Caltrans/IDOT Bi-Level Railcar Procurement Project

Next Generation Equipment Committee Meeting, February 21, 2013

Sumitomo Corporation of America

Nippon Sharyo
Teamwork for Rail Car Business

- Commercial and Contractual Aspects
  - Marketing
  - Overall Project Management
  - Accounting
  - Bonding/Insurance
  - Transportation
  - Legal Matters

- Technical and Production Aspects
  - Project Administration
  - Design/Engineering
  - System Integration
  - Purchasing
  - Manufacturing
  - Testing/Commissioning
  - Warranty

Over 30 years working together in the U.S.
Sumitomo Corporation of America

- Largest Subsidiary of Sumitomo Corporation
- Established: 1952
- Headquarters: New York, NY
- 10 Offices and over 80 subsidiaries and affiliates, U.S. and Canada
- Transportation System Group has over 30 years experience in the North American Rail Industry
Nippon Sharyo U.S.A.

Corporate Profile

- Headquarters: Arlington Heights, IL 9 miles from O’Hare Airport
- Established: May 1982

Organization

Nippon Sharyo U.S.A., Inc.

- Nippon Sharyo Engineering & Marketing, LLC
  Strategic Planning, Marketing Activities, Engineering, and Customer Relations

- Nippon Sharyo Manufacturing, LLC
  Project Administration, Procurement, Manufacturing, Quality Control and Warranty Service
High Speed Rail

1964
Series 0 (130mph)

1986
Series 100 (143mph)

1997
Series E2 (171mph)

1999
Series 700 (177mph)

2005 Taiwan
Series 700T (186 mph)

1982
Series 200 (137mph)

1992
Series 300 (168mph)

1997
Series 500 (186mph)

2007
Series N700 (186mph)

Japan

Over 3,200 cars completed as of Dec. 2012
Rochelle Plant

Location: Rochelle, IL
Start of Operation: June 2012 (Grand Opening July 19, 2012)
Employees: Over 300 as of January 2013
Capacity: 120 Passenger Cars / Year
Size: 463,000 sq. ft. on 35 acres
Nippon Sharyo Manufacturing

Test Track 2,300 feet

- Final Assembly & Inspection
- Material Storage
- Office
- Carbody Assembly
  - Underframe sub-assembly
  - Side frames sub-assembly
  - Roof sub-assembly
Projects Delivered in North America

- **1982 - 2000** (71) Project: NICTD EMU Indiana

- **1985 - 1992** (63) Project: MARC Coach Maryland


- **2007 - 2009** (71) Project: VRE Gallery Coach Virginia

- **1984 - 1999** (93) Project: CALTRANS Gallery Coach California

- **1989 - 1992** (69) Project: LACMTA LRV California


- **2008** (14) Project: NICTD Gallery EMU Indiana

Over 900 cars have been delivered on time, on budget.
Caltrans/IDOT Bi-Level Project

Caltrans/IDOT Joint Procurement
130 Bi-level Passenger Rail Cars
with 300 option cars

Project Notice to Proceed  11/27/12
Design   1/3/13 to  3/16/14
Pilot Cars Delivered  8/30/15
Production Cars Starting  4/21/16
Bi-Level Project Approach

SCOA / Nippon Sharyo Team Approach For Quality Vehicles, On Time, On Budget

We will be using our best people on the Bi-Level Project.

We will be focusing on:

- Quality
- Design to Specification
- Manufacturing in the U.S.A.
- Standardization and Compatibility
Standardization

- Use standard existing systems and components wherever possible
- Identify and control key interfaces to provide for “form”, “fit” and interchangeability
- Standardize interface and performance requirements
Buy America

- 100% compliant with FRA Buy America Requirements
- Multiple potential suppliers for competitiveness
- Do not compromise on quality
- Encourage participation by Small Businesses
- Job creation and capital investment in the U.S.A.
Thank you

- FRA
- NGEC and the PRIIA 305 Committee
- Amtrak
- Caltrans and Illinois DOT
- Midwest Coalition (MI & MO)
- Industrial Representatives