

Motherson Rolling Stock

Motherson: Building Relationships at RSN



Motherson Rolling Stock, a subsidiary of Motherson Sumi Systems Limited – MSSL (GB) – kicked off the summer with a successful trip to the **Rolling Stock Networking** (RSN) exhibition.

Held in Derby, which is also home to the company's UK base and was **recently announced as the HQ of Great British Railways** (GBR), RSN was a chance to meet with the great and good of the rail industry.

Focusing on passenger and freight rolling stock, technical enhancements, depot equipment and the rail supply chain, RSN 2023 saw more than 150 exhibitors come together under one roof, and had the highest number of attendees in its five-year history – up 20% on figures from last year.

“It was a great event, and the busiest I’ve ever seen it,” said Neil Adam, General Manager of MSSL (GB). *“It provided the perfect opportunity to improve our brand awareness, develop new relationships and strengthen existing ones.”*

“Speaking with the train operating companies (TOCs) enabled us to get a better understanding of their plans for 2024 and beyond, which will help us to better align with them and be ready to help when they need us,” he added.

Showcasing Motherson’s Range of Products

MSSL (GB) had a stand at the exhibition where it showcased one of the driver desks currently being

manufactured for the Alstom Avenra platform.

“It was also a good opportunity to get the Motherson name out there, as many in the industry are more familiar with our past ‘guises’,” Adam said.

This is because MSSL (GB)’s site has been an integral part of Britain’s rail industry for 140 years, and past owners have included British Railways, ABB and Bombardier – which sold the rolling stock electrical component part of its business to Motherson in 2019. In 2021 Alstom acquired Bombardier.

“It was great just to participate in the show, teach more people about MSSL (GB) and what it can offer the rail industry; just making those connections and letting businesses know we’re here to help,” Adam continued.

“Some of those we spoke to didn’t realise all the things that we do; that we’re so much more than harness builders. On our stand we played videos that showcase our versatility and range of products and many people went away with a better understanding of the scope of solutions we offer.”

An Invite to the Supplier Engagement Event

One particular highlight from the event was MSSL (GB)’s involvement the supplier engagement event at RSN.

This provided a great opportunity for Adam and his colleagues to speak directly with a number of different suppliers.

“It was wonderful to be invited to participate in this year’s supplier engagement event,” he said. “Participating in this enabled us to have some one-on-one time with existing and potential new suppliers. We had some very productive conversations.”

Motherson – Here to Help

If your rail company needs a leading manufacturer of electrical systems, look no further. **MSSL (GB)** is here to help with any needs you have and can deliver reliable products that meet your bespoke requirements.

If you’d like to find out more about MSSL (GB) and how it could support your business, **please contact** Neil Adam, MSSL (GB) General Manager or Pawel Eberhardt, Rolling Stock Global Sales Director, to discuss your needs further.

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