

InRail S.p.A.

New freight traffics on the rail connection between Nova Gorica and Udine

Italian Railway Company InRail is the first one, after Trenitalia, to operate in the Slovenian Country thanks to the agreement with Slovenian Railways – SZ and the license obtained

from AZP – Public Agency for Rail Transport of Republic of Slovenia. InRail – the Italian private Railway Company based in Udine and mainly specialized in transport of iron-worked products, scrap-iron, steel, timber and coal – has started its first freight traffics through the crossing place of Nova Gorica. Thanks to the recent agreement with Slovenian Railways – SZ and the license obtained from AZP – Public Agency for Rail Transport of Republic of Slovenia, InRail can now pull back for the first time the freight trains in Slovenia and manage the transport on the rail connection between Gorizia – Nova Gorica through diesel locomotives.

Lucio Gentile, Commercial Manager of the Company stated that „We are pleased to announce that InRail is the first Railway Company after Trenitalia to operate in the Slovenian Country since this represents a significant upgrade for our traffics. We are thankful to Slovenian Railways – SZ

and AZP – Public Agency for Rail Transport of Republic of Slovenia for the proactive collaboration and to our Customers for their common effort in supporting us“.

With 17 loaded wagons, the first train operated by InRail from Nova Gorica has left from Nova Gorica on January 13th and was made on behalf of ABS – Acciaierie Bertoli Safau (Danieli Group).

Starting from February, the traffics on the rail connection between Slovenia and Italy will become regular and be increased until the 6 budgeted trains per week.

Moreover, in order to guarantee an even more solid presence in the Slovenian Country and a constant support in the management of local activities, InRail has opened a new operational office in Nova Gorica which has come up beside the company's headquarter in Genoa and its first operational office in Udine. ■



InRail Locomotive for freight transport in the Republic Slovenia.

SMA Railway Technology GmbH

SMA sets up its first overseas branch in Brazil

SMA Railway Technology GmbH founded its first overseas branch in Brazil. The independent subsidiary operates as SMA Brasil Tecnologia Ferroviária Ltda. and is a further indication of the dynamic growth of the German company's railway technology division.

“With our Brazilian subsidiary in São Paulo, we want to further expand our already existing very good business relations on the promising South-American market. The intensive sup-

port of our customers in response to all kinds of questions is a central part of our corporate philosophy”, explains Dirk Wimmer, General Manager of SMA Railway Technology GmbH. In the last years, the company has successfully expanded its international market position. At present, SMA Railway Technology GmbH delivers approximately 80 per cent of its auxiliary power converters of the product families SMARTconverter, SMARTcharger, SMARTcooler and

SMARTview to foreign countries. Apart from Europe, the components for power electronics used in rolling stock are mainly in service in Asia and South America.

At the head of the new Brazilian subsidiary is Managing Director Alexandre Oliveira, an expert who is well-known in the South-American market and highly familiar with the region and the SMA product family thanks to SMA customer projects in Venezuela, Chile and Brazil. ■

PHOTO: INRAIL

SENER Group

SENER opens office in Brazil

The engineering and technology group SENER has opened an office at the business heart of the country, São Paulo. SENER thus establishes an operating and permanent division in this Latin American country, made up of about 300 Brazilian professionals specialized in engineering and construction that will carry out projects in the fields of Power and Process, Civil engineering and Architecture, Aerospace and Marine engineering. Furthermore, SENER premises in Brazil also include an office in Rio de Janeiro.

This new division is one more step to consolidate SENER's presence in Brazil, a country with great prospects for development in infrastructure and where the company expects to make its contribution carrying out engineering projects and turnkey construction projects, especially those involving a technological challenge. At present, SENER is internationally recognized as a high technology group capable of optimizing and improving the performance of industrial projects, dealing with major infrastructure EPC contracts – where SENER manages all stages of the project from design and construction to final com-

missioning – and supplying innovative equipment in a wide range of technological disciplines, which cover areas such as aeronautics, marine engineering, defense and security and aerospace. The opening of the division in Brazil reflects SENER's globalization strategy, which implies enhancing its presence in new locations combining the own corporate culture of a global company with full integration into the essence of each country, thus maintaining proximity with its clients.

Heading this office is Guido Casanova, SENER's General Manager in Brazil. He is Marine Engineer, graduated by Polytechnic School of the University of São Paulo, and was previously responsible for managing Pirelli's business in Brazil and Mexico, heading additionally the telecommunications division in Brazil as well as holding various management positions of the company Techint in Brazil and Italy, for which he carried out activities throughout Latin America. Guido Casanova is, since 2010, SENER's representative in Brazil, where the company is already working on Power and Process projects, and collaborates with leading petrochemical

companies in the country such as Petrobras or BR distribuidora; in the field of Civil engineering and Architecture The company is applying for



Guido Casanova, General Manager of SENER in Brazil

the license to bid on marine engineering tenders, a sector, in which it has an extensive experience.

With the opening of the office in São Paulo, SENER currently has 15 divisions in different countries of Europe, North America, South America, Africa and the Middle East. ■

PHOTO: SENER

ASCAMM Technology Center

Two new strategic agreements signed

Cerdanyola del Vallès, February 8, 2013. SENER, a worldwide leader in engineering and technology, and the ASCAMM Technology Center, a member of the TECNIO network, have signed two new strategic collaboration agreements in the areas of cryogenics and acoustics, respectively. These agreements are part of the strategy of the Joint R&D&I Unit created by the two organizations a ye-

ago, the goals of which are implementing research and development projects and developing technology and innovation in various technological and industrial fields. SENER and ASCAMM's Joint R&D&I Unit is located in the facilities of the Cerdanyola del Vallès Technology Center in Barcelona, Spain, and is made up of a multidisciplinary work group with profes-

sionals from both organizations who work together jointly to develop diverse projects and research programs. As part of this collaboration, a cryogenic facility is being developed that will allow SENER and the ASCAMM Technology Center to conduct research work on materials and develop technologies that require a cryogenic environment ■