

Dear Member,

Export Mailer August 2024

Hope you have had some opportunity for a summer break. Please see a fairly weighty edition and note there are 4 **immediate opportunities**. So please do ensure you scan throughout the whole email so you don't miss them!.

Rail Forum Export Steering Group

As a reminder, your steering group members are: GCRE (and Export Partner), Portaramp, GOS Engineering, Encompass Group, TDI, AtkinsRealis, JFlex and Hubner. Activity is focussed on capability, promotion, advocacy and events. We will share more as we move from planning to delivery. The next meeting is 9 September (online). New members always welcome.

Southern African Railway Association / Africa

Elaine will be visiting the SARA Conference 20 – 22 August in Johannesburg. Do reach out to her if you have queries that you would like her to raise.

Immediate Opportunity: Through the MOU, DBT have identified the following opportunities. If you are interested in any, please contact me urgently – Elaine *may* be able to promote your company offering in response to these requirements when she attends SARA Conference and meets with many of these organisations.

Traxtion Africa	Upgrade of machinery, plant and equipment Procurement of spare parts and components for locomotives 2- year backlog. Procurement of new and used locomotives for sub-Saharan Africa(Freight only) Partnering with UK operators for private sector rail access in South Africa, freight only
Thelo Africa	Digitalisation of rolling stock. Procurement of new and used locomotives for sub-Saharan Africa. (Freight only) Partnering with UK operators for private sector rail access in South Africa, freight only.
Transnamib	Railway Upgrading Works: <ul style="list-style-type: none">• Section 1: Kranzberg to Otjiwarongo for the civil works; 518 km of railway track upgrade.• Section 2: Otjiwarongo to Tsumeb (~ 196 km) of railway track upgrade and o Section 3: Otavi – Grootfontein (~98 km). of railway track upgrade.• Upgrade of the signalling system along the Walvis Bay to Tsumeb railway, aimed at improving reliability, safety, and capacity or throughput of the railway system. Locomotives: Procurement of 33 remanufactured locomotives
CFM Africa	AFDB to fund purchase of rolling stock (locomotives, wagons and tank containers) Upgrading the 318km line, between the port of Beira in Mozambique and Machipanda Spare parts and components.
Tanzania Railway Corporation	Spare parts and components
SNCC	Signalling solutions. Refurbishment of railway lines. Spare parts and components. Upgrade of workshops.
CFM Angola	Signalling solutions. - Extension and refurbishment of railway lines. - Leasing and/or purchase of wagons and rolling stock.
Botswana Rail	Link between airport and Gaborone CBD. Next extensions between Namibia and Zimbabwe. Restoring passenger services Upgrade of workshops
Zambia Railways	Signalling solutions. Cyber security. Refurbishment of railway lines. Spare parts and components.

	Upgrade of workshops.
Eswatini Railways	Extension of lines Refurbishment and purchase of rolling stock. Spare parts and components. Upgrade of workshops.
Transnet Africa	Signalling solutions. Cyber security. Refurbishment of railway lines. Spare parts and components. Upgrade of workshops.
Prasa	Signalling solutions Station modernisation Currently in deliver of Phase one. UK spare parts and components to sub-contractors including Gibela. Refurbishing of rolling stock.
Gautrain	Spare parts and components to sub-contractors including Bombela. Ability to engage on new joint proposals e.g. Botswana Airport link, Cape Town airport link and King Shaka international airport link. Partnering with UK manufacturers for upcoming tenders in South/ern Africa, passenger only.
YNF Africa	Digitalisation of machinery, plant and equipment. Procurement of new and used locomotives for sub-Saharan Africa. (Passenger only). Partnering with UK manufacturers for upcoming tenders in South/ern Africa, passengers only.

Event - Virtual Meet the Buyer – DBT taking place on 9 September (online) with buyers from African, Rail Baltica and LatAm. For info and to register, [visit](#).

European Rail Clusters Initiative

We will be supporting ERCI with some workstream activities around digital awareness measures, and intra-ERCI mission. If you have any ideas or suggestions, please get in touch with me.

The next ERCI Webinar is 11th September 9am – 10:30 and will focus on Data Assurance Strategies & Implications of Railways. [Booking link](#)

Norway - Tenders Watch Norway – [click here for details](#)

Rest of World

Ireland DART+ West's Railway Order has been approved. Find out more [here](#)

Opportunity: Ireland - A tender was launched recently for a rail track health predictive monitoring platform valued at €4m and due to start on 5 November. Find out more [here](#). Following the Rail Forum team visit to Irish Rail yesterday, we can confirm that there is keen interest in innovation to support the significant developments across the entire Irish network. A significant team from Irish Rail will be visiting Innotrans for the whole week.

Immediate Opportunity - Roundtable – India – August/ September – Derby

Please get in touch with Cat if you wish to participate in this roundtable discussion with the Consul General for India, and India Britain Trade Council. 10th September, 10:30 – 12:00 followed by a brief networking lunch. Location Derby. There is potential to attend a mission to InnoRail in November 2024.

Australia

Ellen Squires, DBT Australia – Rail & Infrastructure, has shared two documents with us. These are briefing notes on the [Budget](#), and an update on [Infrastructure projects](#). Both can be found in the Export Pages.

Opportunity: USA – Utah Department of Transportation

DBT are hosting another Executive Infrastructure Club roundtable, this time with Utah Department for Transportation on 20th September at 9am (in person, Utah). UDOT plans to spend over \$6.5 billion on major infrastructure projects before 2030. To achieve these ambitious spending goals, Utah will need to expand its technical capabilities. UDOT is actively seeking capable companies to bid on its projects outside of the norm. All these projects are vital to the State's bid to host the 2034 Winter Olympics. **UDOT will look specifically to firms that can provide services including but not limited to:** Bridge engineering, road construction, rail infrastructure, digital rail infrastructure (rail signals/ systems), sustainable transport solutions (rail electrification), light rail, multi-modal transport hubs, station development, advanced traffic management systems, and sustainable road design. ***If you have relevant expertise for the projects highlighted, please contact me or David@Railforum.uk for an introduction to Post to discuss further***

Event: Innotrans – 30 commercial officers from DBT will be attending and are available to meet with at the GREAT Pavilion. **We will share details of how to book a place when received from DBT**

Event: Innotrans – Reception at the British Embassy booking open via [RIA's website](#) (25/09/2024)

Event: Innotrans – DBT Innotrans Mission 24-25 September 2024 – for more info and registration link, [click here](#).

Immediate Opportunity Event: UK Pavilion at [Global Rail](#) with Etihad Rail (DBT) – 8-10 October. Exhibition stand opportunities for £475 (max 9 spaces only for experienced exporters) To apply for a spot, DBT ask that you provide a 500-word summary of following:

- What your business has exported to the Middle East region.
- Your business' relationship with Etihad Rail (if applicable).
- What you would like to achieve from exhibiting at Global Rail.

Please send your responses to Adina Nembhardt adina.nembhardt@businessandtrade.gov.uk by **30 August**.

Event – Turkey UK-Turkey Rail Forum 14* November 2024, Ankara.

(*note this event was previously promoted as 15 November and has changed)

[Click here](#) for the flyer. The event attendance will be free of charge, but registration is required through contacting Contact: yigit.gumusok@fcdo.gov.uk

Event: Trade Mission . Expo to Saudi Arabia (DBT) – November 2024 in advance of [Saudi Rail](#). 20-21 November. Mission likely to include meetings and presentations. Details pending.

Event: Trade Mission to AusRail (DBT with RIA) – 25-27 November 2024. Details pending.

Israel – Tel Aviv Metro - David Kierton attended the recent DBT Webinar. For questions or an informal discussion about the webinar, please contact David@RailForum.uk

Department for Business & Trade

Immediate Opportunity – DBT UK Capability Brochure is seeking case studies from members who are exporting. Requirement for entries is below and you can find an example entry in our [Members Area / Support for Exporting / Department for Business & Trade](#) Please send any submissions to me **asap** for inclusion in the first edition.

'Please may you provide the below, which we will be pasted into our pre-formatted design:

- 5 - 15 words: case study title e.g. 'insert example...'
- Please provide the copy written in the third person
- Please omit personal business contact details to ensure the material stays up to date.
- 150 words: case study content (2-5 paragraphs) outlining a project(s) that has taken place- preferably international but domestic is suitable.
- 15 - 40 words: quotation relevant to the case study
- A (rectangular) banner image (relevant to the case study) to stretch across the top of the A4 page
- The company logo
- A smaller (square) picture relevant to the case study would also be great.

Please note, we will send a copy of the study to you once info has been inputted to verify if any changes are needed/that you are happy with the content. At this point, we will also confirm your consent for the final study to be used by DBT.

The pack will be sent to our overseas networks and may be used at events and/or sent to relevant Govs/buyers to showcase our UK capability in rail products and services.'

Trade Talks announced by DBT – click here for [details](#):

New Government drives forward trade talks to turbocharge economic growth [report](#)

August/ September Export Academy events are open to booking.

Department for Transport (International Team) Update

No update at this time

Member Query

Premium Member? If you want to highlight your export activity, an opportunity for collaboration, top tips etc in our Export Mailer, please let me know. You can have 100 words and your logo!

Thanks

Cat

Cat Appleby

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***Working pattern: Monday, Tuesday, Wednesday and Thursday only**