

# Expert support links The Orange Train Wash up with leading rail walkway products manufacturer Dura Composites

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Sustainable train washing solution provider **The Orange Train Wash** is set to accelerate its operations after securing additional support from **Dura Composites** – thanks to support from rail consultants RBD Advisory.

**The Orange Train Wash** has been developing its products and services over the last few years to provide the industry with a sustainable and cost-effective way of cleaning trains – developing its solution with train operating companies to revolutionise the industry.

Now, leading composite product designer, manufacturer and supplier **Dura Composites** has agreed a deal which will see them support the company by providing a sustainable substructure and walkway system for the washing solution, plus funding and assembly operations which will allow **The Orange Train Wash** to demonstrate the value to train operating companies from across the world.

With quick installation, a smaller footprint in depots and reduced drainage due to the recycling of water, **The Orange Train Wash** had the foundations in place, but were seeking to benefit from an experienced

manufacturer and supplier to the rail market, as well as gaining investment support for scale-up.

## Seeking support from the industry

After three years of seeking a prospective partner, Chief Executive Martin Whitbread turned to RBD Advisory, a team of consultants with significant experience in the rail industry. The consultants worked with Martin to commercialise his innovation and generate an approach to the rail market, as well as seeking approval from Network Rail. **The Orange Train Wash** went from three years without a partner offer, to four offers in six months.

Martin said: “I am delighted to be working with **Dura Composites**. Their ethos on sustainability and their approach to business matches my own and the additional support of providing sustainably-built walkways to the washing solution will be invaluable to the business.

“I knew working with RBD Advisory was a great idea as they are a team of people who have worked in different areas across the industry. That experience alone means that they can understand the routes to market and the nuances that commercialise a solution like this.

“Their impact alone is demonstrated by the offers I have received in just six months after years of trying. They knew the right people in each business to speak to and worked with me to develop the right pitch. For someone who has not worked in rail before, this support was incredibly invaluable, so for those looking to get into the rail industry, I would say that this is essential to their business.”

With Dura’s support, **The Orange Train Wash** will now invest in a demonstration environment to showcase its impact to people from across the world.

Martin continued: “We have more than 60 prospective buyers already interested from across the world, and now the support is in place, we can invest and invite those interested from regions such as North America, Asia and Australasia and Europe to demonstrate how we can save them money and help them to wash more sustainably than ever before.”