

# Next Generation Rail Supplier Connection Forum

**Date:** October 24, 2012    **Location:** Clarion University, Clarion, PA

## FINAL AGENDA (rev 10-22-12)

8:00 am	<b>Registration and Continental Breakfast</b> Opening: Susan Hileman, NWIRC	
8:30 am	<b>Welcome and Speaker Introduction</b> <input type="checkbox"/> Clarion University President Karen Whitney	30 min
8:45 am	<b>U.S. Department of Commerce National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership (MEP)</b> “Next Generation Rail: Building a Robust Domestic Supply Chain”  <u>Speaker:</u> David Stieren, Manager Technology Acceleration, NIST MEP	45 min
9:30 am	<b>U.S. Department of Transportation Federation Railroad Administration (FRA)</b> “Next Generation Rail Initiative and Buy America Goal”  <u>Speaker:</u> Kevin Kesler, Chief, Rolling Stock R&D, DOT FRA To include appropriate specs, standards from PRIIA Section 305 Committee and info regarding 2012 Railcar/Locomotives Procurements  <u>Speaker (via Telephone):</u> Linda Martin, Senior Attorney Advisory and Buy America Coordinator, DOT FRA	60 min
10:30 am	<b>BREAK</b>	15 min
10:45 am	<b>Panel Discussion 1: EMD, GE Transportation, Siemens, Sumitomo Corp of America/ Nippon Sharyo</b> Moderator Dave Stieren (Includes Q&A)	60 min
11:45 am	<b>LUNCH</b>	30 min
12:15 pm	<b>Panel Discussion 2: Brookville Equipment Corp, Faiveley Transport, Wabtec Transit</b> Moderator Dave Stieren (Includes Q&A)	60 min
1:15 pm	<b>Remarks</b> <input type="checkbox"/> Bob Bengel, NWIRC President & CEO <input type="checkbox"/> Congressman Glenn T (GT) Thompson	15 min
1:30 pm to 5:00 pm	<b>1-on-1 Speed Networking Sessions</b> (10 minutes each) See Description – Next Page	3.5 hours

Open and Available for discussions during networking

- ☐ **BUY AMERICA**
  - Carroll Thomas-Martin, Program Manager Technology/Supplier Scouting NIST/MEP
    - PH 301-975-5031 \* Email: [carroll.thomasmartin@nist.gov](mailto:carroll.thomasmartin@nist.gov)
- ☐ **PROCUREMENT TECHNICAL ASSISTANCE CENTER**
  - Chris Pierce – Northwest PTAC
    - PH (814) 677-4800 \* Email: [crisp@nwcommission.org](mailto:crisp@nwcommission.org)
  - Bob Imhof – North Central PTAC
    - PH (814) 773-3162 \* Email: [bimhof@ncentral.com](mailto:bimhof@ncentral.com)



□ **NORTHWEST INDUSTRIAL RESOURCE CENTER**

*The NWIRC encourages all northwest PA companies to contact their appropriate District Manager to discuss follow-up steps and appointments.*

- Gerry Schneggenberger - District Manager (Erie & Warren Counties)
  - PH (814) 898-6891 \* Email: [schneggs@nwirc.org](mailto:schneggs@nwirc.org)
- Erin Dixon Heath – District Manager (Cameron, Clarion, Clearfield, Elk, Jefferson, McKean & Potter Counties)
  - PH (814) 590-1219 \* Email: [edixon@nwirc.org](mailto:edixon@nwirc.org)
- Susan R Hileman – District Manager (Crawford, Forest, Mercer & Venango Counties)
  - PH (814) 572-2077 \* Email: [shileman@nwirc.org](mailto:shileman@nwirc.org)

**One-on-One Speed Networking Meetings**

- Ten minute introductory, private meetings between participating rail car builders / OEMs and prospective suppliers. Note: Prospective suppliers can include both current suppliers and potential new suppliers.
- Please be respectful of time allotments: When you hear the train whistle, it's time to move along!
- These are NOT intended to be deal negotiation meetings – these are private introductory meetings to discuss the basics of participating in the OEMs' supply chains.
- OEMs are prepared to discuss the following:
  - In what component, assembly, and product areas they are seeking suppliers.
  - Highlights of what supplying to them means.
  - Near-term supply opportunities.
- Suppliers and OEMs are encouraged to interact in a near-term follow up manner after the Forum relating to specific supply opportunities and business negotiation details.

Clarion	Name	OEM	Phone	Email
1	Justin Lee Kevin Bahnline	EMD	708-387-6135	<a href="mailto:justin.lee@emdiesels.com">justin.lee@emdiesels.com</a> <a href="mailto:kevin.bahnline@emdiesels.com">kevin.bahnline@emdiesels.com</a>
2	Mark Kaidy	Faiveley Transport	864-423-8867 cell	<a href="mailto:Mark.kaidy@faiveleytransport.com">Mark.kaidy@faiveleytransport.com</a>
3	Ken Kuriyama Steve Rehak	Nippon Sharyo Sumitomo Corp of America	847-228-2700 x138	<a href="mailto:Kuriyama@nipponsharyo.com">Kuriyama@nipponsharyo.com</a> <a href="mailto:steve.rehak@sumitomocorp.com">steve.rehak@sumitomocorp.com</a>
4	Brent McNeil Ben Crana	Brookville Equipment Corp	814-221-7927 814-849-2000	<a href="mailto:B_mcneil@brookvillecorp.com">B_mcneil@brookvillecorp.com</a> <a href="mailto:B_Crana@brookvillecorp.com">B_Crana@brookvillecorp.com</a>
5	Steve Morrison	Siemens (DC)	202-527-5413 cell	<a href="mailto:Steven.morrison@siemens.com">Steven.morrison@siemens.com</a>
6	John Fink Kent Jones	Wabtec	412-302-8521 cell	<a href="mailto:jfink@wabtec.com">jfink@wabtec.com</a> <a href="mailto:kjones@Wabtec.com">kjones@Wabtec.com</a>
7	Justin Downs	GE Transportation	814-875-5301	<a href="mailto:Justin.downs@ge.com">Justin.downs@ge.com</a>

**NOTE: Additional OEMS from Chicago & Sacramento Panelist Forums**

Alstom Transportation  
Bombardier Transportation  
CAF USA  
Dotson Iron Castings  
Elite Manufacturing Technologies  
Freedman Seating Company  
Kawasaki Rail Car  
Knorr Brake  
MotivePower, Inc.  
Super Steel  
Stadler Rail  
Talgo Inc  
Walco Tool & Engineering

Chuck Wochele, [chuck.wochele@transport.alstom.com](mailto:chuck.wochele@transport.alstom.com)  
Jack Martinson, [jack.martinson@us.transport.bombardier.com](mailto:jack.martinson@us.transport.bombardier.com)  
<http://www.cafusa.com/ingles/home/index.php>  
Chris Witt, [cwitt@dotson.com](mailto:cwitt@dotson.com)  
Steven Schommer, [sschommer@emt333.com](mailto:sschommer@emt333.com)  
Sudha Veerapaneni, [sudhav@freedmanseat.com](mailto:sudhav@freedmanseat.com)  
Tadashi Doi, [dbe@kawasakirailcar.com](mailto:dbe@kawasakirailcar.com)  
Keith Frazier, [keith.frazier@knorrbrakecorp.com](mailto:keith.frazier@knorrbrakecorp.com)  
Ken Pierson, [kpierson@wabtec.com](mailto:kpierson@wabtec.com)  
Paul Stack, [paul.stack@supersteel.com](mailto:paul.stack@supersteel.com)  
Stephen Bonina, [stephen.bonina@stadlerrail.com](mailto:stephen.bonina@stadlerrail.com)  
Ferran Canals, [fcanalstalgo-inc.com](mailto:fcanalstalgo-inc.com)  
Karen Schultz, [karens@walcotool.com](mailto:karens@walcotool.com)