

**Issued on behalf of Pickersgill-Kaye****Date: March 7th 2016****Ref: P-Kaye PR61a AusRail PLUS****PICKERSGILL-KAYE ON TRACK TO BREAK INTO RAIL MARKET DOWN UNDER**

Pickersgill-Kaye is expanding its sales activities into Australia and The Pacific after generating enquiries by joining the successful UK Trade & Investment (UKTI) Northern Powerhouse trade mission to AusRail PLUS 2015 - the largest rail trade show in the region.

The Leeds-based lock and high security products manufacturer, recently acquired by ASSA ABLOY, shared a stand at the AusRail event with UKTI Yorkshire and the Humber. The prestigious exhibition in Melbourne attracts industry leaders, rail manufacturers and train operators from around the globe.

Australia's rail industry has been changing rapidly with unprecedented level of investment across the network. Pickersgill-Kaye says it has received encouraging sales enquiries from local rail suppliers while Down Under at the exhibition which is renowned for creating good business opportunities for British companies.

There has been interest in Pickersgill-Kaye's retrofit locomotive cab door locks and also an enquiry for locks for trams, generated by ASSA ABLOY Australia, whose impressive factory in Melbourne was on the trip's itinerary for Pickersgill-Kaye's Director Business Development, Harry Griffiths.

He said: "We had already committed to attend AusRail with the UKTI Northern Powerhouse trade mission before the takeover by ASSA ABLOY. There are a lot of aging locos Down Under used in the minerals and mining industries which need potential refurbishment. We have made a good contact from attending AusRail PLUS with UKTI and are now discussing potential trials of our products."

UKTI Yorkshire and the Humber regional director Mark Robson, added: "Pickersgill-Kaye is a classic example of proactive companies in Yorkshire and the Humber looking to increase their business overseas by attending trade shows that offer positive and direct opportunities in existing and new markets and UKTI is here to help open such revenue enhancing doors."

P-Kaye PR61a AusRail PLUS continued:

Following the acquisition by ASSA ABLOY, Pickersgill-Kaye now forms part of an international group of companies which will bring innovative products and extend the global reach of its range of rail locks and security locking systems.

Commenting on the acquisition, Mr Griffiths said: "Being part of such a world-class business adds more power to our elbow. It gives Pickersgill-Kaye the support needed to grow further by breaking into new markets. We sent some lock samples to ASSA ABLOY Australia and they see a lot of potential for our specialist high security products as they don't think there's anything like it in the Australian market."

Pickersgill-Kaye's operational, cost-saving products are used by train companies across the world and the company's customer base includes Siemens, Bombardier, Alstom, Irish Rail, CAF, Hyundai-Rotem, Ocean Eagle and DB Cargo UK (formerly DB Schenker Rail UK) to name but a few.

The company has also broken into the lucrative Chinese market, securing a deal to supply cell door locks for the custodial suite of the first railway satellite police station on the route of the new Hong Kong-China Express Rail Link.

With over 150 years' experience supplying the rail industry with door locks, Pickersgill-Kaye's manufacturing flexibility and commitment, now backed up by being part of ASSA ABLOY, the global leader in door opening solutions, will help the company win even more business against often tough overseas competitors.

**ENDS**

**Background information:**

Pickersgill-Kaye, part of ASSA ABLOY a leading supplier of lock and global solutions, built a solid reputation over the past 150 years through the specialist design and manufacture of Kaye's patent door locks for the architectural and railway industries throughout the UK and overseas. More recently, the company has diversified and is now using its expertise to design, supply & maintain high security locks for the UK detention and high security industries.

Operating from premises in Leeds, the company uses state of the art CAD systems linked to advanced CNC engineering facilities, producing high quality, British engineered products to the highest quality standards.

*Checked 24.2.16*

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