



The Festive Quarterly Update

Here your Rail Forum team will keep you up to date on the RFEM's recent activities, progress and what events are not to be missed!

December 2017

Message from our Chair, Paul Francis



Welcome to the final quarterly update of 2017.

We have enjoyed another successful year at the Rail Forum; our team have hosted numerous VIP visits from Department for Transport, Department for Business, Energy and Industrial Strategy and

the Treasury, as well as a series of high-profile events. We continue to support our members during exciting, but from a broader UK economic perspective, sometimes uncertain times.

The Rail Forum East Midlands is looking forward to another year of engaging and informative events as we continue to announce dates for a variety of activities, from meet the buyer missions, to workshop sessions aimed at supporting the development of business practice. Please find details of our 2018 events on the RFEM website: www.midlandsrail.co.uk. Information on pre-registration for the forthcoming Bombardier Transportation Supplier Workshop in January, and Parliamentary Reception in February can also be found in the forthcoming events section below.

We welcome the governments Statement of Funds Available settlement for Network Rail, however we also recognise the challenges associated with the shortfall of funds with CP5 and the transition from CP5 to CP6.

I would like to take this opportunity to thank the Board for all their ongoing support, with special thanks to Rupert Brennan-Brown of Rail PR and big congratulations to RFEM Vice Chair, Michelle Craven-Faulkner, who is expecting a baby in early 2018.

I would also like to personally welcome our new members; GRCL, Railway Project Services, Asset International (Silver member), and ie people (Silver member). We are delighted you have joined our rail community and look forward to working with you.



Finally, from myself and the RFEM team, we wish you a very Merry Christmas and a Happy New Year!

Paul



RFEM Charity Golf Day 2017 Raises £1,500 for Royal School for the Deaf Derby

Part of our promise to 'invest in people and skills'...

On Friday 6th October, this year's RFEM Charity Golf Day took place at the Nottinghamshire Golf & Country Club. The day was another resounding success; all 13 teams had a fantastic time in what turned out to be a gloriously sunny day on the course, and the event raised a staggering £1,500 for the Royal School for the Deaf Derby.



This was presented to the School earlier this month and they have informed us that the money will be spent on kitting out their new sensory room. The School receives no government funding and is a lifeline for children and young adults from across the country, meaning donations like that provided by the RFEM members who attended the Golf Day are invaluable. A big thank you to organisers Peter Roberts and Robert Archer, as well as all of the companies who took part, including winning team AB Hoses!

RFEM Annual Conference 2017

Part of our promise to 'share information and knowledge'...

Thursday 19th October was a typically dreary, autumnal day, but there was a buzz in the air at Derby's Pride Park Stadium...

The Rail Forum team welcomed over 170 delegates, from member companies across the UK, to the Annual Conference. Midlands Engine Chairman, and first keynote address, Sir John

Peace opened the event with an insight into the Midlands Engine vision for growth.

Maria Machancoses, Programme Director for Midlands Connect, then discussed the plans to power the Midlands Engine and what is next for Midlands Connect, before East Midlands Councils' Director of Policy & Infrastructure, Andrew Pritchard



outlined the East Midlands HS2 Growth Strategy and East Midlands rail franchise competition. Delegates then heard from Rob McIntosh, Route Managing Director LNE and EM at Network Rail, on creating a sustainable rail industry for the East Midlands.

Following a brief Q&A session and networking break, Neil Robertson, Chief Executive at NSAR, discussed the necessity of delivering the Rail Skills Strategy, and the 'need to more than double apprenticeships in two years' to fulfil the current and future workload. Rail Delivery Group Chief Executive, Paul Plummer, then gave an updated insight into the development of the 'Rail Sector Deal', followed by Chief Executive Officer at Resonate, Anna Ince, who looked at creating market conditions for growth. The speakers then assembled for a short panel Q&A session before a networking lunch.



Elaine Clark, Rail Forum General Manager kicked off the final session with a review of the team's work over the

past 12 months to deliver the RFEM Strategy following its official launch at the 2016 Conference. Elaine updated members on the



support the Forum continues to provide through events, VIP visits and behind the scenes, and encouraged companies to get involved with the planned 2017/18 activities. Hitachi Rail Europe's Sales Director, Nick Hughes then took to the stage to discuss the story of the Hitachi Class 800, before HS2 Engineering Director, Giles Thomas provided a HS2 update. Jake Kelly, Managing Director at East Midlands Trains then explored the need to create a diverse railway in the East Midlands and actions being taken to achieve this. Finally, in a week that saw Bombardier selected as preferred supplier for 333 new electric carriages for the new West Midlands franchise Richard Hunter, Managing



Director of Bombardier introduced Lord Prior of Brampton, Parliamentary Under Secretary of State, who

gave the closing keynote address, where he highlighted the vision of one railway: digitally connecting the nation, and said 'Digital presents Britain with the chance to start building again...'

The RFEM team would like to thank the fantastic speakers and member companies who joined us on the day. Work will no doubt begin on the 2018 Conference imminently, stay tuned for further details.

'What an event! Lots of big names and a great energy in the room... I took note of one quote in-particular that was about the organisation: RFEM is the "best, most energetic regional forum" – if that's not a glowing reference then I don't know what is! The conference had a genuine warmth to it with proactive speakers and an enthused audience.'

Joe Whalen, MD Railway Project Services

Department for Business, Energy and Industrial Strategy Visit

On 4th December the Rail Forum joined a visit from Ivan Youd from the Department of Business, Energy and Industrial Strategy (BEIS). Ivan has responsibilities for the rail supply chain and visited a



number of companies in the region including Dellner Woodville in Swadlincote, Rail Operations Group and Bombardier Transportation. Ivan is pictured with Mattias Carlgren, MD of Dellner and Robert Hodgson from the Rail Forum in front of one of their carriage gangways manufactured in the region.

RFEM Christmas Luncheon 2017

Part of our promise to 'share information and knowledge'...



Last week, this year's Rail Forum Christmas Luncheon was held at the Cathedral Quarter Hotel in Derby. The event was

wonderfully festive and was attended by almost 100 guests, including keynote speaker Shadow Secretary for Transport, Andy McDonald MP and Shadow Rail Minister, Rachael Maskell MP. Santa even made a special appearance and brought with him a sack of gifts for all our guests!



RFEM Hosts DfT Visit

Part of our promise to 'provide a strong collective voice'...



On Monday 11th December, the RFEM team hosted 8 delegates from DfT, one from DIT, together with Catherine Appleby of Department for International Trade East Midlands, and Lorna McDonald from BEIS. The group were taken to Loram where they saw the Network Rail's Digital Railway Vehicles being maintained. They then went on to visit Datum, where they saw Elizabeth line cabs being manufactured, followed by Resonate where their team gave a presentation on the benefits of cutting edge traffic management systems, and they saw the operational systems being developed. There was also much discussion over UK content and export over lunch, before guests went on to visit Bombardier. There they enjoyed a full tour of the assembly line and testing facility.

The visitors found it a very useful trip; the first of its kind for some who attended; and a great opportunity to hear some of the challenges faced by the supply chain. It is now imperative that we maintain an ongoing dialogue regarding how these opportunities can be maximised moving forward.

NSAR-CONNECT: Now Free to SMEs

Are you an SME struggling to fill an Apprenticeship or Graduate vacancy?

Are you looking to reduce recruitment costs, and improve the calibre of your workforce?

If so, then NSAR-CONNECT is your FREE, industry generated, solution

NSAR-CONNECT is now free for all SMEs within the rail sector to help find the next generation of talent. The service aims to place talented individuals (who want to work in rail and have been pre-assessed by NSAR-CONNECT's growing list of Patron organisations) with employers who are looking to recruit. This makes NSAR-CONNECT the low-cost and time efficient solution to apprentice and graduate recruitment and retention in the rail sector.

If you are an SME, we would like to invite you to join NSAR-CONNECT, granting you access to an extensive resource pool of aspirational and talented individuals that have already met an industry-recognised level of assessment criteria.

NSAR-CONNECT benefits employers and candidates alike by ensuring talented, enthusiastic, and willing candidates are not lost from the rail industry. NSAR-CONNECT will promote these candidates to your organisation enabling you to contact and recruit your next employees.

Pre-assessed prospective candidates will ensure a first-class workforce.

[Click here](#) to register your interest.

Forthcoming RFEM Events

Bombardier Supply Chain Workshop

23rd January 2018, Indicative timings are

9.00am – 2.00pm

Pride Park Stadium, Derby, DE24 8XL

RFEM is delighted to have been asked to coordinate bookings for Bombardier's Supply Chain Workshop on 23rd January 2018.



This event is open to both existing suppliers and those who would like to find out more about

becoming a supplier to Bombardier. The detailed arrangements for the day are currently being developed but in essence it will comprise:

– Update from Bombardier on their current orders and future potential pipeline including their procurement strategy, preparing the supply chain for ramp up and opportunities for new suppliers;

– An opportunity for the supply chain to raise their ideas, suggestions and any issues of concern;

– High level introduction to the thinking for Bombardier's HS2 bid;

– Opportunity to 'meet the buyers'

Pre-registration for the event is essential. To book your place please email sophia@midlandsrail.co.uk

Once the arrangements are finalised we will confirm details to all those that have registered.

Know your Buyer: Make that Sale

Workshop (RFEM & DIT)

*2nd February 2018, 8:30am – 2:00pm
Lonsdale House, Derby, DE1 3HD*

The UK rail sector continues to present an international landscape. New entrants across the supply chain bring with them new demands, requirements, products and services, increasing the competitive nature of the market.

To add to the industry complexity, buyers are more sophisticated than ever. Suppliers that understand their buyers can gain competitive advantage and by doing so, are able to create a perfect match to their requirements. So, how do you begin to understand your buyer?

This one-day workshop will take delegates on a buyer's journey, helping you to understand and interpret your buyer in order to guide your

dialogue and engagement, increasing your likelihood to win orders.

What you will learn:

- How buyers buy
- Who is your buyer
- Your buyers' business needs and why this is important to you
- Researching and tailoring your messaging
- Approaches to international sales conversations
- Cultural differences and the impact of language

In addition, the Department for International Trade will be there to help you understand how their global resources can help you get closer to your international buyer.

How to book:

Attendance costs only £100 per delegate. To take advantage of this offer please complete the [application form](#) provided and email this to Sophia@midlandsrail.co.uk Registration will be complete on receipt of payment.

RFEM Parliamentary Reception 2018

*7th February 2018, 4:00 – 6:00pm
House of Commons Terrace, Westminster,
London, SW1A 0AA*

Our Annual Parliamentary reception will once again be hosted by Pauline Latham MP on the House of Commons Terrace and advance registration is now available for our members.

Places are available as follows:

Silver & Standard members: - max. 2 places FoC
Gold members – max. 3 places FoC
Patrons – no maximum

Bookings must be accompanied by the name of the attendee and an email address to which further details can be forwarded. All attendees are required to register individually, there are no block bookings for this event. Please note that



admittance on the day will be invitation only (this will be sent to you nearer the time).

Further information regarding travel arrangements from the East Midlands will be available shortly.

Sponsorship opportunities are available: please contact sophia@midlandsrail.co.uk

East Midlands Railfreight Day (in collaboration with Rail Freight Group)

28th February 2018

Likely venue: Mountsorrel Quarry, Leicestershire

Hold the date – further details coming shortly. Aimed at businesses with an interest in supplying and supporting the rail freight industry including bidders for the upcoming East Midlands franchise.

Register your interest by email: sophia@midlandsrail.co.uk

iRail 2018

*13th March 2018, 9:00am – 3:00pm
Derby Conference Centre*

*16th May 2018, 9:00am – 3:00pm
National College for High Speed Rail*

*7th June 2018, 9:00am – 3:00pm
TBC*

Education Outreach Day in Each School: Opportunity to Sponsor Your Local School!

Participating schools will benefit from a day's outreach activity prior to the main iRail day. This means we will reach almost 20 times more students than previously. The school sessions will raise the profile of rail (in the broadest sense) and set the scene for the challenges that will be tackled by the school teams in March.

iRail Challenge Day: 13th March 2018

9.00am – 3.30pm, iRail STEAM (Science, Technology, Engineering, Arts, Maths) Challenge involving teams from schools across Derby, Nottingham and Leicester. In addition to the STEAM challenge the day includes visits to local employers. There are also opportunities for organisations to exhibit and showcase their products and services during the day with a particular emphasis on raising the profile of their organisation and its activities to potential future recruits.

Teachers 'Rail Careers Awareness Workshop'

Running alongside the main iRail event we will also be hosting a teacher's rail industry awareness workshop. Teachers are key influencers of young people and are often the first source of careers advice. Our short workshop will help to educate teacher's about the 21st century railway and the jobs and careers potentially available to their students.

iRail is RFEM's flagship rail specific outreach programme. It is an expensive event to run every year and we need ongoing support and sponsorship from as many members as possible to be able to continue to offer this fantastic event to our local schools.

If you are interested in supporting iRail 2018, please contact Sophia@midlandsrail.co.uk

Forthcoming Industry Events

University of Derby & ERDF Catalysing Growth for Transport Equipment Manufacturing Event

*31st January 2018, 8:00am – 1:00pm
Rolls Royce Heritage Centre, Derby, DE24 8AE*

Data Science and Engineering Innovation Event



Rolls-Royce Heritage Centre
Wednesday 31 January Breakfast from 8am
Lunch and Networking from 12pm

Are you:

- An engineering, advanced manufacturing or data science business looking to design new or optimize existing products, processes or services?
- An SME based in Derbyshire or Nottinghamshire?
- Interested in engineering simulation, product design, vehicle dynamics, additive manufacturing or data science and applications of digital technologies?

Join the morning event to find out how they can help your business – with fully funded technical expertise, access to facilities, grants for innovation projects and R&D collaboration. To register visit derby.ac.uk/data-science or email: j.c.green@derby.ac.uk (Mobile No: 07500 096112)



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Membership Upgrades

Here at the Forum, we wouldn't be able to operate without our members.

We would like to take the opportunity to thank all our members for being a part of the Rail Forum, with special thanks going to our upgraded members;

Silver Members;

- [Datum](#)
- [Design and Analysis Limited](#)