

# CAF USA – US Railcar Manufacturer

- Overview
  - Entering the US Rail Market
  - CAF's Approach to Buy America
  - Concerns with raising Buy America requirements (Up to 100%)

# CAF USA – US Railcar Manufacturer

- Entering the US Rail Market
  - 1992 International Consolidation of the Company
  - 1998 First US project awarded: (WMATA 5000 Series)
  - 2001 Long term investment in US factory
  - 2010 Major capital investment to US Manufacturing (Amtrak)
  - Current status in US Rail Market

# CAF USA – US Railcar Manufacturer

- CAF's Approach to Buy America
  - Comply with current FTA requirements
  - Comply with Customer's requirements
  - System suppliers
  - Internal tracking of BA progress on projects
  - Buy America Audits
  - Deliver a safe, reliable, and quality railcar vehicle

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- Concerns with raising Buy America requirements (up to 100%)
  - Design, Technology, & Safety
  - Price impact

PROCUREMENT & MATERIALS  
MANAGEMENT LEARNING ZONE

