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Newsletter

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NASHVILLE 2004 ANOTHER SUCCESS

The 44th annual RSSI C&S Exhibition held at the Opryland Hotel and Convention Center in Nashville Tennessee May 19th and 20th was yet another success story. Continuing the "all-together" format established in 2001, railroaders and suppliers gathered to not only view and discuss new equipment and technology; but, also to talk about problems and exchange ideas regarding new products and improvements to existing products and/or services.

The 141 exhibiting RSSI member companies occupied 305 spaces and were kept busy by the 589 railroad, transit and government attendees. In fact, the comment was overheard "I was too busy - I didn't have time to eat". (Is this really a problem?) Again, our co-hosts deserve a big "thank-you" for their support of the Nashville exhibition. Mike Choat (CSX) and Gerry Sniffen (NS) again responded by bringing more than 200 C&S people from all levels of their respective railroad. The western railroads (BNSF and UP) as well as the Canadian railroads (CN & CP) registered more than 100 people. In total 1467 attended the 2004 Nashville show.

Another example of the "staying power" of the "all-together" format is there were over 1300 dinners served on Wednesday evening. This is truly a statistic that proves that the format is a win/win for all of the attendees.

The supplier to customer ratio of 1.46 to 1 is significantly better than most industry shows and is the envy of the industry associations. The goal is to achieve a 1.0 to 1 ratio. Will we make it in 2005 in Omaha?



AREMA C&S Industry Leader Panel Discussion Participants

AREMA HOLDS FIRST C&S TECHNICAL CONFERENCE

The AREMA C&S Technical Conference was held at the Opryland Hotel and Conference Center in Nashville May 17th and 18th. The conference, the first dedicated to communication and signal issues, was held in conjunction with the RSSI C&S Exhibition.

Over 200 attendees were on hand for this initial endeavor. One of the highlights was the C&S Industry Leaders Panel Discussion on Monday. Many attendees felt this session, moderated by RSSI President Bob DeMarco, presented several topics for further discussion at future C&S Technical Conferences.

The members of RSSI would like to thank AREMA for providing another vital part of the "all-together" format. The 2004 C&S AREMA Technical Conference provided a good foundation and will help to establish the level of excellence for future conferences.



Comments From RSSI President Bob DeMarco

As I near the conclusion of my second term as President of Railway Systems Suppliers, Inc., I can't help but think back to my first term, 1990-91, and on how much the railway industry has changed. You are all familiar with the changes—fewer railroads, fewer suppliers, but at the same time a virtual explosion of new technologies, most of which have been introduced into the communications and signals side of the industry. I often wonder if "C&S" is an accurate way to describe the products and services that RSSI-member companies now offer. Actually, with all the new companies making inroads into the railway industry owing to the rapid growth in wireless communications, digital, internet, security, and other areas, it's fair to say that this is a growth industry.

All you need to do is look at the companies that have become RSSI members in recent years. Membership this year is up, and that's reflected in the success of our annual meeting. The 2004 RSSI C&S Exhibition/AREMA C&S Technical Conference in Nashville, the first time since 1999 the two functions have been held jointly, built upon the success of the three previous RSSI shows held since we introduced the new format in 2001. To give you some idea of the acceptance of the new format by both railroaders and suppliers, the 2001 Kansas City exhibition included 103 exhibitor companies occupying 219 booth spaces, and attendance topped 1,300. This year, there were 141 exhibitor companies occupying 305 booth spaces. Total attendance was close to 1,500, and the ratio of exhibitors to customers was 1.46:1. That's a very healthy ratio, and I expect it to continue inching toward 1:1. Obviously, our customers feel the format provides them with a lot of value. Rest assured, we will continue to improve upon it.

AREMA is quite happy with our format, and I can honestly tell you that RSSI's relationship with the AREMA C&S division has never been better. "AREMA members were pleased with the presentations and with the RSSI exhibits," Executive Director and CEO Chuck Emely told me. "The panel discussion you moderated with six top C&S railroaders was very well received, as was the Best Practices program." The latter involved small-group demonstrations and discussions at 16 tables hosted by 10 railroads. This is what a conference is all about: finding out what your colleagues are doing, and learning something that can be applied to your own operation.

Areas that can be improved upon? I'd like to see a better turnout at the RSSI Annual Membership Meeting that takes place during the show, for one. This is your organization, and you have a voice, so stand up and be heard!

Next year's RSSI C&S Exhibition, which will again include the AREMA C&S Technical Conference, will be held in Omaha, Nebraska. The dates are May 24-26—mark your calendars! In 2006, we'll be heading to Louisville, Kentucky, May 23-25.

In conclusion, I'd like to thank AREMA, our Nashville co-hosts CSX Transportation and Norfolk Southern, and the RSSI board for their support this past year. You helped make my second term as president productive and rewarding. And thanks again, Bucky and Sharon, for a job well done.

RSSI/AREMA DISCUSSING FUTURE EVENTS

RSSI and AREMA have begun discussions on how to structure future joint exhibitions and conferences in order to further enhance both events. In a letter to RSSI President Bob DeMarco, AREMA President Bob Nash stated "We are pleased to advise that AREMA has made a decision, in response to member and supplier suggestions, to continue into 2005 with our trial approach to a collaborative effort with the RSSI spring Exhibition by restructuring our technical program into a one-day event." President Nash went on to say "the overwhelming evaluation of the 2004 Conference was that the technical programming was excellent, but that the two-day format contributed to a long, combination AREMA - RSSI event."

The discussions are proceeding with a goal of achieving maximum enhancement for both events while not compromising the effectiveness of either.



NEW RSSI MEMBERS

We extend a warm welcome to the twenty-one new members who have joined RSSI since the 2003 Exhibition. The new members who exhibited at the 2004 Exhibition in Nashville are shown in italics.

Actelis Networks

C.D.L. Electric Co., Inc.

Crossing Safety Technology LLC

Grablock Inc.

Green Power Chemical

Huber+Suhner, Inc.

IDERS/SHM Systems

Isis Consultants, LLC

Kenwood USA Corporation

LightGuard Systems

Lisa J. Larry, Inc.

LJK Companies Inc.

Mors Smitt Technologies, Inc.

New Joules Engineering North America

Rebel Railway Supply Co., Inc.

SafeLight Industries, LLC

SPX Fluid Power

TAIT North America, Inc.

TDH Solutions LLC

Telex Communications

The TCB Group



Plans are underway for the 45th annual RSSI Exhibition to be held in Omaha, Nebraska. The 2005 event will be held May 25th & 26th at the Qwest Convention Center, a brand new facility that opened in September 2003.

AREMA will hold their C&S Technical Conference in conjunction with the RSSI exhibition. Preliminary plans call for the AREMA C&S Technical Conference to take place on Tuesday, May 24th with the RSSI C&S Exhibition open Wednesday, May 25th and Thursday, May 26th. The RSSI opening reception and dinner is planned for Tuesday evening, May 24th.

Final plans for 2005 will be formalized when the RSSI/AREMA discussions (see separate article) are completed.



New RSSI Board Members

We would like to take this opportunity to welcome the two newest members of the RSSI Board of Directors. Both gentlemen are welcome additions to the RSSI Board of Directors.



Joseph F. Noffsinger
Business Leader - Signal Products
GE Transportation Systems
Prior to joining GETS in 1999, Joe served as Chief Engineer C&S Assets/Acting AVP Engineering - Conrail



Thomas Ulrich
President of the Arthur N. Ulrich Company.
Tom is a 1975 graduate of Miami University, he is a member of the IEEE, the Electrical Generator Systems Association, the American Solar Energy society, and serves on AREMA Committee 38.

RSSI Annual Membership Meeting

The RSSI Annual Membership Meeting was held on Tuesday, May 18, 2004 prior to the opening of the 2004 RSSI C&S Exhibition. Four Directors whose terms were expiring and two new Board members were elected to the Board.

For one-year terms expiring in 2005:

Joseph Noffsinger - GE Transportation Systems
Thomas Ulrich - Arthur N. Ulrich Co.

For three-year terms expiring in 2007:

Richard Campbell - Railroad Controls Limited
Patti Christensen - PTMW, Inc.
James Huntley - Erico, Inc.
Ronald McDaniel - Western-Cullen-Hayes, Inc.

Mr. Fred Gratke, Asst. VP Telecommunications, BNSF Railway was the guest speaker at this year's meeting. Mr. Gratke discussed the work being done at BNSF in the telecommunications technology area. He also shared some thoughts as to how the BNSF and other railroad telecommunications counterparts feel the supply industry is responding to the rail telecommunications technology needs.



NEW PRO-RAIL ORGANIZATION

Railroad and rail supply industry officials recently announced the launching of a new, non-profit grass roots organization - GoRAIL. GoRail's mission is to mobilize the industry's half-million employees and retirees to promote a positive railroad agenda and get the word out about the benefits of railroading.

GoRail is a program of the non-profit Growth Options for the 21st Century (GO21): Citizens united in support of a stronger economy, effective solutions to highway congestion, a cleaner environment and improved quality of life by advocating increased use of freight railroad transportation as an alternative to continued reliance on an overcrowded, inefficient and costly highway system.

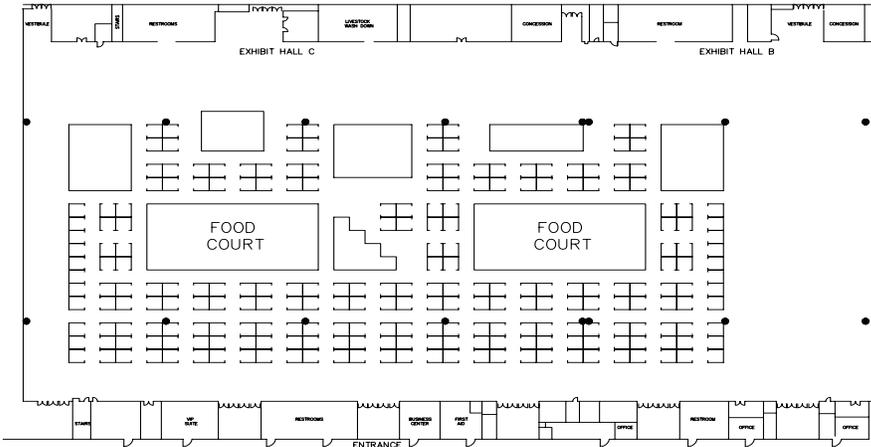
For further information and details visit the GoRail website (www.gorail.org) or call 1-877-4GoRail.



PRELIMINARY FLOOR PLAN

2005 RSSI C&S EXHIBITION

Omaha, Nebraska



This is the preliminary floor plan for the 2005 RSSI C&S Exhibition being held May 25th and 26th at the Qwest Convention Center in Omaha, Nebraska. As you can see, great effort has been made to provide each exhibitor with an outstanding booth location. Mark your calendar now to watch for your 2005 Exhibit Kit. Booth reservations for the RSSI members who exhibited in 2004 will be accepted as of November 29th. All other RSSI members can reserve a booth space as of December 6th.

2004 RSSI Scholarship Winners

We are proud to announce the winners of this year's scholarship contest. Four scholarships are being awarded from the forty-eight applications received. The \$8,000 scholarships (\$1,000 per semester) will go to the following winners:

Roman R. Barinas

Sponsor: Father, Reynaldo Barinas employed by Safetran Systems Corp.
Attending: Cornell University
Major: Economics



Johanna W. Chung

Sponsor: Father, Wing Chung employed by GE Transportation Rail Signaling
Attending: Grove City College
Major: Business Advertising/Management



Nathan A. Edwards

Sponsor: Father, Sam M. Edwards employed by PHW, Inc.
Attending: Northwestern University
Major: Journalism



Adam A. Vukovic

Sponsor: Father, Richard P. Vukovic employed by ERICO Products, Inc.
Attending: University of Cincinnati - College of Medicine
Major: Pediatric Medicine



In addition to the four new scholarships, the following are also currently active:

- Vitaly Chibisov / Union Switch & Signal, Inc. / Duke University
- Candace T. Foxworth / GETS Global Signaling / Trinity University
- Michael P. Hart / Alstom Signaling / Saint Lawrence University
- Vlad I. Morariu / Union Switch & Signal, Inc. / Pennsylvania State University
- Anthony Vydrin / Union Switch & Signal, Inc. / Carnegie Mellon University
- Hanh Wang / Union Switch & Signal, Inc. / Massachusetts Institute of Technology