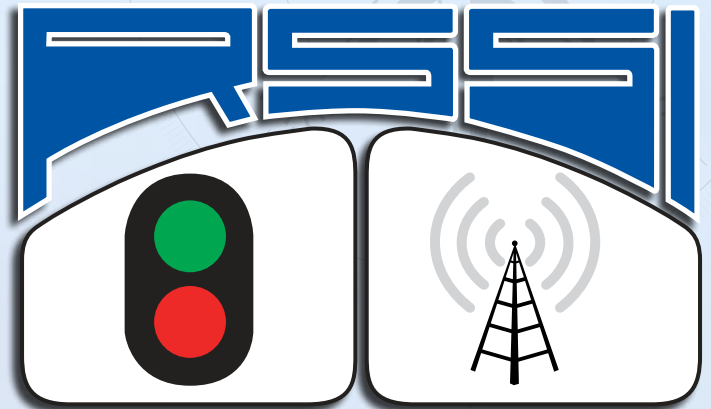


THE RSSI Communicator

WINTER 2020

COVID-19 Brings 60 Years of History to an End

On June 13, 1966, the Railway Signal and Communications Suppliers Association was incorporated in the State of New York combining two separate predecessor associations for railway signal suppliers and railway communications suppliers. On January 11, 1972, a document was filed and approved changing the name of the association to Railway Systems Suppliers, Inc. (RSSI)



For fifty-nine consecutive years RSSI and its predecessor associations held an annual exhibition where members of the associations could exhibit their products to their rail customers. This fifty-nine-year history came to an end on March 31, 2020 when the RSSI Board of Directors voted to cancel the 2020 60th Annual RSSI C&S Exhibition due to the Coronavirus.

There was never a question in the minds of the board members that this was the right decision. The safety of the exhibitors, customers and other attendees to the exhibition was and always will be the priority.

All booth, registration and hotel room payments were 100% refunded within sixty days of the cancellation.

In 2021 we are preparing to begin a new legacy as we look forward to joining AREMA, REMSA and RSI for Railway Interchange 2021 in Indianapolis, IN September 26-29.

The 2021 event will look different as we are taking all the necessary steps to keep the safety of our attendees first and foremost while ensuring that the experience will still be rewarding and productive for customers, exhibitors and invited guests.

Please visit the RSSI website www.rssi.org or the Railway Interchange website www.railwayinterchange.org for more information.



A Letter from the President

It is my honor and privilege to represent and serve each of you as the President of RSSI for the upcoming year. RSSI is committed to represent you and your company with pride and professionalism in the Railroad/Transit communications & signaling industry. That is a task that RSSI, as a whole, and I, as President, take very seriously and will strive to keep you informed and up to date on any developments as this year progresses.

Please remember to visit the RSSI website (www.RSSI.org) for the most current information about, but not limited to, RSSI, Membership, Scholarships, Future Exhibits, Newsletter (THE RSSI COMMUNICATOR), Member Directory, C&S Buyer's Guide, Gallery, and how to contact RSSI.

The RSSI Board of Directors has guided this specialized organization through many changes in the Railroad/Transit Communications & Signaling Industry. As technology continues to advance, railroad/transit agencies are looking to all of us to improve and develop products, systems, and services to create more cost-effective, efficient, and safer operations in the Communications & Signaling Industry. History is proof of the advancements we are capable of. Positive Train Control is one recent example of the positive impact and evolution we have brought and will continue to bring in the future.

These continue to be challenging times for our industry, but I know you will exceed the expectations of our customers as you have done in the past.

I look forward to seeing each of you at the RSSI/Railway Interchange 2021 Exhibition in Indianapolis, IN, September 26 – 29, 2021. Railway Interchange consists of RSSI, REMSA, RSI and AREMA for an industry-wide Trade Show and Technical Conference. This is an opportunity for you to see equipment and services targeted to the railroad/transit market along with networking with both the customers and C&S suppliers.

As a reminder, RSSI Annual Membership Meeting will be held at the RSSI/Railway Interchange on Tuesday, September 28, 2021 at 2:00 PM. Information on the location of the meeting will be available at registration booths.

I would like to welcome the following new members to the RSSI Board of Directors:

- Russ Gehl, Railway Equipment Company
- Mike Nolan, Siemens Mobility
- Harry Walters, The Okonite Company

The RSSI Board of Directors and the RSSI Staff thank you for your membership and your participation in the organization. Together, we will continue to meet the railroad challenges to deliver products and support at the highest quality.

Tim Orlandi
President RSSI

RSSI Welcomes New Board Members

In 2020 the RSSI Board of Directors nomination committee approved the applications of Russ Gehl, Executive Vice President/COO Railway Equipment Company, Michael Nolan, Vice President Sales and Marketing Siemens Mobility, and Harry Waters, VP Railroad and Transit The Okonite Company for board seats on the RSSI Board of Directors.

The motion of the nomination committee was approved by the board at the March 31, 2020 board of directors meeting and approved by a vote of the full RSSI membership on May 21, 2020.

Vacancies on the board were created with the retirements or resignations of Dave Fox, John Paljug and Bob Ryan.

The RSSI board directors receive no compensation and the costs associated with attending board meetings and other board functions are borne by the director or the member company they represent.

To apply for a seat on the RSSI Board of Directors a letter requesting consideration for a board seat and a resume must be sent to Michael Drudy, Executive Director RSSI by email mike@rssi.org or by mail to 13133 Professional Drive, Suite 100 Jacksonville, FL 32225.

RSSI Officers, Board of Directors, and Staff

RSSI OFFICERS



President
Tim Orlandi
Railworks
Corporation



Executive VP
Arthur J. McGinnis
Simmons-Boardman
Publishing Company



First VP
Stephen Bolte
Danella Rental
Systems



Second VP
Sid Bakker
ARMS, Inc.

BOARD OF DIRECTORS



Jeffrey Baker
Alstom



Franklin Brown
Dixie Precast, Inc.



Russ Gehl
Railway Equipment
Company



Patti jon Goff
PTMW, Inc.



Phil Hess
Rails Company



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



Mike Nolan
Siemens Mobility



George W. Rudge
Ansaldo STS USA



Thomas Ulrich
Arthur N. Ulrich
Company



Harry Waters
The Okonite
Company

RSSI STAFF



Michael A. Drudy
Executive Director



Dot Frenette
Executive
Assistant

Railway Interchange to Return in 2021 with Enhanced Safety Measures



It's been too long. The rail suppliers are anxious to exhibit their products and services face to face with their rail customers. The rail managers are anxious to see new products and to share their needs and requirements with the suppliers who help make the rail industry safer and more efficient. Everyone is wanting to see old friends and renew relationships with their business associates and customers within our industry.

Railway Interchange 2021 may be the opportunity to finally move past the disruptions of the Coronavirus and return to a state of normalcy. The key as always is safety. Can we bring a large group of individuals together for an exhibition, for industry related meetings and for social events and ensure that the venues offer a safe environment?

The associations that host Railway Interchange, the decorators and the Indianapolis Convention Center are taking the steps necessary to ensure that the exhibit halls, food and beverage offerings, meeting rooms, and social gatherings will meet and exceed all local, state and federal guidelines for protection against the Coronavirus.

RI 2021 is still a year away and a lot of positive things, including a better understanding of how the virus is transmitted and vaccines, will be developed. RSSI worked with the convention center and our decorator FERN to develop a floorplan with one-way aisles and exhibition booths that allow for social distancing. Sanitizing stations will be located throughout the exhibit hall and at entrances and exits. Headcounts will be conducted so that no area exceeds a safe number of individuals. Signage will be in place to maintain a safe flow of traffic. Plexiglass and other means of separation will be installed at registration and other locations where necessary.

We are taking all reasonable measures to make sure that RI 2021 offers a safe environment while still serving the purpose of providing a meaningful experience for the exhibitors and customers.

Mark September 26-29, 2021 on your calendars and join RSSI, AREMA, REMSA, RSI and the North American Rail Engineering Industry in Indianapolis for a successful return to a new normalcy.



Enthusiastic Opening for RI2021 Booth Sales!

On Wednesday November 4, 2020 RSSI member booth sales went on sale for the 2021 Railway Interchange Conference and Exhibition which will be held at the Indianapolis Convention Center September 26 to 29, 2021.

With the COVID pandemic situation still a concern there was uncertainty as to whether our member companies would be ready to commit to a face to face exhibition although the event was still 10 months away.

We are happy to report that the member companies of RSSI are ready to exhibit their products and services to their customers in an exhibition style forum. As of the close of day on November 6th 115 companies had reserved over \$650,000 in booth space for RI 2021. We are on a similar booth reservation pace as in past years.

In April 2020 RSSI had to cancel the C&S Exhibition due to the pandemic. 100% of all booth payments were refunded

to our exhibitors by June 1, 2020. In order to avoid having to refund booth payments in 2021 the RSSI Board of Directors decided that no booth deposits or payments will be due until April 1, 2021. Hopefully by the end of the first quarter of 2021 we will have a better understanding of the status of the September event.

Indiana is now operating in stage 5 response to the pandemic and the Indianapolis Convention Center has held several functions with as many as 7000 attendees. All indications are that the 2021 Railway Interchange Conference and Exhibition will be a well-attended event by both suppliers and customers.

Thanks to all our member companies and new companies who purchased booths in the RSSI halls for 2021. It is our goal to make your experience successful and enjoyable.

RSSI Purpose and Goals

RSSI exists to hold an annual exhibition where its member companies can exhibit their products and services. Our goal is simple, to organize an event where the maximum number of customers can spend the maximum amount of time with as many exhibitors as possible.

RSSI is not a lobbying association and we are not an educational or technical association. We are an exhibition association.

In the even numbered years when it is an RSSI only event primarily involving the communications, signal, and IT sectors of our industry it is easier to achieve our goal.

In the odd numbered years when we join with AREMA, REMSA and RSI it requires more organization and planning. The distractions created by having a large event with different areas of focus can often lead to less customer/supplier face time.

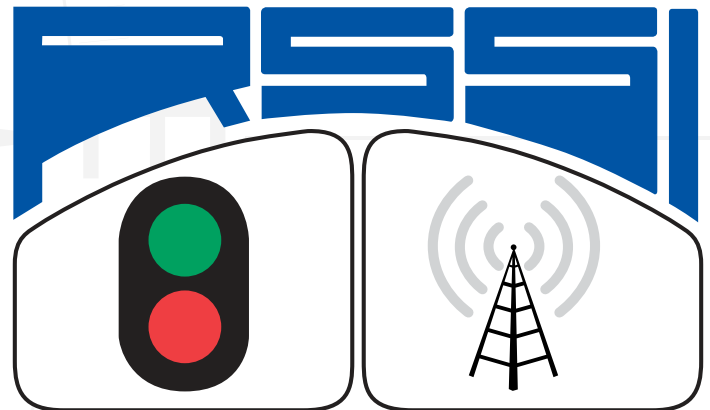
RSSI holds social events outside of exhibit hours with food and beverages where customers and suppliers can interact in a relaxed atmosphere.

These events have become popular with our customers and members and include interactive games and sports zones with multiple HDTVs showing all the current sporting events.

RSSI has the lowest annual dues and operating costs of all the Rail Industry Engineering Trade Associations. Fourteen percent of the annual dues are used to support the various associations and organizations that perform lobbying work for our industry and to sponsor the organizations that produce the technical manuals and educational seminars. Five percent goes to our scholarship program and the remainder is used for the association operating expenses.

RSSI undergoes an annual audit conducted by CPA firms specializing in non-profit associations. The different auditing firms we have used over the years are always impressed by the internal controls RSSI has in place to make certain that the General Accepted Accounting Practices are followed and by our record keeping.

One hundred percent of our operating costs are funded through our dues and income from the annual exhibition.



2021 Exhibition Floorplan

RSSI has designed the booth layout of the floorplan for RI 2021 to accommodate the pandemic social distancing rules currently in place. As shown the aisles have been replaced with pavilions to maximize booth exposure. Booths located in hall G below the RSSI information booth (1800f) may have to be relocated to Hall C if additional social distancing space is needed.



Additional Booths are available in this area. Call the RSSI office for more information (904) 379-3366

RSI

RSI

REMSA



2020 Scholarship Winners

RSSI is pleased to announce the recipients of the 2020 scholarship awards.

The James R. Higginbottom scholarship award winner is Amasha Jayaratne. Amasha's father Adisha is employed by Siemens, Inc. in East Brunswick, NJ.

The W. Ed Rowland Memorial Scholarship has been awarded to Samuel Steen. Samuel's father Robert works for Princeton Consultants, Inc. in Rocky Hill, NJ.

We received 40 applications for the 2020 scholarship awards. The scholarships are available to all children, step-children, grandchildren and step-grandchildren of the employees of RSSI member companies in good standing. The scholarships are \$12,000 each payable in \$1500 increments each semester for four years. A recipient must remain enrolled in an accredited college or university and maintain a 3.0 GPA on a 4.0 scale. The applications are judged by three independent judges in ten categories including: academics, leadership, goals, essay and letters of recommendation.

The judges scores are tabulated and the overall top scoring applicants are reviewed and approved by the RSSI Scholarship Committee.



The 2020 RSSI W. Ed Rowland Memorial Scholarship Samuel Steen

Samuel is a graduate of Montgomery High School in Skillman, NJ and plans to attend Calvin University where he will pursue a double major in biology and chemistry.

Samuel graduated with a 97.5 GPA and scored 1520 on his SAT tests. He is a member of the National Honor Society and was captain and MVP on the cross country team and participated on the track and fencing teams. He is a senior patrol leader with the Boy Scouts of America where he earned Eagle Scout status.

His goal is to complete a PHD in biology and become a research scientist so he can make a positive contribution to the world we live in.

Samuel's father, Robert, is employed by Princeton Consultants, Inc. His father and mother, Sherri, reside in Rocky Hill, NJ.



The 2020 RSSI James R. Higginbottom Scholarship Amasha Jayaratne

Amasha is a graduate of East Brunswick High School in East Brunswick, NJ.

She graduated with a 4.59 GPA, scored 1540 on her SAT and has been accepted into the University of Pennsylvania Huntsman Program in International Studies and Business. After college Amasha's goal is to apply her business and international studies education in the nonprofit and social sectors fighting for equality and mental health de-stigmatization.

During her high school career Amasha was Editor-In-Chief of the school newspaper, a member of the National Honors Society, the English Honors Society, a summer intern for the National Alliance on Mental Health and was an AP Scholar with distinction.

Amasha is a first generation Sri Lankan-American. Her father, Adisha, and mother, Ruwani, reside in East Brunswick, NJ where her father is employed by Siemens, Inc.

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

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

Allyssa Phelps - Railway Equipment Company/Columbia University

Hannah Alnemer - iNemsoft/University of Texas

Erika Howery - Progress Rail/University of Missouri - Kansas City

Nick Gillespie - Gennett Fleming/University of Michigan

Gianna Forte - Alstom Transportation/University of Florida



Railway Systems Suppliers, Inc. is a trade association serving the communication, signal, and IT segments of the rail transportation industry.

What We Offer

- **Annual Exhibit:** Largest exhibit in the North American communications and signal industry
- **Annual Scholarship Program:** For member company employees' children and grandchildren
- **Legislative:** We support the initiatives of RSI, GoRail, NRC, CABT, and ASLRRA dealing with federal legislative issues that impact the rail industry
- **Active supporters** of AREMA Technical Committees, IRSE, and other rail and transit associations

RSSI Objectives

- Provide a world class exhibition that allows our member companies to showcase their products and services to their rail and transit customers in the most efficient manner possible
- Work to maintain the stature of the communications and signal supply companies in the railroad industry and business community
- Encourage and provide for the development of the next generation of America's rail, transit and supply leaders
- Provide effective communications to our members about happenings in the rail industry

Join the over **8500** customers, suppliers, and regulators who will be attending the **2021 Railway Interchange Conference and Exhibition** at the Indianapolis Convention Center **September 26-29, 2021**. Over 200 communication and signal companies will be exhibiting with RSSI.

For more information visit the RSSI website at **www.rssi.org**.

UPCOMING EVENTS

2021
September 26-29
RSSI/Railway Interchange
Indianapolis, IN

2022
May 23-25
RSSI C&S Exhibition
Kansas City, MO

2023
July 7-9
RSSI/Railway Interchange
Indianapolis, IN

2024
September 30-October 3
RSSI C&S Exhibition
Louisville, KY



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