



REMSA MAINLINE

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Newly Elected Officers Ready to Lead REMSA Forward

On September 21, REMSA President Dennis Wilcox presided over the Association's annual meeting, held during the AREMA Track Conference in Nashville, TN, at the Gaylord Opryland Resort and Convention Center.

President Wilcox briefly informed the membership of the state of the Association, talked about 2004 activities and presided over an election of three directors.

In accordance with Association Bylaws, the incumbent Board of Directors used secret ballots to nominate candidates for three open director positions. These candidates were presented at the annual meeting for election by representatives of REMSA member companies.

Voting members were sent annual meeting information in August via e-mail. The information included a statement by each candidate and a proxy, which was to be used to designate a person to cast a vote if the member representative was unable to attend the meeting and vote in person.

Candidates nominated and elected are:

Scott Brace

Vice President, RailWorks Track Systems, Inc.



Scott Brace has been in the railroad construction industry for more than 27 years, primarily with the privately held firm of Railroad Service Inc., based in Lakeville, MN, with branch offices in Fargo, ND, Milwaukee, WI, and Pleasanton, KS. Scott was on the Board of Directors of the

RailWorks Corporation from its inception in 1998 until 2002. He is Past Chairman of the National Railroad Construction and Maintenance Association (NRC). He has served as an NRC Board member since 1987 and held the jobs of Treasurer, Secretary and Vice President. Scott also served on the Board of the Associated Builders and Contractors Association.

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Joseph Carlin

President, Balfour Beatty Rail, Inc.



Joe Carlin joined Balfour Beatty, Inc., in September 2003 and is responsible for managing the U.S.-based Rail Projects, Rail Maintenance and Rail Systems divisions. Prior to joining Balfour Beatty, Joe spent 22 years with Eaton Corporation, an \$8.1

billion global manufacturing company based in Cleveland, OH. At Eaton, Joe held numerous key positions in sales, marketing, operations and general management for their electrical control and power distribution businesses. He has a bachelor's degree in business administration from the University of Cincinnati and an EMBA from the Katz School of Business, University of Pittsburgh. In addition to REMSA, Balfour Beatty holds memberships in AREMA and NRC.

Dwayne Lambing

Regional Sales Manager-East, NORDCO




Dwayne Lambing began his career with the Railway Maintenance Corporation (RMC) in 1975 as a Field Service Representative.

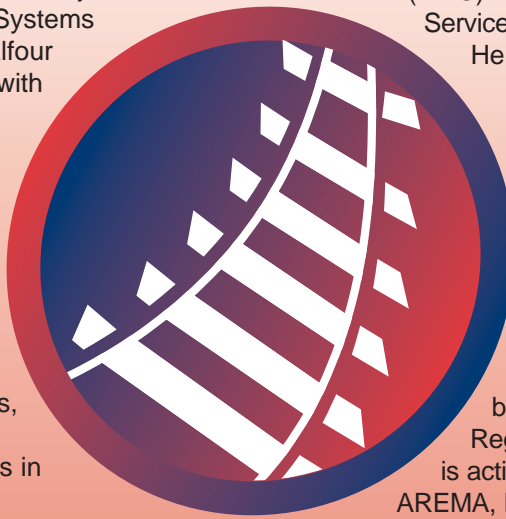
He remained in that position after Portec Inc.

purchased RMC in June 1975.

Dwayne was promoted to Manager, Customer Service in 1981 and continued his service with Portec as a Sales/Service Representative, Lines West, from 1982 to 1989. He has been employed

by NORDCO for eleven years as Regional Sales Manager-East and is actively involved in REMSA,

AREMA, NRC and ASLRRA. 



NRC, REMSA Looking Forward to Florida in January

Next January, escape from winter's cold and step into history as NRC and REMSA combine talents and expertise to stage what promises to be an important event.

For the first time ever, the National Railroad Construction and Maintenance Association (NRC) and the Railway Engineering-Maintenance Suppliers Association (REMSA) will come together to produce a superior conference and tradeshow.

Save January 5-9, 2005, for the super session at the Sheraton Bal Harbour Beach Resort in Miami, FL. Exhibit dates are January 5-7.

"This is an exciting event and is the one in which your company should seriously consider participating," said Judi Meyerhoeffer, REMSA executive director. "As an exhibitor, your company will be able to showcase and

discuss its products, services and small pieces of equipment with employees of transits, short lines, commuter and Class 1 railroads, plus contractors and maintenance-of-way suppliers. The exhibit will provide attendees a tremendous opportunity to gain valuable educational and industry experience."


Each organization will lend its proven strengths to ensure a successful gathering. NRC will run the conference and REMSA will run the exhibits. This NRC and REMSA effort and the conference program promise a great deal from which everyone will benefit.

"Companies looking for an excellent value and ease of exhibiting will appreciate being able to participate in this tradeshow," Meyerhoeffer said.

"It will be held in a hotel environment where most exhibits will be confined to 8-foot x 10-foot booth spaces. Because the cost of transporting large pieces of equipment will be eliminated and huge booth setups

Save January 5-9, 2005

will be unnecessary, this tradeshow will be very cost-effective, enabling you to place your emphasis on marketing, providing information and making personal contacts.

"We'll be happy to answer any questions about the exhibit that you may have, and I'm sure the NRC office will be happy to answer any queries about the conference side of the gathering," she said. "Please do not hesitate to contact us if we can be helpful to you." 

REMSA Scholarships

Help Ease Financial Burden for Five Students

With the cost of higher education on the rise, REMSA's Scholarship Committee selected five deserving students to receive \$2,000 awards to help them meet the costs of going to college.

"Once again, the group of eligible applicants was very good, making it very difficult for the Scholarship Committee to make the final selections," said Richard Jarosinski of Portec Rail Products Inc., chairman of the committee. "Each of the top five scholarship winners scored very high, and they did an excellent job on the required essay. On behalf of the committee, I want to extend best wishes to all the applicants and encourage all of them to continue their good work in school."


In addition to Chairman Jarosinski, the Scholarship Committee is comprised of Dick Carlson, Unit Rail Anchor Company, Inc.; Walter Berry, HiRAIL Corporation; George Sokulski, Simmons-Boardman Publishing Corp.; and Richard Zemencik, Progressive Railroading Magazine.

In 2004, 10 candidates representing nine REMSA member companies competed for the scholarships. Of the five the committee selected to receive awards, two had

earned REMSA scholarships in last year's competition.

In order to be eligible, a candidate must be an employee or the spouse, son, daughter, grandson or granddaughter of a current employee of a REMSA member company. Each candidate must be enrolled and in attendance at the time of application as a full-time college student at an accredited two-year college offering an associate's degree or an accredited college or university offering a bachelor's degree. In addition, the candidates must demonstrate successful completion of the previous year of study and a willingness to continue.

The applicants are also responsible for writing an essay as part of the entry process. This year's topic, chosen by REMSA, was, "What railroad industry advantages are there for the short line railroads to upgrade their track infrastructure to accommodate railcar weights up to 286,000 pounds?"

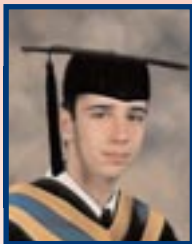
The committee also asked the applicants to write a narrative about present and future studies, research projects or school activities, post-graduate plans and why the applicant thought he or she deserved the scholarship. 

The 2004 REMSA Scholarship winners are:



Paul Campbell

Majoring in chemistry and pre-med at Rockhurst University, Paul is the son of P. Scot Campbell of Unit Rail anchor.



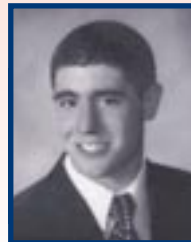
Matthew Horst

Brother to last year's winner, Peter Horst, and son of Fred Horst of CANAC Inc., Matthew is majoring in finance at Concordia University.



Danielle Gleaton

Daughter of John Gleaton of Harsco Track Technologies, Danielle is majoring in management science and management at the University of South Carolina.



Edward Zuppio

A 2003 REMSA Scholarship winner and the grandson of James Toomey of HNTB Corporation, Edward is a finance major at Boston College.



James Freitag

A mathematics/economics/physics major at the University of Illinois, James is the son of Joan Freitag of Hanson-Wilson Inc. He is a repeat winner.

REMSA Member Profile:

Curley's Machine Works, Inc.

Curley's Machine Works, Inc., Kimball, NE, which manufactures switch rods, is one of the woman-owned businesses in REMSA.

"We are certified as a woman-owned business," said Darlene "Shortie" Kiefer, who heads the company. "Certification didn't come about just to get business. I've owned this company since 1979, when I bought it after my Dad died." G. M. "Curley" Hensley, Kiefer's father, founded the company in 1955.

When the oil boom started in Western Nebraska, Hensley, a machinist, moved his family from Great Bend, KS, and built an oil field machine shop in Kimball to serve oil exploration and production.

"My Dad offered 24-hour service," Kiefer said. "We did oil field machine shop repairs and welding. Later, we got into doing oil country tubular goods, the casing and tubing that goes down in the hole to bring the oil out of the ground. We were threading the materials. When the oil market got bad as the price of oil dropped, there was a demand for used tubular goods. Because it wasn't cost efficient to try to bring the oil out of the ground, they'd plug those holes where the oil had been coming, then pull out the casing and the tubing. We started reconditioning this material. The price of oil was so low, people did not want to invest in more expensive new tubular goods, so they would take the used tubular goods after we processed them and run them back down holes in other wells where they could make money. That was a big part of our business for a long time. I bought millions of feet of pipe out of Prudhoe Bay, AK. We built a machine to clean the

scale off the outside and clean the inside of used tubulars that we reconditioned and then we shipped all over the U.S. and Canada.

"We were on a roller coaster ride," she said. "Oil prices would be good and business was good, then it would just die. When the low times came along, we tried to diversify into something else that we could do with the equipment that we have. We went into fiber optics with pipe, sprinkler systems--anything to stay alive.


"Then I had opportunity to get into the railroad industry," she noted. "I was trying to piece out some small work to other shops when someone came to me and said he was doing work for a company and with all the big heavy equipment I had, he thought I could handle this. That's when I started doing service work for VAE Nortrak out of Cheyenne, WY. That was about 1997. Mainly what I was doing was plates, filler bars, D-bars—a little bit of everything that goes into a turnout." Kiefer continued: "At the end of 2000, I started looking at getting into the business of manufacturing switch rods for turnouts. Now 99.5 percent of my business is manufacturing the vertical and horizontal switch rods for the tracks.

Customers include both railroads and suppliers. I serve suppliers that build the turnouts, such as Nortrak, Progress Rail Services, Cleveland Track, Meridian Rail (now Nortrak), Rail Products and more. Montana Rail Link is one of my railroad customers. I also do maintenance rods for Union Pacific and BNSF. The majority of my rods go to suppliers as

part of the total turnout package for the railroads.

"Nortrak, wanted me to pursue manufacturing switch rods because they were very pleased with my delivery and the quality of what I was doing for them," she said. "So I did a lot of research to figure out how it worked and how I could improve the product. I actually went out on the track to make sure I knew what I was making and what it did.

"We are a small company with about 25 employees," she said. "My husband works with me, and so does my sister and my son. I like to think of our people here as a big family. "We've been a member of REMSA for at least a few years," Kiefer said.

"In the past I was a very active member of a steel pipe association, and I was the first woman to be on their board of directors. I joined REMSA for the same reasons I joined the other association: I find them so beneficial because it's an opportunity to meet potential new customers, other suppliers, competitors and new suppliers. REMSA provides an opportunity to keep up to date with what's going on in the industry, with new ideas and new technology. The most important thing to me in any association is to make new friends." 



Congress Adjourns, Postponing Decisions on TEA-21 Reauthorization, Fiscal Year (FY) 2005 DOT Appropriations

By Nicole Brewin
Assistant Vice President · Railway Supply Institute


The House and Senate adjourned for the Summer district work period and for the national political conventions in Boston and in New York. Both chambers reconvened at noon on Tuesday, September 7, 2004.

Prior to recessing, Congress postponed many decisions on bills facing them this election year, including the decision whether or not to abandon work on a six-year highway bill and go with a one-year extension or to force through a six-year bill that makes many states unhappy. However, Congress did approve a fifth extension for the highway bill, which will expire on two separate dates, September 24, 2004, for core highway formula money only, with all other spending in the bill extended through September 30, 2004.

In addition, the House Appropriations Committee approved the Fiscal Year 2005 spending bill totaling more than \$89.9 billion to fund the U.S. Department of Transportation, the Treasury Department and various independent agencies. The bill passed the Committee by voice

vote. Overall, the measure would exceed President Bush's request by \$1 billion but falls about \$495 million short of the amount appropriated for FY 2004. Highway spending would total \$34.6 billion, or about \$800 million more than in FY 2004.

The bill provides \$900 million for Amtrak, a level consistent with the President's budget request but less than Amtrak's request of \$1.8 billion. The bill would direct DOT to develop and implement a procedure for "fair competitive bidding by Amtrak and non-Amtrak operators" for state-supported passenger rail routes. The bill provides a process for DOT to resolve disputes between states and Amtrak regarding the provision of facilities, equipment and services by Amtrak at reasonable terms and compensation to enable service by a non-Amtrak operator.

"The objective of this provision is to allow states the option of providing competitive intercity rail service," an accompanying committee report indicates. In addition, the bill requires Amtrak to repay the \$100 million loan it received from DOT. 

Marie Cirillo Joins REMSA Staff


Marie E. Cirillo joined the REMSA staff as office manager in late May, succeeding Helen Pape, who retired. In her position, she is responsible for the administrative functions of the association. While Ms. Cirillo is new to the



railroad and railway supply industries, she has worked for several associations and councils and promises to be a valuable asset to REMSA.

Ms. Cirillo has held positions with the United Way of America, the Graduate Management Admission Council and IMAS Publishing (USA) Inc., where her duties included database management, meeting planning, budgeting, and editing.

"It is a pleasure working with Marie," said Judi Meyerhoeffer, REMSA executive director. "She is young, enthusiastic and willing to learn. It is wonderful to work with someone who is so well versed in so many different kinds of software and can bring this knowledge to bear on the many things REMSA needs to accomplish."

Ms. Cirillo attended Northern Virginia Community College and majored in English and early childhood education. She has knowledge of American Sign Language and volunteers for several charitable organizations. 

Mission Statement:

To provide global business development opportunities to members.

To transfer knowledge about markets, products & the industry to members & their customers.

To support government initiatives that advance the North American railroad industry.

Railroader Profile:

Walter L. Heide, Amtrak

AREMA President 2004-05




Walter L. Heide began his career in 1970 with the Penn Central Transportation Company. He held positions as Draftsman, Assistant Track Supervisor, Track Supervisor and Assistant Division Engineer until Conrail began in 1976, when he became Senior Civil Engineer in Design and

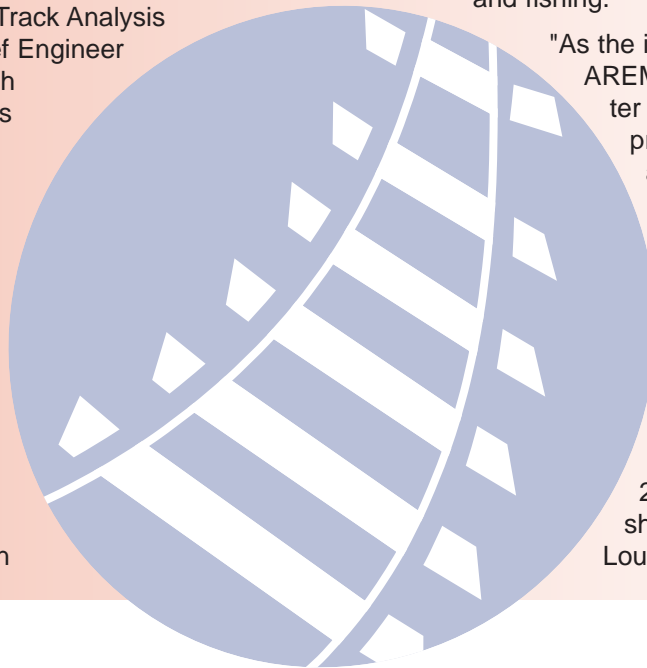
Construction. He held other Conrail positions, including Engineer Standards, Director Track Analysis and Standards and Assistant Chief Engineer M/W. From 1999, he has been with Amtrak as Senior Director Vehicles and Equipment, Senior Director Track Planning, Design and Standards and, currently, Director Business Operations-Engineering.

Heide holds a B.S. degree in Civil Engineering from the University of Cincinnati. He has served on the AAR Heavy Axle Load Research Committee and has been active in the AREA, Roadmasters and Maintenance of Way Association and the American


Railway Engineering and Maintenance of Way Association (AREMA) since 1979. He has served on the AREMA Board since 1997 and is a member of AREMA Committee 1, Roadway and Ballast, Committee 4, Rail and Committee 30, Ties.

Heide and his wife, Karen, are the parents of daughter Gretchen and son Kevin, both now married. The Heides have one granddaughter and one grandson. When he can find the time, Heide enjoys golf, camping and fishing.

"As the incoming President of AREMA, I plan to continue to foster the good relationship we presently have with REMSA and look forward to working together for the betterment of the railroad industry," Heide said. "Our relationship is of utmost importance as we serve our members and prepare for future technical conferences and expositions. This will be highlighted in our 2006 conference and trade show to be held concurrently in Louisville, Kentucky." 



Notice to Members:

DUES TO REMAIN UNCHANGED. For the upcoming year, REMSA dues will remain at \$675. Members can pay these dues by check and, this year for the first time, by credit card. If a member wishes to pay dues using Visa, MasterCard or American Express, a handling charge of \$25 must be included for a total of \$700. Dues invoices will be sent out in November, accompanied by forms to update company representative information and member company information on REMSA's website. 

Senate Commerce Committee

focusing on Transportation Security

The Senate Commerce Committee met in an unusual recess hearing August 16 to review the 9/11 Commission's recommendations as they pertain to transportation security, according to the *AAR Insider*. Commission Chairmen Lee Hamilton and former New Jersey Governor Tom Kean presented the findings of the 9/11 Commission and Under Secretary Asa Hutchinson presented the Administration's testimony. Both Hamilton and Kean emphasized that too much time is being spent within the Administration on homeland security planning and not enough on execution. Kean noted that rail security, in particular, needs to be improved.


Commerce Committee Chairman John McCain (R-AZ) emphasized that, in addition to the aviation sector, transportation security needed to be addressed in other modes. McCain indicated his interest in seeing movement on both the port and rail security legislation reported out of the Senate Commerce Committee and now pending on the Senate calendar: "When Congress resumes, Senators Lieberman, Specter, Bayh, Brownback and I intend to introduce legislation to implement the Commission recommendations," McCain stated.

Senator Olympia Snowe (R -ME) also urged the Administration to move more quickly in finalizing its security plans. Snowe said she is particularly concerned that only five percent of inbound cargo is inspected and that insufficient funds are being given to port security.

In his testimony, Hutchinson indicated that the Administration's current timeline is to finish their master plan and sector specific plans by the end

of the calendar year. He indicated that it is their intention to develop a strategy in rail comparable to aviation. "Homeland Security Presidential Directive 7 (HSPD-7) directed the establishment of 'a national policy for federal departments and agencies to identify and prioritize United States critical infrastructure and key resources and to protect them from terrorist attacks.' HSPD-7 assigned responsibility to DHS to develop a National Infrastructure Protection Plan (NIPP) which will establish roles and responsibilities of federal, state, local and private entities for each sectors' protection. The Secretary has assigned responsibility to develop the NIPP to the Information Analysis and Infrastructure Protection Directorate (IAIP), and the Transportation Security Administration (TSA) has been asked to coordinate development of the transportation-specific chapter. TSA is working in close coordination with DHS components, with the Department of Transportation and its modal administrations, with other key federal, state, local, and tribal agencies, and with appropriate stakeholders in developing this plan. The Transportation Sector Specific Plan (SSP) will delineate roles and responsibilities between the stakeholders and will provide a roadmap for identifying critical infrastructure and key resources, assessing vulnerabilities, prioritizing assets, and implementing protection measures. The Transportation SSP will help ensure that these efforts are systematic, complete, and consistent with the efforts in the other sectors."

Speaking about critical infrastructure assets, Hutchinson noted that: "TSA, in conjunction with IAIP, has

already analyzed close to 4,000 assets using a TSA-developed criticality model that provides the basis for allocation of our limited resources. Assets identified as nationally critical will have a facilitated vulnerability assessment performed. Others will have the ability to use a TSA-developed, free self-assessment tool, among others already available in the private sector, to assess, develop and improve their mitigation capabilities. TSA has developed tools to assess the risk, vulnerability, and criticality of transportation assets." Both the House and Senate are expected to take up homeland security measures this fall. 

Reminder: REMSA Headquarters Has Relocated

To make sure everyone gets the word, this is a friendly reminder that REMSA's headquarters relocated June 1, 2004. The new location provides a more efficient layout from which to serve the membership.

Our new address is:
417 West Broad Street, Suite 203
Falls Church, VA 20046
703-241-8514 (same)
703-241-8589 (same)
home@remsa.org (same)
www.remsa.org (same)

The new location is only a few blocks from where REMSA headquarters has been for the past 13 years.

Events to Note

September

19-22 AREMA 2004 Annual Conference & Exposition. Nashville, TN. Website: www.arena.org. (The following AREMA committees will meet in conjunction with the AREMA 2004 Annual Conference & Exposition in Nashville, TN. Telephone: 301-459-3200):

18 AREMA Committees 14, 24 and 27.

19 AREMA Committees 5, 6, 10, 11, 12, 16, 17, 18, 24 and 27.

22-23 AREMA Committee 8.

21-24 InnoTrans 2004. The International Trade Fair for Transport Technology. Berlin, Germany. Website: www.innotrans.de.

29-30 International Railway Suppliers' Forum, Union League Club, Chicago, IL. E-mail: conferences@sbpub.com.

Fall AREMA Committee 2-Track Measuring Systems, TBA. 301-459-3200.

Fall AREMA Committee 34-Scales. TBA 301-459-3200.

October

Early October AREMA Committee 38-Information, Defect Detection & Energy Systems. Calgary, AB. 301-459-3200.

5-6 AREMA Committee 15-Steel Structures. Raleigh, NC. 301-459-3200.

5-8 1st Libyan International Transport and Logistics Exhibition. Tripoli International Fair Ground, Tripoli, Libya. Contact: J. Kazija. Phone: +44 207 596 5215. E-mail: josko.kazija@ite-exhibitions.com.

7-8, 15-16 Geosynthetics for Beginners®. Sunnyvale-San Jose, CA. Contact: C. Allen Wortley. Phone: 608-262-0577. Website: <http://epdweb.engr.wisc.edu/webG148>.

10-12 ASLRRA Central/Pacific Region Meeting. Hyatt Regency Riverwalk, San Antonio, TX. Contact: Kathy Cassidy. E-mail: kcassidy@aslr.com. Website: www.aslr.com.

10-13 APTA 2004 Annual Meeting. American Public Transportation Association. Atlanta Marriot Marquis.

Atlanta, GA. Contact: Cara Reeve. Phone: 202-496-4874. Website: www.apta.com.

12-14 Railroad Environmental Conference 2004. University of Illinois at Urbana-Champaign, IL. Contact: Kimberley Hagemann. Phone: 217-244-0841. Fax: 217-333-1924. E-mail: rrec@cee.uiuc.edu.

18-20 National Conference and Short Course Railroad Engineering 2004®. Madison, WI. Contact: C. Allen Wortley. Phone: 608-262-0577. Website: <http://epdweb.engr.wisc.edu/webG069>.

19-21 Seventh International Symposium on Railroad-Highway Grade Crossing Research & Safety. Knoxville, TN. Contact: Kathleen Ramsey. Phone: 865-974-5255. Website: ctr.utk.edu.

26 Connections Seminar Rail Transit '04. Baltimore, MD. Contact: Bob Tuzik or Gordon Bachinsky. E-mail: btuzik@interfacejournal.com or armgsb@aol.com.

26-28 Business on Rails. ITM Expo. Sao Paulo, Brazil. Website: www.revistaferroviaria.com.br.

November

2-4 RAILTEX 04. Birmingham, England. E-mail: railtex@macbrooks.co.uk. Website: www.railtex.co.uk.

8-9 Design of Railway Track Systems©. Philadelphia, PA. Contact: C. Allen Wortley. Phone: 608-262-0577. Website: <http://epdweb.engr.wisc.edu/webG431>.

January 2005

5-9 2005 NRC Conference and NRC/REMSA Exhibition. Sheraton Bal Harbour Beach Resort, Miami, FL. Contact: Judi Meyerhoeffer, E-mail: home@remsa.org 703-241-8514, Website: www.remsa.org, or Chuck Baker, E-mail: cbaker@nrcma.org. Website: www.nrcconference.com.

31-Feb. 1, 2005 Railway Security Forum and Expo. Railway Age. Washington Marriott, Washington, D.C. Contact: Jane Poterala. Phone: 212-620-7200. Website: www.railwayage.com.

