



PRESS RELEASE

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For immediate release

### **Big increase in visitor numbers at busiest-ever Infrarail**

The Infrarail 2014 rail infrastructure technology exhibition in London was the busiest-ever. The number of industry managers, engineers and decision-makers visiting the show increased by 13% compared to the figure recorded at the previous Infrarail in 2012.

Feedback from exhibitors has been very positive with regards to visitor quality and this is confirmed by data showing that some 63% of visitors possessed purchasing authority.

Visitor numbers were further boosted by attendees at the Civil Infrastructure & Technology Exhibition – CITE 2014. Serving the wider infrastructure sector including civil engineering, energy and communications networks, and also organised by Mack Brooks Exhibitions, this event shared the Earls Court venue with Infrarail from 20 to 22 May.

Supported by Network Rail, Transport for London and the Railway Industry Association plus other leading professional bodies, this tenth Infrarail drew very positive feedback from exhibitors and visitors, reflecting the valuable role played by the show as the UK benefits from levels of investment in its rail and public transport networks unprecedented in recent times.

### **Show attracts 200 exhibitors**

In all, some 200 organisations took part in this year's Infrarail. With a strong focus on innovation, they presented a vast range of the specialised equipment, products and services needed for the safe and cost-effective construction, operation and maintenance of railway infrastructure networks.

The Rail Alliance co-ordinated participation by their members and all exhibited

alongside each other in a “Hub”. The Track, sponsored by Tata Steel, saw sections of the firm’s latest high-performance track acting as a display setting for several companies’ products.

With the co-location of CITE, the event was the largest infrastructure exhibition held in the UK this year. Leading companies including Openreach, Imtech, Fosroc, Echo Barrier, MGF Trench and ACE exhibited within CITE. Many exhibitors are active in the rail market or offer innovative products and services that meet the sector’s needs. The two exhibitions together had an increased visitorship of 17% on the 2012 edition of Infrarail.

### **Government plans “pipeline of future funding”**

Infrarail 2014 was formally opened by Minister of State for Transport Baroness Kramer. The Minister also delivered a keynote speech in which she listed many rail programmes currently underway, pointing to the opportunities these create for suppliers. Looking ahead, she emphasised the government’s plans to end “stop-start investment” through “a pipeline of future funding that will meet the country’s long-term needs – and provide a sustained boost for the industry”.

Keynote speeches were also made by Simon Kirby in his recently vacated role as Managing Director, Infrastructure Projects at Network Rail, and by Clare Moriarty, Director-General of the newly created Rail Executive at the Department for Transport.

These speeches were part of an extensive Infrarail supporting programme open to everyone attending the show. It also included Project Updates on some of the largest Network Rail and London Underground investment schemes and Industry Seminars hosted by The Rail Engineer journal providing insights into company strategies and developments. Further opportunities to identify future industry trends were offered by The Platform – panel discussions in which visitors were welcome to participate.

### **Targeting exports**

In her keynote speech the Minister also highlighted opportunities abroad for UK-based suppliers. Supporting this during Infrarail was a successful series of export-focused events organised by UK Trade & Investment in partnership with the Railway Industry Association. The programme provided valuable opportunities for suppliers to learn more about rail sector markets in Europe and further afield.

## **Kevin Keegan hosts Infrarail & CITE Awards**

Taking place at a dinner on 21 May, the Infrarail & CITE Awards recognised significant achievements by exhibitors. The highly popular and entertaining host for the evening was footballing legend Kevin Keegan. A panel of independent judges nominated these winners in nine award categories:

Excellence in Track or Infrastructure: GGR Rail  
Best New Signalling Product: FT Transformers  
Best New Electrification Product: Trough Tec  
Innovation in Safety: iSeeUGlobal  
Innovation in Technology: Wireless CCTV  
Newcomer Award: Linbrooke Services  
Judges Choice Award: DWG  
Best Space Only Stand: Imtech  
Best Shell Scheme Stand: dBD Communications

## **Exhibitors confirm the effectiveness of Infrarail**

Among exhibitors offering their impressions of the show was Nigel Babb, Rail Sector Manager at ABB. He said: "The most important factors of Infrarail this year have been the significant number of high level contacts that we've made with the right people in this market and giving us a showcase to explain the features and benefits of the products we have."

These views were echoed by David Smith, Production Director at Miller Fabrications: "This is our first time at Infrarail and it's been a very good experience for us. We've met some really key contacts which is quite exciting. Our aims were to meet those suppliers we are not currently doing business with and we've met some very good contacts in the last few days, which has exceeded our expectations."

Dura Composites' Sales Manager Richard Palmer also found Infrarail beneficial: "We're really impressed – lots of really good leads and enquiries. The main thing for us was to try and showcase products that we do and be quite open and meet different contractors that do the installation work. Our aims have been met – we've seen lots of different people that are interested in the products that we do, not just one specific thing. We've had some really good enquiries and I'm confident that we will get some good orders from it."

Summing up the success of the event, Exhibition Manager Heidi Cotsworth said: "This was the busiest Infrarail to date. Over 200 exhibitors, thousands of visitors from around the world, innovations, industry leaders, supporting events and keynote addresses made Infrarail 2014 such a success. I would like to thank everyone who contributed to and supported it, and also to congratulate the

winners of the Awards. Planning is now under way for Railtex 2015 which will take place from 12-14 May at the NEC in Birmingham."

-ENDS-

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Note to editors

Infrarail 2014

Infrarail is the one essential showcase for products and services for the rail infrastructure market in the UK. The show is held biennially and has successfully served this market for 20 years. It is organised by Mack Brooks Exhibitions ([www.mackbrooks.com](http://www.mackbrooks.com)), which also runs the successful Railtex series of railway technology events. Outside the UK, the company's regular rail industry exhibitions include SIFER in France, EXPO Ferroviaria in Italy and Exporail in Russia.

[www.infrarail.com](http://www.infrarail.com)