

# ITEM OPPORTUNITY SYNOPSIS

**Name of the item to be scouted:** Vehicle Body Shell Structure

**State item to be used in:** California

## Describe the Item:

**Please describe the item application/the end use of item.** Aluminum carbody shell structure, including Frame-end, Floor, Roof and Side (for Rail Rolling Stock).

## Supplier Information:

**Type of Supplier being sought (select from list below)**

**Manufacturer**

**Contract Manufacturer**

**Distributor**

**Other (please specify)**

**Reason for scouting submission (select from list below)**

**2<sup>nd</sup> Supplier**

**Price**

**Re-Shore**

**Past supplier no longer available**

**New Product Startup**

**Other (please specify) BABA**

## Summary of Technical Specifications and Performance Requirements:

**Describe the manufacturing processes (elaborate to provide as much detail as possible).** The component is the Passenger Vehicle car body shell, which is fabricated by a process of MiG welding of high strength aluminum extrusions to form a 3 meter x 4 meter x 22 meter monocoque structure. The manufacturing process also includes welding appurtenances to this structure and machining it to form a complete car body, finishing and preparing the surfaces, and painting to achieve a finished car body shell ready for fitting in the US with interiors and equipment.

**Provide dimensions / size / tolerances / performance specifications of the item.** Product is still in design but rough dimensions are: 3 meter x 4 meter x 22 meter

**List required materials needed to make the product, including materials of product components, if applicable.** aluminum extrusions, welding wire, sheet metal, adhesives, paint and other coatings, etc.

**Are there applicable certification requirements?**

**Yes**

**No**

**Please Explain:** EN Welding spec. The EN 15085 welding standard is not an equivalent to the AWS welding standard typically applied in the US. The primary difference is that in the US, each welder (person) is qualified to the particular/specific welding process being used, while the EN standard qualifies the business or site for the type of welding being performed. So, in the EU, the business is qualified and the people (welders) performing the welding activity may or may not have been qualified (tested) to make sure they can perform the work to the proper quality level. Contact Alstom Transportation (Daniel James ) for additional information on welding specs.

**Are there any applicable regulations that apply to the production of this item?**

**Yes**

**No**

**Please Explain:** FRA Buy America (<https://railroads.dot.gov/legislation-regulations/buy-america/buy-america>)

**Are there any other standards, requirements?**

**Yes**

**No**

**Please Explain:** EN Welding spec. The EN 15085 welding standard is not an equivalent to the AWS welding standard typically applied in the US. The primary difference is that in the US, each welder (person) is qualified to the particular/specific welding process being used, while the EN standard qualifies the business or site for the type of welding being performed. So, in the EU, the business is qualified and the people (welders) performing the welding activity may or may not have been qualified (tested) to make sure they can perform the work to the proper quality level. Contact Alstom Transportation (Daniel James ) for additional information on welding specs.

**Additional Comments:**

**Additional technical comments:** Alstom Engineering will be available to discuss follow on questions for technical specifications. Contact Alstom Transportation (Daniel James ) for additional information on welding specs.

**Volume and Pricing:**

**Estimated Potential Business Volume (i.e. #Units per day, month, year):** 120 Car Body Shells

**Estimated Target Price / Unit Cost Information:** \$500,000 (ESTIMATED PRICE per car body shell)

**Delivery Requirements:**

**When is it needed by? (Immediate, 30 days, 6 months, etc)** June 2025

**Describe packaging requirements (i.e., individually/ group packaging).** Packaging and logistics info is attached

**Where will this item be shipped?** Hornell, NY

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## Waiver Info for BLW

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August 2023

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This technical information (i.e., dimensions, performance specifications, requirements, etc.) about item(s) in need and business information such as the number of units, delivery, and packaging requirements.

Acronyms: PC = Power Car, PV = Passenger Vehicle, CBS = Carbody Shell,

### I. PC & PV Packaging & Logistics Info (not all inclusive)

Supplier is responsible for engineering and design of packaging. Alstom must validate all packaging.

Any open package(s) must be covered by a ductile plastic film to prevent damage from rain, snow, dust, etc. during and after delivery.

Any damage observed to packaging must be corrected prior to shipment. Damaged packages may be rejected back to the supplier.

Supplier shall take all necessary measures to ensure packaging integrity and be kept from contamination.

The trailer will be a round trip. Deliver CBS from Supplier to Alstom. Trailer goes back to Supplier with returnable packaging.

Transportation Supplier will use wooden cribbing and will be responsible for all shipping cribbing / fixturing to transport the CBS.

Handling tooling (pins) to handle CBS at Supplier's facility.

Transportation tooling (trestle) to attach CBS to Trailer.

Protection tooling to wrap CBS for transport (shrink wrap weather protection).

See technical specifications for sizing of CBS.

Wooden boxes for return packaging shipping.

CBS will be shipped one (1) per trailer.

Packaging / Lifting / Trailering examples (for reference only):



Packaging:

Packaging is to be labeled with Alstom Part Number and Part Description with a minimum of 2 inch high block lettering for easy viewing at a distance of ~10 feet.

Supplier Name shall be included on exterior of packaging (space available).

Electronic Identifiers are requested on supplier delivery note and parcels. Type of Bar Code allowed: EAN128 or QR Code.

Serial Number(s) if applicable must be clearly shown.

Additional packaging may be required to protect painted, metal, composite, plastic, glass, etc.

Alstom Logistics Engineering reserves the right to stipulate additional packaging specifications at the time of contract award to ensure the safety and quality of goods.

Alstom "Supply Chain Manual for Suppliers" will be issued before time of contract award which will stipulate additional instructions regarding: Packing List(s), Commercial Invoices, etc.