

Not just seats... seating solutions.™



ABOUT US

History

- Over 100 years old
- Family owned-and-operated business
- Manufacture transportation seating and seating products
- Located in Chicago, IL
- 500 + employees

ABOUT US

Markets

We manufacture products for three main markets:

- 1) Bus
- 2) Rail
- 3) Truck, specialty, and commercial vehicles

Rail Experience

- Tier One supplier to railcar builders
- Various rail car refurbishment projects
- Orders for Metra, Greater Cleveland Regional Transit Authority and Septa Rail
- Orders for Bombardier, Oregon Iron Works, KPS NA and Talgo
- Most recent projects were for Talgo (WisDOT and ODOT)

Requirements as a Tier 1 supplier

- Tremendous amount of documentation
- Technical expertise
- Product customization
- Timeline flexibility (at every stage of project)
- Use of DBE suppliers

Documentation

- Test results
- Maintenance manuals
- Buy America documentation
- DBE supplier documentation

Technical Requirements

- Rail market is technically intensive
- Try to understand regulations before 1st project
- Don't be afraid to use consulting agencies as a solution
- Each rail project could require custom designs
- Need technical personnel that can interact directly with customers

Flexibility

Timelines

- Timelines for projects are very long
- Delays happen in every phase (quotes to production)
- Delays lead to compressed timelines in later stages
- Delays have strong impact on cash flow

Required Certifications

- ISO 9001 certification would be helpful
- Run tests at an accredited test lab (ISO 17025)
- Welding certifications are required for some projects