

NETWORKNEWS

InnoTrans



INNOTRANS

FROM THE RAIL ALLIANCE – KEEPING YOU ON TRACK

Welcome to this edition of Network News in which we highlight the Rail Alliance activities and events our members have already benefited from or that are available to you all in the near future. Inside you will find:

JOURNEY OF SUCCESS

As the Rail Alliance approaches the 200 member milestone we take the opportunity to share the impressive, and varied, list of companies who now benefit from membership of our organisation.

UK RAIL SECTOR UPDATE

Neil Stevens our Industry Liaison Manager takes a close look at the **Value for Money on the Railway** report.

DOWN THE LINE

Paul Curtis reviews the Rail Alliance summer and looks forward to events coming down the line for autumn.

REVEALED!

The exciting Rail Alliance stand designs for the Infrastructure Show 2010.

YES TO SOUTH AFRICA

York EMC Services report back from their work on the Gautrain project in South Africa.

BUFFER STOP

Colin Flack, CEO of the Rail Alliance muses on our 'Industry'.



Rail Alliance member Wood&Wood Signs information display in situ at St Pancras Station – Wood&Wood Signs will be co-exhibiting with us at the Infrastructure Show.

UK RAIL SECTOR UPDATE

by Neil Stevens the Rail Alliance's Industry Liaison Manager.

No UK rail sector update would be complete without acknowledging the uncertainty that currently looms with both the Comprehensive Spending Review (CSR) and Sir Roy McNulty's **Value for Money on the Railway** report due for release in the autumn. Following the election in May, the new Coalition Government announced its planned CSR on all departments in the autumn and brought forward the delivery date of Sir Roy McNulty's **Value for Money on the Railway** report from spring 2011 to coincide with the CSR. Additionally, in May, Chancellor George Osborne announced £6bn of public spending cuts as a precursor to the CSR – including £100M from Network Rail.

The CSR's true impact on rail is as yet unknown but politicians warn of difficult decisions, within all departments, as they prioritise their main programmes against a tough set of criteria.

In June, Sir Roy McNulty's team issued a scoping study for the **Value for Money on the Railway** report in which Secretary of State for Transport, Philip Hammond, confirmed that the UK's railway is, *prima facie*, up to 40% more expensive than other European railways. The study also highlighted that inefficiencies at Network Rail have wide-ranging cost implications throughout the rest of the industry.

How rail suffers and, ultimately, emerges after the autumn remains to be seen; but, it is clear that the cost of rail has to reduce if the industry is to continue to grow. Increased ticket prices, higher access charges for freight, reductions in capital spend and more re-organisation seem inevitable if the size and quality of the rail network is to remain unaltered. All this is at a time when demand for rail travel makes an encouraging return to growth the Association of Train Operating Companies (ATOC) reported an increase in passenger numbers of 5.1% in the first six months of 2010.

Of specific interest is the **Value for Money on the Railway** study team's critique of the Network Rail Supplier Relationship. Commissioned by the rail freight industry's representative body the Rail Freight Group (RFG), the report has been undertaken by Partnership Sourcing Limited – a knowledge enterprise body supported by both BIS and the CBI and an organisation with an active Partnering Knowledge Network populated primarily by SMEs.

Stemming from concerns, raised by RFG members about the need for Network Rail to improve its supplier relationships, the report is based on consistent findings from face-to-face discussions with a spectrum of suppliers throughout the supply chain.

The report recognises challenges for Network Rail in terms of service requirements, tight financial constraints and a heavily disciplined approach necessary to bring business processes under control after Railtrack. It also acknowledges that the company is starting to address the issue of supplier relationships, but states that the time is right to accelerate this change. It recommends, that Railtrack considers a focused approach which harnesses the knowledge and experience of the supply base as major stakeholders who can then input to, and impact on, how Network Rail organises and delivers major renewals and enhancements.

The report also identifies areas where Network Rail's current business approach requires review, highlighting each against the requirements of BS 11000, the BSI standard for Collaborative Business Relationships being adopted by leading organisations seeking a structured approach to building business relationships.

In a nutshell, the principal observations are that Network Rail needs to:

- Establish an open and listening approach to supplier dialogue that engages suppliers much earlier in the development of proposals, leading to a better understanding of requirements and improved end solutions in terms of cost, disruption and delivery timescales; especially relevant in relation to both the Guide to Railway Investment Projects (GRIP) process and the procurement tender process.
- Divest itself of the propensity to be disinterested in innovation and the risk averse attitude that says 'we know best', adopting instead the approach of other market sectors that recognise innovation as a rich source of business improvement where beneficial outcomes are directly attributable to the size and breadth of the knowledge base contributing to the process.
- Examine the scope to create a central focus for the highly complex activity of engineering possession execution (closure of lines for maintenance and renewal of the railway), enabling the varying levels of experience and accomplishment in the Network Rail 'regions' to benefit from and work to a centralised 'bank' of possessions expertise.
- Better understand the commercial complexities and financial realities of 'total' or 'whole life' costing and value drivers within the procurement process rather than always deferring to, and relying upon, price.
- Engage with suppliers such that Framework Agreements create the opportunity to establish a flexible approach that will mature into a collaborative working agreement that achieves value creation.
- Consistently benchmark and promote internal good practice across the company and its regions, to improve overall practice and a consistency of attitude and approach; knowing one's own abilities is an essential element in the creation of effective business relationships with third parties.
- Commit from the top down and empower senior executives to change the style of governance of the company to provide for the delegation of authority rather than tasks.
- Reduce burdensome reporting requirements and encourage open dialogue with suppliers such that entrepreneurial flair can directly contribute to positive financial outcomes.

This is a hard-hitting critique making interesting reading for anyone who has, or aspires to have, a trading relationship with the national infrastructure controller. The authors confirm that, as well as submitting it to Sir Roy McNulty's **Value for Money on the Railway** study team as part of their Supply Chain and Procurement theme, the intention is also to use the paper "as a basis for a constructive dialogue with Network Rail senior executives to seek to encourage a greater awareness of the need for change."

Rail Alliance members co-exhibiting at InnoTrans 2010

We are proud to announce that we have recently been accepted as a full member of the Rail Alliance.

Our aim is to contribute proactively and to help all members to communicate more effectively within the global market place.

We listen rather than tell and give our clients exactly what they need by way of linguistic support whatever their requirements may be – no more, no less.

When it comes to Technical Translations we realise that our clients are placing their professional reputation in our hands and therefore guarantee that all projects are handled expertly, meticulously, speedily and cost effective.

We are passionate about the Rail Industry and are particularly excited about the prospect of new Air Rail Links connecting regional airports with major city destinations. "Fly the Train" packages are already common practice in Germany and will certainly be a welcome add-on to the international travelling public.

Please come and see us at the forthcoming InnoTrans Exhibition in Berlin, on 21-24th September 2010, Hall 2.2, Stand 212.

We will showcase the range of linguistic services we can supply. Here are some examples that might be of particular interest:

- 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 formats for both MAC and PC, including FrameMaker, InDesign and Quark Xpress
- Specialist proofreading of technical text
- Website Localisation
- Multilingual Liaison Services
- Complete project management from initial translation through to print

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

Global Key Translations Limited

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"Translation matters it could save lives and avoid costly mistakes"



Global Key Translations Limited

Goodflex Rubber Company is also co-exhibiting with the Rail Alliance at InnoTrans 2010; we are based in Worcestershire, United Kingdom and we are a manufacturer of rubber and silicone hoses. We produce a wide range of rubber and silicone hoses, quality rubber sheeting and elastomers to meet the most demanding operational requirements. Goodflex Rubber Company's product range of silicone hoses, quality rubber sheeting, rollers and mouldings are used across a wide range of sectors including: the Food & Pharmaceutical sector; the Automotive sector, the Marine sector, the Rail sector and the Electronics sector.

Goodflex Rubber Company offers a diverse range of high quality products; each hose we produce is bespoke to meet the pressures, temperatures and resistance to medium of its intended end application. Significantly, Goodflex Rubber Company offers a complete service from Product design to Completion. We work with our customers to design hoses and moulded parts that will meet their application but also suit the most cost-effective method of manufacture.

Services provided include: on-site representation to help design/develop parts; CAD facility (so parts and tooling can be designed in house); oversee tooling production; product manufacture, supply of parts and installation of one-off parts (as and if required).

Product range includes: silicone shaped hoses for water/glycol Applications (eg radiator & heater hoses); silicone straight hoses for water/glycol applications; silicone reducer hoses for water/glycol applications; fluoro-silicone hoses for high temperature oil applications; silicone hoses for intercooler applications; Food Quality hoses manufactured from FDA approved raw materials; EPDM (ethylene propylene diene Monomer) hoses for large volume, low cost production applications; calendered sheeting reinforced and un-reinforced; rubber extrusions and mouldings.

Facilities available include: calender sheeting of various silicones to suit different applications; mandrel hose building facility for straight and shaped hoses; ovens for straight hoses for shaped hoses and extruders.

In summary, Goodflex Rubber has an extensive technical knowledge of silicone rubber this combined with our production facility, based in Worcestershire, means we are able to design and supply the above mentioned parts on time to meet your requirements contact us on:

T: +44(0)1386841480
F: +44(0)1386841540
E: mark@goodflexrubber.com.



"A diverse range of high quality products – each hose is bespoke"



Black is BLACK!

Technologists at Primasil have developed a new grade of silicone rubber for the rail industry that really is BLACK!

Rather than the dark grey currently available the new "Railsil" grade is Jet black. There are no compromises in physical characteristics, with the Railsil grade attaining BS6853 Cat 1a fire and smoke approvals first time with flying colours! Of course, the material also satisfies the French NF F 16-101 and German DIN 5510-2 standards.

Asked why colour was so important, Mark Tomlin, resident rail expert at Primasil explained, "The industry has long sought a colour that would compliment the internal fittings. Gone are the days when function dictated the look of a train carriage. Designers demand materials that meet their stringent cosmetic requirements, whilst taking for granted the technical and safety approvals."

When questioned about products from other suppliers, Tomlin continued, "A silicone rubber that met BS6853 Cat 1a approval and could be supplied in true black has been the holy grail for silicone suppliers to the rail industry for some time. Not only has Primasil developed the formulation, but we mix all compounds on site and have a fully equipped processing facility. To our knowledge, no other supplier can provide this service. Of course, this doesn't mean we won't remain competitive. Our philosophy is to provide products at a price that allows our

customers to grow and so benefits the entire supply chain."

Primasil have been formulating silicone rubbers for over 30 years, and have built up an enviable customer base all over the world. Asked what the challenge was developing this grade, materials expert Andrew Thomas explained, "To achieve the BS6853 Cat 1a approval requires a material that not only produces low levels of smoke and toxicity when exposed to flames, but also retains those physical characteristics essential for use in a mass transit application, such as good tear strength and elongation. The hardest part of development though, was achieving the jet black demanded by the carriage designers, and this is where our experience really mattered".

That Primasil have been supplying a vast range of industries over the years makes them the obvious choice for custom silicone rubber products. Tomlin adds, "It is not very often we fail to solve a customer's problem as we've normally seen it before. This may have been in a different industry but the crux of the problem will remain the same, that is, the customer needs a component to carry out a specific purpose. As we typically manufacture the product we formulate the material with the processing method in mind, thereby reducing potential scrap which creates cost savings we can pass to the customer."

The Railsil grade is perfect for door and glazing gaskets, ducting, insulating and all interior trim requiring BS6853 Cat 1a approval.



"Black is black as their technologists prove with their new grade of black silicone rubber"



For more information, contact Mark Tomlin direct on:

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E: markt@primasil.com

QHi-Rail is committed to working together with the rail industry to develop the best in rail lubrication. Our dedicated team of designers, engineers and sales force, work closely with the rail industry, listening to advice, requests and suggestions to create the perfect balance between technical innovation, cost reliability and practicality. Lubrication at the point of interface between the rail gauge corner and the wheel flange is accepted worldwide as being of critical importance. Correct lubrication of this interface can be achieved by rail mounted lubricators which have the following tangible benefits:

- Reduced rail sidewear.
- Reduced wheel flange wear.
- Inhibits the initiation of gauge corner cracking when combined with a rail grinding regime.
- Eliminates wheel squeal on curves.

QHi Rail can offer a variety of innovative and effective models in both Mechanical and Electric powered rail lubricators to cater for the majority of variables including high/low speed lines, low and high radius curves and running /check rail. *Memolub* the new electronically driven Canister Based Rail Lubrication System is suitable for use on running rails, check rails and point ends. *Lubricurve* upgrade kits fit both QHi and Portec units and are the most cost effective way to get old lubricators working - fast. For cartridge based systems, the cartridges are re-usable, not disposable, and the system uses no gas

or chemicals; they are easily programmed electro-mechanical system delivers precise amount of lubricant regardless of ambient, even down to -40C, discharging grease from the first strike through to the last.

The *Electro 10 & 20* electric lubricators are solar powered as standard, with various options available to suit every environment. Standard system easily pumps up to 10 metres, the Super model can be sited up to 30 metres from blades. Grease carry can be up to 5 miles over 8 reverse curves. The unit has a robust compact, waterproof cabinet with filling hatch for easy access to the 75kg reservoir.

QHi have also developed and patented a unique remote condition monitoring system for electric, mechanical and hydraulic lubricators. The system sends data output from key lubricator functions to a web accessed presentation screen or through Network Rail EWB system.

For more information, contact:

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"QHi supply high performance rail lubrication equipment"





in partnership with



“This company with pioneering spirit – prides itself on never being defeated!”

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.

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 or contact the UCA Sales Manager Riet Van den Abeele on:

T: +32 478 30 02 81.

Ferrartis specialise in bespoke fabrications for the rail industry. In addition, they have a number of stackable storage solutions under the brand Stak-Kit™, one of which is on display at InnoTrans - the Rail Wheelset dock. This product allows wheel sets to be stacked up to 4 high, releasing 75% of valuable real estate.

Wheelsets are often stored on rails either outdoors or in covered warehouses. They are difficult to get at and damage occurs in the multiple handling of the wheel sets. The Ferrartis wheel set dock offers a solution but with additional spin-off benefits such as traceability and protection in transit, better mobility and a professional image.

The wheel set dock can be provided with optional extras to cater for axle boxes or to provide additional end protection.

Other Stak-Kit™ docking solutions from Ferrartis include:

- Stackable air conditioning module dock
- Stackable axle dock (with end protection)
- Stackable motor dock

All Stak-Kit products are tested and certified and can be supplied in corporate colours, painted or powder coated.

To-date, over 1500 wheelset docks have been sold. Principal clients are:

- Bombardier
- Network Rail
- Mechan
- Virgin
- Lucchini RS (UK)

Hinged Columns

Ferrartis are also the licensed manufacturers of the York Hinge and the Ferrartis Hinge solutions for raising and lowering columns for lighting, CCTV, Signalling etc.

The advantages of these systems are:

- They can be retro-fitted to existing columns.
- They can be arranged to drop in any orientation.
- They are fitted at around 1.2m height which means the column can be lowered over a fence or similar obstacle.
- Conversion time is around 30 to 45 minutes.

Due to their design, these solutions offer a lower overall cost than any competing product. A big claim perhaps, but Ferrartis is fast becoming known for raising their game whilst lowering their cost.

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“Bespoke fabrications for the rail industry”

Ferrartis





Superform's experience of the rail market enables them to work very closely with manufacturers and fitters of rolling stock to produce industry leading aluminium solutions for interior and exterior applications on both underground and overground rolling stock.



Superform's simplified double-skin solution can be tailored to your specific requirements replacing the need for extrusions and maximising internal space



“Manufacturers of structural aluminum cabs and interior panels”

Lightweight Aluminium Cab Structures

- Up to 60% reduction in part count
- Up to 50% reduction in assembly time
- Up to 30% reduction in weight
- 100% recyclable
- Improved assembly tolerances
- Excellent surface quality
- Fire resistant
- Durable and easy to repair
- Allow greater design freedom

Superformed Structural Aluminium Cabs offer a lightweight and high-strength solution to car-end design. Mechanical, Crash and Fire specifications are met using Superformed 5083 Aluminium alloy panels up to 6mm thick. Using doubled skinned superformed structures, assembly times can be reduced and weld distortion minimised. 5083 alloy is readily MIG welded and has good corrosion resistance. Superform have developed advanced CAE forming simulation software to accelerate development of cab designs and can export thickness maps for FE analysis.

Lightweight Aluminium Interior Panels

Superform manufacture rail interior panels in both passenger and driver areas. Superformed interior panels can outperform conventionally produced panels as well as allowing greater design flexibility. Superform's CAD capabilities allow them to quickly perform process feasibility and feedback on component models at the design stage. This has benefited their existing customers allowing them to incorporate a number of conventional panels into a single Superformed component at the design stage.

Superform offer a complete assembly solution allowing delivery of fully painted and assembled panels directly to line-side thus easing the burden on procurement and supply chain management.

Furthermore, all Superform products can be supplied throughout Europe and beyond using our own transport fleet and team of trusted logistics partners.

Superform is exhibiting at InnoTrans 2010 and will be available to discuss how they are able to benefit you. Please visit us at: Hall 2.2, Stand 212L. To book an appointment please call Sam Jeffreys on +44 (0) 7540 916195.

If you are buying, designing or refurbishing rolling stock then feasibility analysis can be arranged for your application during the show.

A First for Staytite!

At InnoTrans 2010, Staytite will be exhibiting as their centre-piece what they believe is the only official portable Junkers Test Bench in Europe. It is arriving from Japan and will be on view for all to see at both the InnoTrans 2010 and later in the year at the Infrastructure Show at the NEC. Critically, this machine will offer customers the ability to see how the current specified nut performs under a controlled and official test procedure without flying off to the lock nut/washer company's head office.



“A family owned business with an unrivalled knowledge and expertise in industrial fastening applications”

Staytite – what we do ...

Staytite is a family-owned business that was established in 1978. Since then, we have built an unrivalled wealth of knowledge and expertise in industrial fastening applications to offer you the solutions you need. This significant milestone is a testament to the relationships built with their valued customers. We have successfully met the challenges presented by customers in the automotive, aerospace, hand tool, white goods, electronics and telecommunications industries. At Staytite we are dedicated to manufacturing and sourcing and supplying high quality products at competitive prices. Our specialised team provides you with excellent technical support and bespoke engineered solutions.

Staytite's range of more than 4,000 products includes fasteners, nuts and screws suitable for the following industries: Industrial equipment, IT/Electronics, Instrumentation, Oil & Gas and mining equipment, Automotive, Marine, Aerospace, OEMs (including direct line feeders and distributors), Subcontract manufacture, HVAC and last, but not least, the Railway sector.



First class quality

We are committed to the quality of our service and products, and we operate a Quality Management System accredited to ISO 9001:2000. We are able to manufacture and supply to SPC, Zero Defect, Optical Sort, and to DIN, ISO, JIS, and to British Standard specifications, and hold approvals by many leading global companies.

Technical excellence

Through our worldwide network of suppliers we are able to keep abreast with the latest innovations and can offer customers the most up-to-date technology available in the fastener industry. This, together with advice on cost reduction measures such as Product Realisation, Partnership Sourcing, Stock Management Systems and Alternative Supply Methods, will enable you to reduce both your production times and costs.

Contact:
Staytite House, Coronation Road,
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High Wycombe, Bucks HP12 3RP

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Railweight at Avery Weigh-Tronix

The UK is home to the international headquarters of the Avery Weigh-Tronix group, employing around 650 people on its historic Birmingham site and a further 650 nationwide. The company's national service network provides repair and maintenance support for its own and other manufacturers' weighing and IT-based equipment. A state-of-the-art national response centre, strategically located service centres and more than 200 field-based technicians, provide fast, local service 24 hours, 365 days a year.

Established over fifty years ago, Railweight is part of Avery Weigh-Tronix, one of the world's leading weighing companies. As pioneers in dynamic weighing of rail vehicles, we now have the largest number of in-motion weighing systems in operation worldwide. Our specialist team develops weighing solutions for all rail users, from train manufacturers and raw material producers to end-users and infrastructure developers. The company's systems are in action in almost every industry connected to rail networks.



As every weighing system is bespoke, you benefit from a package that is exactly right for your application. Our innovative technology allows us to create in-motion weighing systems that take a different approach to traditional, more costly methods resulting in low lifecycle costs and a short payback time. We can also offer commissioning, training, spares and static and dynamic calibration for both new and existing installation in accordance with international metrology directives. As a Railweight customer, you can benefit from our team of trained technicians anywhere in the world. We are truly your complete rail vehicle weighing solution provider and your partner, now and in the future.

We are dedicated to providing the proper maintenance and servicing of your rail equipment in order to keep your business running efficiently. We will design an individual service plan for you, based on your bespoke system and its particular usage.

Weighing is crucial to cost control and safety in virtually every aspect of rail operation, from monitoring product deliveries to avoiding overloading penalties and to facilitate invoicing clients for the amount of product shipped or, as a customer, to ensure your shipper is not overcharging.

Contact:
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Colin Flack CEO Rail Alliance and Paul Hines MD of Railweight either side of Railweight's state-of-the-art, but unobtrusive, weighing system



“part of
Avery Weigh-Tronix,
one of the world's leading
weighing companies”

DOWN THE LINE

Paul Curtis reviews the Rail Alliance summer and looks forward to events coming down the line for autumn.

Following on from our success at Infrarail at the NEC in May, and Rail Strategies Live in June, we were thinking July and August would be quiet in terms of Rail Alliance events, how wrong can you be? Using Chiltern Railways' Cube facility at Moor Street Station in Birmingham, we hosted 4 events in July and these are closely followed by the planning for 3 shows in quick succession - InnoTrans (Berlin Messe), Infrastructure Show (NEC) & Railway Interiors (Hong Kong). So, our autumn calendar, I'm glad to say, sees us busier than ever. The great thing about planning shows and networking events is that the actual show/exhibition is the tip of the iceberg - the other 90% (that people don't see) is all the planning that goes in beforehand and the follow up activity afterwards.

SEPTEMBER

As I write this we are 3 weeks away from our attendance at the world's largest rail show in Berlin; straight after that we fly back and host our first bi-monthly New Members Meeting at Moor Street Station; the concept is to encourage new members, who have joined the Rail Alliance in the previous 2 months, to come and meet existing members and start on their journey of becoming active members. All members are encouraged to bring their pop up banners and display their products and services to other members. Working with the members on their 'elevator pitches' about who they are, where they are from and who they are looking to do business with, is one of the most rewarding aspects of seeing our members develop their competencies as rail professionals able to display their company's products and services within this sector's competitive market.

OCTOBER

Moving into October, we unleash our 3-year exhibition strategy on the rail industry with the Infrastructure Show at the NEC Birmingham. The rail industry has always been about 'show me' so we are going to show engineers, designers and specifiers just exactly what our 180+ members are capable of offering. Re-creating a platform

extension and station is no mean feat; when you add in track and an underground station over 176square metres, and then you make it modular so it can move from Raitex to Infrarail to InnoTrans, it's a completely different ballgame.

Straight after the Infrastructure Show we will be off to the Rail Staff Awards on Saturday 23rd October at the ICC Birmingham hoping to watch our members collect awards. This will be followed by our first partnership event, with the signalling giant Invensys Rail, around 27th October.

NOVEMBER

November sees the Rail Interiors exhibition move out to Hong Kong for the first time and, having supported the show last year in Cologne, we are once again supporting our members who are flying out to look at the Australian/Asian markets. We return, in good time, to facilitate our second bi-monthly New Members Meeting again at Moor Street Station Birmingham. In a way, Christmas can't come soon enough for me; we can pause and take stock and review all the networking meetings we have held, which members have moved forward in their business plans and how we can best focus our attention on meeting their needs and expectations. The next 3 months is going to be hectic, but I wouldn't have it any other way ... and may I be the first to wish you, your business and your families a busy and prosperous end of this year and let's move forward together in 2011.

For more details of Rail Alliance events and for information about joining the Rail Alliance, log onto www.railalliance.co.uk and find out why we have become the fastest growing, and the largest, networking rail organisation in the UK ... contact Paul Curtis, the Rail Alliance's Sales and Marketing Manager, on 07846 863604, 01789720026 or e-mail Paul at paul.curtis@railalliance.co.uk

RAIL ALLIANCE INFRASTRUCTURE SHOW – STAND REVEALED!

OF 176 sq m stand at Infrastructure Show 18-20th Oct available for immediate use. Dated 11th August 2010

The Rail Alliance plans to install a look-a-like replica railway station at the Infrastructure Show which takes place this October at Birmingham NEC between the 18th and 20th October 2010. The Rail Alliance (stand opposite the Rail Hub) will feature a modular station platform, passenger hall, heavy and light rail with embankment, a level crossing and an underground station and tunnel. The Rail Alliance members' display will blend in around the Rail Hub to enhance the value of the exhibition to the rail buyer. These visuals are artistic impressions – but we are confident that this will be an eye-catching set of stands and another 'first' for the Rail Alliance.

This year, 21 Rail Alliance members are collaborating at the Infrastructure Show - the aim is to demonstrate member products, services and capabilities to the rail and industrial infrastructure industry. Following meetings between EMAP, the Rail Alliance - and discussions with Network Rail and Crossrail - the Rail Alliance has decided to surround the Rail Hub with a modular exhibition stand that could also be shown at Raitex 11, Infrarail 12 and beyond.

Wood & Wood Signs Ltd will be exhibiting their St Pancras International, Ebbsfleet International & Newcastle Haymarket Metro Station signs and displaying them on stand IF12. COE CCTV will be exhibiting CCTV capabilities across all 3 stands as well as the Network Rail-approved level crossing camera. Genwork, a new name in the rail sector will be displaying sound absorbing acoustic fencing on station and infrastructure stands with lockable bike sheds on the station stand. Fully DDA Compliant Section 12-compliant Tactile Tiles will line the edge of the 27.5metre long platform extension and station edge whilst MGB Electrical and Schroff UK Ltd will be displaying the Pentair Underground and Overground enclosure boxes & GRP LOAC Enclosures, troughing and platforms, cable troughing and drainage is to be provided by ACO Technic. The station build will be demonstrated by Cleshar Contract Services. On the station, Eglin Concourse will be providing the Street Furniture for visitors to sit on.

Most of the fixings and fittings for the stand will be provided by



Queens Award winning Excalibur Screwbolt whose bolt tightens under vibration which could save maintenance teams millions of man hours. Another Rail Alliance member Staytite Hard Lock Nut will be providing the nuts to make sure the stand is solid across all 176 square metres. David Cartledge, Staytite's Rail Manager, said, "We have been with the Rail Alliance since day one and they have helped us so much. We attend all their networking events and have met countless numbers of contacts. Jobs we are now quoting on are directly attributed to being at Rail Alliance Networking Meetings. We consider them a core part of our Marketing Strategy."

The stand which is to be constructed 550mm off the ground will have DDA access and customers will be able to come onto the stand and see how Rail Alliance Members are installing their products and services all over the UK at some of the newest stations and rail infrastructure.

The track area will feature 10 metres of the sleepers, track, welding and grinding services and neighbour friendly generators as well as Maintenance Depot End Stops by world renowned Oleo Pneumatics with our own embankment backing onto the display area for the show in the hall behind the Rail Hub.

The half-scale Level Crossing will display some of the latest technology involved in level crossings in the UK and the only Network Rail-approved CCTV camera system.

The underground station and tunnel are still being designed as we go into print and 5 of our Platinum partners will all be displaying product in the station and the tunnel. With more and more tunnel developments and overcrowding of tunnel walls in terms of conduits and cables, we have some innovative ideas of how to solve some of today's issues and influence some of tomorrow's thinking for major projects such as Crossrail's tunnelling requirements.



Says Paul Curtis of the Rail Alliance, "Day in, day out engineers in this country have to come up with engineering solutions to solve issues on our Rail Network. Over the last year I have visited more than 200+ companies and 165 of them have become Rail Alliance Members, by collaborating together we have managed to come up with something that we think the engineers, specifiers and buyers will want to come out of the office for and to come to Birmingham and see what we have on show - I am delighted that our members are getting a chance to showcase their talents and innovative products at a show like this."

SMEs to meet and network with senior directors and procurement personnel from both Network Rail and Crossrail."

To find out more details about the Rail Alliance and see if your products/services could be placed/demonstrated on the Rail Alliance stands, please email paul.curtis@railalliance.co.uk. To find out more about this show, and who is attending, click www.best-show.co.uk.

Rob Lozowski, Commercial Director at EMAP Connect, commented, "We are absolutely delighted to be collaborating with the Rail Alliance on this exciting project. The Rail Hub at the Infrastructure Show promises to be a great business opportunity allowing



Visit our stands in Hall 5: IF12, IG20 & IG30
18-20 October 2010, NEC, Birmingham 

 18-20 October 2010
NEC Birmingham 

MEMBERS AT NN9

As the Rail Alliance fast approaches 200 members, we list below the 180 members of the Rail Alliance; although there are some very familiar names in this list - so there are some not so familiar (and in a way that is our challenge - to make them more familiar) ... certainly, part of the enjoyment and definitely part of the interest we get on a daily basis is the referral of companies which are either new to us or new to the sector - or both.

Many of our members, in fact the majority, are not "rail companies" *per se* and this array of firms portrays a

fascinating *smorgasboard* of manufacturing and service capability across the United Kingdom. If you want to find out more about what the Rail Alliance can do for you then please get in touch with our Sales and Marketing Manager paul.curtis@railalliance.co.uk or our Researcher jo.bennett@railalliance.co.uk - or, if you want to know who the closest Rail Alliance Member to you is - do not hesitate to call us on: +44 (0)1789 720026

Abtec Engineering Ltd
Achilles
ACO Technologies plc
Adaptaflex
Advanced Chemical Etching Ltd
Advanced Composites Group
Alchemy Payment & Factoring Services
ALPHR Technology Ltd
Alucast Ltd
ANT Industries
Apollo Tactiles Ltd
Arc Gen Hilta
Atlas Rail Components
B3 Cable Solutions
BAM Nuttall
Barhale Construction plc
Barkley Plastics Ltd
Beakbane Ltd
Birley Manufacturing Solutions
Birmingham Centre for Rail Research and Education
Birmingham Chamber of Commerce
Birmingham Prototypes Ltd
Bond Insurance Services Ltd
Brammer UK Ltd
Brand-Rex
C Brandauer & Co Ltd
C B Frost & Co Ltd
CAB Automotive Ltd
Caparo Precision Tubes Ltd
Capitol Industrial Batteries
Centre for Railway Research & Ed
Christy Hydraulics (Warwick) Ltd
Cleshar Contract Services
COE Ltd
Compin UK Ltd
Concept Applications Ltd

Creactive Design
D F Baxter Fabrications & Wire Ltd
Davis (Decade) Ltd
dBD Communications
Dowding & Mills Engineering Services
Dytecna Systems Eng (Syen) Ltd
Eco-Logic (UK) EMPS Ltd
Eglin Concourse International
Elwes and Meyer
Enterprise Ltd
ESSEMPY
Exact Logistics Ltd
Excalibur Engineering Ltd
Excalibur Screwbolts
F W Cables
Farrer Consulting Ltd
Ferraris
First Components Ltd
Flatvision Products Ltd
Flexicon
Franklin & Andrews
Garrandale Ltd
GB Springs Ltd
Genwork Ltd
Geotechnical Engineering Ltd
GKN Autostructures Ltd
Global Key Translations Ltd
Goodflex Rubber Co Ltd
Greenmech Engineering Ltd
Harper & Simmons
Henley Business Group
Hydropower Dynamics Ltd
Invensys Rail
ISC Best Practice Consultancy
ITIC Ltd
Jack Boskett Photography
JMK Group UK

JMP Consultants Ltd
John Scott Precision Ltd
JPCS Ltd
Kaba Ltd
Kennametal UK Ltd
Kiyokuni Europe Ltd
K J Ryan Ltd
KM & T Ltd
KOREC Group
L-3 Communications ASA Ltd
Laser Process Ltd
Lifting Solutions Ltd
Lineside Rail
Lingwood Security
LPA Channel Electric
LPA Excil Electronic
LPA Niphan Systems
Malthouse Engineering Co Ltd
Maltmill Engineering
McGeoch LED Technology
Mechan Ltd
Merlin Diesel Systems Ltd
MGB Electrical
Midland Power Press Services Ltd
Midland Tank & Ironplate Co Ltd
Midlands Assembly Network
Millenium Pressed Metal Ltd
Motorail Logistics
NDE Clarke Pitchline Ltd
Nelson Stud Welding UK
Nets4You Ltd
Network Recruitment Partnership
Note UK Ltd
Novo Graf
Nuneaton Signs Ltd
Oleo International
Parallel Project Training

Paramex Design Ltd
Peter Weston Projects Ltd
Phoenix Engineering & Trading Co Ltd
Phoenix Tavinor Engineering
Pirtek (Coventry) Ltd
Piston Rings UK Ltd
Plan Me Ltd
Power Panels Electrical Systems Ltd
Pressavon Ltd
Primasil Silicones Ltd
Pro-Mil Engineering Ltd
QHI Rail Ltd
Rail Engineer
Rail Media Group
Rail Staff
Railway Projects Ltd
Railweight at Avery Weight-Tronix
Remploy
RGS Executive
Rittal Ltd
Rockwell Automation
Rotary Engineering
Savcon Engineering Ltd
SCG Solutions Ltd
Schroff
Schweizer Electronic Ltd
Secal Laser Ltd
Seyvern Valley Railway (Holdings) plc
Shorterm Ltd
Smart Currency Exchange
Smart Rail Services
Southco Europe Ltd
Sovereign Planned Services Online Ltd
Staytite Ltd
Stobart Rail
STS Rail Ltd
Supavac

Superform Rail
Synectic Security Networks
Systecon UK Ltd
T & L Contracting Support Ltd
Tappex Thread Inserts Ltd
Tate Rail
Tate Training Ltd
Technical Resin Bonders Ltd
Tinsley Bridge Ltd
TruckTrain Ltd
The Hydraulic Centre Ltd
The Klass Group
The Mobile Catering Group Ltd
The Translation People
TRaC Ltd
Tranect Ltd
Transys Projects Ltd
TT Electronics I M S Ltd
UCA TRAC
Vanguard Foundry Ltd
Vision to Mission
Visul Systems Ltd
Waterflow plc
Westermo Data Communications Ltd
Wesley Engineering
Whiteley Brooks Engineering
Wingate Electrical plc
Wood & Wood Signs
Woolley-GMC
WOR-Lifts WOR-Rail
Wrekin Circuits Ltd
York EMC Services Ltd
Zonegreen

DIRECTIONS

We take a close look at two members – Wood&Wood and York EMC Services who both show us a new direction!

Purchasing railway signage sounds a simple concept but when you ask a number of different purchasers what they are looking for you will probably get a number of different answers. Why? Because rail signage is required to do a range of different things:

- o Stations need to provide passengers with information, in the right place and at the right time. Up-to-date timetables and passenger information are key and there are a number of options for display.
- o Larger stations will need to provide effective wayfinding so large volumes of people can be moved efficiently around the station and not block key walkways or thoroughfares.
- o Statutory signage denoting danger or areas that are not safe for the public are essential to operations.

Wood&Wood work closely with each of our clients to understand what they need from their signage so they can ensure it is fit for purpose. Tony Baugh, Director of Business Development commented: "We always encourage specifiers and purchasers to involve us as early as possible so we can share our expertise and advise on a number of important aspects. Our technical knowledge can also help our customers to save money". Statutory signage comes in predetermined formats, but many sign types provide a number of choices. Considerations that customers need to consider include:

- o The best materials and finishes to suit a busy rail environment. Signage if installed at ground level may need to withstand scuffing caused by luggage. Platforms are often exposed to the elements and maintenance needs to be kept to a minimum.
- o Work may need to be carried out prior to installation to make sure the fittings can be properly applied and illuminated signs will an electricity supply. When we worked on the Arsenal Emirates project which was a complex new build the initial fixings were incorporated in the infrastructure some 18 months before the signs were required!

- o What information do you want to provide? Information is readily available today via a number of mediums, we will help you select the best medium for the information you want to provide. We can also provide a strategic view of how different sign types work together.
- o Standard signage or bespoke? A lot of railway stations have similar requirements so there is a range of standard railway signage such as apex stands and poster cases that Wood & Wood can supply at competitive rates and responsive lead times. We also have a standard range of totems and fingerposts that can be supplied as a COTS (commercial off the shelf) package and customised to your needs.

For larger projects, bespoke items are often more appropriate as they can be designed to suit the station architecture and to perform a specific function. The passenger information points we installed at St Pancras station are a prime example of this; manufactured in our own factory, we were able to meet the designer's exact requirements.

With some forward planning, buying signage can be simple - if you would like to tap into our expertise please contact Tony Baugh at tbaugh@wwsigns.co.uk, or 01392 444501, or visit www.wwsigns.co.uk



YES TO SOUTH AFRICA

York EMC Services report back from their work on the Gautrain project in South Africa.

Success for York EMC Services Ltd (YES) in South Africa

South Africa celebrated the opening of the Gautrain for its first day of operations on 08 June 2010, ahead of the World Cup. York EMC Services Ltd (YES) is pleased to have had the opportunity to work with Bombardier as part of the Gautrain project (see front cover main image.)

YES has been involved in this project from the outset, producing the EMC Management plan, which addressed EMI, DC stray current and touch voltage issues. Subsequently YES carried out on-site electromagnetic compatibility testing to EN50121-3-1 on the multiple unit trains at Derby, where they were built. The YES involvement did not stop there, as Chris Marshman, Managing Director of YES, reported, "Our team of engineers have made a number of trips to South Africa and carried out on-site testing for RFI and touch voltage. YES will make further measurements prior to the opening of the second phase in 2011 including measurements relating to DC stray current; this is an important issue at Pretoria where the Gautrain will run in close proximity to an existing DC railway."

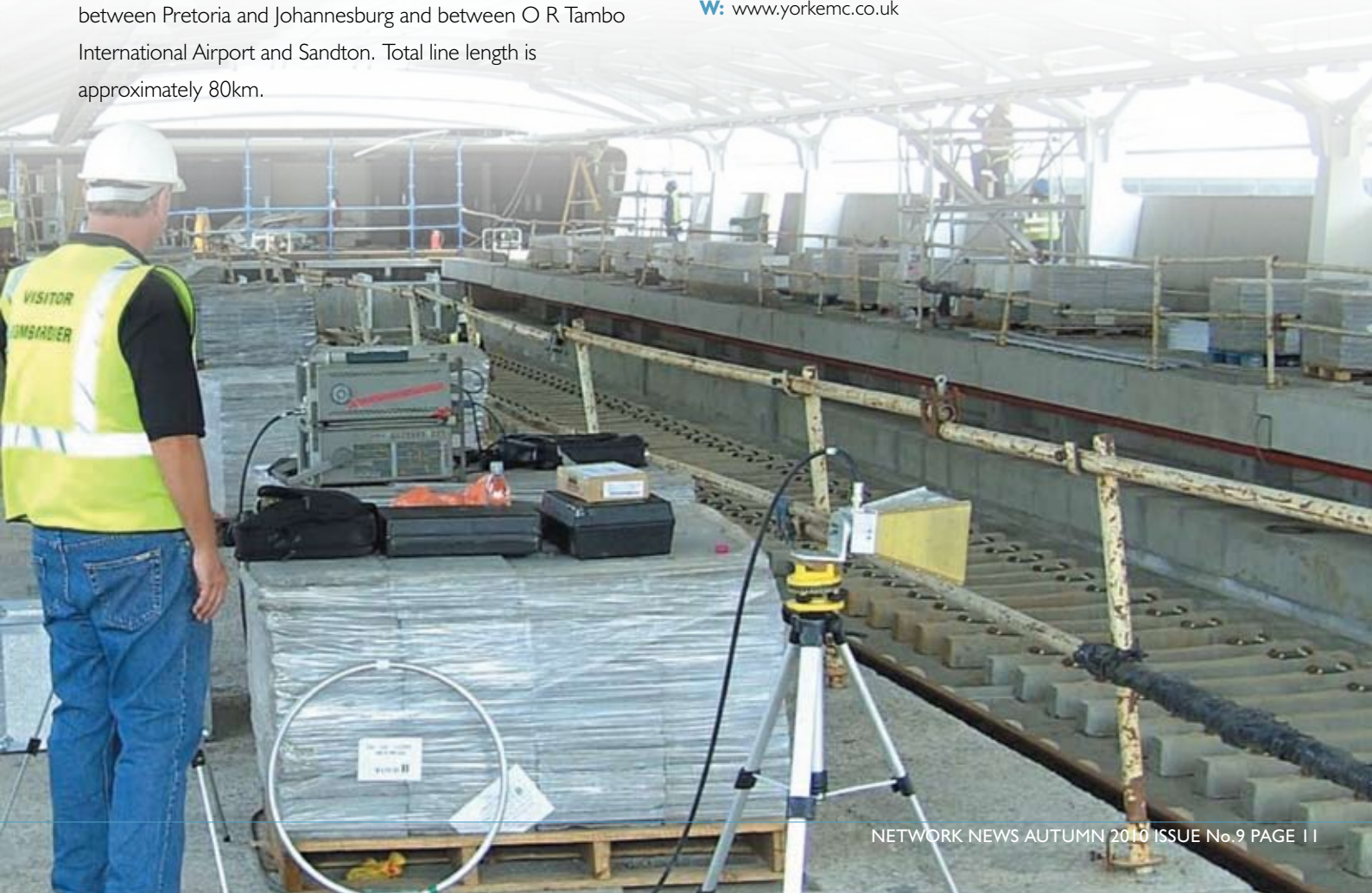
When fully operational, the Gautrain route provides two links: between Pretoria and Johannesburg and between O R Tambo International Airport and Sandton. Total line length is approximately 80km.

The control of electromagnetic compatibility (EMC) is extremely important for the reliable and safe running of railways and can be overcome using a combination of best practice EMC management and design. These basic precepts have been followed throughout the Gautrain project, Bombardier and YES have followed state-of-the-art practices developed in the UK to satisfy both safety and compliance with European EMC Regulations.

YES is well established as a market leader for the provision of EMC services to the railway industry including consultancy, testing and training. They have a solid track record of solving EMC problems and demonstrating EMC for major railway projects around the world.

Contact:
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University of York, Heslington, York YO10 5DD

T: +44 (0) 1904 43440
F: +44 (0) 1904 434434
E: enquiry@yorkemc
W: www.yorkemc.co.uk



BUFFER STOP

Colin Flack, CEO of the Rail Alliance, looks forward to InnoTrans, the Infrastructure Show and beyond ...

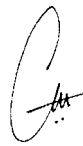
It seems barely possible that two years have passed so quickly and the Rail Alliance is back at InnoTrans. So much has changed over this period; the UK has a coalition Government which looks set to review how the railway system achieves best value for money through 'Root & Branch' reform. At the same time we have gone from strength to strength and are pushing very close to 200 members, spanning all sectors from advanced composites to on-site catering, from manpower companies to signalling systems. It is interesting for me to reflect on our presence at the show. In 2008 we had just 8 companies co-exhibiting with us at InnoTrans; this year, we have the same number on the stand with us but, most importantly, 80% of the entire contingent exhibiting on the UKTI Pavilion are Rail Alliance members.

We are confident that we are adding real value to our members through our networking meetings, seminars and event programme. Attendance at major shows like this is important, not just because they give companies a chance to "show and tell" but more because of the simple fact that this is the ideal place to meet new customers, to gauge the market sector you are in and to get a feel for what is happening in markets near and far.

The effects of the so called "Credit Crunch" will be with us for some years to come but the railway is resilient and is an absolutely key strategic enabler for so many countries around the world. Our aim over the next 12 months will be to ensure that we help our members to position themselves to best effect to pick up on

business as it emerges. Working with the SME base is always a dynamic and rewarding place to be. So many of our members have really strived to secure a place in the railway supply chain and it is our constant challenge to support that effort and achievement in whatever way we can. One of the blockers in the past has been the accreditation process and we are delighted to announce that we have been working with Achilles over the last few months to see how we can make the process simpler and more effective.

Hot on the heels of InnoTrans is the Infrastructure Show at the NEC and we have our largest, most ambitious display yet. We have over 20 companies on the various stands which form the major backdrop for the Rail Zone. With both Network Rail and Crossrail present this should prove an interesting exhibition...enough for now!



Colin Flack
CEO of the Rail Alliance

Calendar of forthcoming events

21-24 September	28 September	18-20 October	23 October	27 October	16-18 November	November - tbc
InnoTrans 2010 Berlin	1st Bi-monthly New Members' Meeting & Training Seminar Birmingham Moor Street Station	Infrastructure Show 2010 at Interbuild Birmingham	Rail Staff Awards 2010 ICC Birmingham	Signalling seminar & Networking meeting Birmingham Moor Street Station	Railway Interiors Expo 2010 Hong Kong	2nd Bi-monthly New Members' Meeting & Training Seminar Birmingham Moor Street Station