

Rolling Stock Networking 2021

EXHIBITOR MANUAL (Issue 01)



ROLLING
STOCK
NETWORKING



Derby Arena



Thurs 30th Sept 2021



9:30am to 3:30pm

The Rail Industry Rolling Stock Networking Event

Bringing the Rail Industry Together

© Rolling Stock Networking

Please take the time to study these instructions & circulate them to your contractors and stand personnel in good time.

Some safeguards will still be in place, following government guidelines at the time, so exhibitors and visitors alike will be safe in the knowledge that their safety and wellbeing is paramount. See Page 2

Get everything you need here <https://>

www.rsnevents.co.uk/exhibitor-portal/

COVID 19

Certain safeguards will still be in place, following prevailing government guidelines, so exhibitors and visitors alike will be safe in the knowledge that their wellbeing is paramount to the organisers.

We recognise that the law does not enforce face coverings or social distancing with these things now being recommendations or expectations enabling personal choice. For our part we will encourage all of our exhibitors and visitors to take whatever precautions make them feel comfortable or helps them to manage any personal concern or vulnerability. We ask you to respect anyone that is choosing to wear a mask and provide them with social distance. Be mindful that some visitors may have a condition that prevent them from wearing a mask and so due care should be taken to recognise those attempting to social distance. For exhibitors there are some things that you are presently required to do by law and these are listed in the right hand column on this page.

The RSN Team

What we and the Venue are doing for your safety

RSN is the first event at the venue after Covid restrictions are reduced and the facility will be prepared for the show by enhanced deep cleaning of touch points, toilets and congregation areas and entrances.

Entry is by scanned badge and is contactless please ensure all those on your stand are pre registered <https://www.rsnevents.co.uk/exhibitor-portal/>. A badge with a scannable code will be provided batch processed a week before the show to the registered email address. There is an ability to register on the day but pre registration is advantageous for access to set up or to obtain your free breakfast roll and drink.

The entrance to the event is to the left of the atrium through the turnstiles separating visitors and the expo hall from the general public.

Hand sanitisers will be available at the entrance and exit.

The RBD Conference and the AEGIS technical seminars will have spaced seating to provide personal comfort for delegates.

For those attending the Railway Industry Association Meet the Buyer Event meeting tables will have a cough screen and each meeting area will be in a separate pod.

The open plan nature of the event will mean that there is always space to maintain some social distance which is encouraged.

Follow the signage and routing indicated within the venue. The entrance and exit will be at separate locations.

Social distancing is encouraged and physical personal contact should be avoided.

If you have any symptoms, please do not attend.

Attendees from restricted zones at the time of the show are encouraged to comply with the travel requirements prevailing at the time.

If there are any changes prior to the show we will keep you informed.

What you need to do to consider risk

In the context of the current global COVID-19 pandemic, every exhibitor has a legal responsibility to carry out a risk assessment of their stand design and activities with the aim of limiting potential and unnecessary exposure to COVID-19. This is because Covid 19 is deemed to be a workplace risk.

The government advice changed on 9/8/21 and the factors to consider are now good hand hygiene and sufficient cleaning of your stand touch points. The only remaining consideration is ventilation which is in the control of the venue. You do not need to write anything down if you have fewer than 5 employees.

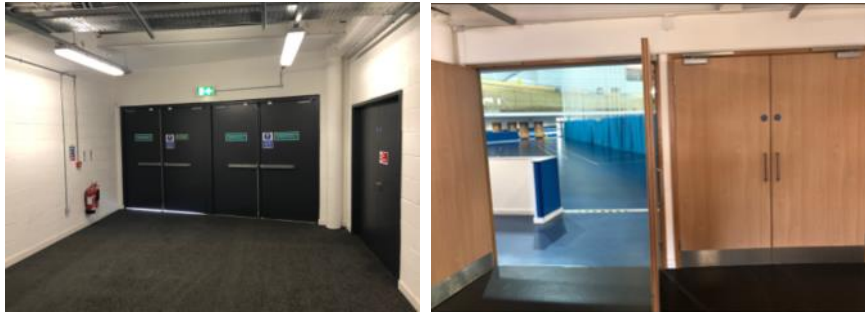
<https://www.hse.gov.uk/coronavirus/roadmap-further-guidance.htm>



Accessibility to the Hall

The hall is reached during set up and breakdown through double doors. The hall is accessed during the build and breakdown through Entrance C, located adjacent to the rear car park. The entrance will be quite obvious. This entrance leads from the rear car park through a long and ample access tunnel to the Arena Hall doors.

It is advisable to bring a sack truck, skate or trolley or to ensure your pop up case has wheels. There are no trolleys on site for public use. The entrance to the hall is entirely level there are no steps, obstacles or raised areas. The doorway in from the car park is shown on the left and the doorway into the hall on the right. Between the two is a long corridor.



The maximum size of any object entering the hall is 2.5m high x 3.6 m wide.

Please walk at a sensible pace during loading and breakdown and be courteous to others performing the same role as you. Please ensure that your teams with vans and lorries do not block or restrict access for others. There is a fork truck (read on) but this will not be used during the general set up phase.

Accommodation

There are many hotels on Pride Park and in Derby City Centre all of the major chains are represented. It would be advisable to book now to get the best deals.

Alcohol

Alcohol is not permitted within the venue except as prizes and inducements that remain in sealed bottles.

Banking Facilities

There is a cash point located at the Pride Park football stadium, next door to Derby Arena. This is open 24 hours a day and there is no charge for using this machine. Please note all payments within the arena are by card and are cashless only.

Breakdown

Exhibitors will be able to breakdown from 3:30pm when the show is declared closed and **not before**. Please remove all items from the Arena by 6pm on the show day including surplus sales materials and rubbish. The venues bins are not intended for the disposal of unwanted sales materials.

Canvassing

All registered exhibitors are of course authorised to canvass for business. The organisers reserve the right to remove any visitor distributing leaflets, circulars or flyers of any kind that relate to a matter not apposite to, or on behalf of a paid exhibitor.

Car Parking

There is a very large car park to the rear. During set up and break down. You may park near to the rear entrance. Exhibitors are to park in marked bays only, except temporarily during loading, after which **all large vans and trucks should then be moved to the overflow Car Park in favour of static displays and your visitors. On the show day exhibitors must use the Overflow Car Park.** Car Parking : All day parking £3 cashless only – tickets may be purchased from the machine on grounds or purchased via MiPermit. <https://www.mipermit.com/locations.aspx> before the day!!! Registration Numbers are required on payment on entry BEFORE the event. The car park has active attendants .so please display these tickets in your car.



Meet the Lead Sponsor

We are very pleased that RSN (Rolling Stock Networking) is back in force in 2021. It was created in 2019 to mirror the highly successful RIN (Rail Infrastructure Networking) series of events but with a focus on the Traction and Rolling Stock Market.

"RSN2021 is a substantial Rolling Stock event which has been fully sold out to over 140 exhibitors.

The event provides a unique reach for railway rolling stock related supply chain companies to make contact with a wide range of operators, leasing companies, depot infrastructure companies, consultancies, maintenance companies, new train builders and other supply chain companies.

Jobson James Rail, Lead Sponsor said "We are thrilled that RSN is back after our inaugural sell our event in 2019. The country and the rail industry has been through a difficult last 18 months and RSN will be a great opportunity to re-energise, refresh and make new connections.

The exhibitor price is set at a very competitive and value-for-money price to reflect our aim to provide the best value show we can so that all of our exhibitors and visitors benefit from connections gained at the event.

We would like to thank our friends at the RAILWAY INDUSTRY ASSOCIATION who will be running their MEET THE BUYER event within our event which will give the show an even greater dynamic and opportunity..

As in 2019 Website and promotional marketing will be performed by RBD Group (Rail Business Daily) and will feature the same user friendly booking features that worked so well in 2019.

The RSN event will be held on Thursday 30th September, at Derby Arena (the Velodrome) and remains entirely free to attend.

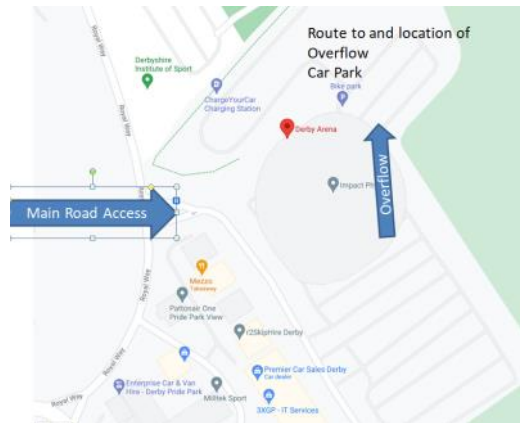
www.jobson-james-rail.co.uk

Location of the Overflow Car Park

This is marked in red.

Chairs and Tables

Two chairs will be allocated to your stand they can be returned if not required or you can help yourself to additional chairs, please put back any chairs upon breakdown onto the racks at the rear doors. Please bring your own table should you require one.



Exhibitors are advised to be as self sufficient as possible. You can also book furnishings from the company that is authorised by the venue; Derby Live. Tables are just £5 and tablecloths £8 any payments on the day to Derby Live must be cashless by card.

Children and Persons of Reduced Capability

Persons of reduced capability requiring assistance are welcome at the event. If you have any need for assistance please approach RSN Events Staff. Children must be accompanied by a responsible adult at all times. No children under the age of 16 are permitted in the hall during the build and breakdown periods. There is a ramp leading to the RailBusinessDaily conference area and a lift to the second floor to the AEGIS Technical Seminars. Persons using a manual wheelchair are welcome to bring an assisting person to the event. Assistants must register as visitors.

Control of Substances Harmful to Health

If you bring any substance into the event that falls under COSHH regulations please ensure that risks associated with these items are as low as reasonably practicable and that your company ensures that risk assessments and fire assessments have been performed prior to bringing any such materials into the premises. Notify the organisers if there are any such items on your stand.

Electrical Supplies

Your electrical socket will be at or adjacent to your stand. Please bring with you a 3m extension with no more than 4 outlets to distribute this to your equipment, ensure that this is PAT tested within the last 12 months. The supply provided as part of your booking is intended for stand equipment, computers, screens and other relatively low power devices it has a maximum load of 500watts. Additional power is available upon request from Gareth Chell of Derby Live please see the appended order form sent with this pack or on the exhibitor portal.

Equipment Hire

A comprehensive list of items are available, for hire from Derby Live, if you have any requirements please contact Derby Live directly using the form appended. If you have a requirement that is not on the list contact Derby Live as they have many specialist items available.

You must place your order 14 days prior to the event for hire at standard rates.

Exhibitors Badges

You can get these here. Please register all of your stand staff here. Note this is not visible on the web site. Any contractors working for you on site must also register to gain access to the site out of show hours. <https://www.rsnevents.co.uk/exhibitor-portal/>

Note that one week before the event you will be sent a new scannable badge to the registered email address because we have to batch process these.

Facilities for Persons of Reduced Mobility

The venue is fully accessible having ramps, flat access and lifts to every area in the building. PRM Toilets are available throughout the venue.



Meet the RSN 2021 Platinum Sponsor



Reliable & Versatile Train Networks

The use of IP technology has become the standard, over the last few years, for creating the data communication backbone used by the Train Control Management Systems (TCMS), Passenger Information Systems (PIS) and Infotainment Systems on trains. Robust Ethernet switches featuring a range of IP networking protocols are being used to build these networks which now are absolutely critical to the operation of the train.

As more and more different types of equipment are connected to these networks the need for more ports and capacity is created on the switches. More equipment also means that more cables need to be installed both power and data. PoE (Power over Ethernet) technology is the ideal solution to this issue where end devices can be powered through the network cable resulting in significant cost and space savings.



Meet the RSN 2021 Associate Sponsor On Train

On Train are the Associate Sponsor of RSN 2021.

On Train provide route to market services for DC Airco and Infodev EDI.

The company also provides turnkey technical uplifts to Rolling Stock and Maintenance Projects.

www.on-train.co.uk

Floor Plan

Once the carpet is laid, your stand position will then be marked. There will be a name marker on each stand space. Please set up **within the boundary** with courtesy to your neighbours.

A copy of the floor plan will be on the entrance doors on arrival. Please note the loading entrance is at the rear and the atrium is at the front. Loading is from the rear and visitor entrance is from the front. Familiarise yourself with your location before unloading from the floor plan being aware you enter to set up from the rear of the hall. Exhibitors not knowing their stand location is the no 1 question on arrival.

Food and Beverages

There is a café on site where hot and cold beverages can be purchased throughout the day with a variety of hot and cold food. There are also a number of vending machines for drinks and snacks. All payments are contactless.

During set up breakfast baps will be available **for our Exhibitors and their staff** along with coffee and tea. Show them your **EXHIBITOR BADGE** to get free service. **This free service will end just before the show opens to the public at 9 am.** If you have any food allergy please describe this carefully to the server prior to accepting service.

Hazardous Activities

It is not permissible to use any equipment which produces heat, flame, sparks excessive noise or noxious emissions within the venue. Examples include welding, blow lamps, chemical processes or abrasive grinding disks.

Insurances

RSN require all exhibitors to be able to evidence that they hold current Public Liability Insurance of a minimum value of £5m. We strongly recommend that all exhibitors insure accidental damage ; theft relating to their assets that they bring to the show.

The organisers carry their own insurances pertaining to their responsibilities for the event but we do not insure your specific assets.

Prohibitions

We reserve the right to refuse entry or expel any person whose conduct in the sole opinion of the organisers deems such a course of action necessary, without assigning any reasons as to the expulsion.

Security and First Aid

There is security at the entrance and exit.. These staff will be situated at the entrance door, they are there for your safety so please co-operate with them. Spot checks on baggage and other items may be made on the event day. There will also be two fully trained First Aid personnel on site from St Johns Ambulance.

If you set up on Wednesday evening please avoid leaving valuable items on the stand as the organisers cannot be responsible for any loss, at any time, howsoever arising.

Stand Design

We prefer exhibitors to use pop up stands as these are easier and quicker to setup and breakdown, for those exhibitors who are having stands built the maximum height for these is 4m, though the maximum dimensions of the loading tunnel still apply so components will need to be of a smaller size. All exhibitors who are constructing their stand or arranging for someone else to construct on their behalf should ensure that a CDM Phase Plan has been carried out. Your CDM Plan will serve as a useful tool to ensure you and anyone around you is safe.

www.cdm4events.org.uk is a good website explaining what is and isn't required and by whom. They also have some good online templates that will assist you in providing the correct information.

The Rail Business Daily Conference.

// RailBusinessDaily

The conference will feature leading industry professionals who will share their knowledge, experiences and innovative working practices during a series of sessions throughout the day. With speakers drawn from train operating companies, freight operators and the broader rail industry, the presenters and topics will undoubtedly have something of interest to showcase for all delegates.



The conference will include panel discussions and Q&A sessions. It will give delegates and exhibitors the opportunity to learn about projects, innovations, successes and real-life railway experiences that will help their businesses to grow and prosper – all delivered in railbusinessdaily.com's simple but impactful style, which has become synonymous with our unique approach.

David McLoughlin, CEO at railbusinessdaily.com, said: "RSN is a new event that is already drawing the crowds and we are really pleased that the organisers have agreed to let us play our part in what promises to be a fantastic day. We have already secured eight very high profile speakers and details will be announced via railbusinessdaily.com in the coming weeks. If you haven't booked already, it isn't too late to do so with both delegate and sponsorship opportunities available for anyone who has an interest in all things rolling stock. We hope you can join us at our conference."

www.railbusinessdaily.com



Smoking

Smoking or vaping is not permitted anywhere inside the building. Please use the designated areas outside the venue.

Photography and Videography

Our media team will be in the hall for the duration and will photograph all of the stands. There are a lot of stands so please co-operate to enable this to achieve the images that you would like whilst being mindful that the photographers have a lot to cover. Videography is on an random basis controlled by the videographer it is for the event marketing there is no booking system or guarantee that any particular exhibitor will be randomly selected for interview.

RSN Personnel

Rolling Stock Networking personnel will be identified during set up and break down by a hi-viz vest with the initials RSN on the back. They are there to assist you, but will be busy on the day.

Please reduce their workload by reading these instructions in full 99% of the information you need is in this manual. Please do familiarise yourself with your stand position prior to arrival.

Set Up

For normal stand build up, the set up access times will be 6pm to 8pm on Wednesday 29th Sept and 7am to 9.30am on Thursday 30th Sept. All stands must be completed, tidy, clear of all rubbish and attended from 09.30am to close on the show day.

To limit congestion it is suggested that as many exhibitors as possible set up the evening before this will stagger set up and limit the possibility of Covid 19 transmission during busy times allowing exhibitors more personal space.

Heavy Items must be delivered earlier to the hall by specific agreement with the Arena via the RSN Events Team.

This will allow you to position the items near your stand to facilitate progressive carpet laying by venue staff. There is a charge for a forklift if you require this service please use the booking form for Derby Live sent with this pack. **You must inform us in advance if you have heavy items** and be present at the agreed time for offloading. Please note you cannot build your stand at that time, the carpet must be laid and marked out first, before the heavy item is placed on your stand space, so build start is circa 6pm.

Anyone entering the venue must have a **Exhibitor Badge** during set up.

The Show Guide

To increase your exposure through a premium listing in the RSN Show Guide contact Christian Wiles at RailBusinessDaily chris@rbdpublications.com

[See the previous Show Guide HERE](#)

Unusual Display Items

Please ensure that you have performed a risk assessment prior to the event and ensure that all of your staff bringing or displaying such items have received a briefing on that risk assessment and have signed to confirm that the risk assessment briefing has been delivered to them by a responsible person.

Wi Fi

There is general WIFI access throughout the venue, which is sufficient for personal use, such as checking emails and browsing the web but not to rely on to show presentations or streaming. If you need a specific, secure or maintained connection, please order this with Derby LIVE.



The AEGIS Technical Seminar Programme

Why attend the AEGIS Technical Seminars

AEGIS delivers engineering and independent certification services across the railway industry – in rolling stock, plant, infrastructure and operations.

If you are looking to sell products into the rail industry, perform design work or undertake modifications on rail vehicles or infrastructure and want to understand the rules, regulations and approvals systems to succeed in the rail market; this series of seminars will provide you with many of the answers to the questions you want to ask.

Gaining information of this depth and quality would normally cost thousands of pounds whilst the cost of failing to understand the railway specific "pathway" could be even more costly, so attending this FREE TO ATTEND series of seminars could offer your business a vital advantage.

The seminars are hosted by AEGIS who are highly respected professionals in this field. The seminars allow you to engage directly with the specialists that can offer guidance and advice. This must attend event is taking place on 30th September in Derby at RSN 2021

Kevin Lane, Joint Organiser of RSN 2021 said "We are delighted that AEGIS are providing this superb fast track learning opportunity to visiting businesses at RSN 2021 many of whom will undoubtedly benefit from the essential advice provided by AEGIS".

Your Display Materials

Please note that you have purchased space only. There is no shell scheme. Whatever items you bring to display such as pop ups, banners, tables, chairs, screens, exhibits and computers must be properly and securely erected and should not cause a danger to your own staff or visitors. Please ensure that if your stand is designed to provide a side wall that there should be no branding on the rear and that the side framework should not be exposed. This does not apply to normal pop ups or banners; it only applies to large expanses of framework adjacent to the stands of others.

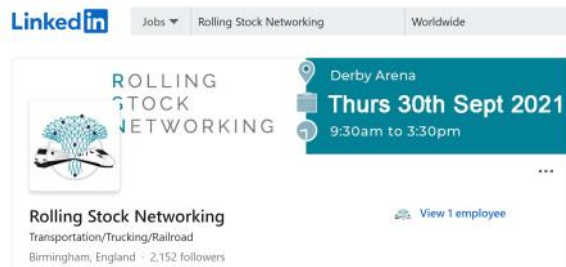
Questions

Give us a call on 07527 811700 we can answer much more fully in person,

or mail info@rsnevents.co.uk.

Help us to Help You

The success of the Networking Event is important to us all, we have put a lot of effort into bringing you the lowest cost exposure and promotional opportunity available in the industry at a major event. It is in all of our interests to increase social media activity prior to the event.



Linked In

This is the Linked in Company Page for RSN. We post material for you on this page and then circulate it to the industry. Note copy and paste Adobe blocks Linked In.

<https://www.linkedin.com/company/rolling-stock-networking>

Please like the posts we put there to help us to spread the word and to generate footfall for you !

We use this hashtag #rsnevents

You may need to link in to us by searching name on Linked in as Adobe Acrobat blocks connections to Linked in.

Twitter

This is where we Tweet. <https://twitter.com/RSNeEvents>

The handle is @rsnevents

Web Site

www.rsnevents.co.uk

Trade Association and AEGIS Events



Meet the Buyer

New for 2021" a Meet the Buyer Event run by The Railway Industry Association.

This ensures that the attraction of the Event to Visitors is increased and the 2021 show



The Railway Industry Association (RIA) is delighted to be back supporting Rolling Stock

Networking (RSN), particularly after so long not being able to meet face-to-face. We're excited to be organising the 'meet the buyer' sessions at the event, bringing rail companies together, supporting business opportunities and helping rail companies build new supply chains that can go on to support our fantastic railway network.

It's never been more important for the rail industry to come together to attract passengers and freight onto the network and support the Government's aims for an economic recovery, so we hope to see suppliers there in force. Make sure you come along and take part in this essential event!

*Gaynor Pates, Operations
Director, Railway Industry
Association*



ROLLING
STOCK
NETWORKING

BRINGING THE RAILWAY
ROLLING STOCK
INDUSTRY TOGETHER



EXHIBITOR

Help us to Help You


News Items

We are ready and waiting to push out news for you free of charge.

Just send us text and a suitably cropped picture that you own copyright for and we will post it up here.

<https://www.rsnevents.co.uk/news>

See FISA at Rail Show RSN 2021 on 30 Sept – Derby UK



Compliance and Comfort, an Indissoluble Combination for FISA FISA are Exhibitors at Rolling Stock Networking in Derby on 30 Sept 2021 in Derby. Visit Rolling Stock Networking Register...

[Read more »](#)

RSN 2021 Exhibitors – RSG Engineering – Providing Critical Engineering Products to the Rail Industry for Over 50 Years



RSG Engineering have plenty to celebrate having achieved over 50 years in business; growing into a significant supplier of products destined for rail clients. Set up to provide...

[Read more »](#)

Belvoir Rail to Showcase Valeo Thermo Heaters at RSN 2021 on 30 Sept – Derby – UK



Belvoir Rail are set to showcase the latest technology from Valeo Thermal Systems, the manufacturer of Thermo Heaters at the RSN exhibition. The next generation of the...

[Read more »](#)



ROLLING STOCK NETWORKING

Derby Arena
Thurs 30th Sept 2021
9:30am to 3:30pm

News Items about RSN 2021 are regularly sent out on www.railbusinessdaily.com

We have 6200 linked in contacts and growing all of them are appropriate to the Rolling Stock Industry.

Please add the email tail to your outgoing emails to let people know you are exhibiting, it was sent to your key contact and looks like this.

Our Further Events

RSN 2022 – Thursday 7 July 2022 Exhibitors can reserve their space now.

RSN 2023 – Thursday 6 July 2023

RSN 2024 – Thursday 4 July 2024



Rolling Stock Networking supports the Railway Children

Railway Children fight for vulnerable children who live alone and at risk on the streets. They provide protection and opportunity for children with nowhere else to go and nobody to turn to.

Win Four Fabulous Pullman Carriage Tickets on a "Vintage Trains" Excursion at RSN 2021 on 30 Sept Derby



Tickets will be on sale at the event at the Railway Children table on the front entrance so dig deep and get lucky The tickets are provided on a voucher redeemable on a Vintage Trains booking valid for 12 months from the show date

The prize worth £1,076 provides the winner with :-



A superb day out for four people on a Vintage Trains Excursion

Seating in one of Vintage Trains original Pullman Cars with a table for four.

Full English Breakfast

Four course evening dinner

Tea & Coffee, all served at your seat.

Help us to Help You

RSN 2022 is already being organised. All 2021 bookers will have the choice of first refusal on their stands or may move by providing a preference of 3 stands in order.



BRINGING THE RAILWAY
ROLLING STOCK
INDUSTRY **TOGETHER**

The Confidential Early Price for Previous Exhibitors at RSN 2022, 7 July 2022 is just £850 and is available until Dec 31st 2021. To retain your specific stand location please do book now.

+VAT the offer is available now by emailing info@rsnevents.co.uk to reserve without commitment. This offer will remain in place until the general sale date which will be announced some weeks after the 2021 event.

Advantages of Booking RSN July 2022:

- 1) Innotrans is not until September 2022 so no clash.
- 2) Our marketing efforts are active from the moment RSN 2021 closes.
- 3) Our pricing is lower than any other large scale event that we know of.
- 4) The RBD conference will continue at RSN 2022.
- 5) There are no holiday periods statutory or educational near to the date.
- 6) We are back at the same fabulous venue.
- 7) Low cost sponsorship is available providing a full year of exposure.
- 8) We work hard for you and will continue to bring you exceptional profiling and exposure at a low cost fully inclusive Rolling Stock Event.
- 9) Our FOC news items are progressed throughout the year.

The floor plan will be exactly the same layout as published for RSN 2021.

RSN 2021 EXPO AND CONFERENCE



We look forward to RSN 2021 and RSN 2022.

© |Rolling Stock Networking

Where is It



EXHIBITOR

Royal Way
Derby
SAT NAV



Use Postcode
DE24 8JB

[SEE DIRECTIONS
HERE](#)

[SEE EXAMPLES OF
STANDS HERE](#)

[GET YOUR EXHIBITOR
BADGES HERE](#)

Rolling Stock Networking, 61 Charlotte Street, Birmingham B3 1PX

RSN is an organisation set up by rail professionals for rail professionals. We reserve the right to restrict admission to only those people meeting our qualifying criteria as the events are likely to be oversubscribed.