

Transit Leadership – BRAKES – DOORS – HVAC



February 2012

Knorr-Bremse Group: Global Organizational Structure

Knorr-Bremse AG



Systems for Rail Vehicles

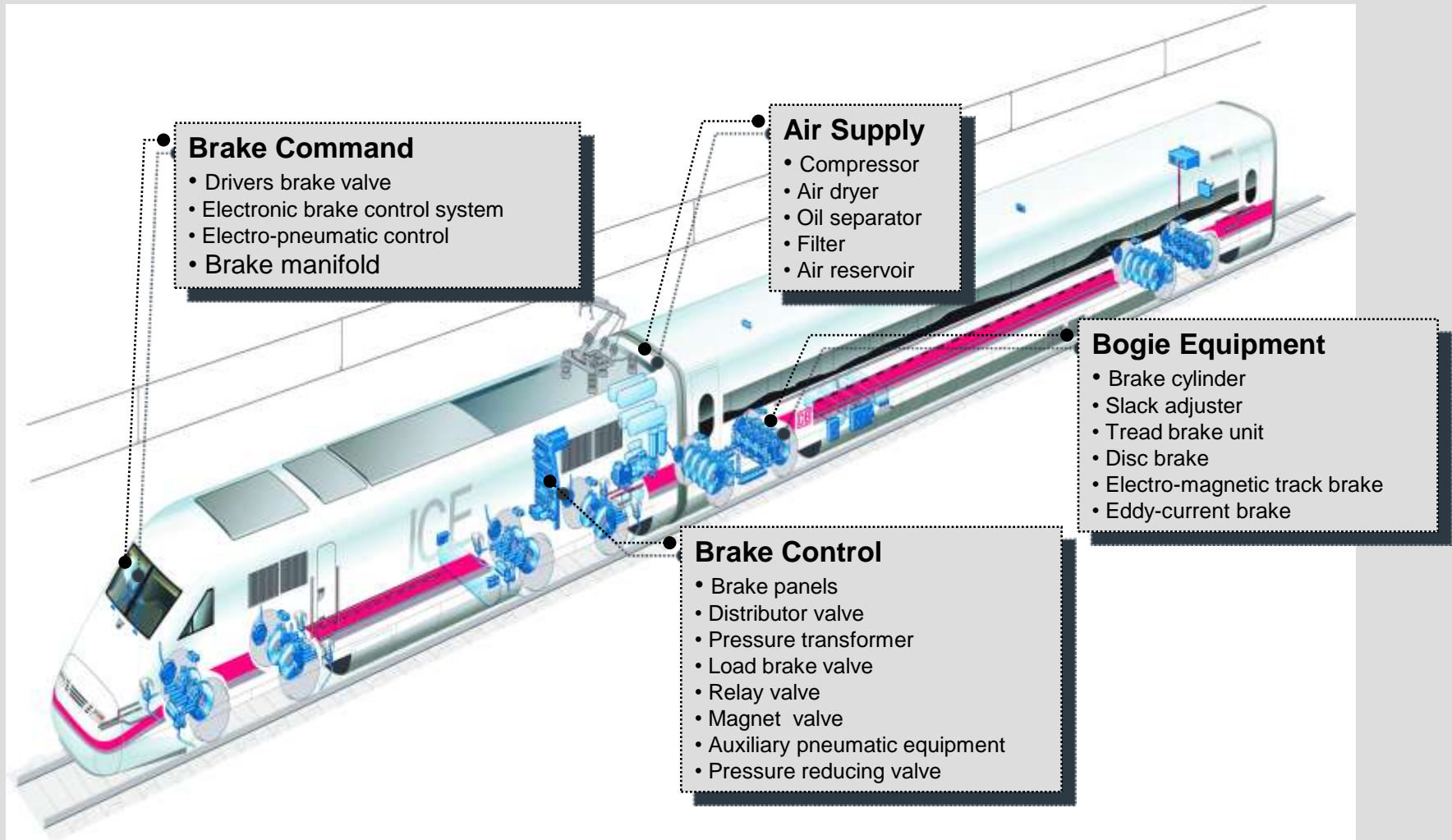


Systems for Commercial Vehicles

- **Knorr Bremse is Global Leader in Transit System Supply**
- **14000 Employees Worldwide / \$4 Billion Euro Sales**
- **Mass Transit (LRV, Metro, Commuter, Long Distance, High Speed)**
- **Freight / Commercial Vehicles (Trucks, Busses)**
- **Brakes / Doors / HVAC**



Knorr-Bremse - The System Supplier



Knorr North America Organization

Knorr Brake Corporation, Westminster, Maryland

- Transit railroad brake systems headquarters
- 170+ employees

IFE North America, Westminster, Maryland

- Automatic Door Systems
- 35+ employees

Merak North America, Westminster, Maryland

- HVAC Systems
- 30 employees

NYAB, Watertown, New York & Ontario, Canada

- Freight railroad control systems headquarters
- 300+ employees

Bendix, Elyria, Ohio

- Truck and Bus braking systems
- 2,034+ employees



Knorr Brake Corporation

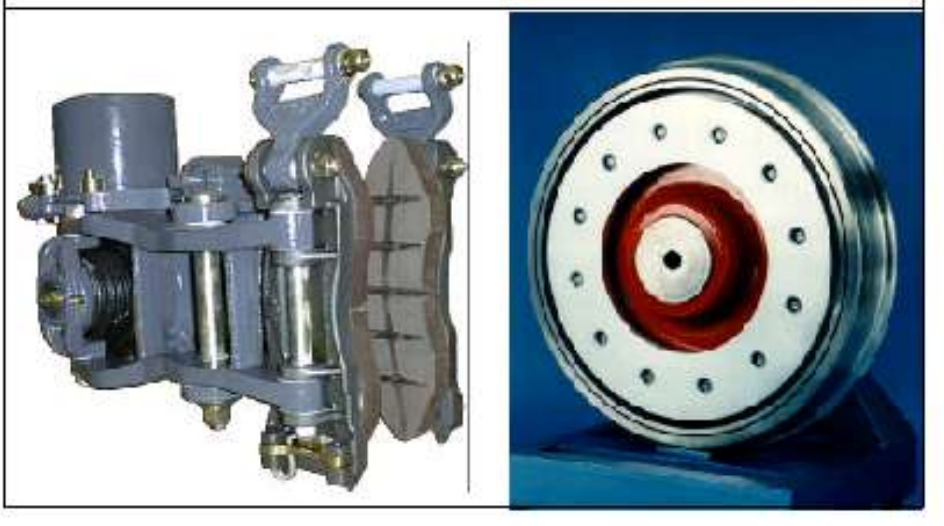


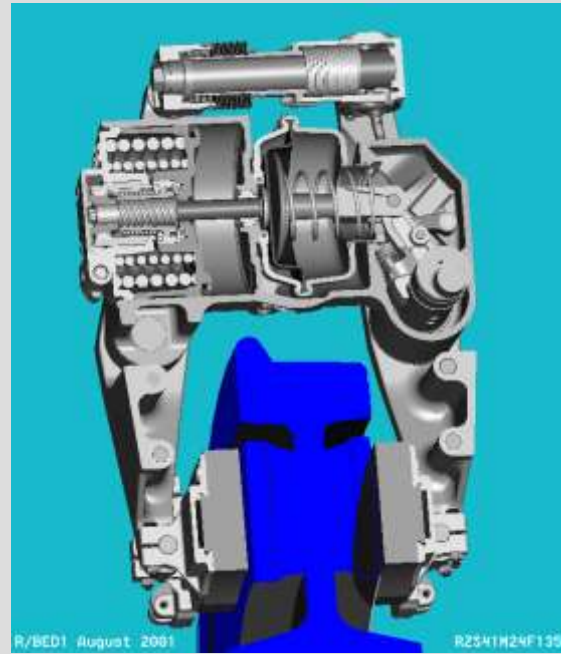
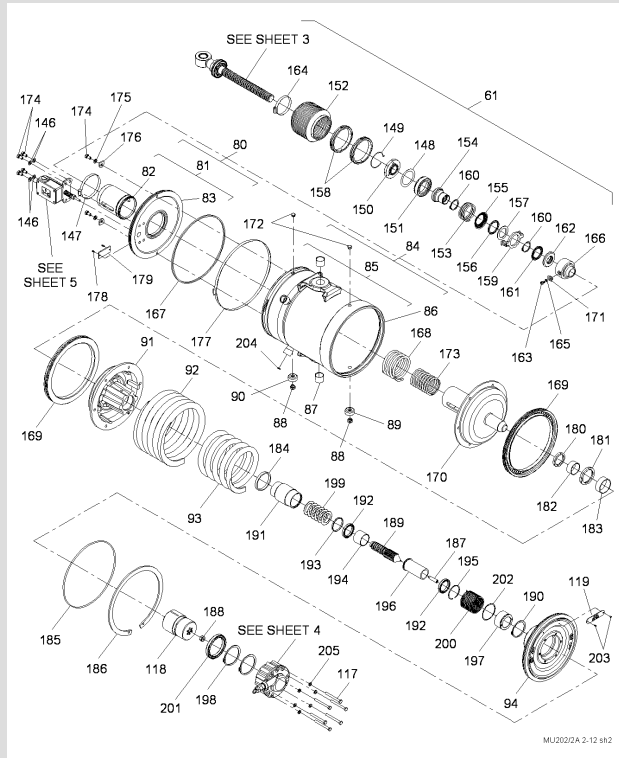
Market Responsibility for USA, Canada, Mexico

Focus:

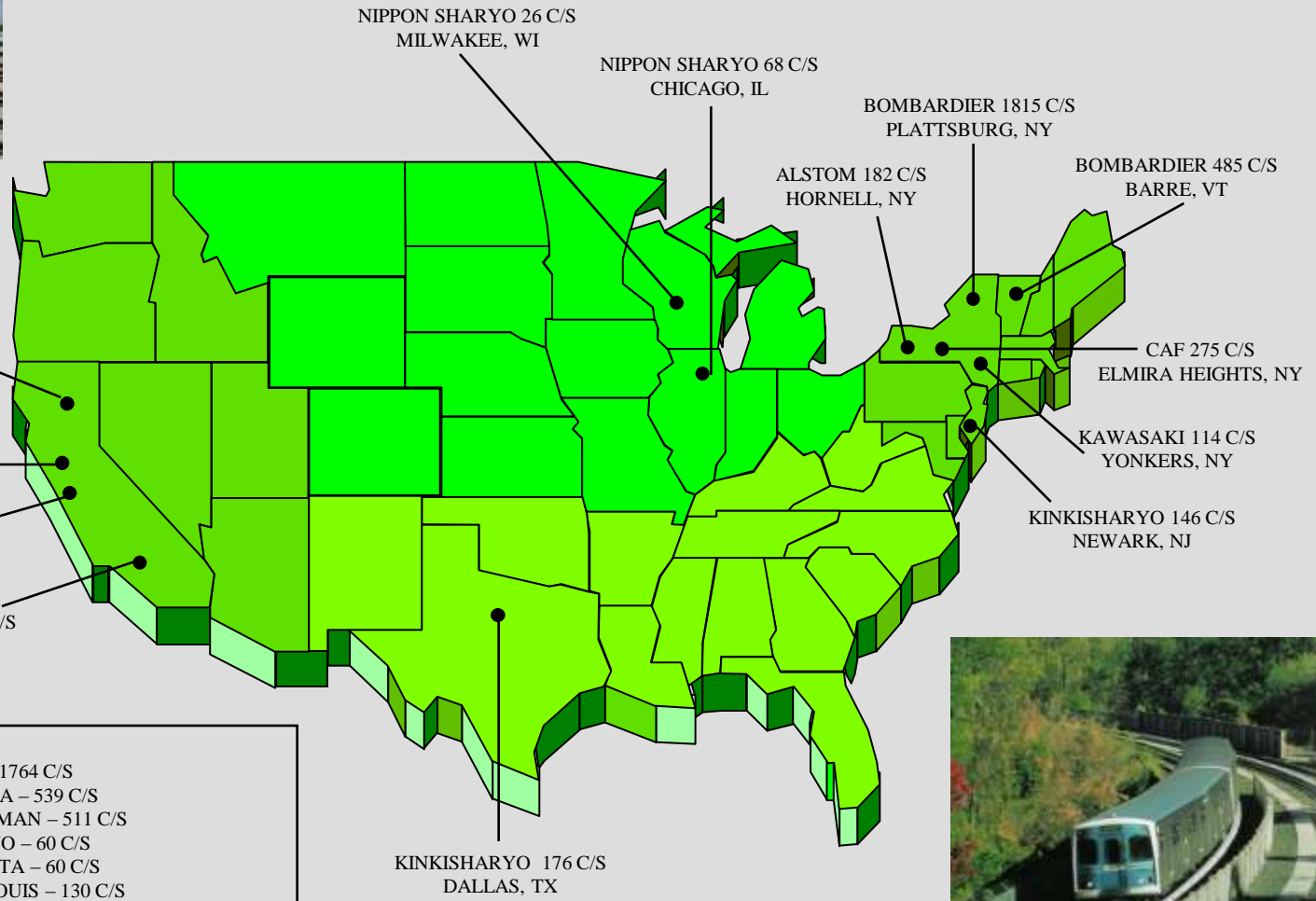
- **Braking Systems for Passenger Rail**
- **Dedicated Project Management Group**
- **Extensive Engineering Staff (Systems, Training, RMS&H, Testing, Product Support)**
- **Production of equipment to comply with Buy America, DBE , State Content, etc.**
- **Warranty, Field Service & Aftermarket Team dedicated to support of Running Equipment**

Basic Equipment





KNORR'S CAR BUILDERS – U.S. LOCATIONS



| OTHERS | |
|-------------------|-------------------------------|
| ABB - 53 C/S | MK - 1764 C/S |
| ADTRANZ - 661 C/S | NYCTA - 539 C/S |
| ALSTHOM - 150 C/S | PULLMAN - 511 C/S |
| AMTRAK - 490 C/S | TOKYO - 60 C/S |
| ANF - 425 C/S | WMATA - 60 C/S |
| BOEING - 300 C/S | ST. LOUIS - 130 C/S |
| BUDD - 693 C/S | BOMBARDIER - MEXICO - 405 C/S |
| GE - 302 C/S | BOMBARDIER - MEXICO - 14 C/S |



Quality Experience



ISO 14001

Mission Success!

International Railway Industry Standard (IRIS)

CMMI (Compatibility Maturity Model Integration)

Excellent support and cooperation from KB headquarters

IRIS certification of Knorr Brake Corporation is the FIRST in North America

Quality Experience



Ideal -- Supplier Qualifications

- ISO 9001 (We have alternate root for non ISO 9001 certified suppliers)
- Types of parts:
 - Castings
 - Mechanical Parts
 - Sheet Metal
 - Wiring Harness
 - Circuit Boards
 - Painting
 - Rail Industry Service Proven Parts
- Commercially Stable for the parts they are offering
- QA System ! Reliable Delivery (Working capital)
- \$\$ Price Competitive \$\$

