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EUROGUARCO
GROUP

Introducing the Euroguarco Group

The Euroguarco Group aims to bring together the products and knowledge of its member companies to provide the rail industry with integrated, customisable train interiors solutions that save time, space and money.

We're pleased to announce the creation of the Euroguarco Group, which brings together the expertise of three highly renowned Italian companies with over 50 years of experience in the rail industry.

The newly created corporate group consists of Euroguarco S.p.a., Intersys S.r.l. and Eurorail S.r.l., and operates in partnership with S.B.F. Engineering S.r.l..

New Integration Solutions for the Rail Industry

This new commercial entity was created with the aim of developing integrated solutions that provide additional value to customers.

"Our companies and products greatly complement each other and

by coming together as a corporate group we can amalgamate our experience, skills and greatly enlarge our product portfolio," says Andrea Senese, Sales Department Manager, Insulating and Interiors Materials, at Euroguarco.

"It's about creating synergies," continues Rosario Caltabiano, Eurorail's International Sales Director. *"Working together we can co-design new concepts and solutions for our customers and grow from a supplier to a solutions provider."*

"Instead of separately buying ceilings, LED light systems, air ducts etc, our customers can come to the group, tell us what they need and we'll go away and work together to create a single, integrated and customised solution for them."

A One-Stop Shop

Simply put, the Euroguarco group provides a 'one-stop shop' for rolling stock manufacturers.

"I don't believe there's any other group – in Europe at least – that has the same expertise and product portfolio. We specialise in ceilings, floors... and many more aspects of

interiors from toilets to doors. We also bring to the table specialist engineering capacities," Senese says proudly.

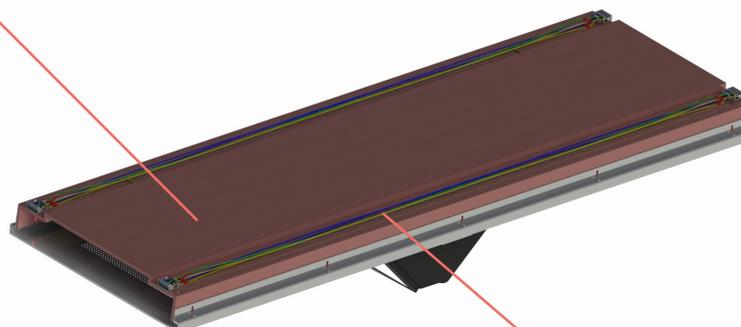
Working with a single partner on an integrated solution offers many benefits, from reduced management, lead and installation times through to optimisation of train space.

"Euroguarco group brings the most value when we come on board right at the start of any given project," says Paolo Bettarini, Sales Director at Intersys. *"Because we bring our three companies – plus SBF's engineering knowledge – to the table, we're able to provide real value by optimising the solution at the start. Plus, you only have to raise one PO and Euroguarco Group will take care of engineering the entire solution."*

Dramatically Reduce Installation Time

"In particular we can offer huge savings in installation time," adds Caltabiano. *"Instead of having all the single parts of the floors or of the ceiling delivered separately, the group will provide the customer with a pre-fitted industrialised*

Electrical cable trays integrated in the low weight air duct to save space, weight and man / hours (installation).



Pre-fitted cables and pre-connected utilities.

The pictured solutions are only an example (concept) of what Euroguarco Group is able to design and produce. The final product is totally customisable for each project requirement and could be completely different from the one shown in the picture.

product that can be installed in one sitting.

“Even as stand-alone organisations we’re leading the way in this area. Our latest flooring solution takes 80 percent less time to install than other solutions,” he points out.

Pre-Fitted Integrated Air Duct Concept Solution

The Euroguarco Group can provide a wide range of solutions to rail manufacturers, but to give an idea of what is possible – and the benefits gained – it has created a ‘showcase concept’ of a potential customer solution. This is the pre-fitted integrated air duct.

Electrical cable trays can be integrated into the low-weight air duct, with cables pre-fitted and utilities pre-connected at

Euroguarco Group’s workshop in Italy. This is also possible for the ceiling panel – in either a sandwich or thermoplastic material – and also any screens and utilities the customer requires.

Finally, customisable LED lights can also be pre-assembled and cabled before being pre-fitted into the air duct.

“This is a completely customisable solution that can be tailored to meet the available space and shape of customers’ cars, but provides an outline of what we can offer when our companies – and therefore our products and knowledge – come together as one,” says Bettarini.

The main advantages of the pre-fitted integrated air duct include:

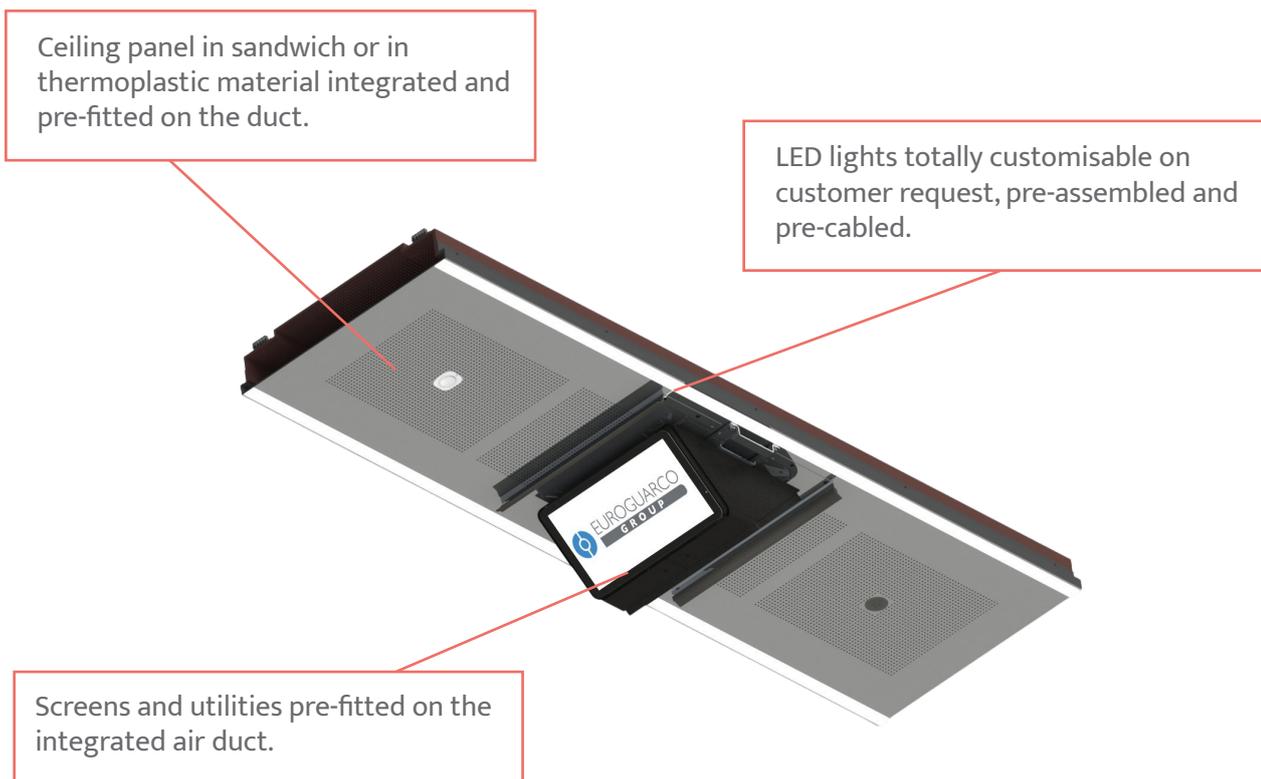
- Multiple weight reductions thanks to the need for fewer

cable trays, modules and/or fixing points

- Freeing up of space within the car
- A reduction in installation and therefore train production times due to pre-assembly
- Complete customisation
- Limitation of re-engineering work as the product is co-engineered with the customer from the very start of any given project

Find Out How Your Company Could Benefit from Euroguarco Group’s Products and Experience

This is just one example of how Euroguarco Group can bring together the products, skills and



knowledge of four renowned Italian businesses to provide bespoke solutions for the rail industry.

Members of the Euroguarco Group

- **Euroguarco S.p.a** has more than 60 years' experience working across a number of industries. Its rail division was launched in 2011 and offers engineering and production of lightweight solutions for major rolling stock manufacturers. This includes air ducting systems, insulating materials and solutions and interior components.
- **Intersys S.r.l.** provides rail companies with a range of solutions from internal LED lighting systems, outdoor headlights and electronic and pneumatic management and control systems for toilets through to pantograph control systems and mechanical electronic control systems for internal and external doors.
- **Eurorail S.r.l.** is a start-up founded in 2020 by Euroguarco S.p.a. and S.B.F. Engineering S.r.l.. In just a few years it has become a reference supplier providing innovative flooring systems in addition to producing sandwich panels, ceilings, external and internal panelling and doors.
- **S.B.F. Engineering S.r.l.** is a leading Italian engineering company with a focus on the rail sector. Launched in 1998 with a focus on mechanical engineering, it has now expanded to also offer the design of pneumatic and electrical systems in addition to technical support.

“The level of integration and the products used are entirely determined on the customer’s need and we can design, manufacture and fit solutions for every kind of rail vehicle, from trams and metros to high-speed passenger rail cars,” says Caltabiano.

Why not come visit us at InnoTrans – Hall 3.1, Stand 570 – to find out more?

If we miss each other at the show, you can also learn more about Euroguarco Group online at euroguarco.com.

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