



Momentum Builds for Euroguarco Thanks to InnoTrans Exhibition

European rail exhibition gives Euroguarco a chance to showcase its capabilities as a provider of unique integrated train interior solutions.

The coming together of Euroguarco, Intersys and Eurorail under the umbrella of the Euroguarco Group has enabled the companies to consolidate their experience, skills and product portfolio.

Working in partnership with S.B.F. Engineering, the group elevates these companies from suppliers to solution providers that work together to provide customers with a single, integrated and customised train interior solution.

The Euroguarco Group at InnoTrans 2022

Since its creation last September, the Euroguarco Group has been promoting its new services – a highlight of which was at InnoTrans 2022.

This was the first event where the companies exhibited as the Euroguarco Group, which gave them an opportunity to showcase their ability to develop integrated solutions to the wider rail industry.

“They already knew us as single companies, now they know us as a group,” says Andrea Senese, Sales Department Manager, Insulating and Interiors Materials, at Euroguarco. “After several years of not



being able to travel and attend shows, having all the big players under one roof was a great opportunity for us to rekindle relationships with established clients and discuss our capabilities with potential future customers.”

Many attendees were drawn in by the variety of products they saw at the booth and struck up conversations with the team. This provided an opportunity to highlight how each member of the group has its own niche and together they create synergies that lead to new concepts and solutions.

“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,” explains Senese.

Solutions proposed at the exhibition included a new sandwich of materials for ceilings, made with the group’s composite phenolic panels and aluminium, and its prefitted flooring system.

“Our stand was very well visited and each of us had the opportunity to discuss with our current customers such as Alstom, CAF and Hitachi ways that the group as a whole could offer added value through integrated

solutions,” says Rosario Caltabiano, Eurorail’s International Sales Director.

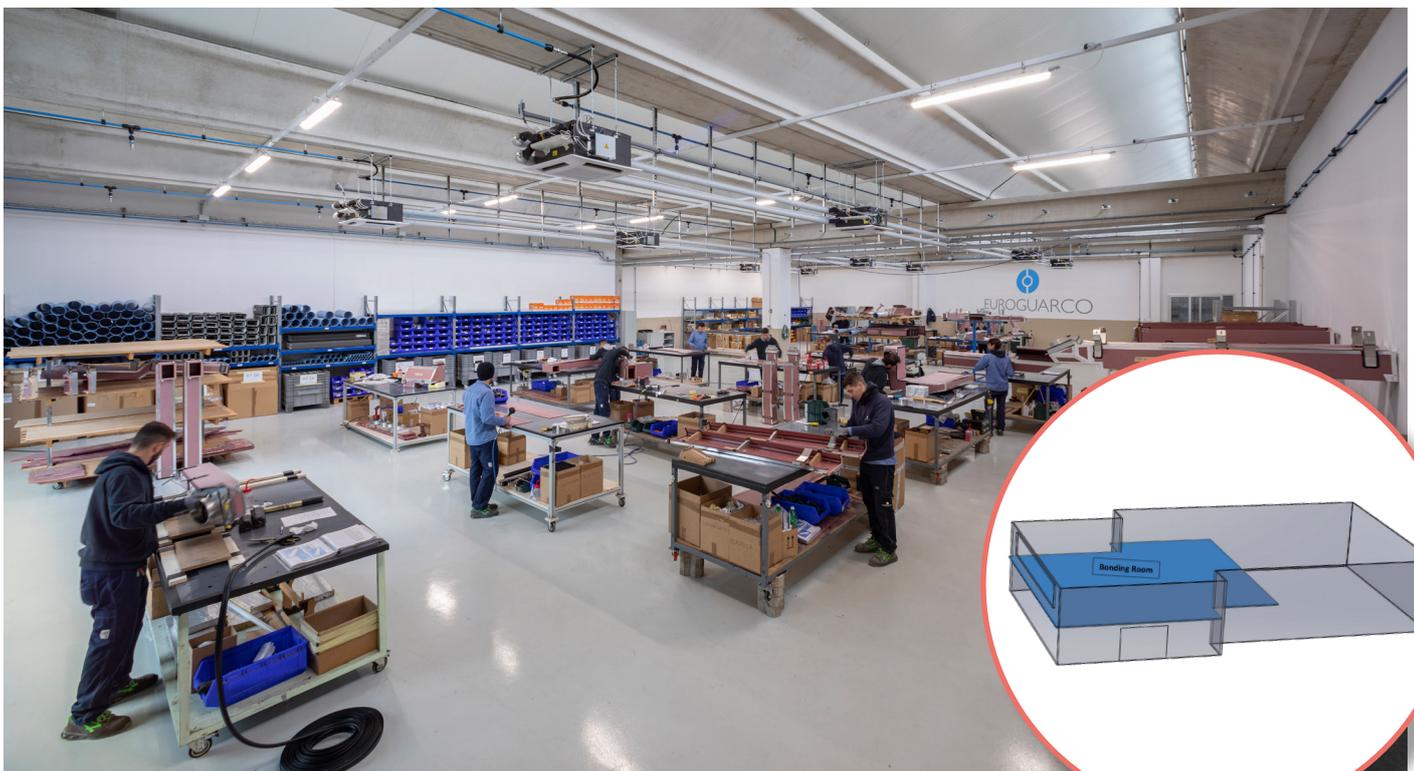
“It was impressive to see the interest in our integrated solutions concept, and this made us realise that we’re a group with a unique offering in Europe. There are competitors that offer similar products, but we’re the only ones who work with an engineering company to provide a complete solution. The response showed us that we’re taking the right path and the interest is there,” Senese adds.

Show Highlights

Highlights of the show included meetings with potential customers including Siemens and Stadler, plus the group was invited to a breakfast event held by Škoda.

“Just a few suppliers were invited, so it was an honour for us to attend as we’d only been in contact with the company since that April. This meant that in just a few months we’d come to be considered a key supplier and their interest in our integrated solutions is high,” enthuses Paolo Bettarini, Sales Director at Intersys.

Over the three days of the show, the team recorded the





interest in new materials and integrated solutions and has since followed up with many of the organisations from the show.

“We met our target, which was to connect with potential customers, and have since made several site visits for talks with these companies. InnoTrans definitely helped us get the ball rolling and we’re excited for everything 2023 has in store,” Senese says.

“We’ll definitely be back for InnoTrans 2024, and look forward to building more relationships then.”

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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 and external and internal panelling.
- **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.