

# THE RSSI Communicator

2018



## The 58th Annual C&S Exhibition

The Omaha convention center once again proved to be an excellent location for the RSSI C&S Exhibition as over 1400 suppliers, rail managers, regulators, students and guests filled the exhibit hall to view the products and services of the 183 exhibiting companies.

Omaha's location in the center of the country is not only accessible for attendees from coast to coast in the US but is also convenient for our members and customers from Canada and Mexico.

Attendees included 376 North American rail and transit managers many of whom also attended the PTC panel discussion which took place the day before the exhibits opened (see accompanying article).

Tuesday was an especially strong attendance day in the exhibit hall as signal, communications, IT and purchasing managers from all class one railroads, large regional rail companies, shortlines, transit and commuter lines visited the exhibit booths.

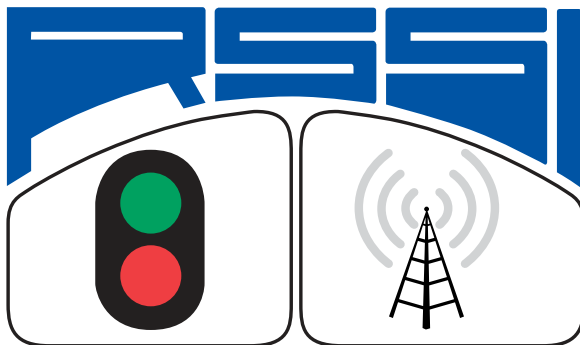
With the UPRR corporate headquarters located only a few blocks from the convention center many UP employees were able to visit the exhibition for the first time.

As always there is no charge for rail employees, government employees or students to attend the exhibition.

The RSSI format of providing meals and afternoon beer and wine receptions on the exhibit floor allows customers to not only view the products and services offered by the exhibitors in the booths but to also discuss product related topics in the food court. Although the meals and receptions in the food court are open to all attendees product discussions with customers is intended for exhibiting member companies only.

The RSSI hospitality suite which took place on Monday and Tuesday evenings at the Omaha Hilton and featured heavy hors d'oeuvres, interactive games, open bars, door prizes, a sports zone and quiet area was a popular location for socializing or discussing business as over 500 RSSI member company representatives and rail customers attended the event each night.

The RSSI 59<sup>th</sup> Annual C&S Exhibition will be held from September 21<sup>st</sup> to September 24<sup>th</sup>, 2019 in Minneapolis, MN as part of the 2019 Railway Interchange Conference and Exhibition.



## Save the Date!

# Sept. 21-24, 2019 • Minneapolis, MN





## A Letter from the President

It is my high honor to represent Railway Systems Suppliers, Inc members as President of the RSSI Board of Directors for the 2018-19 campaign. The RSSI Board of Directors has guided this organization through many changes in the past 20 years. Today we stand as strong as ever in providing the preeminent forum for exhibiting equipment and services targeted to the Railroad/Transit Communications and Signaling markets.

RSSI supports an annual Scholarship program for Member Companies. For 2018, two new RSSI Scholarships were awarded. For 2018 and going forward, the RSSI Board voted to raise the value of the Scholarship Program to \$12,000 payable in eight \$1,500 payments before each semester. We encourage employees of RSSI Member Companies to have their eligible students apply for this Scholarship. Details on the Scholarship Program and this year's winners can be found at [www.RSSI.org](http://www.RSSI.org) and click on the Scholarship tab.

PTC programs are in their final phases at most Railroad/Transit properties. As PTC systems are put into service, this does not mean the end of the project. I expect a continuous improvement and upgrade of these systems over time. RSSI Member Companies have played, and will continue to play a major role with equipment and services that have been critical to the success of PTC programs.

The RSSI Board of Directors and the RSSI Staff thank you for your membership in the organization. Together we will strive to support and drive the technological progress that Railroad/Transit C&S departments have been implementing nationwide.

Phil Hess  
RSSI President  
2018-2019

The 58<sup>th</sup> Annual Railway Systems Suppliers Inc exhibition, held in Omaha, NE in May 2018, was a resounding success. 290 RSSI Member Companies participated, with 183 Exhibiting Member Companies utilizing 443 booth spaces. 1,449 attended the Omaha show, with 376 of those being Railroad/Transit customers. Prior to the start of the RSSI Exhibit, RSSI sponsored a PTC Seminar that proved to be very popular and brought additional customers to the Exhibits.

September 21-24, 2019 will see the biennial Railway Interchange in Minneapolis, MN. Railway Interchange brings together RSSI, REMSA, RSI and AREMA for an industry-wide Trade Show and Technical Conference. Booth space for the 2019 Railway Interchange is available now. Plan to join us for this important industry event. See [www.RSSI.org](http://www.RSSI.org) for details.

## RSSI Hosts PTC Panel Discussion & Update at Omaha Exhibition

RSSI took advantage of the North American Signal and Communications Industry coming together in Omaha for its 58<sup>th</sup> Annual C&S Exhibition to host a PTC panel discussion with members of the FRA S&TC staff on May 21, 2018.

Carolyn Hayward-Williams, FRA staff director PTC and S&TC, and Robert Lauby, Associate Administrator FRA, led a panel of six FRA staff members who fielded questions from key signal and communications managers representing sixteen rail and transit companies.

Over 250 members of the communications and signal community including suppliers, FRA field inspectors, and rail and communications managers at all levels of the industry attended the panel discussion which was monitored by Terry Harris, former CSX Asst. Chief Signal Engineer PTC.

Carolyn began the discussion with an update on the status of the PTC system installation progress on the freight, commuter and passenger lines.

With key deadlines in 2018 and 2020 the rail industry has invested an enormous amount of time and resources in meeting the mandated requirements. Much of the technology and hardware needed for the GPS based PTC systems to be interoperable and reliable had to be developed by the suppliers working with the rail managers.

Robert Lauby discussed the importance of the PTC effort in enhancing the safety of passengers, products and materials that travel on North America's rail system every day.

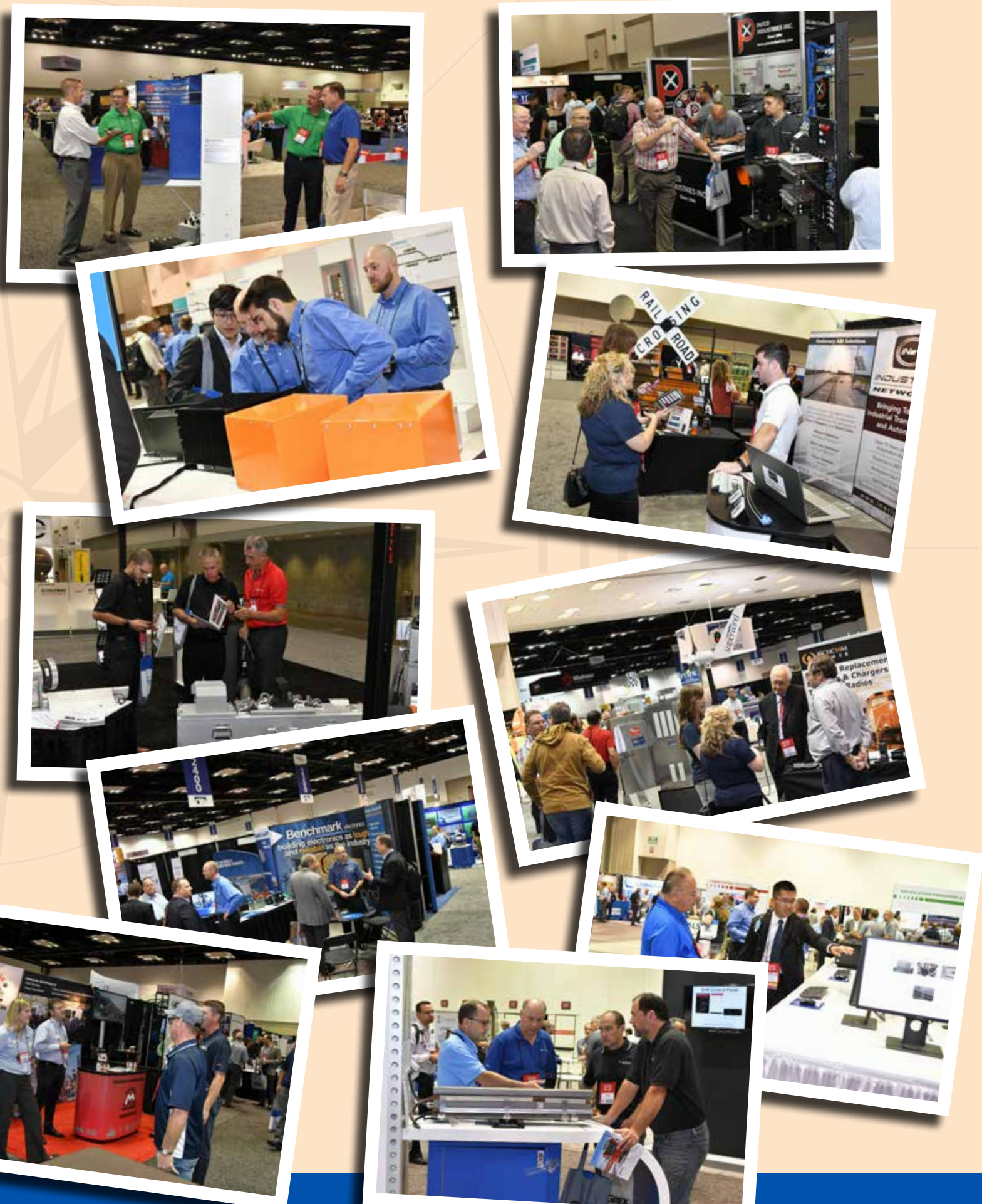
Mr. Lauby and the other members of the FRA staff held frank and open discussions with representatives of all class one railroads and the several commuter and transit lines. A key area involved the field inspections of in service PTC systems including what would constitute a violation and how an inspection would be performed. In essence, what will a field inspector expect to find when he arrives at the PTC site.

The rail and transit managers took the opportunity to inform the FRA of the installation status on their properties and what key obstacles they currently face. It was an extremely informative morning session.

After lunch Terry Harris conducted the question and answer portion of the discussion. Previously submitted questions from the attendees were directed to members of the FRA staff and the rail managers by Terry who brought a great deal of knowledge to the occasion helping to maintain a professional and informative discussion.

RSSI has become a leader in helping to continue the positive relationship that exists between the FRA and the rail and transit signal and communications managers.

A special thanks to the FRA and the rail and transit companies who helped make this event a success.





## Revised Booth Reservation Policy

The RSSI Board of Directors at the May 2018 board meeting adopted a revised booth reservation policy that went into effect September 1, 2018.

In recent years we have had instances where reserved booths were released for sale a few weeks before the exhibition opened leaving prime exhibit space vacant and causing additional expense to RSSI for changes to floor plans, signage and event guides.

Booth reservations for the 2019 Railway Interchange Conference and Exhibition opened Tuesday October 2, 2018.

Since this policy was adopted so late in 2018 and RSSI has already held its 58<sup>th</sup> Annual C&S Exhibition in Omaha, in May 2018, the board did not feel that it was fair to expect companies to pay the full price for two booth reservations in

the same calendar year. The only payment due in 2018 for a booth reservation for the 2019 exhibition will be the 25% deposit. This deposit will be due within 10 days of the booth being reserved. The full payment will be due on January 31, 2019 for booths reserved on or before December 16, 2018 and by April 1, 2019 for booths reserved after December 16, 2018. All booth sales will be invoiced accordingly and sent to both voting rep and exhibit rep on file.

The booth policy adopted by the board for booth sales in 2020 and all subsequent exhibitions is shown below.

Special situations such as occurred in 2017 with hurricanes Irma and Matthew will be reviewed with the exhibiting company on a case by case basis.

### RSSI Booth Reservation Policy

- All booth reservations must be made via telephone through the RSSI office. Notice of the date and time for making a booth reservation will be sent to the voting rep and exhibit rep of all RSSI member companies at the email addresses on file in the RSSI office.
- All booth reservations must include the name of an RSSI member company in good standing.
- New member companies must pay the RSSI initiation fee and dues for the current year before reserving an exhibition booth.
- All booth reservations made prior to January 31<sup>st</sup> will require a 25% deposit due January 31<sup>st</sup> and full payment by April 1<sup>st</sup>.
- All booth reservations made after January 31<sup>st</sup> will require a 25% deposit at time of reservation and balance is due April 1<sup>st</sup>. Any booth reserved after April 1<sup>st</sup> must be paid in full at time of reservation.
- Booths not paid by April 1 will be available for resale and the 25% deposit will be forfeited.
- The RSSI office will send an invoice to the voting rep and exhibit rep which will include a secure link for credit card payments.

### Booth Cancellation Policy

- If a booth reservation is cancelled within 60 days of the Exhibit Opening the 25% deposit will be forfeited.
- If a booth reservation is cancelled within 45 days of the Exhibit Opening 50% of the cost of the booth will be forfeited.
- If a booth reservation is cancelled within 30 days of the Exhibit Opening 100% of the cost of the booth will be forfeited.
- If a cancelled booth is able to be resold 70% of the cost of the booth will be returned. A cancelled booth that is exchanged for another booth space already reserved shall not be considered resold.

## Back to Minneapolis in 2019!

The RSSI 59<sup>th</sup> C&S Exhibition will take place in Minneapolis, MN as part of the 2019 Railway Interchange Conference and Exhibition.

Booth setup for large exhibitors will begin Thursday September 19<sup>th</sup> and for the exhibitors only requiring one day to setup on Saturday September 21<sup>st</sup>.

The RSSI, REMSA and RSI exhibition will officially open at 1:00pm on Sunday September 22<sup>nd</sup>.

The AREMA and CMA conferences and seminars will also be held as part of RI 2019 with several AREMA committee meetings scheduled for Friday and Saturday.

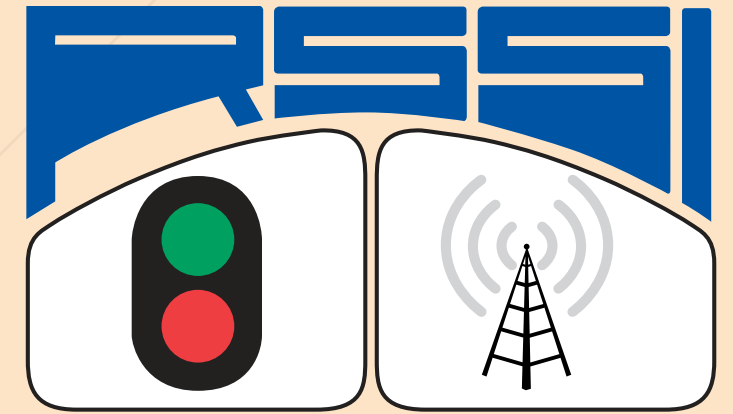
One big change for the exhibitors in 2019 will be the closing of the booths on Monday May 23<sup>rd</sup> from 11:30am to 1:00pm for the AREMA General Session. The general session will include the key note speaker and is open to all AREMA and Exhibition registered attendees at no charge.

Lunch will follow the general session from 1:00pm to 2:30pm.

Booth reservations opened on October 2, 2018 and there are still several booth locations available. Hotel reservations and exhibition registration will open on April 2, 2019.

RSSI will again be hosting a hospitality suite on Sunday and Monday nights at the Downtown Marriott hotel (RSSI headquarter hotel) which will include over the top hors d'oeuvres, open bars, football zone, interactive game area and a quiet area.

An exhibitor reception will be held following booth setup Saturday in Ballroom A of the Minneapolis Convention Center from 4:30pm – 7:30pm.



# Save the Date! Sept. 21-24, 2019







## Walter Winzen

On January 19, 2018 Walter Winzen past president of the RSSI Board of Directors passed away due to heart failure.

Walter joined the board of directors in October 2007 and served as board president from October 2016 thru October 2017.

During Walter's career in the industry he founded three successful signal supply companies and was the CEO of TPSC at the time of his death.

Walter was passionate about the railroad industry and that passion carried over to his tenure with RSSI. Walter was a fair minded and rational thinker. He always felt the RSSI boards first responsibility was to the member companies and their customers.

We will miss his presence on the board of directors and always appreciate the effort he brought in fulfilling his board responsibilities.

## Warning: Attendee List & Housing Scams!

We have received many emails from members who have been contacted by companies offering to "SELL" attendee lists or portraying themselves as representatives of RSSI and stating they are able get the best hotel rates available. These solicitors are not representing RSSI in any way.

RSSI sends Attendee lists to all exhibiting company voting reps and exhibit reps before and after each exhibit. These lists are accurate, current and supplied at **NO COST** to all exhibiting members!

Conference Direct is contracted by RSSI as our housing company and they negotiate and guarantee our hotel rates. When making hotel reservations, **only** use the housing links provided either in email from RSSI or directly on the RSSI website.

The security of our member companies is very important to us! Do not respond to solicitations! Delete the emails! When you receive a call from a supposed representative, let them know you are on to them! If you come across a communication that you are not sure of, send it to [rsi@rsi.org](mailto:rsi@rsi.org) before responding to it and we will confirm or deny.

The best defense against SCAMS is to be aware they exist and to utilize the secure links provided by RSSI through our email communication and the website!



## 2018 Scholarship Winners

RSSI is pleased to announce the recipients of the 2018 RSSI scholarship awards. The W. Ed Rowland Memorial Scholarship has been awarded to Erika Howery. Erika's mother, Angela Howery, is employed by Progress Rail.

The recipient of the James R. Higginbottom scholarship is Hannah Alnemer. Hannah's father, Allen Nemer, is employed by iNemsoft.

Children, stepchildren, grandchildren and step-grandchildren of employees of member companies in good standing are eligible to apply for the scholarship. The member company must have been a member of RSSI a minimum of two consecutive years.

Subsidiary companies of RSSI member companies must be involved in the signal and communication supply segment of the rail industry.

The scholarships are worth \$12,000 payable in eight \$1,500 payments before each semester. The recipients must be enrolled in an accredited North American institution of higher learning and maintain a 3.0 GPA based on a 4.0 scale.



### The 2018 RSSI W. Ed Rowland Memorial Scholarship

#### Erika Howery

Erika graduated this past May from Plaza Heights Christian Academy in Blue Springs, MO.

Erika was Vice President of the National Honor Society, Secretary of her school's Student Council, and Captain of the varsity volleyball team. She was also active in the First Bible Baptist Church as a Children's Ministry helper and a youth soccer Assistant Coach.

Erika maintained a 4.07 GPA in high school and will be attending the University of Missouri – Kansas City where she will study elementary education. Erika's goal is to teach elementary school in the Kansas City Metropolitan School system and to have a positive impact on the lives of the children in her community.



### The 2018 RSSI James R. Higginbottom Scholarship

#### Hannah Alnemer

Hannah is a June 2018 graduate of Liberty High School in Frisco, TX where she maintained a 5.0 GPA. She scored 1440 on her SAT test and 33 on the ACT. She is a National Merit Commended Scholar and an AP Scholar.

While attending high school Hannah worked at an area Pet Hospital where she earned her Veterinary Assistant Certification. She is also a state finalist distinguished public speaker. She is active in the FFA serving as both Chapter President and a former District V Vice President.

Hannah will be attending the University of Texas where she will study Mechanical Engineering. Her goal is to concentrate in the Agricultural Engineering area to develop simple sustainable systems that target consumer trust.

#### In addition to the two new scholarships, the following are also active:

**Brantley Allen Butcher** - Progress Rail/Yale University

**Matthew Heron** - Harsco Rail/Georgetown University

**Alexander Konczak** - Progress Rail Locomotive/University of Illinois in Champaign Urbana

**Lindsey Laurune** - Ansaldo STS/University of Pittsburg

**Allyssa Phelps** - Railway Equipment Company/Columbia University

**Zoe Tong Yu** - Gannett Fleming, Inc./Dartmouth College

# Applying for a Seat on the RSSI Board of Directors

The RSSI Board of Directors consists of fifteen board seats including the four board officers. The directors are elected by the RSSI membership for three year terms.

The directors receive no compensation and all travel and other expenses to attend board meetings or other RSSI board functions is borne by the director or their member company.

A director must be a full-time employee of a corporation, firm or individual holding Active (exhibiting) membership in the association and who is the association contact officer of the member company.

The member company employing the director must be an Active Member in good standing of the association for a minimum of five consecutive years.

Currently all fifteen director seats are filled but we are anticipating some upcoming vacancies due to retirements and mergers.

The current board is made up of representatives of large and small member companies of the association.

Any Active Member of the association may make application for a seat on the Board of Directors provided the member corporation has maintained Active Member status for five consecutive years.

Applications must be submitted to the Executive Director and must be received no less than sixty days prior to the Annual Membership Meeting in order to be considered for the next upcoming election. The next Annual Membership Meeting will be held on Sunday September 22, 2019.

The Board of Directors has the authority to fill any vacancy in its own body on the Board to serve until the next ensuing election of Directors.

If you would like to be considered for membership on the Board of Directors email your application/resume to [mike@rssi.org](mailto:mike@rssi.org) or you can mail it to:

Michael Drudy  
Executive Director RSSI  
13133 Professional Drive, Suite 100  
Jacksonville, FL. 32225

## RSSI OFFICERS

### President

Phil Hess  
Rails Company

### Executive VP

George W. Rudge  
Ansaldo STS USA

### First VP

Ronald L. McDaniel  
Western-Cullen-Hayes, Inc.

### Second VP

Tim Orlandi  
Railworks Corporation

## BOARD OF DIRECTORS

Sid Bakker  
ARMS, Inc.

Stephen Bolte  
Danella Rental Systems

Franklin Brown  
Dixie PreCast, Inc.

N. Michael Choat  
Railroad Controls Limited

David K. Fox  
Railway Equipment Company

Patti jon Goff  
PTMW, Inc.

Derald Herinckx  
Alstom

Arthur J. McGinnis  
Simmons-Boardman  
Publishing Company

John Paljug  
Siemens Rail Automation

Bob Ryan  
The Okonite Co.

Thomas Ulrich  
Arthur N. Ulrich Company

## RSSI STAFF

**Executive Director**  
Michael Drudy

**Executive Assistant**  
Dot Frenette

## UPCOMING EVENTS

**2020**

**June 2-4**

**60th Annual RSSI  
C&S Exhibition  
Nashville, TN**

**2021**

**September 26-28  
RSSI/Railway Interchange  
Indianapolis, IN**

**2022**

**May 23-25  
61st Annual RSSI  
C&S Exhibition  
Kansas City, MO**

**2023**

**September 30-October 3  
RSSI/Railway Interchange  
Indianapolis, IN**

