



March 2018

The 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!

Message from our Chair, Paul Francis



Welcome to the first quarterly update of 2018.

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.

I would also like to personally welcome our new members; Arcadia Alive, CE Turner (Engineers) Limited, Hydram Engineering Limited, Lutze Limited, MW Management Solutions Limited, Nottingham Trent University, Overhead Line Engineering Limited, Qinesis, Rainbow HR Limited, Sovereign Planned Services Online Limited, Tribo Rail UK Limited, Yellow Rail Group. We are delighted you have joined our rail community and look forward to working with you.

Paul

RFEM & Industry News

Sector Deal

By now we hope that you are all aware that work is ongoing nationally to secure a 'Rail Sector Deal' with government as part of their Industrial Strategy. The team shaping the deal have identified a small number of priorities mainly around the digital railway and customer experience and work will soon start to develop the detailed plans for each of these priorities. RFEM continues to support the work on the deal however we recognize that it won't bring immediate benefits for all of our members – so it's not our only area of focus!

RFEM and RIA Sign MoU (Memorandum of Understanding) to Enhance Benefits to Members

The Railway Industry Association (RIA) and The Rail Forum East Midlands (RFEM) have signed an MoU, laying out how the two organisations will work together to increase the recognition of the value of the rail supply chain in the East Midlands, and nationally.

Members of both organisations will benefit from increased collaboration through;

- The sharing of relevant policy and technical information,

- Joint support for lobbying activity in the Midlands,
- Joint support for RIA/RFEM Members in exporting, such as at InnoTrans,
- Joint support for rail in the Industrial Strategy Agenda, through a 'Rail Sector Deal'.

Darren Caplan, RIA Chief Executive said; "It is fantastic to announce a greater collaborative relationship between RIA and RFEM. For members, it will mean they get even more from both organisations".

Elaine Clark, RFEM General Manager commented; "RFEM are delighted to be working more closely with RIA for the benefit of our respective members. Whilst as an industry we have a number of challenges we also have a wealth of opportunities".

RIA Innovation Conference



Due to the recent signing of the MOU (memorandum of understanding) between the two organisations the Rail Forum was invited to the annual RIA Innovation Conference which took place in March. The theme of the event was "Technology Alone Is Not Enough" and focused on how best to implement new and existing technology into the rail industry. Covering all aspects of the rail sector the two-day event included a number of highly interesting presentations including Professor Clive Roberts from Birmingham University who heads up the UKRRIN program,

Jon Shaw, Chief Engineer at Network Rail and Rob Brighthouse, Chairman of the proposed new East -West line between Oxford and Cambridge.



In addition, there were very interesting contributions from Siemens about opportunities to learn from their experience in the wind turbine industry and David Waboso on the opportunities to be created by the Digital Railway program.

The event included an impressive exhibition area, a series of interactive workshops as well as good networking opportunities during the two days and over the evening dinner. This is an excellent annual event and we would certainly encourage more of our members to participate. Details of next year's event will be sent out as soon as we have the dates.

Nigel Ash, Network Rail Consulting Visit

On 15th March RFEM welcomed Nigel Ash, Managing Director of Network Rail Consulting (NRC) to the Midlands. NRC was formed in 2011 and focusses exclusively on overseas projects. RFEM facilitated a small number of introductory meetings with members and a roundtable discussion all aimed at exploring what opportunities there might be for our members to work with, and support NRC, on their international projects.

Nigel made it clear that NRC is open to approaches from UK companies wanting to work with them and there do seem to be several potential opportunities. They do not have the

same supplier approvals process as Network Rail, and he strongly encouraged companies to get to know his Regional Directors in the USA, Middle East and Australia.

As a result of the day we are liaising with Nigel and his team to pull together a 'Meet the Regional Directors' day during April when they will all be in the UK and we will be writing to you imminently with details.

Network Rail Warns 'Act Now or Potentially Lose Rail Market Access'

There are now less than 50 days until the enhanced RISQS system goes live. Network Rail has told its supply chain they are required to check their data by signing into the new RISQS portal to guarantee continued visibility to buyers.

The enhanced RISQS scheme goes live on May 1st and provides buyers with many benefits, including; a new configurable platform that is more responsive to industry and legal changes; the ability to integrate the new software with their own systems; auto alerts, buyer specific questioning, and supplier survey templates amongst other benefits.

The transition is on schedule and members have begun renewing their membership and booking audits.

For more information on the RISQS scheme, please visit <http://www.risqs.org/>

Porterbrook appoints new Head of Procurement

Anvesh Prasad has joined Porterbrook as the company's new Head of Procurement. Anvesh has a background in engineering and has specialised in procurement over the last 20 years. He joins Porterbrook from SIG plc where he held a senior procurement role and prior to that he worked for a range of high-tech

engineering businesses, including BAE Systems, Bombardier and Rolls Royce.

Anvesh Prasad, Head of Procurement, said "I am pleased to join Porterbrook as it re-energises its business model. With a renewed emphasis on asset management and innovative product development Porterbrook will be looking to build strong and long-term relationships with its existing supply chain, as well as identify new entrants who can help us meet the needs of tomorrow's passengers."

ACIS BMS - Shortlisted BCIA Finalist

"We are overjoyed to be nominated as a finalist for the BCIA technical product innovation of the year award. This project represents a huge team effort from the commercial controls division at Airedale across a number of disciplines. I am immensely proud of the team's hard work and delivery of this project"

Jonathan Martinez, Controls Manager at Airedale.

Routes into Rail

One of the issues that the rail industry is wrestling with is how to attract new talent; whether it's apprentices, graduates or experienced people. Alongside this the industry has also set itself some stretching targets on diversity.

The Routes into Rail Board, chaired by Neil Robertson of NSAR, has been established to help address these issues and RFEM has a seat on this Board.

The group is currently involved with a lot of background work including research into

- How the industry is perceived (especially by younger people) and how this perception could be improved.

- How young people make career decisions and how we could help better inform these.

There are some big ideas which, if they come to fruition, and funding is secured would see a major step change in how the industry engages with the education sector including the provision of career related information. RFEM will continue to support this work as it has the potential to directly benefit our members. If you want any further details at this stage, please contact us.

Recent RFEM Events

Bombardier Supply Chain Workshop

On 23rd January, the RFEM joined forces with Bombardier Transportation to host is delighted to host the first of what is now planned to be a series of workshop events.

200 delegates joined teams from Bombardier and the Rail Forum at the Pride Park Stadium in Derby for a day that included; an update on Bombardier's current orders and future potential pipeline including their procurement strategy; plans to prepare the supply chain to ramp up; opportunities for new suppliers, and the opportunity for the supply chain to raise their ideas, suggestions and concerns.

Delegates were also given a high-level introduction to the thinking for Bombardier's HS2 bid and had the opportunity to 'meet the buyers' throughout the day.

Details for a follow-up event to be announced.

Know your Buyer: Make that Sale Workshop (RFEM & DIT)

Friday 2nd February saw the return of the selling skills workshops in association with the Department for International Trade and Athena9. Entitled Know your Buyer: Make that Sale, the day aimed to help them to understand and interpret their buyer in order to guide dialogue and engagement; increasing the likelihood of winning orders.

Particularly relevant in this increasingly competitive market, the session looked at; how buyers buy, who your buyer is and what their needs are. This then helped our delegates to tailor their message and approach accordingly, while remaining mindful of the influence of cultural customs.

The Department for International Trade also outlined how their global resources can help businesses to get closer to international buyers.



'This course delivered what it said on the tin. Whether new or experienced in sales, new to export or not, there was something for everyone and the content encourage an open mind and fresh approach.'

Graeme Dunn - Flexfab Europe

RFEM Parliamentary Reception 2018

Wednesday 7th February saw Rail Forum members from across the country head to the House of Commons for the Annual RFEM Parliamentary Reception.



Hosted once again by Pauline Latham MP, the Parliamentary Reception is one of the major annual events run by the RFEM as part of your membership package.

Over 200 delegates from member companies, joined us for a fantastic afternoon of networking, high-profile speakers and afternoon tea. Speakers on the day included Minister of State for Transport, Jo Johnson MP, who explained that Government are working closely with industry to promote diversity and create more apprenticeships. Shadow Secretary for Transport, Andy McDonald MP, also congratulated RFEM for the work we do to support our members.

In Addition to the series of speakers, Porterbrook Leasing were announced as lead sponsors for this year's iRail events, with Porterbrook CEO Mary Grant, Pauline Latham MP, Jo Johnson MP presenting 2017 iRail winners with a class 90 locomotive model.



This is an excellent event for those trying to find out more about the potential in the rail market or those keen on a networking opportunity. The RIN event is held every quarter in a different location throughout the country and is growing in popularity year on year. The next event is on 17th May at the DW football stadium in Wigan and is already expected to be a sell out, so if you are interested in taking a low-cost exhibition stand please arrange to book early!



The Rail Forum team would like to thank our Patrons; Porterbrook, SNC Lavalin, Resonate and Bombardier, Gold members; Derby College, Wabtec and East Midlands whom kindly provided complimentary train tickets for midlands-based members. We would also like to thank our event sponsors; Datum, Cogitamus, Icomera and Rail PR for their continued support!

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



In the midst of the 'Beast from the East's' attack, delegates braved the icy conditions to join the RFEM and RFG team for the East Midlands Rail Freight Day in Leicestershire.

Rail Infrastructure Network (RIN)

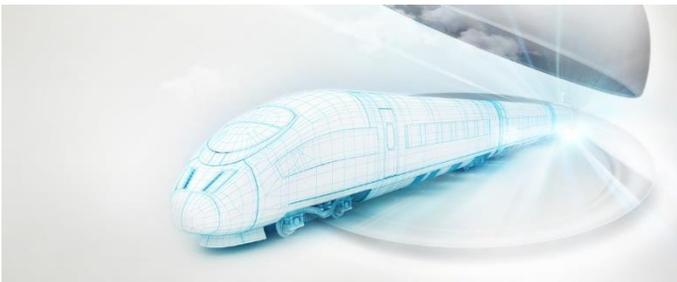
The Rail Forum were pleased to support the RIN event held in London on the 22nd February where over 170 companies, large and small, came together for this low-cost half-day exhibition.

Despite the weather that morning, and the snow forecast for the rest of the day, we had a full house at the Quorn Grange Hotel! Although unfortunately the conditions meant the planned tour of Tarmac's Mountsorrel Quarry had to be cancelled.

The event was aimed at businesses with an interest in supplying and supporting the rail freight industry including bidders for the upcoming East Midlands franchise.

IMechE Luncheon

For the first time in 2018 the Rail Forum had a table at the prestigious IMechE Rail Annual Luncheon which took place at the Grosvenor House, London at the beginning of March. Most of the 1,200 guests battled through the worst snow conditions of the year to take advantage of the excellent networking opportunities. Due to the positive feedback from our members we are already planning to be at the event again in 2019. Details regarding next year's event will be made available as soon as we have them, certainly an opportunity not to be missed!



Hope that helps, apologies for the delay, been a bit busy recently!

Feel free to amend and come back if you need anything more

iRail 2018 – East Midlands Event

The first 'leg' of iRail 2018, the East Midlands section, took place on 13th March at the Derby Conference Centre and hosted a number of schools, all of which contributed to make the day a huge success. As part of the mornings events, pupils attended Bombardier, Etches Park and Resonate, where the pupils enjoyed talks and tours at some of the local industries facilities.

Proceeding this, in the afternoon the pupils all took part in an engineering challenge and was by a panel of judges chaired by Resonate's Graham Scott. After a lot of enthusiasm from all of the pupils, the school that managed to edge out the competition was Derby Manufacturing University Technical College, well done!

Throughout the day, a number of exhibiting companies were on hand to give advice to pupils based on their experiences of both joining and growing in the rail industry, giving pupils the opportunity to advance their awareness and understanding of potential future career paths that may interest them.

Bulgarian Rail Mission

In conjunction with DIT, the Rail Forum was pleased to welcome the Bulgarian State National Infrastructure Company to the region with visits to key infrastructure companies including Ricardo, Resonate, Network Rail, Resonate etc.

In addition, the Rail Forum undertook a series of 1 to 1 meetings where more detailed discussions took place. At the end of the 4-day visit the Bulgarian mission were delighted with the visit and a number of the companies that took part reported that they were expecting enquiries as soon as they returned back home.

Thank you to all those companies that were involved and that helped to make the mission so successful.

Forthcoming RFEM Events

iRail 2018 Continues...

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

*7th June 2018, 9:00am – 3:00pm
Crewe*

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 Days

9.00am – 3.30pm, iRail STEAM (Science, Technology, Engineering, Arts, Maths) Challenge involving teams from schools in each region. 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 teachers 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

RFEM Summer BBQ 2018 *13th July 2018, 2:30pm – 5:30pm* *Pitcher & Piano, Derby*

Join us for an exclusive networking afternoon at Pitcher and Piano Derby. Don't miss this

opportunity to network with fellow members, complete with a welcome drink and full BBQ buffet.

Tickets are priced at £20 per person which includes a BBQ buffet and welcome drink.

Bookings will open 6 weeks prior to the event.



RFEM Charity Golf Day 2018 *5th October 2018, All Day* *Venue TBC*

Having raised over £1500 for local charity Derby School for the Deaf in 2017, this year RFEM will be host the event once again. Though we can't guarantee to match last year's glorious weather, we can promise that there will be numerous prizes up for grabs and variety of sponsorship opportunities available. Register your interest in participation early by contacting sophia@midlandsrail.co.uk.

RFEM Annual Conference *18th October 2018, 8:30am – 3:30pm* *Pride Park Stadium*

Following the success of our 2017 partnership with *Dinner at the Roundhouse* organisers, Mainspring, the 2018 RFEM Conference will once again be held prior to the Dinner on Thursday 18th October 2018, to create a full day and evening of activity in Derby. As in previous years RFEM members are entitled to discounted

tickets for the Dinner and this year we are pleased to offer non RFEM member companies discounted tickets to our conference if they are attending the Dinner.

Programme and speakers to be announced.



‘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

Forthcoming Industry Events

Infrarail 2018
1st - 3rd May 2018
ExCel London

First staged in 1994, Infrarail is firmly established as Britain’s leading showcase for every aspect of railway infrastructure technology and expertise, with a strong reputation for attracting visiting managers, engineers and buyers at the highest level. Railway infrastructure in the UK is a busy, exciting and challenging market.

The CITE Hub is aimed specifically at companies supplying construction products and services, contracting skills, geotechnical expertise, tunnelling, and road infrastructure requirements

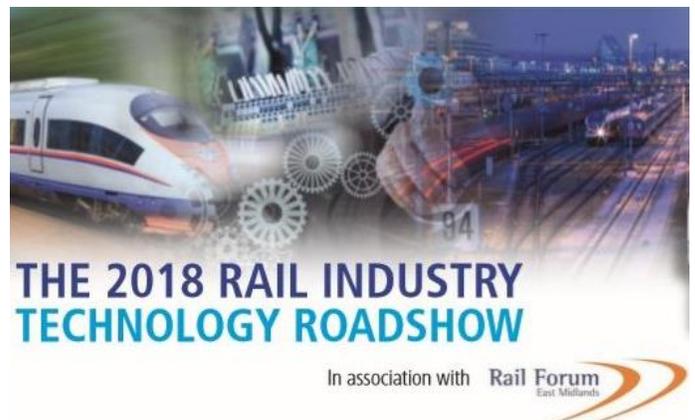
plus the equipment, materials and products needed to complete large projects.

For further details about the CITE Hub or to book your stand, please contact:
natalie.parker@mackbrooks.co.uk
+44 (0)1727 814400

Rail Industry Technology Roadshow **Register your Interest Today** 18th – 22nd June 2018

The Rail Industry Technology Roadshow is being devised for June 2018 and will visit major organisations across the sector.

It represents an amazing opportunity to come and present your products, services and technologies on board our unique exhibition vehicle directly inside the customers premises.



Transport for London, Bombardier Rail, Siemens/Alstom and Hitachi are on the proposed tour list for 2018.

Dream Marketing will provide your exhibition stand with graphic display, power, lighting, cupboard storage and Wifi and the opportunity to have two of your personnel on the vehicle at each location we visit.

If you would like to come and meet the Design/Development/R&D/Purchasing and Senior Management at some of the most strategic Industry sites across the UK, then please request an information pack.

Proposed Schedule

- 18th June - Hitachi – Newton Aycliffe
- 19th June - Alstom/Siemens – Widnes
- 20th June - Bombardier Rail - Derby
- 21st June - Siemens Rail – Ashby DLZ or N’Hampton or Network Rail
- 22nd June - TFL - London

To register your interest, please contact John Aldridge.

Tel: +44 (0) 1189 886823

Email: john@dream-marketing.co.uk

www.dream-marketing.co.uk

The Big Rail Diversity Challenge

7th June 2018, All Day

Peterborough Arena

The event has truly captured the hearts and minds of the industry – which demonstrates the passion, support and enthusiasm for the brilliant work that the Women in Rail team undertake.

The 2017 event saw a staggering 50% growth in attendance year on year with over 450 attending and conversations following this year’s event indicate that without exception every team intends to make a return for the 2018 event to compete. We are already researching some new and exciting challenges for next year.

NEW challenges for 2018 include: Archery, Laser Tag, Football Darts, Kung Fu Ker Pow, Inflatable Horse Racing, Don’t Forget the Lyrics and many more. With old favourites making a return to include: Zumba, Hungry Hippos, Zorb Racing and the 7-Seater Bike! Please check the website for more news on challenges added as we move towards the event!
<http://www.bigraildiversity.co.uk/>

InnoTrans 2018

18th – 21st September 2018
Messe, Berlin

[InnoTrans](#) is the leading international trade fair for transport technology and takes place every two years in Berlin. Sub-divided into the five trade fair segments Railway Technology, Railway Infrastructure, Public Transport, Interiors and Tunnel Construction, InnoTrans occupies all 41 halls available at Berlin Exhibition Grounds. The InnoTrans Convention, the event’s top-level supporting programme, complements the trade fair.

With plans for InnoTrans 2018 now in full swing, we want to hear from you... Are you planning to attend or exhibit? Are you looking for support and advice?

Share your current and future plans with us via email: Sophia@midlandsrail.co.uk

Join Forces!

One of the major benefits the Rail Forum offers its members the opportunity to join forces with the RFEM team and other member companies to create a combined presence at events that may otherwise be beyond the reach of some of our smaller companies.



Events currently lined up for this approach include: **Dinner at the Roundhouse 2018**, **iMechE Luncheon 2019** and **Railtex 2019**. If you would like to be involved, please contact sophia@midlandsrail.co.uk

Our Members

During the first Quarter of 2018, RFEM have welcomed another 12 organisations to our ever-growing group of diverse members.

Arcadia Alive are a human-factors training and consulting organisation, providing; human factors, non-technical skills, leadership & management training as well as many other training and management elements.

CE Turner (Engineers) Limited are a Manufacturer of precision machined components and precision machined fabrications (up to 3M), complex assemblies and laser profiling.

Hydrum Engineering Limited are a leading supplier of sheet metal components, assemblies and light fabrications to customers across the UK. The company provides the full range of subcontract engineering services.

Lutze Limited design and manufacture control, interface and indication products for use on vehicles. The range includes controllers, remote I/O and ethernet connectivity products complementing a large range of switching, connection and indication products.

MW Management Solutions Limited aim to offer you a one stop shop in order to assist you to meet your health, safety and environmental legislative requirements by enabling you to reduce risk, improve safety and to ensure that your organisation is legally compliant.

Nottingham Trent University has the talent, skills and innovation to take your organisation to the next level of success.

Overhead Line Engineering Limited provide a broad range of overhead line engineering support services covering the whole lifecycle, from project inception, through design, construction and commissioning and equipment upgrades and renewal.

Qinesis is a management, business and marketing consultancy, helping your company improve and make more profit. Their client base reflects the diversity of their capabilities to help businesses succeed in different sectors.

Rainbow HR Limited is a results-driven consultancy which specialises in all aspects of HR, recruitment, business change, strategy and commercial tender support. They operate across a range of sectors, but primarily in transport.

Sovereign Planned Services Online Limited manufacture, maintain, repair and service all types of mobile catering equipment, including railway catering trolleys, fridge modules, water boilers water urns, atlas carts and galley carts.

Tribo Rail UK Limited develop and manufacture technically advanced brake products for all rail vehicles. Their purpose-built production facility is certified by the world's leading train builders.

Yellow Rail Group is your dedicated rail partner, consisting of; Yellow Rail, Yellow Consultancy, Yellow Solutions and Yellow Recruitment.

For a full list of RFEM members and what they do, please visit our [Member Directory](#).