



# SUPPLYING THE WORLD'S RAILWAYS

A Directory of Services & Products from Britain

# FURTHER INFORMATION

Further copies of this Directory and CD Rom version may be obtained from UK Trade & Investment.

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# THE RAILWAYS BUYERS GUIDE

UK Trade & Investment is the UK Government body responsible for Trade Development and Inward investment. Our aim is to enhance the competitiveness of British companies through international trade and investment.

Welcome to the Railway Buyer's Guide to UK products and services. We hope you will find the information in this directory useful in identifying suppliers of high quality goods and services. British companies are ready to meet your needs.

Construction, Power, Water, Healthcare, Sport & Leisure Infrastructure, Fire, Police & Security etc. Full details of these teams with contacts and events lists can be found at [www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk)

The new International Rail Sector Group will continue to develop and expand the Rail Directory

The UK Trade & Investment (UKTI) Railways Unit, together with Railway Industry Association, have produced this updated version of the "Railway Buyers Guide" containing over 500 companies. The Guide has been issued to key Embassies around the world and to foreign delegations visiting the UK.

I hope you find the contacts you need: UK firms are ready to do business!

Denise Harris  
Head, Railways Unit  
UK Trade & Investment

UKTI offers support to British exporters via a network of over 40 UK offices and staff based at over 200 British Embassies worldwide. In London we have 26 Sector Teams offering advice and expertise on a wide range of sectors including Railways, Ports, Airports,



# SUPPLYING THE WORLD'S RAILWAYS A CAPABILITY STATEMENT

History undoubtedly has a role to play but an ability to break away from **traditional** railway methods is absolutely essential.

The complete privatisation of British Railways during the 1990s heralded a new beginning in the industry. The design, production and technical skills of the former National Railways were transferred to private sector companies and fused with a dynamic and commercial management approach. Today, the Railway industry in Britain is growing strongly and companies now have the total capability to plan, design, develop, finance and build railways worldwide.

Britain is currently investing over 7 billion a year in improving its railway infrastructure. The experience gained from the privatisation of Britain's rail network has provided British firms with a wealth of expertise in the restructuring, re-equipping and modernisation of railway systems. As a result, British companies are better equipped to assess the options and determine the best solutions for the individual needs of customers in the UK and International markets.

The diverse and dynamic nature of the Rail Sector requires a supply chain of high quality, responsive supply companies. A strong supply chain requires a range of companies from small component suppliers to systems integrators and vehicle manufacturers.

Britain has enhanced its railway industry by sharing the technologies and expertise from other sectors such as Power, Automotive and Aviation. This shared sector expertise has already been widely used by many of our small and medium-sized companies to provide meaningful solutions such as the application of laser and infrared technologies. Britain will continue to develop its expertise to meet the requirements of the Rail sector worldwide.

The extensive involvement of UK consultancy firms in rail projects on a global scale is a clear indication of the strength of the sector. The work varies from feasibility studies to planning and design. British consultants remain at the forefront of facilities management and operational support and construction and project management skills offer options from initial studies to turnkey systems.

The City of London is one of the world's leading financial centres. As a major trading nation, the UK recognises the increasing importance of funding for new rail projects. British financial institutions are experts in offering secure, competitive and innovative finance solutions.

The aim of this Directory is to introduce UK industry capability and expertise to our customers in the UK and overseas. Through its pages you will gain access to the range of UK companies from Contractors, Consultants, Financial institutions to manufacturers and training providers. Whatever the demands of your business in the Rail Sector, UK companies can provide quality advice, products and services to help.

If you have any problem using the database on the CD ROM or require assistance in finding appropriate UK suppliers please contact Merlyn Guthrie at UKTI, phone + 44 (0)20 7215 4773, email: [merlyn.guthrie@uktradeinvest.gov.uk](mailto:merlyn.guthrie@uktradeinvest.gov.uk) .

[London is developing attractive long-term packages for railway systems all over the world.](#)

# THE RAILWAY INDUSTRY ASSOCIATION

Many of the companies listed in this Directory are members of the Railway Industry Association.

RIA is the focal point of Britain's railway supply industry, bringing together businesses of all types from major international groups through to highly specialised companies with unique skills.

RIA's members include manufacturers, maintainers, consultants, contractors and leasing companies, offering a wide range of equipment, services and expertise. Their capabilities vary from the restructuring and modernisation of entire railway systems to the supplying of small components. Many have achieved world prominence in their fields.

## Finding Products and Services from Britain

RIA provides a channel of communication with the railways of the world, using comprehensive knowledge and understanding of the products and services supplied by its members and by other British companies to find solutions for almost every need. We are happy to act as the first enquiry point, giving advice on specific suppliers or circulating requests to all our members.

We regularly receive visitors from Governments and railway administrations at our offices in central London. We are pleased to arrange meetings with representatives of our member companies to discuss specific areas of interest. We also organise British stands at major trade fairs and run trade missions to key railway markets around the world.

## Services to UK Companies

We offer a wide range of services to UK companies. Visit our website for more details.

Contact us now to see how we can help you:

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RIA provides a  
channel of  
communication  
with the railways  
of the world



**Railway Industry Association**



# DERBY & DERBYSHIRE RAIL FORUM

The Derby & Derbyshire Rail Forum represents member companies who have expertise within the railway industry.

This long tradition of capability in supplying all aspects within the industry continues both from within the United Kingdom and via the overseas networks.

The Midlands cluster centred on Derby has almost 100 members and the combination of skills, experience and materials that has underpinned the development and growth of the UK and worldwide rail industries continues to grow.

This unique partnership is well placed to satisfy many and varied needs of rail operations and amongst the many services and products our members can supply are:

- Rolling Stock Manufacture
- Rolling Stock Leasing
- Engineering
- Consultancy
- Operation and Management
- Signalling
- Communications and control systems
- Legal and Financial Services
- Heritage Operators
- Training and Academic
- Media

The Forum provides a responsive regional focal point for the information distribution, networking and industry contacts, as well as presenting an annual national rail conference to discuss key issues facing the industry.

## Promoting a Centre of Rail Excellence.

Working in cooperation with UK Trade & Investment, Chambers of Commerce and Regional Development agencies to enhance the region as a "World Class" centre of expertise and supply to the rail industry.

For more details of The Derby & Derbyshire Rail Forum and the services we can offer please contact:

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Promoting a Centre of Rail Excellence Working in cooperation with Trade Partners UK, Chambers of Commerce and Regional Development agencies





# THE INSTITUTION OF ELECTRICAL ENGINEERS

The IEE Railway Professional Network is a gateway to a dynamic community of electronic engineers in the railway industry worldwide.

Founded in 1871, the IEE is the largest professional engineering society in Europe and has a worldwide membership of around 130,000. These men and women have joined together to promote the advancement of electrical, electronic and manufacturing science and engineering and range from students to the most distinguished and highly qualified members of the profession.

#### What we do:-

- represent the profession of electrical, electronic, manufacturing and systems engineering, IT and telecommunications.
- act as the voice of the profession in matters of public concern and assist Government to make the public aware of technological issues.
- set standards of qualifications for professional electrical, electronics, software, systems and manufacturing engineers.
- accredit degree courses in subjects relevant to electrical, electronic, manufacturing and information engineering at universities and colleges around the world.
- accredit professional development schemes for engineering graduates.



- award scholarships, grants and prizes.
- issue regulations for the safe installation of electrical and electronic equipment and take a leading part in the formulation of national and international standards.
- provide an extensive range of lectures, meetings, conferences, seminars, residential vacation schools and publications.
- set standards for the professional conduct of its members.
- offer guidance on best practice in professional development.
- operate a Career Advisory Service to give advice and assistance to members on various aspects of career development.
- operate a Learning Resources Service to provide details of potential professional development activities provided by both the IEE and other organisations.
- operate a computer-assisted information service, Inspec, which has the world's largest computerised database in the English language in physics, electrotechnology, computer science and control engineering.
- provide business and technical information on electrical, electronic, IT and manufacturing subjects.

### Railway Professional Network

The IEE Railway Professional Network is a gateway to a dynamic community of electronic engineers in the railway industry worldwide.

Go to <http://www.iee.org/pn/railway> to discuss hot topics with your peers, listen to presentations and interviews and learn more about your industry. The PN provides daily news and an event calendar to keep you informed of new developments and technologies.

#### What Can We Offer You?

- face-to-face networking with other professionals in the railway community
- a wide range of technical events
- the latest news
- an online library of technical articles
- events & courses listings
- interactive discussion forums
- world class residential schools

#### Membership of the Railway

Professional Network is open to everyone; you don't even have to be a member of the IEE to join!

#### What Do We Cover?

- Signalling and Control Systems
- Traction Systems
- Electrical Infrastructure Systems
- Electromagnetic Compatibility
- Electromagnetic Interference
- Safety
- Power Distribution
- Telecommunications
- Information Systems
- Human Factors
- Stations
- Regulation and Policy
- Commercial issues related to railway engineering

We are striving to become the principal point of reference for all those involved in the global railway community.

We will achieve this by facilitating the exchange of information to ensure that our members are at the forefront of knowledge, by forming links with other organisations and by offering face-to-face networking opportunities.

To find out more about the Railway Professional Network visit [www.iee.org/pn/railway](http://www.iee.org/pn/railway) or email: [railway@iee.org](mailto:railway@iee.org)

# USEFUL CONTACTS

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