



**Railway Industry Association**

22 Headfort Place  
London SW1X 7RY  
United Kingdom  
Telephone +44 (0) 20 7201 0777  
Facsimile +44 (0) 20 7235 5777  
e-mail [ria@riagb.org.uk](mailto:ria@riagb.org.uk)  
[www.riagb.org.uk](http://www.riagb.org.uk)

## **PRESS RELEASE**

3 October 2008

### **BERLIN BOOST FOR UK RAILWAY SUPPLIERS**

UK railway suppliers showed a high profile last week at the biennial InnoTrans trade fair in Berlin, the largest railway sector event in the world. More than 80 companies made the UK group one of the largest international presences, including two large pavilions organised by the Railway Industry Association (RIA) and UK Trade & Investment (UKTI).

At InnoTrans, which took place from 23-26 September, some 80,000 trade visitors from more than 100 countries were able to see the products and services from more than 1,900 supply companies. The 80+ UK companies included both experienced and new exporters showcasing technology products as well as commercial and advisory skills honed in domestic and international markets.

Many larger UK companies, the majority of them RIA members, were exhibiting independently, but over 30 companies participated on one of two RIA pavilions in the Technology and Infrastructure halls. Strong UK branding was used to heighten the profile amongst the 150,000 square metres of display area.

To complement the UK presence, RIA worked with UKTI and the British Embassy in Berlin to organise a number of high profile events around the show. Her Majesty's Ambassador to Germany, Sir Michael Arthur, hosted a lunch where the VIP guests included Herr Hartmut Mehdorn, Chairman of Deutsche Bahn, and Sir Ian McAllister, Chairman of Network Rail.

Sir Michael and Sir Ian undertook an extensive tour of the show grounds visiting the majority of the UK suppliers. The companies were able to advocate the technology, products and specialist services they are applying to assist Network Rail and train operators in the home market and those they are aiming to promote to international customers.

Jeremy Candfield, Director General of RIA, noted: "InnoTrans is the premier railway-technology show and each two years provides an ideal marketing and communication platform for our members and other UK companies to promote to an international audience the excellence being achieved by the UK supply industry."

Sir Ian McAllister, Chairman, Network Rail, said: "I was delighted to see so many UK companies demonstrating the experience and imagination of the UK railway on a global stage – a sign of the unprecedented investment taking place in the UK and our strong skill base.

"One of the clear strengths of the UK rail industry is the ability to plan business investments thanks to our five-year funding arrangements and Network Rail's strategic business planning. It gives Network Rail the ability to work with suppliers on products and services for the future, and our entire industry the confidence and ability to plan ahead when making business decisions."

At a major reception organised by the British Embassy, RIA and UK Trade and Investment, some 300 UK exhibitors and their international guests heard Sir Michael Arthur, Sir Ian McAllister and Herr Manfred Strub, Head of Procurement at Deutsche Bahn, speak of the many opportunities arising out of the rail industry in the UK and Germany, as well as the need for partnership to address the many challenges faced.

Ends

**Notes to Editors:**

The **Railway Industry Association** is the trade association for the UK railway supply industry. Its 140 member companies include manufacturers, maintainers, contractors, consultants, leasing companies, training companies and other specialist suppliers. Amongst other activities, RIA organises UK involvement at trade fairs around the world.

**Network Rail** is the 'not for dividend' owner and operator of Britain's railway infrastructure, which includes the tracks, signals, tunnels, bridges, viaducts, level crossings and stations - the largest of which we also manage. The company aims to provide a safe, reliable and efficient rail infrastructure for freight and passenger trains to use

**UK Trade & Investment** is the UK Government's international business development organisation, supporting businesses seeking to establish in the UK and helping UK companies grow internationally. The services offered by UK Trade & Investment bring together a network of business sector specialists and support teams in London, Glasgow, Cambridge, the nine English Regions and in British diplomatic posts in some 100 markets all around the world. UK Trade & Investment works with a wide range of partner organisations in the UK, including other Government departments, Regional Development Agencies and the Devolved Administrations, Business Links, Chambers of Commerce and trade associations. For more information, visit the web site at [www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk). For latest press releases, visit the online newsroom at [www.newsroom.uktradeinvest.gov.uk](http://www.newsroom.uktradeinvest.gov.uk)

For further information, contact Graham Coombs at RIA on 020 7201 0777. **Images available on request.**