



Caltrans/IDOT Bi-Level Railcar Procurement Project

Next Generation Equipment Committee Meeting, February 21, 2013

- **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

■ Nippon Sharyo Manufacturing

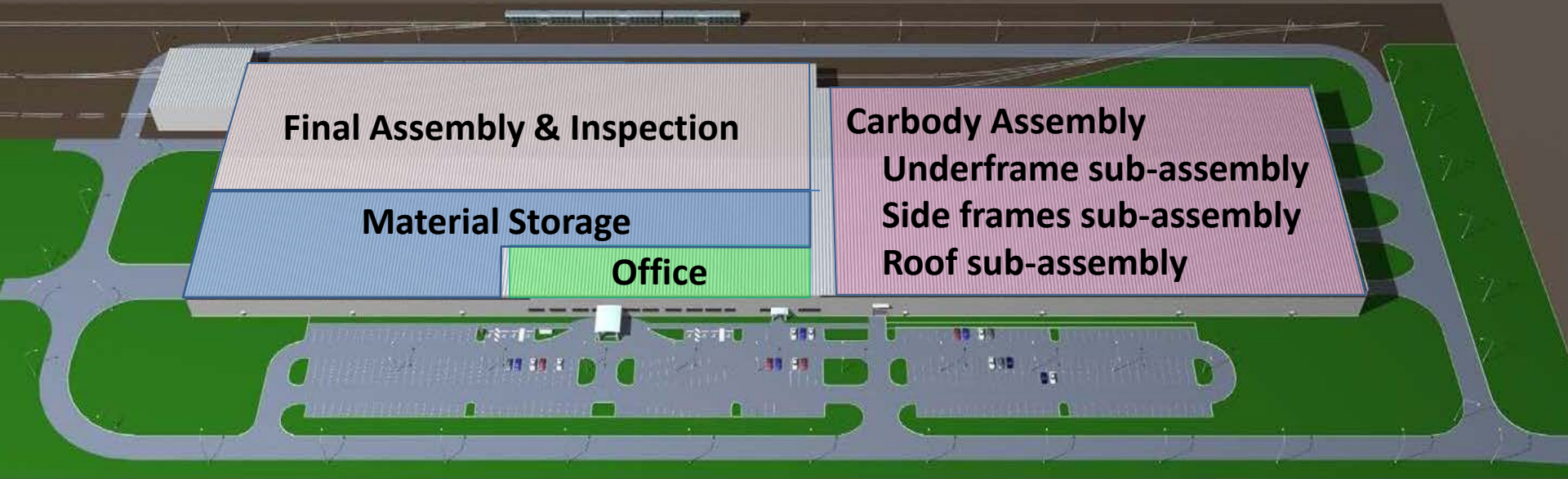
Rochelle Plant

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



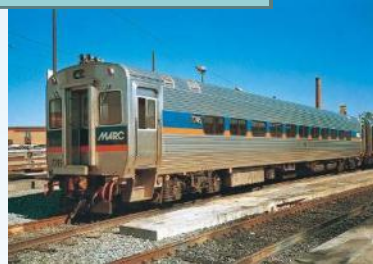
Projects Delivered in North America

1982 - 2000 (71)



NICTD
EMU
Indiana

1985 - 1992 (63)



MARC
Coach
Maryland

1993 - 2005 (479)



METRA
Gallery Coach
Illinois

2007 - 2009 (71)



VRE
Gallery Coach
Virginia

1984 - 1999 (93)



CALTRANS
Gallery Coach
California

1989 - 1992 (69)



LACMTA
LRV
California

2005 - 2012 (28)



METRA
Gallery EMU
Illinois

2008 (14)



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

