rail engineering, design and installation projects including complete train conversion and refurbishment. We would be delighted to deliver your next project.

#### Expertise

Our services help you to respond to changing legislation, passenger and driver demands or the need to reduce lifecycle costs. We have a strong team of managers, engineers, designers, production managers and installers ready to provide specific skills or total project support.

#### Our Commitment to Customers

ESG is committed to providing professional and innovative engineering services to the rail industry across the UK, Europe and beyond. This, coupled with our capability to provide turnkey projects, identifies us as a "safe pair of hands" for the delivery of your projects.

### Our Services in Detail

#### Consultancy

We offer a wide range of consultancy support that is able to cover the whole life cycle of rolling stock, from specification and design, through project management to delivery. We are versatile and have a significant depth of competence.

#### Turnkey Solutions

Many operators have benefited from our turnkey services which take total project responsibility from concept to completion to deliver the rail vehicle enhancements driven by legislation, the pace of technology and increasing customer expectation.

#### Enhancement Products

We provide an increasingly wide portfolio of products from simple and basic products such as sun-blinds to complete air conditioning systems installed by our teams on site.

#### Railway Approvals

Our sister company Railway Approvals Ltd carries out technical assessor and approvals duties including:

- VAB
- NoBo
- RISAS compliance

**T:** +44(0) 870 140 7630

**W:** [www.esg-rail.com/](http://www.esg-rail.com/)

**GlobalKey™**



Specialists in every aspect of global communication

We are proud to be a full member of the Rail Alliance and, being passionate about the rail industry, have worked with many high profile companies for several years.

Our aim is to contribute proactively and to enable our fellow members to communicate most effectively with the global market place.

We understand the common issues and pitfalls unique to each language, and are experienced in working with standard and diverse character sets, including Hindi, Chinese, Arabic and Russian.

For one-off projects or long-term linguistic support, choose us as your linguistic partner.

We offer:

- Multilingual authoring and editing of technical publications
- Translation of software and help files using applications such as Visual Basic and RoboHelp
- Ability to work in all file formats for both MAC and PC, including FrameMaker, InDesign and Quark Xpress
- Specialist proofreading of technical text
- Complete project management from initial translation through to print
- Website localisation

Other markets we work in include:

Aerospace, Distributions and Logistics, Automotive, Electronics, Telecommunications, Tourism, Security and Defence, Health & Safety, Legal, Chemical Manufacturing, Pharmaceuticals, Technology

Please contact us for further details of our services, a simple pricing guide or a formal quotation. We look forward to hearing from you.

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Hoses to meet the High Demands of Modern Rolling Stock

Since the company was founded in 2002, Goodflex Rubber Co Ltd, based in Evesham, has established itself as one of the UK's leading suppliers of Silicone and EPDM hoses. Goodflex supply to a wide range of industries including rail, automotive, bus & coach and marine.

Extensive product knowledge and first class customer service have been the key to the company's success. In addition to standard hoses, Goodflex are also able to produce bespoke parts to meet the customer's exact requirements using the most cost-effective manufacturing methods possible.

A good understanding of the standards the hose is required to meet (such as BS 6853 – Low Smoke Low Toxicity) and what the hose will be subjected to on a day to day basis (temperatures, pressures, medium) allows Goodflex to recommend the most suitable build materials to supply a quality, long lasting product.

Whatever the industry, Goodflex are able to supply you with the following hoses:

- Coolant Hoses
- Air Charge/Intake Hoses
- H.V.A.C Hoses
- Oil Breather Hoses
- Low Smoke – Low Toxicity Fire Retardant Hoses
- Powertrain Hoses
- Heater Hoses
- Air Brake Hoses
- Toilet Hoses
- Vacuum/Negative Pressure Hoses

Goodflex are delighted to be exhibiting with Rail Alliance at Railtex 2011 on stand D53, if you have a hose requirement on a current or future project please don't hesitate to visit the stand.

Otherwise please feel free to view the website at [www.goodflexrubber.com](http://www.goodflexrubber.com) or contact them using the following details:

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**KLASS  
KEEPS RAIL WHEELS TURNING**

**KLASS Group/ATLAS Rail  
Partnership**

To help keep the wheels of rail turning DB Schenker Rail (UK) Ltd, Britain's most punctual rail operator, commissioned the KLASS Group based in Halifax, England in partnership with ATLAS Rail/Marand Engineering, Australia, to refurbish and rebuild two of its existing Under Floor Wheel Lathes (UFWL).

The wheel lathes used by DB Schenker, which were manufactured in 1985, to recondition and re-profile rail wheels in Nottingham and Middlesbrough, needed to be taken from site and transported to the KLASS Group's works in Halifax to be stripped, cleaned and thoroughly examined before refurbishment could take place. It was clear during inspection that after over 100,000 hours each of continuous working over the last 10 years, both machines would require a major rebuild and manufacturing upgrade to get them back operating with the precision, accuracy and reliability that DB Schenker demands.

#### Winning the Contract

To win the contract, the KLASS Group, which include Fieldhouse Industrial Services (FIS), Crescent Machinery and Guard-Tech, working together with ATLAS Rail (UK), had to show they could meet some very tough and challenging engineering, financial and tight operational objectives. After engaging in lengthy discussions and the preparation of a detailed bid the KLASS/ATLAS partnership won the contract against stiff UK and international competition. When asked why the contract was awarded to the KLASS/ATLAS partnership Steve Hill, Head of Production, said: "We were impressed by the level of detail and transparency shown by the KLASS Group throughout the preparation of their bid, particularly in how they would control and manage the cost throughout the duration of the rebuild". He went on to say: "this gave us confidence in their ability to deliver against a challenging and demanding timeframe."



#### Restoring to a New High Spec Operational Standard

To bring each lathe up to the high spec operational standards required, the KLASS Group engineers needed to establish, reconfigure and re-engineer the machines so that they would reliably operate within the key safety critical tolerances demanded by the rail industry.

To restore the UFWL to its original manufacturer tolerances, a range of new electrical, hydraulic and mechanical parts needed to be sourced, engineered, manufactured and fitted by FIS, ATLAS and Crescent's highly trained and skilled technical, electronic and mechanical engineers. A complete new electrical panel was fitted to each lathe incorporating the very latest PLC electrical and software technology. With one of the machines due to be relocated to Alizay, France, using PLC software modification we even taught it to 'speak' French!

Guard-Tech, the KLASS Group's Swarf and Conveyor specialist, designed, manufactured and installed a fully integrated underground Swarf Management System to complete the refurbishment of the wheel lathe.

As part of the KLASS Group/ATLAS Rail's transparency

and rebuild policy, a fortnightly visit was arranged for DB Schenker's management team to visit, inspect and formally approve and sign-off each of the 22 stages of the rebuild.

**FAT Testing prior to delivery to DB Schenker Rail (UK) Ltd**  
Prior to the delivery, installation and commissioning of the machine on sites located in the UK and France, a full Factory Acceptance Test (FAT) was undertaken. This demonstrated and assured DB Schenker that the machines were fully operational and working within required tolerances while in the KLASS Group's workshop.

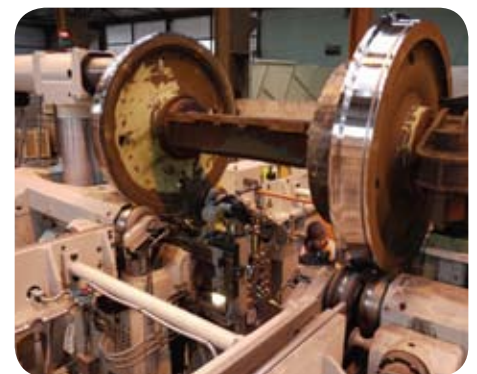
On successfully completing the FAT test the machines had to be dismantled ready for shipment to both sites in the UK and France.

After each machine arrived on site our engineers worked alongside DB Schenker staff to re-assemble, test and commission the machines. This ensured they were fully operational and working to the tolerances as specified in the original project brief, facilitating a smooth transition from rebuilding to production.



With the rebuilds completed and both lathes back on site with DB Schenker in the UK and France, the KLASS Group and ATLAS Rail are set to build on their unique and successful working partnership. Paul Matthews, the KLASS Group Managing Director said: "We have developed a business formula based on forging and building long-term, solid working partnerships with all stakeholders, including customers, suppliers, as well as our highly skilled engineering workforce, staff and managers.

"Our focus is to continue working with our partners to meet the needs of our customers and the rail industry they serve. We are now in a position to grow and develop the KLASS Group further and are already in the process of bidding for the refurbishment of 2 more under floor wheel lathes within mainland UK and Northern Ireland."



If you want to know more about the KLASS Group/ATLAS Rail partnership please log on to [www.theklassgroup.co.uk](http://www.theklassgroup.co.uk) and [www.atlasrail.co.uk](http://www.atlasrail.co.uk) or come and meet us at Railtex 2011, Stand D69 within the Rail Alliance Pavilion.

**T:** +44(0) 1422 884 888

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**W:** [www.theklassgroup.co.uk](http://www.theklassgroup.co.uk)

**W:** [www.atlasrail.com](http://www.atlasrail.com)

McGeoch Technology specialises in the design, engineering, manufacture, project management and installation of electrical and electronic equipment for marine vessels and submarines including specialist lights, lighting and switchgear. From its headquarters in Birmingham, the company offers a total solution package with prototype, supply chain management, manufacture and integrated logistical support forming a vital part of day-to-day operations; all backed by a team of highly qualified design engineers widely experienced in all aspects of both mechanical and electrical applications.

Based on the company's legacy, McGeoch's newly formed LED Technology Division based in Ulverston, Cumbria, is now taking the traditional range of lighting one huge step further with the development of specialist units for Defence, Military, Offshore, Rail, Marine and Motorsport applications using state of the art LED technology designed to meet the low energy, high efficiency and environmental lighting demands of the modern world.

#### Products and Services

McGeoch LED Technology offers bespoke LED lighting for all rail projects; trackside lighting, junction lighting and all interior applications.

McGeoch LED Technology was recently approached by a key supplier to Network Rail to provide LED task lighting over a wide range of rail junction sites. Utilising their broad depth of LED knowledge combined with top quality mechanical and electronic design, McGeoch LED Technology's capabilities enabled them to take on such a huge technical task and satisfy their customers' expectations in all areas.

Address:  
Daltongate Business Centre,  
Ulverston, Cumbria, LA12 7AJ

T: 01229 580180  
W: www.mcgeochLED.com



Motorail Logistics are the UK's leading provider of rolling stock storage and off-lease fleet management services from their expansive Network Rail connected site in Warwickshire.

From their well equipped workshops they can also manage owner specified maintenance and refurbishment performed by their own staff or approved third party suppliers.

Chief Exec – Ruth Dunmore

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Nightsearcher (ISO9001:2008) manufactures a range of high quality rechargeable floodlights, searchlights, head-torches and flashlights designed to give many years' service. As a customer and solutions-led company, Nightsearcher is driven to develop safe, environmentally friendly products that minimize the impact on the environment; this is achieved by identifying new emerging technologies that best complement the company's product range.

Nightsearcher has a newly designed floodlight that has brought about an increase in the LED output from 3000 lumens to 6000 lumens. Made with an aluminium heat-sink, this unrivalled light source means that Nightsearcher is now in a position to offer rail maintenance companies a true alternative to 500W halogen floodlights operating from a generator – without sacrificing power. A major impact of changing over from halogen lighting to this advanced technology is the vastly reduced CO2 emissions – in some cases over 95 percent (depending upon the model) – whilst offering a more reliable floodlight in terms of durability and safety.

Network Rail has a set target to reduce its (non-traction-related energy) CO2 emissions by 20 per cent by 2014 and new innovations such as battery-operated lighting can play a big part in achieving this low carbon energy future. Nightsearcher's unique combination of high-power LEDs and optics allows optimum balance of flood and distance, performing at 6000 lumens (per head) on high and 3000 lumens on low to give an extended running time, making it ideal for a range of rail applications such as stress testing a line of track, welding, points check and fishplate greasing.

The SOLARIS range, including the SOLARIS 6K, is safe, cool to touch, has no glare, is environmentally friendly (with no noise or emissions) and most importantly, is still able to run from a rechargeable power pack, making it fully portable with no hazardous trailing leads.

This technology is a world first and Nightsearcher is currently in the process of introducing this to Network Rail. Tests so far have been very well received and it is hoped to make this unit a standard replacement for 500W halogen lights operating from a generator, giving the industry a safer, carbon-reducing alternative.

#### For more information, please contact:

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W: www.nightsearcher.co.uk



For over half a century Oleo International has been developing innovative solutions and impact energy absorption systems for the railway industry.



#### Oleo Railway Products include:

- Side buffers for passenger and Freight applications
- Crash buffers meeting UIC 573
- Coupler damping capsules
- Multiple Stage energy absorption systems
- Anti-climber and Obstacle Deflectors
- Railway Terminal Stops
- Hydraulic Power Packs by Savery Hydraulics

#### Oleo Design, Research and Development:

- Train Impact simulation and Design Consultancy
- CAD solid modelling and Linear and non linear finite element analysis
- EBA approved impact testing laboratory
- Endurance and cycling testing
- Load testing
- Corrosion testing

#### Oleo Manufacturing Facility:

- Part of TA Savery and Co Ltd
- Based in Coventry and have expanded manufacturing capacity with a new factory based in Shanghai
- Fully equipped with CNC machining, honing, grinding, welding and assembly processes
- The site has accreditation to ISO 9001, ISO 14001 and OHHAS 18001 standards

#### OLEO International

Grovelands  
Longford Road  
Exhall, Coventry  
CV7 9NE

#### Contact:

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## BRINGING MANUALS AND TRAINING EXPERTISE TO THE RAIL INDUSTRY

A major independent provider of Technical Documentation and support products covering the full suite of Maintenance Manuals, IPCs and Training Courseware including Instructor and Participant Guides for Instructor-Led and Self-Paced Courses, Computer Based Training and Virtual Reality

Pennant offers a portfolio of capabilities that extend across engineering services: technical documentation, graphic design, multimedia, e-learning, computer based training and simulation.

With this extensive range of products and services, supported by a wealth of operational experience, Pennant is able to offer clients modular and fully integrated solutions to meet their business needs.

### Rail Credentials

Pennant has supported the International Rail Industry for over 40 years and has undertaken major contracts for a number of Primes and Engineering Consultancies in the Rail Industry. These have included projects for ALSTOM Transportation, Bombardier Transportation, Kawasaki Heavy Industries, Siemens Transportation, London Underground, Network Rail and RSSB.

Typical deliveries include the management of engineering data to produce structured Operator and Maintenance Manuals and development of Multimedia and Graphic Design projects. Pennant has recently completed training DVDs for Network Rail covering infrastructure renewal, Driver Route Familiarisation and Incident Reconstruction. In addition we have just completed a project for RSSB covering the Role of the Shunter, this is a distance learning product suitable for facilitated and self-paced learning.

Pennant also undertakes Training projects from a Training Needs Analysis to production of courseware including Instructor Guides, Student Guides and a range of training aids comprising slides, videos, DVDs and posters. Pennant's Instructors deliver maintenance training on locations around the world.

### Summary of Rail Credentials

- Over 40 years serving the rail industry
- Members of the Rail Alliance
- Members of Rail Industry Association (RIA)
- Link Up approved supplier (Ref: 17882)
- Managed complete rolling stock contracts, working with primes and their supply chain around the world
- Successfully completed a number of training contracts around the world
- Completed a number of infrastructure projects for Network Rail
- Completed driver route familiarisation packages
- Maintenance Support Contract for KMW simulators in 6 locations
- Pennant is ISO 9001:2008 accredited.

**T:** +44 (0) 161 947 6940

**W:** [www.pennantplc.co.uk](http://www.pennantplc.co.uk)



## Summary of Powerbox Capabilities:

The Powerbox range of power converters for railway applications ranges from a few watts to kilowatts. The converters are normally DC/DC to provide suitable voltages from the DC system voltages (24 VDC or 110VDC) to the application voltage, normally ranging from 12 VDC to 48VDC.

Today DC/AC converters are requested more and more frequently to generate a mains voltage (115VDC or 230VDC) from DC system voltages for applications as power in passenger seats to power standard equipment in the bistro.

### The applications covered are:

- Propulsion systems (IGBT control, brake control, computers)
- Drivers cabin (to power displays, communication systems etc.)
- Passenger cabin (AC power in seat, information displays, entertaining systems)
- Bistro (microwaves, coffee machines, cash registers, computers)

This is some reference projects we are supplying to the Bombardier Group.

- DC/DC for medium and high power propulsion units in DCU1 and DCU2 projects in Vaesteraas and HPP projects in Zurich.

### More than 22000 converters supplied since 1999.

- Zero Volt Start / Dead battery start converters. Range of converters with AC 230V input or 750 / 1500 VDC input to 48 or 110 VDC.  
Reference projects: Delhi metro, Shanghai L12 metro, Bucharest Metro, Bangkok Metro.
- Inverters from 48 or 110 VDC to 230 VAC. Applications is "power in seat" or supplying equipment in Bistros / Cafe compartment.  
Reference projects: X2000 high speed train, Regina EMU, Contessa EMU, RSJ EMU.
- Battery Chargers from 180-400 VAC input for 24, 60 or 110VDC battery systems .IP22 to IP64 solutions  
Reference projects: Jabotaback EMU, Refurbishment of T44 Diesel loco and RC2 Loco in Denmark & Sweden.
- LED light supply for passenger seat: 110 VDC to 24 VDC.  
Reference project Regina and RSJ
- Driver cabin power. 110VDC to 24VDC / 2kW. IP55.  
Reference project: Beijing Metro Line 4 and Daxing metro.
- Power to entertainment and security systems. 110VDC to 24/48 VDC.  
Reference projects RSJ and Regina EMU.

Please also refer to our WEB site for railway products [www.powerbox.info/Railway.asp](http://www.powerbox.info/Railway.asp)

As you can see we have a wide experience in Power converter solutions and have collected a lot of experience in rail applications the last 25 years. We have learned that each application is unique in some way, and our commitment includes a pre study of the application to be sure the converter will be the right choice for reliability, lifetime, performance and price. Our services also include commissioning and support during the lifetime of a project.

We are currently ISO 9000 approved, and have started a process of obtaining an IRIS certification.

We are looking forward to meet you for a deeper introduction of our company and our services.

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RS is Europe's leading distributor of electronic, electrical and industrial components. Supplying

300,000 products from over 1,200 of the world's leading brands, we've got the best products and stock availability in the business with fast, easy ordering, free next day delivery and free technical help. We're here to help you easily find and buy the right products you need to do your job.

RS values existing and future Rail Sector business from customers involved in Rolling Stock manufacture and maintenance, Infrastructure and Train Operators and the respective supply chains. RS has a Strategic Account Manager dedicated to the UK Rail Sector, to help ensure business focus and to help understand and meet customer requirements in a changing industry and help deliver added value, cost savings, and supply chain efficiency.

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Contact Phil Jackson

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**TANGRAM  
Management  
Services**

#### Tangram Management Services

Tangram are the representatives of Infodev Automatic Passenger Counting and DC Airco Air Conditioning products in the UK.

We will be exhibiting our sponsors products at Railtex 2011 on Stand E50

**M:** 07527 811700  
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**W:** [www.tangram-ms.co.uk](http://www.tangram-ms.co.uk)



Infodev are one of the world's leaders in automatic people counting, be they passengers, shoppers, visitors or people in transit. Our equipment is fitted on many rail vehicles and busses in the UK and internationally. Our equipment also has significant uses in retail organisations, shopping and station applications or for any diverse purpose where the study of the movement of people can improve commercial benefit.

Having literally hundreds of customers in 50 countries our products are the equipment of choice on a truly global scale and our position has been achieved on the basis of the quality of equipment, low capital and maintenance cost and the exceptional accuracy of the equipment which yields proven accuracy between 97.5 and 99.5% without the application of correction factors.

Infodev equipment is selected by train operators and rail retail organisations for many reasons, some of which are less obvious than others but just imagine if you could have critical information to enhance profitability and customer satisfaction at your fingertips...with Infodev you can.



Northern Sprit Class 333 fitted with Infodev Automatic Passenger Counting (CC)

#### Infodev for Transport Applications

- Plan your service to minimise the use of capital assets
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- Reduce carbon footprint per passenger mile
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- Know where peak ridership occurs
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- Forecast and monitor passenger growth trends

#### Infodev for Retail Organisations or for Stations

- Analyse pedestrian traffic by entrance
- Know the average time spent in each area
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- Identify peak traffic (human flow) times
- Attract new stores and retailing concepts
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- Adjust station marketing strategies and retail outlet opportunities
- Calculate how many potential customers are available
- Analyse buyer conversion
- Assess a retailer's changes in visual marketing or layout strategy
- Maximize profitability

#### With Infodev you CAN

**W:** [www.infodev.ca](http://www.infodev.ca)



DC Airco are by far the leading supplier of driver and cab air conditioning for rail vehicles in the UK with significant fleets fitted and more installations rolling out today. Now our company is also providing saloon air conditioning equipment.

The equipment has earned its place on the basis of exceptional reliability, low power consumption and high output in terms of cooling. Whenever DC Airco equipment has been compared in trials to other equipment it has always been selected.

The equipment is presently fitted to Classes 66, 150, 153, 156, 158, 165, 166, 313, 317, 456.

Class 313 one of the many UK trains to benefit from DC Airco Cab Air Conditioning



Our equipment is selected for the following reasons.

- Adjustable exceptionally powerful or moderately cooling
- Cools south facing cabs down to a comfortable temperature fast
- Easily adjusted by simple driver controls
- Very low power demand compared to other solutions
- Ideal for DMU's where alternator capacity may be marginal
- Negotiates neutral sections using a soft start
- Requires minimal space for both evaporator and condenser
- Is easy to install
- Can be provided as a separate or combined system
- Is highly robust and reliable
- Low whole life cost / low maintenance
- Up to 6 years between charging split system or 10 years for combined systems
- Environmentally friendly gas, energy use and easy end of life re cycling
- Adds little to the carbon footprint of the train
- Assists drivers to remain alert
- Chosen in every case where comparative trials have been done
- Pleasant visual appearance and non-invasive cool air outlets

DC Airco Equipment is the unchallenged market leader and the safe option for your train cooling needs.

**W:** [www.dcairco.com](http://www.dcairco.com)



Delivering performance through people

TQ Catalis Ltd is a training company with over 70 years' experience in delivering Technical and Safety Critical Training. We deliver a high quality professional training and assessment service in several market sectors, with a particular specialism in safety critical rail engineering and track safety competencies. We are proud of our long established rail training business centrally located in Derby with additional sites in Clapham, York, Manchester and Crewe.

TQ Catalis offer a wide selection of open programme training events and dedicated solutions.

#### Current products include:

- Track Safety Competencies
- Signalling and Telecommunication Engineering – Design, Installation, Testing & Maintenance
- Health and Safety, IOSH, NEBOSH, Working at Height, Confined Space Training, Manual Handling
- Behavioural Based Safety
- Electrical Engineering – 17th Edition Wiring Regulations, PAT testing, Inspection & Testing, Electrical Skills Training
- Automation Systems – Programmable Logic Controllers
- Railway Engineering Apprenticeships
- IRSE Licensing
- Track Engineering, Permanent Way Skills Training
- Plant Training, All types of Small Plant & Tools
- Rail Operations
- Traction and Rolling Stock
- Overhead Line Training
- Management Development
- Bespoke Training Solutions

TQ Catalis deliver solutions enabling clients to meet compulsory legislation, keeping staff safe and the company performing to its full potential. Our drive is to provide a service that exceeds our clients' expectations.

'Delivering performance through people' is not just a motto but a belief embedded within our business for over 70 years.

**T:** 0845 880 8108  
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in partnership with



Since its inception in 1981, UCA prides itself on never being defeated by technical issues and takes great pride in providing technical, innovative, practical and value-for-money solutions to real world technical and operational problems – especially with regard to the development and improvement of rail-road (shunting) vehicles.

A combination of pro-active product development strategy, with an innovative approach to problem solving coupled with a dedicated and motivated workforce combine to produce a high-quality, market-leading product that makes UCA the company it is today.

Due to its long and varied experience and the high standard of its engineering capability, UCA specializes in tailored-made solutions to match the client's requirements. All UCA-TRAC shunting machines are designed and developed by our own engineering department (accredited to ISO 9001 (2008)) and constructed in our workshop in Merksem, Antwerp.

#### UCA's Pioneering Spirit

If your depot or your plant has a rail system; if your depot or plant is connected to the mainline rail network; if you need a road-rail shunting capability; if you want to work efficiently, quickly and profitably ... then the UCA-TRAC is the solution.

Compared to a classic shunting locomotive which is track-bound 24/7 and significantly more expensive in terms of initial purchase and certainly more expensive in through-life costs, the UCA-TRAC rail road locotractor offers you a unique, profitable and flexible alternative.



The choice to use a JCB Loadall chassis as the basis for the vehicle was made as a result of a rigorous feasibility study. The reliability and worldwide reputation of the JCB product line was also significant in the choice of base vehicle. Thanks to the traction of rubber wheels, the UCA TRAC locotractor has a standard pulling force between 60 kN and 90 kN (depending on specification) and this results in the UCA TRAC locotractor being able to pull – on straight, flat, dry rails – between 1200-1800 tons (depending on specification). If the operational requirement demands, UCA TRAC locotracors can double up to provide more pulling force.

In addition to the standard specification there are a whole range of options that operators may need to consider including: Air Conditioning, Trelleborg full rubber tires, hinged front and rear buffers, UIC-hooks, safety-brakes, connection for wagon brake, secured PLC-steering with switches, manual safety-brake ... and so on!

For further information, view the website at [www.uca.be](http://www.uca.be) or contact the UCA Sales Manager Ms Riet Van den Abeele

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Tactile Paving has become an important part of the urban landscape, as the need to provide the visually impaired with information about dangers such as road crossings or platform edges, has been deemed a national requirement. In 1995 the UK Government introduced the Disability Discrimination Act (DDA) that included, amongst a host of other legislation, the requirement for train station platforms to have tactile paving installed as a warning of the impending possible drop onto the tracks ahead.

#### Product Platform

In 2002, Visul Systems established itself as a company with innovative solutions to problems surrounding the installation of tactile paving. Product Manager Chris Elliott discusses its history: "Visul Systems evolved from the need to develop a tactile solution that was easier and quicker to install than conventional concrete systems but could also be used in areas where, for example, platforms couldn't actually be excavated due to lack of surface depth. Since the company was formed it has grown from strength to strength, year after year. Visul was acquired by Universal Sealants (UK) Limited four years ago and that has helped us grow tremendously, as USL have over 25 years experience within the construction industry."

Visul Systems has two key tactile paving systems designed for railway platforms; the first being the widely adopted Polyurethane Platform Edge Warning Surface, which is made from a blend of PU resin and recycled materials, along with the newly developed Section 12 (made using specially formulated methyl methacrylate resin) Platform Edge Warning Surface. Both share similar qualities, such as flexibility due to being made from non-concrete like materials – this helps to ensure 100% adhesive application as the tiles can follow any slight undulations that may be in situ on the given substrate. In addition, the system also offers speed of installation due to the tiles being lightweight, easy to manhandle and there is also no need for any excavation. All this means that no heavy plant or traditional mobilisation costs have to be allowed for.

The core difference between the two, however, is that the Section 12 system meets the stringent fire safety requirements laid down by London Underground. Visul also offers retrofitted studs made from brass, stainless steel, black nylon or complete with resin in-fills, these are deemed a viable expense at some of the more prestigious and modern stations, where the need for a minimalist appearance is a must.

#### Customer Care

A dedication to quality and to the customer has seen Visul Systems products become the chosen DDA tactile supplier throughout Britain's rail network, not only on Network Rail's main stations and branch lines but also on the London Underground and Overground as well. One of the company's most recent involvements has been with the London Overground Rail Operations Ltd (LOROL). Chris comments on the project: "We are currently entering the final phase of LOROL's 44 station upgrade project, something that we have been involved in since day one. Since gaining specification on this project, Visul has worked directly with the client and the main contractors to offer as much assistance as possible regarding each installation."

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#### HISTORY

Samuel Wilkes (Engineering) Limited was originally established around 1874 as a family owned business manufacturing locks and hinges.

The company now occupies a modern 1500 sqm purpose built factory in Walsall within easy access of Birmingham and the local M5 and M6 motorways.

The company offers a complete service of design and development, prototyping, testing, manufacture and service, and repair.

Our market sectors include rail, mass transit, bus and coach, and specialist vehicle manufacturers.

The company is a leading supplier of specialist, heavy duty, high security locks and hinges to the UK locomotive and carriage building companies, as well as many first tier OEMs. We also supply our locks and hinges to many customers throughout Europe and the rest of the world.

#### SERVICES OFFERED

Samuel Wilkes (Engineering) Limited design and manufacture bespoke, heavy duty, high security locks and hinges that meet the exact requirements specified by our customers.

The company is accredited to the international quality standard BS EN ISO 9001: 2008 for the design and manufacture of locks and hinges.

The company is also accredited by several UK customers for the design, manufacture and supply of Safety Critical Products in accordance with Railway Group Standards GM/RT2450.

**Design and Development:** Our experienced and skilled design engineers use the latest SolidWorks 3D CAD modelling software to design and develop locks and hinges that will meet our customers' exact requirements. We select from materials such as stainless steel, brass and aluminium to ensure that all our products are designed to achieve the strength and weight characteristics required while at the same time ensuring reliability throughout the life of the product.

**Prototypes:** To complement our design and development department we are often requested to manufacture prototypes which can be used by the customer in the design approval process.

**Testing:** As an integral part of our design and development process, as well as a key element in ensuring the continuous development and improvement of our products, we carry out cyclic testing to ensure that our locks and hinges are designed and manufactured to the highest quality standards and to ensure total reliability in service.

**Manufacture:** Our team of skilled engineers utilise our modern factory, machinery and inspection equipment to ensure that all our locks and hinges are manufactured, inspected, and fully tested to the highest quality standards.

**Shipment:** Our dispatch department has many years experience in packaging goods for shipment for UK and export customers. Packaging materials and logistics partners are selected to ensure that our locks and hinges are delivered safely and without damage.

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WOR-Rail, a specialist trading division of WORLIFTS LTD is dedicated to serving all disciplines of the rail maintenance infrastructure. As a company we have been supplying the rail network with products, both directly and indirectly, for over 30 years. Due to growing demand and dedicated rail customer focus, WOR-Rail, a dedicated 'Rail One Stop Shop', was launched.



#### WOR-Rail... What do we do ON-SITE...

Through years of internal DESIGN and DEVELOPMENT we have designed and manufactured special 'ON-SITE' thorough examination vehicles which are fully equipped with dynamic testing machines and load measuring equipment that enables LOLER Thorough Examinations & Certification to be carried out to the majority of leading brand manufacturers' equipment ON-SITE. Minor repairs to 'small plant' can also be completed at this stage if necessary.

OUR Specialist ON-SITE service allows us to focus on many factors that are now affecting every business and the ever growing GREEN environmental issues. Benefits shown below:-

- Reducing small plant down time = examined tested and certified same day!
- Clear examination and testing charges = watch your testing being carried out!
- Reducing costly small plant cross hire
- Reducing the need for unnecessary off-site repair bills
- Eliminating unnecessary transport charges
- Reducing CO2 emissions = Less equipment movement, better for the environment!

#### WOR-Rail... SALES, SERVICE & WORKSHOPS...

WOR-Rail have a dedicated sales and service team that are forward thinking, enthusiastic, fully trained & competent and together have over 100 years of rail related experience, so whatever the task 'Just Ask' and we will dedicate our time and share our experience making sure the job is carried out correctly, in line with all current legislation and ON-TIME.

We are proud to be partnered with all the leading UK brands of small plant and associated equipment along with our Sole UK partnerships with leading worldwide rail plant and equipment manufacturers. Brands & Products below:-

- Nencki Railway Products, Sole UK Distribution of Railway Depot Workshop Equipment
- Hegenscheidt-MFD, Sole UK Distribution of Light Metal Re-railing Equipment
- Yale & Camlok, Lifting, Pulling, Handling & Height Safety
- Simplex & Enerpac Mechanical, Track & Hydraulic Jacks
- Tangye, Lightweight Aluminium Jacks
- Enerpac, High Pressure Hydraulic Tools
- Samson, Lifting Equipment & Accessories

#### WOR-Rail...Our Mission..

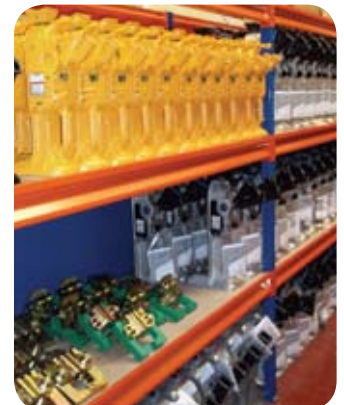
WOR-Rail's mission is to maintain service excellence based upon offering an extensive range of products and services that meet with all current legislation and technical requirements, we are dedicated to being your 'single solution supplier'

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Organised by



# delivering a better value railway

This **highly interactive** conference aims to understand how collaboration will deliver more value; to help delegates to feel empowered to make a difference; and to find better ways for the industry to collaborate to deliver better value.

Along with the overall presentations, specialist breakout sessions will cover:

**The McNulty Report**  
**Major Infrastructure Projects**  
**Safety & Efficiencies**  
**Delivering a World Class Railway**

Chairing the event is **Colin Flack**, CEO of the Rail Alliance, who will oversee the great lineup of speakers, which include:

**Sir Roy McNulty**  
**Robin Gisby**  
**Simon Kirby**  
**Mike Brown**  
**David Waboso**  
**Mike Strzelecki**  
**Patricia Holgate**

Along with senior procurement managers from both Network Rail and London Underground.

*Monday 20th June 2011*

*The Britannia International  
Canary Wharf, London*

*For more information  
email: [info@bettervaluerailway.com](mailto:info@bettervaluerailway.com)*

[www.bettervaluerailway.com](http://www.bettervaluerailway.com)

# BUFFER STOP

2011 - another exciting year for Rail and the Rail Alliance.

**W**ith the year now well under way, and a hugely successful and well attended Railway Strategies conference behind us, it is time to look forward to Railtex and the other events like The Infrastructure Show at the NEC and Railway Interiors Expo (Cologne) that act as punctuation marks to our year. We are absolutely delighted that there will be so many Rail Alliance members displaying at Earls Court, with 24 members on our 'boulevard' and many others elsewhere in the Hall. This is our strongest showing yet and is a good indicator of the confidence that there is in the sector. With so much change afoot, we as a team believe that there is an abundance of opportunities for companies large and small – and it is our task to help you in whatever way that we can. To this end we have now developed a number of "Value Added" services under the banner of RAVAS which are described in more detail on pp 4-5. Suffice it to say that we are looking to provide you with the help that you need, tailored to your needs, when you want it and how you want it. Like all that we do this is not a "one size fits all" approach; our mission is to ensure that we help you win and sustain business, in a manner that works with and for you.

We have also made some important changes within the team with both Robert and Neil becoming full Directors, Rhona has now become our Office Manager and Jo has become a full time member of staff and has been appointed to the role of Membership Manager. We are also delighted that Kevin Lane has come on board as the RAVAS Delivery Manager and that Dr Cham Kang is our RAVAS Marketing Manager... busy and exciting times!

In the background, we have also been busy developing an Innovation and Novation portal to help you bring new or novel products and services to market. We are working in complete

alignment with Network Rail and the Technology Strategy Board in this respect and already have some very exciting projects in hand.

As we pass the point at which the 250th member has signed up, and we pass our 4th birthday, I would like to say thank-you to some of the pivotal figures who have been so critical in making us a successful organisation. Firstly of course you the members, this was always a process of letting the market determine whether there was a place for us or not, your support and commitment is fantastic and that is what gives us such a buzz! Next, Tom O'Connor of Rail Media Group, he has been a stalwart supporter and very generous with his time and resources and, above all, advice; as have the team at Railway Strategies. A big thank you to all those in the wider rail and business communities that have helped guide and shape us – not least the West Midlands Rail Cluster Opportunities Group, the Manufacturing Advisory Service, Felix Schmid and the team at the Birmingham Centre for Rail Research and Education at the University of Birmingham and our friends at UKTI both locally and within the Sectors Group in London. Last but by no means least, my gang in the office, all of whom have been through a bit of a roller-coaster ride as we have become self-sustaining, but have, I would hope you agree, gelled into a strong team ... completely focussed on you the Members; thank-you one and all!



## Calendar of forthcoming events

20 June

'Delivering a Better Value Railway Summit' organised by Network Rail and London Underground at the Britannia International Hotel, London

Contact  
info@bettervaluerailway.com  
to book your place

July 2011 (date TBC)

'Rail Innovation Forum'  
Location TBD

Contact  
rhona.clarke@railalliance.co.uk  
to book your place on this event

September 2011 (dates TBC)

MicroRail Exhibition  
Location TBD

Contact  
kevin.lane@railalliance.co.uk  
to find out more about this exciting 2-day micro exhibition

12 October 2011

'Heritage Rail – a £50m opportunity?'  
at the Severn Valley Railway (meet at Kidderminster for a transit to SVR Highley by steam train)

Contact  
rhona.clarke@railalliance.co.uk  
to book your place on this exciting tour-de-force of the opportunities in the heritage Rail sub-sector

17-19 October 2011

The Infrastructure Show at the NEC Birmingham

Visit  
www.infrastructure-show.com  
to find out more about The Infrastructure Show or contact  
neil.stevens@railalliance.co.uk  
to reserve stand space with the Rail Alliance (at 40% off standard prices – members only)

