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South Florida Joint Gathering Proves Huge Success for REMSA, NRC

Never let it be said that REMSA and National Railroad Construction and Maintenance Association people don't have sense enough to come in out of the cold. With a gathering in Bal Harbour, Florida, the first week of January, REMSA members, NRC members, railroaders, politicians and lots of other folks anxious to take advantage of Florida's warm January weather heeded the call. They gleaned valuable information from the sessions, staffed booths at the trade show, filled the aisles to learn about the latest and greatest products and services, basked in the sun, played golf and much more. NRC organized the conference portion of the joint gathering, while REMSA applied its expertise and experience to staging the trade show.

"What a terrific way to ease back into business after the holidays," said REMSA President Tom Dickey, ESCO Equipment Service Co. "More than 50 exhibitors signed up for booths at the REMSA exhibit, far more than we anticipated for this first-time event. Based on the kind of traffic we saw at our booth, I think all the exhibitors got their money's worth. From talking with other exhibitors, I think that's the general consensus. When the hall was open, it was full of people. And they weren't all there for the free food and beverages, either. They were at every

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booth, asking questions, noting useful information and just chatting. It was a good meeting for exhibitors.” NRC agrees.

“The trade show exhibition, organized by REMSA, was a huge success, with 57 exhibitors displaying their wares and services,” said NRC Chairman Rick Ebersold of Herzog Services, Inc. “Nearly all of the 500 plus attendees visited the exhibits and most were present each time it was open. More than 100 railroad or transit employees were in attendance, as well, and enjoyed the opportunity to see the latest railroad industry products and services. I personally enjoyed seeing real railroaders with hard hats in hand in the exhibit hall, interfacing with suppliers.

“Many of the railroad industry employees were attending engineering staff meetings hosted by the NRC at the headquarters hotel. Among those who held meetings in conjunction with the conference were RailAmerica, Florida East Coast Railway, ASLRRRA Legislative Policy Committee, AREMA Committees 11 and 17, RAILCET, Railway Tie Association Board and the NRC and REMSA Boards. On behalf of the NRC, its entire membership and the Board of Directors, thank you for participating with us and helping to make the 2005 conference such a huge success.”

REMSA will hold its next trade show in fall 2006 concurrently with the AREMA Annual Conference in Louisville, Kentucky. 

REMSA Buyer's Guide Making Encore Appearance in AREMA Membership Directory

The 2005 REMSA Buyer's guide will again appear in the AREMA Membership Directory. Last year's inaugural edition was a huge success. Buyer's Guide listings include contact information and a listing of each member company's products, services and equipment.

NEW

New this year will be the addition of an alphabetical list of products, services and equipment by category, a Yellow Pages-type listing. There are 165 categories under which a company can be listed.

The Buyer's Guide will be distributed to the AREMA membership, approximately 4,000 individuals, all involved in railway and transit engineering and related disciplines. A Buyer's Guide listing is an excellent way for REMSA members to showcase their wares to the decision-makers in the railroad industry's engineering community without cost. To further enhance a member's presence in the industry and to support AREMA, all REMSA members are urged to buy a separate advertisement in the AREMA Membership Directory.

In order to be included in the REMSA Buyer's Guide, members must pay their 2005 dues in full by March 31.

**Tired of Forwarding Mainline?
Try This!**

Are there others in your company who want to read *Mainline*? REMSA will be happy to take the burden of forwarding your copy by sending *Mainline* directly to them. Just send the correct email addresses to home@remsa.org and **we'll add them to our list.**




REMSA Donates **\$10,000** to Save the Children for Tsunami Relief

To help the survivors of the terrible tragedy that struck South Asia in late 2004, the REMSA Board of Directors, at its January meeting, voted to donate \$10,000 to Save the Children for use in tsunami relief.

Save the Children is escalating its unprecedented relief effort in response to children and families affected by the December 26, 2004, Bay of Bengal earthquake and the devastating tsunamis that the quake unleashed. Loss of life totals exceed 200,000, and the needs of hundreds of thousands of children in the area are staggering.

Authorities believe that more than half the deaths from the disaster occurred in Indonesia's Aceh Province, where Save the Children has conducted development and relief programs since 1976, and where the organization is focusing its relief and recovery efforts. Children and adults who survived

the disaster are in dire need of essentials such as clean drinking water, food, temporary shelter and protection from disease.


In Indonesia's Aceh Province and along the Sumatra Coast, the organization points out its on-ground resources, local staff and experience have made it well positioned for this response. In Sri Lanka, Save the Children continues to collaborate with Save the Children/United Kingdom to organize deliveries of materials and other urgently needed relief for children. The organization's response was initially funded by its innovative Halaby-Murphy Revolving Emergency Fund and now is being driven by donations to the organization's Asia Earthquake/Tsunami Relief Fund. These gifts are supporting and helping strengthen Save the Children's lifesaving relief fund so that the organization can reach as many children and families as possible. 

REMSA Members Make Tracks to Capitol Hill

More than 33 employees of 22 REMSA member companies came to Washington, DC, on March 2 to participate in the 7th Annual Railroad Day on Capitol Hill. In addition to a host of suppliers, participants included employees of Class I railroads, short lines, rail labor, shippers and industry contractors. The day was a huge success.

Railroad industry people took part in more than 200 congressional meetings, emphasizing four main points to the men and women of Capitol Hill. Participants stressed that Congress should:

- 1) Reject all proposals to reregulate the freight rail industry;
- 2) Reauthorize TEA-21;
- 3) Provide funding for short line railroads and improve the Railroad Rehabilitation and Improvement Financing Program (RRIF); and
- 4) Reject proposals that unduly restrict the transportation of hazardous materials by rail.

"REMSA wishes to thank all member companies and their employees for participating in this important annual event," said Tom Dickey, REMSA president. "It is absolutely necessary that our country's lawmakers be made aware of how valuable the railroad industry is to every citizen of the United States. With such an enormous number of men and woman conveying the same message, it will be difficult for lawmakers to ignore us." 

REMSA Member Profile: American Equipment Company

American Equipment Company (AMECO), international suppliers of railway equipment and services based in Boca Raton, Florida, was founded 1963. The company represents



locomotive equipment and rolling stock manufacturers, communications and signaling companies, maintenance-of-way equipment suppliers and railway track construction companies.

The company was established to serve the construction equipment industry with a variety of products, primarily concrete block manufacturing equipment and road manufacturing equipment. This effort started what became American Equipment Company, founded by Thomas L. Mabry. Tom was a well-known member of REMSA and had many long-time friendships in the railway equipment industry. Tom Mabry died in 1983.

One of the products that the firm developed was a ballast tamper to be used on railway tracks. Through these efforts, the company expanded its railway business to include other manufacturers. Over its years of operation, AMECO has provided a means for United States based manufacturers of railway equipment to introduce and distribute their products throughout the world.

“American Equipment Company is one of the most diversified suppliers of United States of America-manufactured railway products,” said Howard McCall, Jr., president. “Representing more than 50 manufacturers in 58 countries, with more

than 40 in-country representatives worldwide, AMECO is one of the most diversified suppliers of U.S. manufactured railway equipment products in the world. The company supplies a wide variety of railway equip-

ment, maintenance-of-way equipment, locomotive spare parts, locomotive workshop equipment, wheel and axle shop equipment and permanent way equipment. Equipment supply is complemented by the company’s other services, including financing arrangements, delivery and product installation. AMECO has been under the current ownership since 1974. The company currently has about 151 clients and serves major customers in Brazil, Mexico, South Africa and Iraq. The repeat business rate is 85 percent.

Sales and promotion efforts include daily contact with clients via local agents/representatives and U.S. government trade associations, advertisement in industry publications and membership and participation in industry associations.

In addition to providing OEM parts and products, AMECO also provides an extensive list of services:

Financial arrangements

AMECO has extensive experience in arranging financing through export credit facilities such as Ex-Im Bank

and Foreign Credit Insurance Association (FCIA). In addition to coordinating all financial arrangements, AMECO also provides all documentation of the sale through bid bonds, performance bonds, and letters of credit.

Delivery

AMECO oversees all aspects of equipment delivery in order to ensure items arrive on time and in proper condition. AMECO makes all arrangements for shipment from factory to domestic port, from domestic port to foreign port, and from foreign port to final destination.

Product Operation

AMECO ensures that service technicians are available as needed to install all equipment and insure proper operation of each product. The company’s marketplace extends to every country in the world that maintains a railway, particularly those countries that maintain a



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dominant fleet of USA-manufactured equipment. AMECO's primary markets include Mexico, South America, the Southern African continent, the Middle East, India, Far East, and Korea.


"As a result of its extensive history and industry networking experience, the company is well positioned to expand its operations into the burgeoning markets of China and Russia," McCall said.

"American Equipment Company has been a long-time member of REMSA, McCall said. "I value my membership in REMSA. As an international businessman, I have a very well worn passport that is required for entry to a foreign country. I consider my membership in REMSA also as a 'passport.' My REMSA membership

indicates that I am a recognized member of the U.S. railway equipment supply industry. I use my REMSA 'passport' when introducing my company and the principal's products that I represent to my international customers. I do feel that recognition of your peer group is the best endorsement that one can offer to a prospective client or new supplier to represent.

"REMSA has tried to introduce the international marketplace to my fellow members for the past few years. While the international market is appetizing to some companies, it can produce indigestion for others. It takes a significant amount of knowledge and commitment to tackle the business challenges that await the international businessman. The technical standards are different, the

operating methods are different in some cases, and there are the always-present cultural differences. In addition to the above, there is one of the most significant challenges present, and that is the financial risk that each business opportunity holds. These are all challenges that American Equipment Company must address in each negotiation successfully to remain an added value to both our customers and our principals.


"I feel our REMSA global railway strategy is good for business, as it does send the message to our international railway equipment users that we in the USA are serious about competing in the international marketplace," he said. "It is a task that is not won overnight, as evidenced by our more than 50 years of constant effort in the international marketplace." 

NRC Schedules Second Annual Equipment Auction

On March 31, NRC will host its Second Annual Railroad Contracting Equipment Auction.



This auction will be held at a Herzog Contracting Corporation rail yard in Elwood, Kansas, just outside of St. Joseph, Missouri. To register equipment for sale or

receive a list of registered equipment, please contact Blackmon Auctions at 501-664-4526 or visit them at www.blackmonauctions.com. If you have any questions about the auction, please contact NRC Auction Committee Chairman Dan Samford at dsamford@herzogcompanies.com or 816-233-9001. 

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.

President Bush Presses for Changes to Amtrak, Seeks End to Two Other Federally Supported Rail Programs

By Tom Simpson

Railway Supply Institute


In his FY 2006 budget, President Bush has recommended that federal support of Amtrak cease unless substantial reforms are enacted by Congress. To further underline the urgency of his request, President Bush has asked for no money for Amtrak in the fiscal year beginning October 1, 2005, and predicated additional money for intercity passenger rail on passage of the administration's legislative proposal entitled the "Passenger Rail Investment Reform Act." He has asked for \$360 million in FY 2006 to allow the Surface Transportation Board to continue to operate the Northeast Corridor and Chicago's Union Station in the event of an Amtrak shutdown.

In a blow to high-speed rail advocates, the President proposes zeroing out the next-generation high-speed rail program for FY 2006. While Congress appropriated only \$20 million in FY 2005, the federal high-speed rail program oversees important research on train control systems, high-speed locomotives and grade crossing issues. The President's rationale for this action was that the future of the passenger rail system remains under debate.

Finally, the President also proposes eliminating the Railroad Rehabilitation and Improvement program. RRIF loans are made available to short line railroads for infrastructure improvements, and the program was used as a vehicle to bridge Amtrak over a financial crisis earlier in the decade. The administration argues that the tax credit program for small railroads enacted by Congress last year makes the RRIF program unneeded.

DOT Secretary Norm Mineta has made Amtrak reform a top priority. Congress has reacted with skepticism. Senator Conrad Burns (R-MT) sent a bipartisan letter supporting Amtrak to Mineta that was signed by 34 other Senators. Congressman Steve LaTourette (R-OH), Chairman of the House Transportation and Infrastructure's Rail Subcommittee, has told the Railway Supply Institute (RSI) that Amtrak won't die on his watch. Amtrak supporters in Washington have begun to meet to plan a legislative strategy to save passenger rail in this country.

It is RSI's position that the country should be building an intercity passenger rail network, not tearing one down. This has the promise of a bruising debate. Stay tuned.

In another issue important to railway suppliers, Congress appears to be ready to move ahead on TEA-21 reauthorization. While legislation from the last Congress died when that Congress adjourned, the framework developed last year for TEA-21 reauthorization has been carried over. RSI is confident that spending levels for rail transit programs and the Section 130 grade crossing safety program will be increased. It also appears that there will be no changes in truck sizes and weights. 


In memoriam:

Robert J. Whalen, Jr.

In early February, Robert J. Whalen, Jr., a long-time veteran of the railway supply industry, died at his home in Florida. He was 58.

Whalen was born in Evanston, IL. He served in the U.S. Coast Guard and graduated from Lebanon Valley College with a degree in business administration. After serving as a trust officer for Fulton Bank, Lancaster, PA, Whalen began a 30-year career with True Temper, now part of Progress Rail Services Corp. He retired to Florida in 1958 and continued to work as a substitute teacher at Charlotte High School. He was also an avid reader and golfer.

Whalen is survived by his wife, Donna, two sons and three grandchildren.

In lieu of flowers, the family asked that memorial donations be made to Hospice of Southwest Florida, 5955 Rand Blvd., Sarasota, FL 34238, or M.D. Anderson Cancer Center, P.O. Box 4486, Houston, TX 77210. To express condolences to the family, please visit www.LTaylorfuneral.com and sign the guest book. 





REMSA Opens 2005 Scholarship Competition

Because the cost of higher education is itself always going higher, REMSA is once again offering students and their parents the opportunity to obtain a little relief. Again this year, REMSA is offering five \$2,000 scholarships for deserving students within the REMSA family who have a potential interest in railway-related careers.

According to the rules, the student's orientation should be toward working for a railroad, a rail transit system, a contractor whose primary business is construction and maintenance of railroad track and structures, railway-industry consultants or for a railroad-oriented supply company.

All necessary materials must be submitted to REMSA by May 6. 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.

Each year, entrants are required to complete an essay of 500 words or less on a topic chosen by REMSA as part of the competitive process. This year, students are being asked to address the following: The Staggers Rail Act of 1980 deregulated the rail industry and created a market-driven, cost-effective rail system. Some special interest groups are now calling for reregulation. Do

you think the railroads should be regulated by the federal government? Why or why not?

Applicants are asked to write a narrative about present and future studies, research projects or school activities, post-graduate plans and why the applicant thinks he or she deserves the scholarship.

To apply, candidates should send the application form, available at the REMSA website or from REMSA headquarters in Falls Church, VA, and all accompanying materials to the Executive Director of REMSA, post-marked no later than May 6. The absence of any of the required materials renders the application incomplete.

Current REMSA scholarship recipients are eligible to be considered for renewal of their scholarship assistance each year. They must submit a new application form, narrative statement, two letters of recommendation (one must be from a college faculty member), letter of sponsorship from a REMSA member company, an updated transcript including courses taken and grades received since their initial application and an essay on the topic listed above.

A Scholarship Committee appointed by the REMSA Board of Directors will base its evaluation for awards on


the material submitted. All applicants will be informed of awards in July. Scholarship recipients will be required to submit a final official transcript, including grades for the spring term.

REMSA asks that applicants submit the application, narrative

Required materials include:

1. A completed Application for 2005 Undergraduate Scholarship Program form, including the narrative requested in the application.
2. A letter written on official REMSA-member-company stationery confirming REMSA sponsorship as requested in the application and stating the relationship of the member company employee to the applicant, e.g., mother, father, grandfather, etc.
3. An official transcript from all schools attended, including high school, and all college-level work completed through January 31, 2005. The transcript(s) should list courses taken or in which currently enrolled that may apply to a possible railway-oriented career.
4. A 500-word essay on the topic listed above. The essay should be double-spaced on a separate sheet with the applicant's name printed at the top.
5. Two letters of recommendation written on official letterhead as explained on the application form. College students must provide at least one letter from a faculty member of the college in which the applicant is currently enrolled.

statement and essay in one envelope. Transcripts, letters of recommendation and letter of sponsorship should be sent directly to REMSA from the appropriate persons.

REMSA recommends that applicants call the headquarters office (703-241-8514) around mid-April to inquire about the status of their applications with regard to receipt of the materials required for consideration. If any materials are missing, the application will be incomplete. 

Events to Note

March

- 15-16** 10th Annual AAR Research Review. Transportation Technology Center, Inc., Pueblo, CO. AAR: 202-639-2100. Website: www.aar.org.
- 15-16** AREMA Committee 7-Timber Structures. Salt Lake City, UT. 301-459-3200.
- 15-17** SIFER 05-Fourth International Railway Industry Exhibition. Lille Grand Palais, Lille, France. Phone: +44 (0) 1707 278 200. E-mail: sifer@mackbrooks.co.uk.
- 31** 2nd Annual NRC Railroad Contracting Equipment Auction. Herzog Contracting Corp. rail yard. Elwood, KS, near St. Joseph, MO. Contact: Dan Samford. Phone: 816-233-9001, ext. 158. E-mail: dsamford@herzogcompanies.com.

April

- 2-5** ASLRRA Annual Convention. Marriott, Anaheim, CA. 202-628-4500. Website: www.aslrra.org.
- 2-6** APTA Commuter Rail Conference. Bonaventure Hotel, Los Angeles, CA. 202-496-4839. Website: www.apta.com.
- 5-6** Engineering Fundamentals of Terminal, Yard and Intermodal Facilities. Madison, WS. Contact: C. Allen Wortley. Phone: 608-262-0577. Website: <http://epdweb.engr.wisc.edu/webG156>.
- 7-8** The Maintenance, Rehabilitation and Upgrading of Railroad Track. Madison, WS. Contact: C. Allen Wortley. Phone: 608-262-0577. Website: <http://epdweb.engr.wisc.edu/webG157>.
- 23-24** AREMA Committee 34-Scales. TBD. 301-459-3200.
- 26-27** Fundamentals of Railway Train Control and Signaling Systems. Sunnyvale, CA. Contact: C. Allen Wortley. Phone: 608-262-0577. Website: <http://epdweb.engr.wisc.edu/webG780>.

May

- 2** AREMA Committee 16-Economics of Railway Engineering & Operations, TBD. 301-459-3200.
- 4-5** Design of Railway Track Systems. Rolling Meadows, IL. Contact: C. Allen Wortley. Phone: 608-262-0577. Website: <http://epdweb.engr.wisc.edu/webG782>.
- 11-12** AREMA Committee 18-Light Density & Short Line Railways. Springfield, IL. 301-459-3200.
- 11-13** AREMA Committee 5-Track. Worcester, MA. 301-459-3200.
- 12-13** AREMA Committee 8-Concrete Structures & Foundations. Colorado Springs, CO. 301-459-3200.
- 16** Principles of Wheel/Rail Interaction Seminar. Chicago, IL. Advanced Rail Management Corp. and Interface

Journal. Contact: Brandon Koenig. Phone: 847-808-1818. E-mail: WRSeminars@aol.com.

Website: www.wheel-rail-seminars.com.

- 17-18** Wheel/Rail Interaction '05. Advanced Rail Management Corp. and Interface Journal. Chicago, IL. Contact: Brandon Koenig. Phone: 847-808-1818. E-mail: WRSeminars@aol.com. Website: www.wheel-rail-seminars.com.
- 21** Trackwork 101. Track Guy Consultants. Hilton Garden Inn, Southpoint, Canonsburg, PA. Contact: John Zuspan. Phone: 724-229-1300. E-mail: trackguy@aol.com. Website: www.trackguy.com.
- 24** AREMA 2005 C&S Technical Conference. Omaha, NB. In conjunction with the RSSI C&S Exhibition (May 25-26). 301-459-3200.
- 24-25** AREMA Committee 15-Steel Structures Minneapolis, MN. 301-459-3200.

June

- 14-16** 8th International Heavy Haul Conference. Rio de Janeiro, Brazil. Phone: +55 21 2512 0666. Fax: +55 21 2511 2085. E-mail: ihhc2005@metodoeventosrio.com.br. Website: www.ihhc2005.com.br.

July

- 24-26** Tie Grading Seminar. Railway Tie Association. DuBois, PA. Phone: 770-460-5553. Fax: 770-460-5573. E-mail: ties@rta.org. Website: www.rta.org.

September

- 5-8** Railway Tie Association 87th Annual Convention. Hotel Omni Mont-Royal, Montreal, Que., Canada. Phone: 770-460-5553. Fax: 770-460-5573. E-mail: ties@rta.org. Website: www.rta.org.
- 25-28** AREMA 2005 Annual Conference and Exhibition. Palmer House Hilton Hotel, Chicago, IL. Website: www.arena.org.

October

- 10-11** Design of Railway Track Systems. Philadelphia, PA. Contact: C. Allen Wortley. Phone: 608-262-0577. Website: <http://epdweb.engr.wisc.edu/webG783>.