

Business the Unipart way - the right partner to accelerate growth



Unipart Rail is often considered solely as a materials supplier - albeit one with a portfolio of 70,000 products which are essential to the future growth and development of the railway. However, its services reach further into both the infrastructure and traction & rolling stock environments covering:

- **Kitting** - certain possessions need a special kit of materials, palletised and ordered to make the job efficient and effective.

- **Innovation** - technology is changing fast and Unipart Rail design new products and bring the best innovation from other industries using Autocad, 3D modelling and prototyping.

- **Project support** - planning customers' material needs, delivering where and when it is needed.

- **Warehouse design** - for a new site opening or existing building or brownfield.

- **Materials management** - planning inventory and logistics to ensure customer warehouses are stocked at all times.

- **Manufacturing** - location cases, REBs, panels, as well as building and project managing for customers' commissions.

- **Service and repair** - ensuring key assets are returned to optimum use, overhauling and repairing a wide range of traction & rolling stock and infrastructure items.

- **Lean thinking** - helping customers make sustainable business improvements to their business and, therefore, reducing costs.

Unipart Rail's approach to customer intimacy

Unipart work with clients to ensure a focus on service and cost, and to successfully deliver projects within very tight timescales. The company shares with its clients the 'Unipart Way' - the company's philosophy and way of working underpinned by a comprehensive set of tools and techniques. The Unipart Way is based on the lean principles of process efficiency, continuous improvement and waste elimination through the engagement and development of its own and its clients' employees - 'efficiency with a human face' - and is what differentiates Unipart from its competitors in the rail market.

For all clients, it ensures that Unipart deliver flexible and responsive solutions, with an absolute focus on customer need. It is essential to use these experiences and skills to continuously improve, and the Unipart Way of working is based on understanding and trust in order to create a partnership with clients that makes a real and sustainable difference.

Unipart dedicate a great deal of time and effort to developing enduring partnerships with

its clients, based on mutual understanding and open communication. This enables the sharing of successes when they come, and to weather more challenging times such as the current economic downturn. Unipart work with clients to understand their business, drivers and concerns, and combine this understanding with its experience to develop innovative solutions and continuous improvement.

These principles have been employed on many Unipart Rail contracts, including the delivery of all materials for the West Coast Route Modernisation where the management of the materials supply chain was critical to the delivery of successful and successive possessions over the course of the project. Visit www.unipartail.com/lean for more information.

New LED signalling handbook

Dorman's LED handbook is an indispensable guide to the huge range of LED signals available from Dorman with thousands of these items requested by experts in the rail industry every year. The new edition for 2010 was launched at Infrarail 2010 at the NEC Birmingham, from 13th-15th April.

Revolutionary driver cooling system

Unipart Rail has partnered with Creative Design to bring the revolutionary Cabcool driver cooling system to a wider market. Creative's Cabcool is a unique air cooling system which differs from air conditioning by using no CFCs or coolants and using as little as 20% of the power used by traditional cooling systems, making it both energy efficient with a significantly reduced environmental impact.

Already fitted on Victoria and Circle line trains on London Underground (LUL), and in trials on a number of systems across Europe, the 500 units already installed have clocked up over 72 million km of service with superb effectiveness, helping to keep drivers cool by reducing air temperatures by up to 19° in extreme situations. Some of the system's benefits are:

- Low energy consumption - 800W.
- Cools air by up to 19° from cab ambient.
- Makes the driver environment more comfortable.
- Can be designed into tight space envelopes.
- Use of laser scanning to analyse fitment area.
- No CFCs or coolants - nothing to refill.
- Environmentally friendly - no harmful waste.
- Can be fitted to an item of rolling stock overnight.



The system has also been designed into in-service LUL rolling stock, diesel and electric multiple units, shunting locomotives, trams and items of on-track plant. Unipart Rail will now be Creative's international distribution partner for Cabcool.