

ITEM OPPORTUNITY SYNOPSIS

Name of the item to be scouted: Vehicle Paintwork

State item to be used in: California

Describe the Item:

Please describe the item application/the end use of item. Painting of the aluminum car body shell to the high quality standard for high speed trainsets.

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)

2nd 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). This is a very specific process, requiring significant material preparation prior to painting. In Alstom factories, car body shell painting is done in the same site as car body shell fabrication, to avoid development of oxides and corrosion which complicate the preparation and painting, and to achieve efficiencies in manufacture.

Provide dimensions / size / tolerances / performance specifications of the item. TBD : Alstom Engineering will be available to answer any questions. Contact Alstom Transportation (Daniel James)

List required materials needed to make the product, including materials of product components, if applicable. TBD : Alstom Engineering will be available to answer any questions. Contact Alstom Transportation (Daniel James)

Are there applicable certification requirements?

Yes

No

Please Explain: TBD : Alstom Engineering will be available to answer any questions. Contact Alstom Transportation (Daniel James)

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

Yes

No

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

Are there any other standards, requirements?

Yes

No

Please Explain: TBD : Alstom Engineering will be available to answer any questions. Contact Alstom Transportation (Daniel James)

Additional Comments:

Additional technical comments: Alstom Engineering will be available to answer any questions.

Volume and Pricing:

Estimated Potential Business Volume (i.e. #Units per day, month, year): 120 to 140 Car Body Shells 12 Passenger Vehicles x 10 Trainsets = 120 2 Power Cars x 10 Trainsets = 20

Estimated Target Price / Unit Cost Information: TBD : Alstom Procurement will be available to answer any questions. Contact Alstom Transportation (Daniel James) for additional information on welding specs

Delivery Requirements:

When is it needed by? (Immediate, 30 days, 6 months, etc) Calendar Q1 2025 with phased deliveries to be set according to the project schedule.

Describe packaging requirements (i.e., individually/ group packaging). See packaging spec attached.

Where will this item be shipped? Hornell, NY

Waiver Info for BLW

August 2023

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.