



Railway Systems Suppliers, Inc.
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Newsletter

Donald F. Remaley, Executive Director

July, 2000

Ya'll Come Join Us For Dallas '2000

September 10th—12th



The “Big D” will be the site of RSSI’s annual exhibition of communication and signal products, systems and services. Dallas 2000 held in conjunction with the American Railway Engineering and Maintenance-of-Way Association (AREMA) technical conference will be the first time since AREMA became a reality in 1997 that all members will be meeting at the same time and place. In addition REMSA (Railway Engineering Maintenance Suppliers Association) will also hold their exhibition at the same time and place. The three concurrent events almost certainly will translate into a considerable number of railroad and transit people in Dallas, September 10th through 12th.

The Dallas Convention Center will be the site of the RSSI and REMSA exhibitions with REMSA occupying Hall D and RSSI located in Hall E. The exhibits will be located in adjacent halls with no barrier between them allowing free access between the exhibitions.

The AREMA technical conference will be held at the Adam’s Mark—Dallas hotel. A continuous shuttle service will operate between the Adam’s Mark and the Dallas Convention Center.

The RSSI exhibitor’s will be showing their products and services at the largest communications and signal show in North America; plus they will be joined by over 200 other participating exhibitors.

Don’t miss the opportunity to interact with your railroad and transit customers, make new customer contacts, introduce new technology, form alliances with other foreign and domestic suppliers, meet officials from international trade and development agencies and interact socially with RSSI, REMSA and AREMA members.

For more information on participating in Dallas 2000 contact the RSSI office. Telephone: 502/327-7774. Fax: 502/327-0541. E-mail: rssi@rssi.org.

MEETING ROOM AVAILABLE



RSSI ANNUAL MEMBERSHIP MEETING

A meeting room has been reserved at the Dallas Convention Center for the use of exhibiting member companies to hold private meetings (such as staff meetings). It is not intended to be used for meetings with customers, entertaining or for demonstration/sales promotion. Use of the room will be controlled by the RSSI staff and advance scheduling is required. If any exhibiting member company wishes to schedule time in the room please contact the RSSI office (502/327-7774) in advance or contact the RSSI Registration Desk during the show.

The RSSI Annual Membership Meeting will be held on Tuesday, September 12, 2000 beginning at **7:30 AM** in Room D-321 (3rd level) of the Dallas Convention Center. Note the earlier start time of the meeting. Since the exhibits do not open until 9:00 AM the earlier start time will enable you to attend the Annual Meeting prior to exhibit opening.

In addition to the normal business the agenda will include a discussion about the future direction of RSSI. You are encouraged to be present and to participate in this discussion.

Again, please note the earlier start time—Tuesday, September 12th at 7:30 AM—Room D-321. Breakfast pastries and morning beverages will be provided.

EXHIBITOR INFORMATION

Why Should I Participate in Dallas '2000?

Here are just a few reasons that should interest you in participating as an exhibitor:

1. Dallas '2000 and the AREMA Technical Conference will be held concurrently. Exhibits will be at the Dallas Convention Center and the AREMA Technical Conference will be at the Adam's Mark-Dallas. A free shuttle service will operate between the two locations.
2. REMSA will be holding their Global Railway Expo 2000 at the convention center at the same time.
3. A large number of C&S and MOW engineering people from every major railroad and rail transit property in the U.S., Canada and Mexico will be in attendance. Also open invitations have been extended to the NAPM (National Association of Purchasing Managers), ASLRRRA (American Short Line & Regional Railroad Association) and APTA (American Public Transit Association).
4. Arrangements have been made with the U.S. Trade and Development Agency for a group of foreign railroad officials to visit the exhibition.
5. A two-hour reception in the exhibit area immediately following the official opening of the exhibits will provide an opportunity for RSSI members to socialize with customers.

Who Can Exhibit?

Exhibitors are limited to RSSI members in good standing (2000 dues paid). Exhibitor information was mailed to all members in good standing during March. If you have not received yours call the RSSI office (502/327-7774).

What Can You Exhibit?

Exhibitors can exhibit all types of communication and/or signal products, systems and services. Exhibit height is limited to 16 feet however upon submittal of plans to the RSSI office higher limits are considered.

What Is The Convention Center Like?

The Dallas Convention Center is a modern state-of-the-art facility. The RSSI exhibit will be located in Hall E with a total of over 300 (10'x10') booth spaces available. The exhibit halls are fully air-conditioned during the show however only partial lighting and air conditioning is provided during move-in and move-out.

Utilities including electrical, telephone, water, drain, air, steam, gas and venting are located on 30 foot centers throughout the hall. Ample dock space and drive-in ramps for direct loading and unloading of exhibit material is provided.

Who Provides Exhibitor Services?

The Dallas Convention Center is the exclusive provider of electrical, telephone, food and beverage, security, medical, business center, plumbing, cable TV and internet services. Forms for these services and other items such as carpeting and booth furniture are included in the Exhibitor Service Manual that will be sent to all exhibitors by the RSSI office upon receipt of the signed Exhibit Contract and booth space payment.

The Geo. E. Fern Co. has been contracted as the official show contractor for the RSSI exhibition. Information regarding shipping and drayage as well as other services provided by the show contractor is included in the Exhibitor Service Manual.

How Do I Select Exhibit Space?

Exhibit Kits were sent to all members in good standing in March. If you have not received yours or would like additional information please contact the RSSI office (502/327-7774). As of this date, over 300 spaces have been reserved. Payment for the reserved booth space is due within thirty days from the date of the reservation.

What if I Miss the 30 Day Payment Deadline?

The hold will be released and the space will be made available for selection by other exhibitors. It will then be necessary for you to re-select a location from the space available.

What if I Have Further Questions?

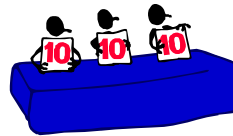
Call the RSSI office at 502/327-7774. Executive Director Bucky Remaley or Sharon Morris will be able to answer any question or concern you may have.

RSSI Website C&S Buyers Guide

The RSSI office has received very favorable comments regarding the website and the addition of the C&S Buyers Guide. Please check the product/service listing periodically to verify that your company is listed appropriately. Contact the RSSI office (502/327-7774) if you would like to make any updates to your listing.



DALLAS 2000 SCHEDULE



SCHOLARSHIP PROGRAM UPDATE

A record 52 scholarship applications were received by the May 1st deadline surpassing last year's record of 45. Evaluation of the 52 applications is underway at present with this year's winners to be announced at the RSSI Annual Membership Meeting on September 11th. A minimum of two scholarships will be granted.

Exhibitor Set-Up:

Friday, September 8th 8:00 AM—5:00 PM
Saturday, September 9th 8:00 AM—5:00 PM

Exhibitor Meeting:

Sunday, September 10th 8:00 AM

Show Hours:

Sunday, September 10th 12 Noon—5:00 PM
Monday, September 11th 10:00 AM—5:00 PM
Tuesday, September 12th 9:00 AM—3:00 PM

Exhibit Location:

Exhibit Hall E, Dallas Convention Center
(REMSA will be located in Hall D)

Registration Desk Schedule:

Saturday, September 9th 12 Noon—5:00 PM
Sunday, September 10th 9:00 AM—5:00 PM
Monday, September 11th 9:00 AM—5:00 PM
Tuesday, September 12th 9:00 AM—3:00 PM

The RSSI Registration Desk will be located in the Hall E Prefunction Lobby on Level 3 of the Dallas Convention Center.

Exhibit Opening Reception:

Sunday, September 10th 12 Noon—2:00 PM
Hall D&E / Dallas Convention Center

Texas Fun Night:

Tuesday, September 12th
Sponsored by RSSI and REMSA. All AREMA, REMSA and RSSI registered attendees are invited.

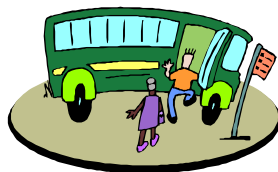
TEXAS FUN NIGHT

You might ask—what in the world is a Texas Fun Night? Well, without giving away all of our secrets, it's a setting that should provide something to suit everyone's appetite. No matter your preference in food, music or beverage you should be able to find it available on Tuesday evening September 12th at this event sponsored by RSSI and REMSA.

Your AREMA, REMSA or RSSI badge gains you admission. Shuttle busses begin at 6:00 PM from the Adam's Mark Hotel. Leave your formal apparel at home and bring your "cowboy" outfit—blue jeans will suffice. Join us for a Texas style evening of food, fun and entertainment.



Don't get caught asking—what was the Texas Fun Night all about—join us and see.



HOTEL-CONVENTION CENTER SHUTTLE

The pick-up/drop-off point will be the Silhouette Entrance on Olive Street at the Adam's Mark/Dallas and the West Ceremonial Drive (level 2) entrance at the Dallas Convention Center.

The tentative schedule is as follows:

Saturday, September 9th:
7:30 AM—11:00 AM Every 30 minutes
11:00 AM—6:00 PM Every 10-15 minutes
Sunday, September 10th:
7:30 AM—6:00 PM Every 10-15 minutes
Monday, September 11th:
8:30 AM—11:00 AM Every 30 minutes
11:00 AM—6:00 PM Every 10-15 minutes
Tuesday, September 12th:
7:00 AM—5:00 PM Every 10-15 minutes

HOTEL RESERVATIONS

The Adam's Mark is the headquarters hotel and also the site of the AREMA Technical Conference. The LeMeridian Dallas is the overflow hotel located across the street from the Adam's Mark. The hotels are located approximately 14 blocks from the Dallas Convention Center. To obtain the special rate you must mention that you are attending the AREMA Technical Conference.

Adam's Mark Hotel

400 North Olive Street, Dallas, TX 75201
Phone: 214/922-8000 or 800/444-ADAM
Fax: 214/922-0308
Rate: \$145 single; \$165 double + tax
Cut-off Date: August 7, 2000

LeMeridian Dallas

650 North Pearl Street, Dallas, TX 75201
Phone: 214/979-9000
Fax: 214/855-1735
Rate: \$150 single or double + tax
Cut-off Date: August 11, 2000

Note that the shuttle service is provided between the Adam's Mark Hotel and the Dallas Convention Center.



A MESSAGE FROM THE PRESIDENT

WHERE IS RSSI GOING?

There have been many questions from RSSI members regarding future exhibit plans. Let me bring everyone up to date on where we stand.

First, a bit of history. As you remember, RSSI exhibited for many years in conjunction with the AAR C&S Division technical conference. The AAR reorganized, and in the process withdrew AAR staff support for the American Railway Engineering Association (AREA). Some months later, the continuing reorganization at AAR eliminated the C&S Division. By this time, AREA was already in merger talks with the B&B Association and the Roadmasters Association. The former AAR C&S Division joined those talks in progress, resulting in the formation of the American Railway Engineering and Maintenance-of-Way Association (AREMA). The past two years of conferences continued to be separate, with AREMA in Chicago and C&S, now under the banner of AREMA, in St. Louis ('98) and Baltimore ('99) due to existing hotel/conference center contracts.

That brings us to the September, 2000 meeting in Dallas, TX, where the first combined technical conference of AREMA, including all four of the founding engineering associations, will be held. Two supplier groups are exhibiting in Dallas. RSSI, representing C&S suppliers, and REMSA, representing track and B&B suppliers, will exhibit in adjoining halls at the Dallas Convention Center. We anticipate a record attendance in light of the combined groups.

One point of confusion has been the 2001 AREMA technical conference, scheduled for Chicago. AREMA has decided to hold their technical conference at the Palmer House in Chicago on the odd number years, having signed contracts through 2007. Even though RSSI was openly committed to an annual exhibit, we had no say in the location for these odd-year AREMA technical conferences. The Palmer House has a very small exhibit area with low ceilings, limited elevator access and very limited truck access. There is not enough space at the Palmer House to accommodate a full RSSI exhibit. After considering other exhibit space around Chicago, the RSSI Board decided that exhibits at a remote site would not offer quality access to our customers. AREMA would not consider holding any of the 2001 technical sessions (C&S) outside of the Palmer House at a site where full RSSI exhibits might be held. As a last resort, the RSSI Board did attempt to book the limited exhibit space at the Palmer House with the intention of offering single spaces to our members on a first come, first served basis. AREMA denied us access to that space. Therefore, RSSI will not sponsor exhibits in 2001 in conjunction with the AREMA technical conference. The RSSI Board is still considering other exhibit options for 2001 that may offer a completely new venue for C&S exhibitors.

Beyond 2001, RSSI has signed an exhibit contract with the Opryland Hotel in conjunction with the 2004 AREMA technical conference. We are in site negotiations with AREMA and REMSA for the 2002 conference.

My advice to RSSI members is to stick together. Railway Systems Suppliers, Inc. is the only organized voice for the needs and concerns of the railroad C&S supplier community. We have a strong organization with a long history in the railroad industry. The RSSI Board, in response to overwhelming member sentiment, remains committed to annual exhibits. With your continued support, we will work to negotiate the best sites for future exhibits at the lowest cost possible. At the same time, we will explore new options for exhibits that may offer better access to our C&S customers.

Phil Hess
Chairman & President