



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**

*Making an Impact on
U.S. Manufacturing*

Welcome We will begin shortly

**Don't
FORGET!**



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Buy America Transit Supply Chain Connectivity National Webcast

March 5, 2014

Today's Agenda

- 1:00pm Welcome from NIST MEP
- 1:10pm U.S. DOT Introduction:
The Nation's Transit Systems, Domestic Content Objectives, and the DOT Federal Transit Administration-NIST MEP Collaboration
- 1:20pm American Public Transportation Association (APTA) Introduction
- 1:25pm Transit Original Equipment Manufacturer Introductions
- 2:00pm MEP Overview and Supply Chain Assistance Resources
- 2:15pm Discussion / Q&A
- 2:30pm Adjourn



U.S. Department of Transportation Federal Transit Administration

INTRODUCTION BY MATTHEW WELBES, EXECUTIVE DIRECTOR



American Public Transportation Association Introduction



Frances Hooper
Staff Advisor
American Public Transportation Association (APTA)

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Transit Original Equipment Manufacturers

ARBOC Specialty Vehicles, LLC
Bombardier Transportation
Brookville Equipment Corp
Champion Bus, Inc. Thor Industries
GILLIG LLC
Mobile Climate Control
NABI Bus LLC
New Flyer
Nova Bus
Vapor Bus International-A Wabtec Company
Vossloh Kiepe



Mobile Climate Control



NOVA BUS



NEW FLYER





Debbie Baker

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Compliance Coordinator

574-825-4890

<http://www.arbocsv.com/>



US Transit Supply Chain Webinar

2014-02-05/Michel Frenette

General information

- Bombardier has a manufacturing plant in Plattsburgh, NY and Kanona, NY.
- Bombardier has a wide portfolio of Rail Transit Vehicles for the US Market.
- Bombardier manufactures Rail Transit Vehicles for the largest Transit Authorities throughout the country.
- Bombardier wishes to optimize its US based supply chain in our evolving environment

Supply Chain Contact person:

Michel Frenette

Supply Management Senior Bid Administrator

michel.frenette@cal.transport.bombardier.com

BOMBARDIER

the evolution of mobility



Empowering Partnerships

BROOKVILLE products feature thousands of unique components across the company's multi-industry vehicle portfolio. With new orders and rebuilds arriving for streetcars, mining vehicles and large locomotives, BROOKVILLE is constantly searching for new Domestic Suppliers and DBE suppliers that assist us to meet our AAR M-1003 industry qualifications, standards and specifications.

Ben Crana, Purchasing Manager

175 Evans Street

Brookville, PA 15825

Main: 814-849-2000

Fax: 814-849-2010

bcrana@brookvillecorp.com

For more information on Brookville Equipment Corporation's Supplier Program, please visit

www.brookvillecorp.com/supplier-center.asp



Empowering Partnerships

Who We Are

Brookville Equipment Corporation is a manufacturer of custom rail-mounted and rubber-tired haulage and transportation equipment for the mining, tunneling, freight rail, passenger rail and streetcar markets, supplying American designed and manufactured world-class products. Founded in 1918, BROOKVILLE is headquartered in the town with the same name in rural North Central Pennsylvania along the Interstate 80 corridor.

Who We Work With

BROOKVILLE is eternally dedicated to working with and supporting Domestic Suppliers and DBEs in the United States of America. As a sign of our commitment, we have implemented progressive Domestic Supplier Initiative and DBE programs that will exponentially increase our partnership with Domestically located and DBE component suppliers, services and ancillary businesses now and in the future.

For more information on Brookville Equipment Corporation's Supplier Program, please visit

www.brookvillecorp.com/supplier-center.asp



CHAMPION
BUS, INC.



- Champion Bus is located in Imlay City, Michigan
- Champion was founded in 1953. Champion began producing Commercial buses in 1981. Champion Bus is one of the Largest Custom Manufacturers of Small to Mid Sized Buses. Experienced, Innovative and Specialized in Light-Medium Duty Cutaways, Low Floor and Rear Engine Coach Products. Our Parent Company is Allied Specialty Vehicles.
- State of the Art Facility with over 194,000 square feet of manufacturing space and over 300 dedicated employees, Champion is able to produce over 1,400 mid-size buses per year. Onsite Advanced Downdraft Climate Controlled Paint and Graphics Facility
- Champion has been ISO certified and is currently registered as ISO 9001:2008 and has been ISO certified since 1999
- Champion was the first bus company to be QVM certified by Ford Motor Company
- Fully Staffed Customer Service and On-Site Training & Maintenance Support

LINE UP OF CHAMPION

Challenger



M2 Freightliner



Crusader



CTS-FC



Defender



Support

- We have a national dealer network consisting of 30 dealers, some with multiple locations to provide local support
- We have a fully staffed sales, engineering, customer service, quality, and compliance department consisting of 30 employees to insure smooth order and production processes and provide after the sale support
- Our goal is to provide same day shipping 90% of the parts orders taken before 10 am.
- We have an online warranty system to streamline any warranty claims submitted from our dealers.
- We offer an industry standard 12 months/12,000 mile bumper to bumper warranty with extended warranty options available
- Our body structure warranty is 5 year/75,000 miles
- Corrosion 3 year/75,000 miles
- Paint 1 year/unlimited
- A/C on ACC systems is 2 year unlimited or 3 year/75,000 miles

Larry Mabery
Champion Bus/General Coach
Direct Line- 810-724-1753, ext. 254
lmabery@championbus.com



▶ **Gillig LLC: Original Equipment Manufacturer of U.S. transit buses**

- Based in Hayward, California
- <http://www.gillig.com/>

▶ **Supply Chain Contact Information:**

- Purchasing Managers: (510) 785-1500
- Address: P.O. Box 3008
Hayward, CA 94540-3008

Chris Turner, VP Supply Chain
Chris.Turner@gillig.com



Mobile Climate Control

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905-482-2750 ext: 1294 • Fax: +1-905-482-2754
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www.mcc-hvac.com



Joseph Gibson

joe.gibson@nabiusa.com

Senior Vice President Sales & Marketing

765-702-0100

<http://www.nabusind.com/>



New Flyer Industries

North America's #1 Heavy-Duty Transit Bus Manufacturer and Parts Supplier



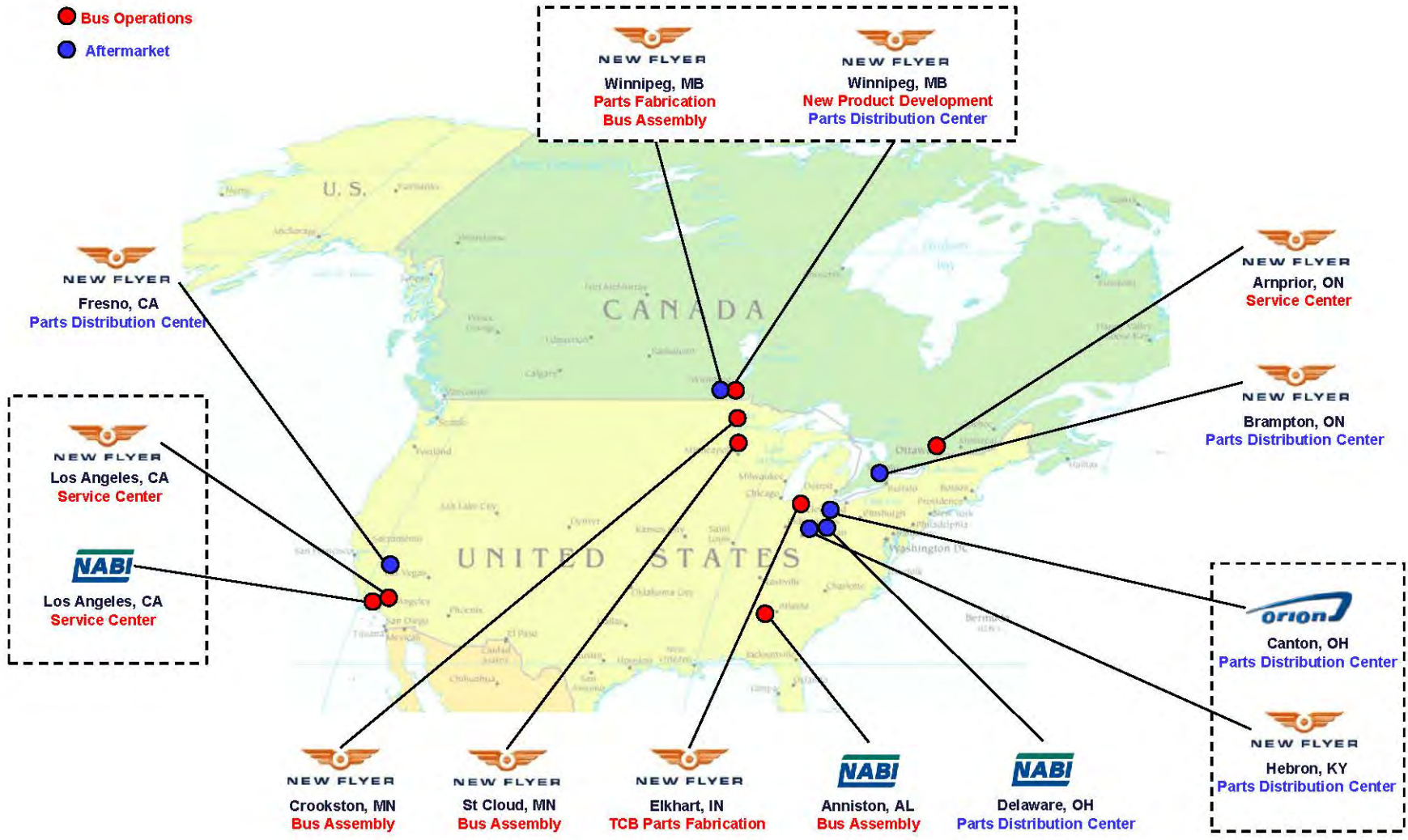
Supply Chain Contact

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David White, VP Supply Chain
david.white@newflyer.com
<http://www.newflyer.com/>

New Flyer Bus and Aftermarket Locations

- Bus Operations
- Aftermarket





New Flyer and NABI Product Offering



MiDi®
30', 35'

Xcelsior®1
35', 40'

LFW²
32', 35', 42'

BRT³
42'



Xcelsior®1
60'

BRT³
60'





NOVA BUS & Prevest Car (US) Inc. divisions of Volvo Bus Corporation

Contact: Michelle Sahai - BAA Specialist
email: michelle.sahai@volvo.com
Office: 518-957-2059
website: www.novabus.com

Attendee: John Kardos – VP Business Development





Nova Bus | Strategic locations in North America



Headquartered in St-Eustache

One structure manufacturing plant

- St-François-du-Lac (107,000 sq. ft.)

Two final assembly plants

- Canada: St-Eustache (150,000 sq. ft.)
- USA: Plattsburgh (140,000 sq. ft.)

Approx. 900 colleagues



Our Smart transportation solutions

Transit buses

Our entire line of buses is based on a single proven platform and designed to provide a highly competitive life cycle cost. Our solutions are among the best in the industry.

For you, this translates into cost savings, effective maintenance, streamlined training and simplified parts management.

Available with clean diesel, hybrid-electric or natural gas propulsion.

Parts & Service

Our dedicated support and strong parts network help ensure a successful introduction followed by years of reliable service. We are committed to keeping your vehicles on the road for their entire service life.



Rich Palumbo

rpalumbo@wabtec.com

847-777-6434

<http://www.vapordoors.com/>

Vossloh Kiepe Inc. North American Headquarters Alpharetta, Georgia



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Est. 1906, Vossloh Kiepe Specializes in the Design and Manufacture of;

- Electric Traction Systems for Rail and Bus Applications**
- Auxiliary Power Systems for Rail and Bus Applications**
- Electrical System Upgrades for Obsolete Equipment**
- Electrical Components, Such as Contactors, Relays, Switches, etc.**



**Customized
Test
Equipment**



www.vossloh-usa.com

www.vossloh-kiepe.com

www.vossloh.com

vossloh
KIEPE

Vossloh Kiepe Inc.
Alpharetta, Georgia



System Integrator

Vossloh Kiepe, Inc Products

Complete Electrical Systems Including Traction And Auxiliary Power Systems

Product Applications	Product Features
Light Rail Vehicles/Streetcars	Voltages up to 1500V
Subway/Metro	Wide Range of Power Outputs
Commuter/Regional	IGBT Technology
Trolley Bus	AC And DC(Upgrade) Applications
Hybrid Bus	Integrated Energy Management
Battery Bus	Monitoring And Diagnostics
Fuel Cell Bus	Off Wire Applications

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Vehicle Integration
Dayton Dual-Mode
Trolley Bus



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Vossloh Kiepe Inc. - U.S. References

Vossloh Kiepe, Inc. U.S. References:

PCC car AC drive and APS upgrade – SEPTA / Brookville Locomotive

Subway IGBT chopper traction power upgrade – SEPTA direct

Electrical systems for new trolley buses – SEPTA / New Flyer

Traction power system for new LRVs – Houston Metro / CAF

Vehicle system integrator for Dayton dual mode trolley buses

Electrical systems for new trolley buses – King County Metro / New Flyer

Electrical systems for new trolley buses – San Francisco MTA / New Flyer



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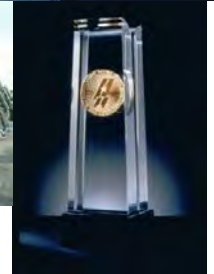
vossloh
KIEPE

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The National Institute of Standards and Technology (NIST)

Mission: To promote U.S. innovation and industrial competitiveness by advancing measurement science, standards, and technology in ways that enhance economic security and improve our quality of life



NIST Programs

- Measurement Laboratories, Manufacturing Extension Partnership (MEP) Program, Baldrige Performance Excellence Program

NIST Assets, Products, Services

- 3000 employees, 2700 associates and facilities users, >1300 field staff in MEP partner organizations
- Unique User Facilities: Center for Neutron Research, Center for Nanoscale Science and Technology
- 100 different types of Standard Reference Data, 1,300 Standard Reference Materials
- 18,000 calibration tests, 2,000 publications, 800 accreditations per year

THE MEP PROGRAM IN SHORT....

Federal-state-private partnership that works with U.S. manufacturers to help them create & retain jobs, increase profits, and save time & money

- Nationwide network of manufacturing specialists assisting U.S. manufacturers to grow and compete
- Focus on developing new customers, expanding into new markets, creating new products.
 - ✓ 60 centers with 500+ field locations
 - ✓ 501 c3 non-profits, university-based, embedded in state government agencies
 - ✓ System wide, Non-Federal staff is > 1,200
 - ✓ Contract with over 2,800 third party service providers
- FY2014 Federal budget: \$128M, w/cost share requirements for MEP Centers
 - ✓ MEP Center operational model includes fee-for-service approach

30,131
Manufacturers served in FY2013

MEP completed over 515,000 customer engagements since the program's inception including technical assistance projects, training programs, networking events and long-term strategic support.

MEP CLIENT IMPACTS

Results reported by MEP clients receiving services from FY2012-2013. Measures are a conservative snapshot of benefits. Recurring or cumulative benefits may be larger

	New Sales	\$2.2 Billion
	Retained Sales	\$6.2 Billion
	Total Increased/Retained Jobs	62,703
	Cost Savings	\$1.2 Billion
	New Client Investments	\$2.6 Billion

MANUFACTURING EXTENSION PARTNERSHIP



www.nist.gov/mep

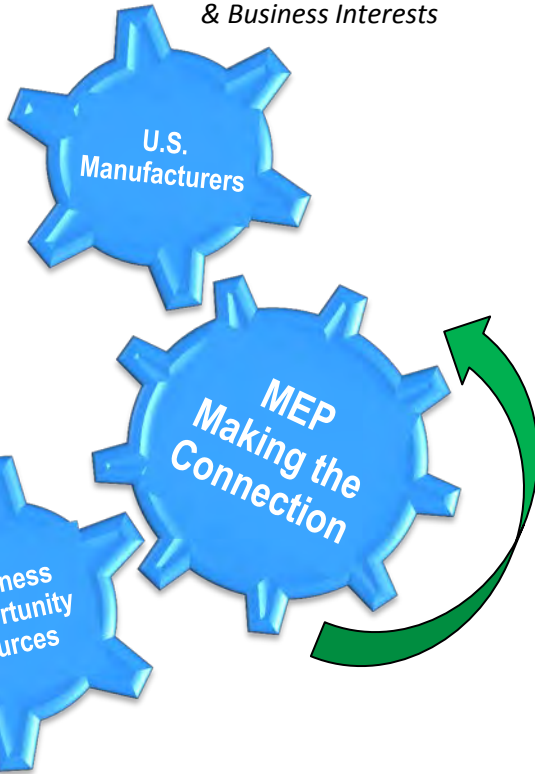
– or –

800-MEP-4MFG

Making an Impact on U.S. Manufacturing

MEP: *Connecting and Assisting U.S. Manufacturers*

*Production, Engineering
Capabilities & Capacities
& Business Interests*



*Business Opportunities
available from
Govt. Agencies, OEMs*

- Enhance business opportunities for U.S. manufacturers
- *Connect* products, capabilities, capacities of U.S. (small) manufacturers with:
 - ✓ *Appropriate market opportunities*
 - ✓ *Supply chain needs of OEMs, govt agencies*
- Provide *assistance* to manufacturers, including:
 - ✓ *Technical manufacturing services for products, processes*
 - *Manufacturing Strategy and Scale-up*
 - *Production Optimization, (Re)tooling (Lean/Quality)*
 - ✓ *Supply Chain Requirements and Market Diversification*
 - ✓ *Innovation and Product/Process Development*
 - ✓ *IP Management and Financing/Access to Capital*
 - ✓ *Workforce Development*
 - ✓ *Environmental Sustainability*

MEP Make it in America: Supplier Scouting

- MEP Supplier Scouting is a proven set of processes that brings business opportunities to U.S. manufacturers.
 - ✓ MEP leverages its knowledge of local manufacturers to
 - ID potential suppliers for gov agency, OEM sourcing needs
 - provide tech assistance to firms as relevant to specific supply chains – often involves market diversification for manufacturers
 - ✓ **MEP Supplier Scouting** includes assisting federal agencies' compliance with *Buy America / Buy American Provisions* of federal funding programs.
 - ✓ MEP scouts for U.S. manufacturers that are capable *and* interested in supplying products needed by various supply chains
 - ✓ Multi-faceted approach to connecting manufacturers with opportunities
 - ✓ Key to success is the MEP Network – not the tools utilized
- MEP Supplier Scouting partners have included:
 - ✓ DOT (several admins), DOD, DOE, NIST, OEMs (rail + other industries)



MEP Supplier Scouting and Buy America Transit Supply Chain Connectivity and Development

The nationwide MEP Network will actively assist during 2014 in development of more robust domestic supply base for transit equipment in U.S.



- ✓ Interagency Agreement between DOT FTA and NIST MEP
- ✓ NIST MEP handle national, system-wide management, coordination of MEP efforts
- ✓ MEP Supplier Scouting conducted by Centers to ID manufacturers both **capable of** and **interested in** supplying needed manufactured goods
 - To likely include manufacturers currently serving transit industries + manufacturers from other sectors (auto, defense, aero, industrial controls / electronics, others ?)
- ✓ MEP also available to assist potential domestic suppliers (especially from other sectors) with diversification into transit supply chains

Buy America Transit Supply Chain Connectivity

Next Steps

- Today's Webcast
 - ✓ NIST MEP to post webcast slides for access by participants, interested entities
- Next Connectivity Events
 - ✓ 2 Transit Supply Chain Connectivity Forums in 2014
 - Kansas City, MO – May 7, 2014
 - Houston, TX – October 15, 2014
 - Offer a venue for smaller manufacturers to learn from OEMs and govt agencies what products are needed and find out more about investments they need to consider when entering transit industry
 - Details to be disseminated by NIST MEP, APTA, FTA, and MEP Centers

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Thank You for Your Participation !

Discussion / Q & A

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