



# BUSINESS INITIATION TRIP TO CANADA RAILWAY TECHNOLOGY AND INFRASTRUCTURE

03 - 07 November 2025

*Foreign Market Entry Program for SME*



## IMPRINT

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MITTELSTAND  
**GLOBAL**  
FOREIGN MARKET  
ENTRY PROGRAMME

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# Foreword

## Message of greeting from the Foreign Market Entry Program

The Foreign Market Entry Program assists German small and medium-sized businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the business opportunities module of the Foreign Market Entry Program and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between Canada and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Energy, I would like to thank the participants from Germany, all multipliers, and other involved parties in Canada for their contribution to create a successful measure.



**GTAI** GERMANY  
TRADE & INVEST

*Christian Tippelt*  
*Director Foreign Market Entry Program of the*  
*Federal Ministry for Economic Affairs and Energy (BMWE)*  
*Germany Trade & Invest*

# List of participants

| Company                                   | Participant         | Position                           | Products / Solutions                                                                                  |
|-------------------------------------------|---------------------|------------------------------------|-------------------------------------------------------------------------------------------------------|
| Comtec GmbH                               | Jürgen Striedieck   | Managing Director                  | Cable and telecommunications technology                                                               |
| Diehl Aviation Gilching GmbH              | Joachim Heinzelmann | Director Sales                     | Fire protection systems                                                                               |
| FOGTEC Brandschutz GmbH                   | Roger Dirksmeier    | Managing Director – Rail Systems   | Fire protection systems                                                                               |
|                                           | William Pack        | Sales Manager - Rail Systems       |                                                                                                       |
| FRÄNKISCHE Industrial Pipes GmbH & Co. KG | Ralf Feierabend     | Global Sales Director Rail         | Cable solutions and protection                                                                        |
|                                           | Sam McKiernan       | Sales Manager                      |                                                                                                       |
| G. Zwiehoff GmbH                          | Kajetan Huber       | Project Manager                    | Shunting vehicles and two-way vehicles                                                                |
| GEZ Rail Solutions GmbH                   | Peter Bunzeck       | Managing Director                  | Warning, safety and monitoring systems                                                                |
|                                           | Thore Krey          | Managing Director GEZ Inc.         |                                                                                                       |
| GMT Gummi-Metall-Technik GmbH             | Karsten Berthold    | Head of Business Development       | Sound and vibration technology                                                                        |
|                                           | Daniel Borrelly     | Sales Manager, North America       |                                                                                                       |
| Intelligence on Wheels (IoW) GmbH         | Dr. Thomas Strang   | CEO                                | Collision avoidance technology                                                                        |
| LÜTZE Transportation GmbH                 | Franck Grünwald     | International Key Account Manager  | Electric components for signaling, power supply, control, couplers & connectors                       |
| Schliess- und Sicherungssysteme GmbH      | Kathleen Naumann    | International Sales Representative | Exterior & interior doors, windows, steps, ramps, handrails, luggage racks, glass & fire safety doors |

| Company                                               | Participant         | Position                            | Products / Solutions                                           |
|-------------------------------------------------------|---------------------|-------------------------------------|----------------------------------------------------------------|
| TÜV NORD Mobilität GmbH & Co. KG                      | Dr. Stefan Pötting  | Head of Division Railway Technology | Conformity assessments, certification and safety assessments   |
|                                                       | Serkan Hakan        | International Sales                 |                                                                |
| WAGNER Rail GmbH                                      | Dr. Markus Müller   | Managing Director                   | Fire protection systems                                        |
|                                                       | Dr. Peter Stahl     | Managing Director                   |                                                                |
| WITT Solutions GmbH                                   | Klaus Gradiscek     | Managing Director                   | Measurement technology for DC infrastructures                  |
| ZÖLLNER Signal GmbH                                   | Dr. Philipp Murmann | Managing Director                   | Warning, safety and monitoring systems                         |
| German Railway Association (VDB)                      | Jonas Ölke          | Referent Public Affairs             | Railway association                                            |
| Embassy of Canada to Germany                          | Alexander Watson    | Trade Commissioner                  | Official representation of the Government of Canada in Germany |
| Canadian German Chamber of Industry and Commerce Inc. | Patricia Trinkaus   | Project Manager                     | Business Development                                           |
|                                                       | Lilly Schrank       | Project Manager                     |                                                                |
| Commit Project Partners GmbH                          | Jessica Bednarski   | Senior Project Manager              | Business Development                                           |
|                                                       | Irina Kalinina      | Senior Project Manager              |                                                                |



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**Comtec GmbH**

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### **Company profile:**

Comtec GmbH has been producing and selling accessories for cables, telecommunications and railway technology since it was founded in 1975. We market our products directly or with trading partners worldwide.

With a focus on long-term business relationships, our most important key to success is the quality of our products and the satisfaction of our customers.

The in-house production of our moulds enables our production to react very quickly and independently to new market factors.

Special requests or the production of specific, customized components are part of our daily business. Would you like to realize a new project with us or outsource existing in-house production? We guarantee short distances, cost-effectiveness and expert advice, from your requirements letter to initial sampling and subsequent series production!

Our products 'Cable accessories for control and signalling technology' are classified by Deutsche Bahn AG and therefore are categorized with delivery standard Q1. We therefore fulfill the highest quality requirements for rail suppliers.

In accordance with our sustainability strategy, Comtec GmbH is already a climate-neutral company with a focus on sustainability.

Our products stand for quality, durability and reliable availability. We look forward to meeting your expectations!



## Diehl Aviation Gilching GmbH

**Joachim Heinzelmann**

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### Company profile:

In the rail sector, Diehl Aviation offers a globally unique fire protection solution. As an experienced system supplier, Diehl develops and delivers state-of-the-art, integrated fire protection systems tailored to the specific requirements of railway operations. This comprehensive solution combines precise detection, intelligent control, and effective fire suppression – all from a single source.

#### FIRE PROTECTION SOLUTION AT A GLANCE:

- Early detection via smoke detectors: Highly sensitive sensors detect smoke at the earliest stage of development.
- Central control through the Smoke Detection Control Unit (SDCU): Seamless integration into existing systems ensures rapid response and continuous monitoring.
- Efficient fire suppression with the Fire Fighting Module (FFM): A compact module designed for targeted extinguishing in emergency situations.
- Aerosol generators for fire containment: Innovative technology to effectively combat smoke and flames in confined spaces.

For more than 25 years, the company has been successfully active in this field. Diehl's fire protection systems meet the high standards required in railway operations. Smoke development must be reported within fractions of a second, while false alarms must be minimized to avoid service interruptions and track closures. In addition, fires must be effectively, rapidly, and gently extinguished – both in passenger compartments and technical areas.

#### SYSTEM SUPPLIER FOR RAIL CUSTOMERS WORLDWIDE

Diehl Aviation is a technology leader in fire protection systems for the rail sector. As a reliable partner, the company supplies globally leading manufacturers such as Siemens and Alstom. All hardware and software development and production are carried out in-house – ensuring the highest standards of quality, innovation, and system safety.





**Roger Dirksmeier**

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**William Pack**

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### **Company profile:**

FOGTEC is an owner-lead company that for over 20 years now has been one of the leading suppliers of specialized fire protection systems worldwide. FOGTEC systems are used in a manifold of applications such as for protecting unique architectural structures, highly sensitive IT-installations, industrial and public infrastructure; rail vehicles, metro stations, cable tunnels and underwater tunnels for example. FOGTEC has a global network of system partners and cooperation partners.

The largest business area of the IRIS-certified company is the development and supply of active fire protection systems for rail vehicles, in which FOGTEC is the world market leader (over 12000 systems delivered and operating). FOGTEC Rail Systems supplies individual components as system blocks, integrates complete fire protection systems in existing vehicles, or provides complete solutions as turn-key projects. The systems for use in rail vehicles, developed to ensure a timely detection and suppression of fire events, are designed specifically to the needs of rail transport authorities. Specialist engineers ensure that RAM and safety requirements, life cycle costing and other application specific requirements are fulfilled.

FOGTEC provides with its “smart-concepts” a holistic approach for rail transport authorities to enable not only a significant improvement in the safety level of underground transport but also the possibilities to optimize project costs, use attractive designs and energy efficient underground transit installations.



**Ralf Feierabend**

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**FRÄNKISCHE**

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### **Company profile:**

Activity: Cable Protection Expertise – For the Highest Demands in Railway Applications

FRÄNKISCHE Industrial Pipes is a leading provider of technically advanced, railway-certified cable protection systems tailored to the requirements of modern rail vehicles and infrastructure. Our FIPSYSTEMS® product line delivers comprehensive protection for electrical and data cables – ensuring long-term performance against mechanical stress, weather conditions, abrasion, external influences, or in case of fire. all our products are IP69 tight.

Whether for interior or exterior use, FIPSYSTEMS® solutions are easy to retrofit and offer maximum reliability, operational uptime, and maintenance efficiency throughout the entire lifecycle.

With our worldwide network of production plants, we can guarantee short lead time, optimised transportation cost and redundancy in production equipment.



**G. Zwiehoff GmbH**

**Kajetan Huber**

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### **Company profile:**

Competent, innovative and leading in technology - G. Zwiehoff GmbH from Rosenheim is one of the market leaders in intelligent and multi- functional road/rail vehicle concepts. The family's run enterprise which was founded in 1995 disposes of a comprehensive competency in the consultancy, project planning, design and development.

Zwiehoff disposes of a comprehensive range of conventional and electrically driven road/rail shunters for an optional use on road and rail, offering a shunting capacity between 250 and 4,000 t. A worldwide sales and service network in combination with the after-sales-service and provision of specific trainings ensures the highest possible availability of our road/rail vehicles to our customers. Individual offers based on purchase, rental or leasing complete our business activities.

Being an innovative and flexible enterprise which can call on many years of experience, we offer individual, customer-tailored solutions, including for complex projects. Thereby, we always seek the best solution with our clients and partner companies, and even opt for new technologies.



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**GEZ Rail Solutions GmbH**

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### **Company profile:**

GEZ Rail Solutions GmbH is a specialist for electrical vehicle equipment from switches to vehicle control systems, from energy systems to entrance and door systems, to lighting systems in high-speed trains, is the core business of GEZ Rail Solutions.

Equipment for trams, coaches, locomotives, metros and trains, for new and existing vehicles.

We develop individual tailor-made solutions to customer-specific requirements.

We pursue holistic approaches, save resources, consider sustainability, in new vehicles, in detail modernization, or in the full modernization of rail vehicles, and thus make an important contribution to the mobility of today and for tomorrow!



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Technik GmbH**

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### **Company profile:**

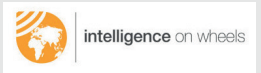
Rail vehicle technology: GMT products stand for highest precision and quality

GMT Gummi-Metall-Technik GmbH can look back on more than 55 years of service in the development and manufacture of rubber-metal components and technical molded rubber products for the reduction and damping of oscillations and vibrations. GMT's components and systems are developed using high-quality calculation methods and are manufactured and tested on state-of-the-art equipment.

GMT is characterized by its innovative spirit, creativity, flexibility, international orientation, broad product range and a cost structure that is adapted to the economic environment.

These characteristics make GMT a recognized and globally accepted partner. The holistic, system-oriented approach to tasks makes it possible to develop and produce both individual products and complete kits. These include, for example, primary and secondary spring systems, torque arms, traction rods, spherical bearings, bushings, transverse and longitudinal buffers, center pivot bearings, wheelset guide elements, roll support bearings and products for drive engineering.

Based on the knowledge gained from numerous tasks and active participation in extensive projects, GMT contributes to maintaining and improving the efficiency and profitability of manufacturers and vehicle operating companies.



## **Intelligence on Wheels (IoW) GmbH**

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### **Company profile:**

Intelligence on Wheels, founded in 2012, is a spin-off of the German Aerospace Center (DLR) committed to the commercialization of an innovative train collision avoidance system. It is our vision that every train will be equipped with our technology as additional means of technical train protection. In doing so, the safety level will be lifted from whatever safety technology is installed along the track or in the train to a higher level. Our product can be permanently or temporarily installed on any rail vehicle including construction & maintenance vehicles. It can also be used to protect track workers. A variety of related services are offered to the customers, including for instance the generation of electronic maps.



**LÜTZE Transportation GmbH**

**Franck Grünenwald**

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### **Company profile:**

On track with LÜTZE's railroad expertise!

Temperature fluctuations, vibrations, shocks and strong electrical fields are just some of the extreme conditions that electronic components in rail vehicles are subjected to continuously over decades. This is why LÜTZE's railway products are so durable and reliable. Developing such solutions requires in-depth knowledge of operating conditions and extensive experience of using electronics in rail vehicles.

LÜTZE has been supplying products for this highly demanding sector for over three decades. Thanks to LÜTZE know-how, numerous locomotives, metros and commuter trains all over the world can be operated safely.

In 2006, LÜTZE Transportation became one of the first companies worldwide to receive an IRIS certificate. Since then, the management system has continuously improved in line with the IRIS standard's development. The management system already fulfils the requirements of the new IRIS ISO 22163 standard.



## Schliess- und Sicherungssysteme GmbH

**Kathleen Naumann**

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### Company profile:

Schliess- und Sicherungssysteme GmbH is a medium sized company with approximately 200 employees. We are located in the heart of Germany. Since November 2024 we have a sister company in the USA - S&S Train Parts LLC - located in Dallas/ Texas.

Today both our companies are one of the most important partners for the supply of systems and components for international rail vehicle manufacturers and railway operators.

Our primary goal is the satisfaction of our customers.

Our market success is a motivation for our employees and secure their employment. Schliess- und Sicherungssysteme GmbH as well as S&S Train Parts LLC stand for products that meet the high safety and functionality requirements of our customers in every way.





**Dr. Stefan Pötting**  
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**TÜVNORD**

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### **Company profile:**

Founded more than 150 years ago, we stand for security and trust worldwide. As a knowledge company, we have digital networking firmly in our sights. Whether engineers, IT security experts or specialists for the mobility of the future: with our 15,000 employees in over 100 countries, we ensure that people can continue to rely on technology in the future.

We at TÜV NORD have been providing competent support to operators, manufacturers and suppliers in the sector of rail-bound transport systems for decades - because we know: Travel and transport by rail means future-oriented and sustainable mobility. Our services include conformity assessments, certification and safety assessments as well as safety-related evaluation and assessment of railway and urban rail systems, structural subsystems or components.

Our core areas:

- Homologation
- Railway Infrastructure
- Fire Safety in Railway Vehicles
- Rolling Stock
- Railway Signalling and Control- Command Systems
- Coaching

TÜV NORD supports you in implementing your solutions for safe, efficient and climate-friendly rail transport.



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**WAGNER Rail GmbH**

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### **Company profile:**

WAGNER Rail GmbH, based in Haar (near Munich) and a subsidiary of WAGNER Group GmbH has been developing integrated fire protection solutions for rolling stock since more than 30 years and has established itself as a leading manufacturer of fire protection systems on rolling stock.

Through the global network of subsidiaries and local partners worldwide, WAGNER is always close to its customers. With Wagner Canada we are able to offer local services as well as providing local content in terms of fire protection solutions.

Worldwide reference projects include Velaro Brightline, Metro Newcastle, Velaro Eurostar, ICE4 Deutsche Bahn, Metro Munich, Metro Atlanta, NJT ML3, Thameslink UK, ÖBB Railjet, TSB Magnetic levitation railway, SBB double-decker, Flirt East Anglia UK, Metro Glasgow, Caltrain USA, Vectron Locomotives and many more.

‘Everything from a single source’: this is the motto under which WAGNER Rail offers its broad portfolio of fire protection solutions for railway vehicles. The portfolio includes false alarm-proof fire detection systems for rapid detection of smoke gases, an innovative water mist system for fire extinguishing in the passenger area, and gas or aerosol extinguishing systems for protecting technical areas.

Our system technology can either be implemented as a stand-alone system (with direct connection to the TCMS) or as an engineered system (along with a fire alarm control unit and software interface to the TCMS). The stand-alone solution fits also perfectly for retrofit matters. WAGNER Rail complies with all relevant standards and has all approvals such as NFPA 130 and also SIL-2 certified systems.

In addition, we are offering various services such as engineering, retrofit designing, support for installation, commissioning, and customer training.



**WITT Solutions GmbH**

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### **Company profile:**

WITT Solutions GmbH has been a recognized and reliable product supplier and development partner to national and international railway companies and industrial enterprises since 1972. Under 'Professional Power Monitoring (PPM)', we manufacture and sell measuring and testing technology for medium voltages up to 50 kV AC/DC and currents up to 50 kA for the power supply of railway infrastructures and industrial applications. These products are manufactured in-house in our factory in Germany with a high degree of vertical integration. Our products are based on decades of experience and are complemented by new, modern, smart 4.0 technologies.

For the area of personal and building protection, we offer products that fulfill the requirements of DIN EN 50122, 50123, 50124, 50526 and are also approved by the German Federal Railway Authority.

Overview of our core competences:

- Monitoring of energy potentials and equalisation through earthing short-circuiters
- Monitoring of energy potentials and equalisation by voltage limiting device
- Determination of earth potentials at any points
- Monitoring of cabling such as insulation monitoring, theft, etc.
- Traction voltage monitoring
- Centralized data collection as a basis for stray current monitoring, for example.



**ZÖLLNER**  
signal system technologies

**ZÖLLNER Signal GmbH**

**Dr. Philipp Murmann**

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### **Company profile:**

At ZÖLLNER, our vision is to contribute to safety in rail transport worldwide with our services.

We are proud to be the leading international provider and partner for solutions to improve safety for people in a complex, digitalized and globalized world.

For more than 30 years, ZÖLLNER has been offering solutions to increase safety for the railway industry, thus making a significant contribution to improving the availability of the rail infrastructure.

Our flexible warning systems reliably warn people in the track area of hazards from rail traffic. Infrastructure solutions include innovative systems like Train Speed Control and Remote controlled ETCS-Balises.

Through international subsidiaries and partners (e.g. in Great Britain, Poland, Spain/Portugal, France, and Australia) there is always a local contact person. This enables us to offer tailored advice and solutions taking into account national guidelines and regulations.

We design your safety solutions.



**DIE BAHNINDUSTRIE.**  
VDB VERBAND DER BAHNINDUSTRIE IN DEUTSCHLAND E.V.

**German Railway Association (VDB)**  
**Verband der Bahnindustrie in Deutschland (VDB) e.V.**

**Jonas Ölke**

*Referent Public Affairs*

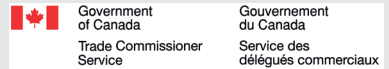
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### **Company profile:**

The German Railway Industry Association (VDB) unites more than 240 companies under its roof, from worldwide leading original equipment manufacturers to highly specialized small and medium-sized enterprises and start-ups. The VDB members develop and manufacture components for rail vehicles, infrastructure, maintenance, control and safety technologies as well as communication systems with more than 56,600 employees in Germany alone. The German railway industry generates an average yearly turnover of 14 billion euros, with an export quota of 40 percent. VDB moderates and aligns the interests of its members and represents them vis-à-vis the sector, politicians, and the public. The Association liaises with the German Federal Government, the European Commission and European Parliament as well as rail operators and relevant regulatory authorities— both nationally and internationally. VDB and its members stand for fair and cooperative business relations. Innovative technologies made in Germany contribute to excellent railway systems, sustainable mobility, and digital innovation around the globe.



## Embassy of Canada to Germany

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### Company profile:

The Trade Commissioner Service (TCS) is Canada's international business development network, supporting Canadian companies in global markets and helping foreign businesses invest in Canada. With offices in over 160 cities worldwide, including Berlin, the TCS assists Canadian firms with market entry, partnerships, and regulatory guidance, while also advising German companies on investment opportunities in Canada. With deep local knowledge and a global reach, the TCS connects businesses to key contacts, insights, and government programs to foster successful cross-border ventures. Whether you're expanding, investing, or collaborating, the TCS is your trusted partner.



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### **Company profile:**

For over 50 years, the Canadian German Chamber of Industry and Commerce Inc. (AHK Canada) has successfully advised and supported companies entering the Canadian market. AHK Canada was founded in 1968 in Montréal and is part of the worldwide network of German Chambers of Commerce abroad. With a team of over 22 full-time employees, AHK Canada serves the Canadian market from the headquarter in Toronto. The main activities focus on individual business consulting, business partner mediation, company representation for small and medium-sized German enterprises on-site, as well as organizing delegation trips, location promotion, conferences, trade fair participations, and networking events. AHK Canada's founding service includes support in company formation, payroll, accounting, visa processes, and legal matters. Additionally, AHK Canada offers market studies and analyses that can assist companies in their decision-making processes. Tax support and consulting, including tax registration, as well as assistance with registration and licensing in various Canadian provinces, are also provided. Canada, as a classic import country, offers diverse and promising business opportunities for German companies. Bilateral trade is particularly promoted through trade agreements such as CETA, the German Canadian energy partnership, and Canada's membership in Horizon Europe. The trade volume between Canada and Germany exceeded €20 billion for the first time, with positive forecasts for the coming years.



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**Commit Project Partners GmbH**

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### **Company profile:**

As a medium-sized consulting company, Commit supports internationally operating companies from Germany, Austria and Switzerland in opening up new foreign markets. With branches and partner organizations in more than 20 countries, Commit offers its clients a wide range of services in the CIS states, the Middle East, East Asia and America.

Commit's range of services covers three main areas:

*Consulting* - years of experience, an excellent network and outstanding expertise make Commit a valuable partner in the development of foreign business in Eastern Europe and Central Asia. The portfolio includes market studies and analyses, the procurement of business contacts, location search and production set-up.

*Events* - Commit designs and implements foreign trade promotion events, high-level political visits and matchmakings worldwide and is one of the leading organizers of the German government's market development programs.

*Export* - as a general exporter, Commit coordinates orders placed by major foreign customers with European manufacturers and handles financing, insurance and export processing on behalf of the foreign customer.



# Addresses and contacts

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## Notes

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