



Buy America & FRA Equipment Procurement

Laying the foundation for future growth

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APTA Rail Conference | Dallas, TX

June 4, 2012



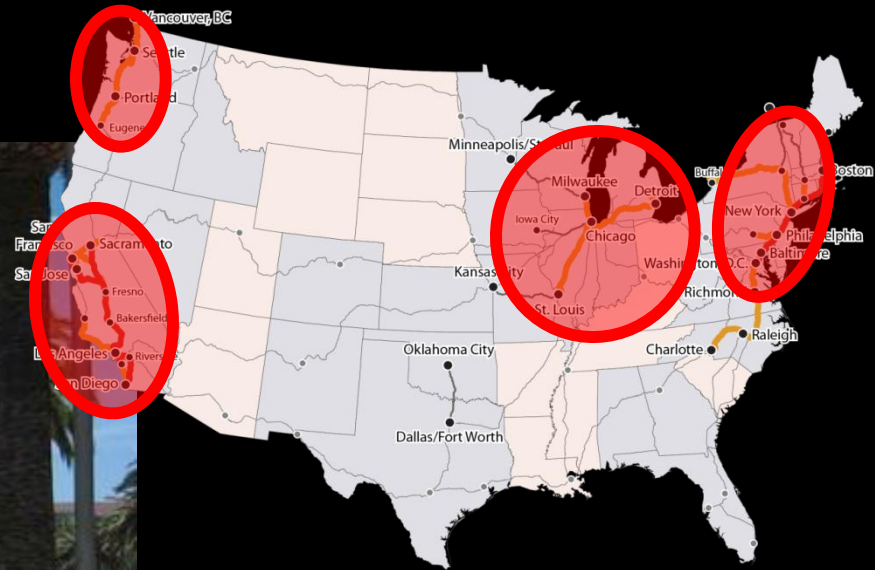
1 FRA Equipment Procurement

2 DOT Partnership with NIST-MEP





1 FRA Equipment Procurement



Bilevel cars and locomotive on the Pacific Surfliner

EQUIPMENT: 260 cars & 105 locomotives federally funded; 4 national specs completed

Current FRA Rolling Stock Procurement



1 *Multi-State Bi-Level Railcar Procurement* –

- 130 bi-levels for CA, IL, MI, MO
- RFP released in April
- NTP expected in October
- 200 options available

2 *Multi-State Diesel Locomotive*

- 35 locos for CA, IL, MI, MO and WA
- RFI expected in July
- RFP expected in fall
- Anticipate many options





Buy America 49 U.S.C. § 24405(a)

- The steel, iron, and manufactured goods used in a Passenger Rail Investment and Improvement Act (PRIIA) high speed rail project must produced in the U.S.
- For manufactured goods, including rolling stock, to be considered produced in the United States:
 - (1) All of the manufacturing processes for the product must take place in the United States; and
 - (2) All of the components of the product must be of U.S. origin. A component is considered of U.S. origin if it is manufactured in the United States, regardless of the origin of its subcomponents.



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DOT Partnership with NIST-MEP

The Manufacturing Extension Partnership (MEP)

**Helping to Connect
U.S. Manufacturers with
Next Generation Rail Equipment
Domestic Supply Chains**



U.S. Department of Transportation
Federal Railroad Administration



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**

NATIONAL INSTITUTE OF
STANDARDS AND TECHNOLOGY

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About MEP

- Federal-state-private partnership – managed at Federal level by NIST – that provides U.S. manufacturers w/innovation services, access to public and private resources to **enhance growth, improve productivity, expand capacity**.
- Provide Technical, Business Assistance to companies ready to invest in their future, make improvements in the short term, and position themselves to be stronger long-term competitors domestically and internationally.
- 60 MEP Centers operating in all 50 U.S. states, with 373 field locations
 - System wide, over 1,300 Non-Federal staff
 - Reach ~34,000 manufacturing firms; complete >10,000 projects per year
 - Contracting with >2,300 third party service providers
- *Performance* Emphasis – we are measured on impact of center services on manufacturing firms.





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U.S. Department of Transportation
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MEP supports DOT goal of 100% domestic content for next generation rail opportunities



MEP & DOT Partnership

The Opportunity

- Market diversification, specifically in next generation rail, represents real and significant growth opportunity for U.S. manufacturers
 - ✓ Current Caltrans procurement is just the near-term opportunity – supplier relationships here can open up market opportunities in other domestic markets such as transit, as well as foreign rail markets
- MEP Supplier Scouting processes support connections with other federal agencies, as well as other, non-rail OEMs
 - ✓ Supplier Scouting customers include [DOT FHWA](#); [DOE](#); [DOD – DLA](#), [NAVAIR](#); [DOC-NIST](#); [Alternative Energy OEMs](#); [Electric Utilities](#)
- MEP's nationwide network of manufacturing specialists provide technical and business assistance to help companies respond to these opportunities



MEP & DOT Partnership

Working Together

- Connecting large OEMs, Tier 1 Suppliers with U.S. manufacturers interested in supply opportunities for next generation rail production
 - ✓ 4 Next Generation Rail Supply Chain Connectivity Forums in 2012
 - ✓ 1 National webcast in 2011
 - participation from ~700 U.S. manufacturing reps, 150 MEP System reps across the U.S. interested in supply chain opportunities
 - 12 OEMs, Tier 1 Suppliers participated in ~500 1-on-1 business meetings w/potential suppliers



DOT – MEP Partnership

Other FY12 Rail Supply Chain Connectivity Efforts

- MEP Centers nationwide are using proven processes to work with U.S. manufacturers to help facilitate supply connections and assist as appropriate during supply operations and processes.
- NIST MEP website operating as central, easy-to-use location for relevant info on Next Generation Rail Supply Chain Connectivity
 - ✓ 2012 procurement info
 - ✓ Presentation material from Connectivity Forums, webcasts
 - ✓ OEM / Tier 1 info:
 - supply needs, supply chain processes, requirements, etc.
 - ✓ Section 305 Committee specs and standards, other info
 - ✓ Relevant rail links
 - ✓ www.nist.gov/mep



DOT – MEP Partnership

Supply Chain Connectivity – Next Steps

- Planning for significant collaboration between FRA and MEP in conjunction with 2012 rail car and locomotive procurements
 - ✓ MEP Supplier Scouting processes will help ensure domestic content targets / compliance with Buy America provisions
 - Leverage MEP nationwide knowledge of local manufacturing capabilities, capacities to ID, help develop U.S. companies to produce items needed by rail car builders, locomotive manufacturers, Tier 1 suppliers

