



EDR Override Now A Retrofit

Train operators worldwide can now affordably retrofit their emergency door release systems with a guard's override, thanks to an Australian developed modular computer technology.

Developed in record time in response to a specific client's needs, the system sounds an alarm in the guard's carriage when a passenger attempts to operate the emergency release. The door operation is delayed 20 seconds, during which time the guard can over-ride the release. It incorporates a communications system that allows the guard to query the passenger who triggered the release.

The Safety Integrity Level 1 modular system uses both OEM computers and software specially developed by the company to comply with the recently upgraded standard EN50128.

While door release over-ride systems are included in new trains, few built before the 1990's have them and the task of retrofitting has always been deemed too costly, owing to the many design differences between manufacturers necessitating tailored solutions for each train.

OEM's modular system overcomes that problem.

Managing Director Richard Gobebe said that all that was needed was an interface.

"We are daily producing Condition Monitoring and Train Management systems for clients worldwide. These systems use our modular controllers and can talk to computers in Siemens, Bombardier or Alstom trains to name just a few," Richard said. "We have been developing and producing industrial computers for some 20 years and the fact that we have everything in house from design and software to manufacturing means we can provide an unequalled response time, one of the reasons we were approached to develop the system initially.

"When the client came to us they had a deadline of three months and a fixed budget. We not only had to develop the system and software in that time frame, but had to go through extensive compliance testing for the then new standards.

"It was tight, but that's what we do," Richard said.

OEM's contract for the initial system is for almost 300 carriages. It is being done concurrent with a European



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Oz Industry Leaders Take Rail Market Service To New Levels

Australia's OEM Technology Solutions surprised delegates at the American Public Transportation Association's four day Rail conference held in June at the Philadelphia Marriott.

Rather than salesman offering one size fits all product offerings, OEM's trade stand was manned by the company's CEO and Managing Director who were there to find out what the industry needed.

CEO James McLeod said OEM's participation in the conference, which came on the back of recent major contract wins in the US, was so well received that the company decided to open an office in Pennsylvania.

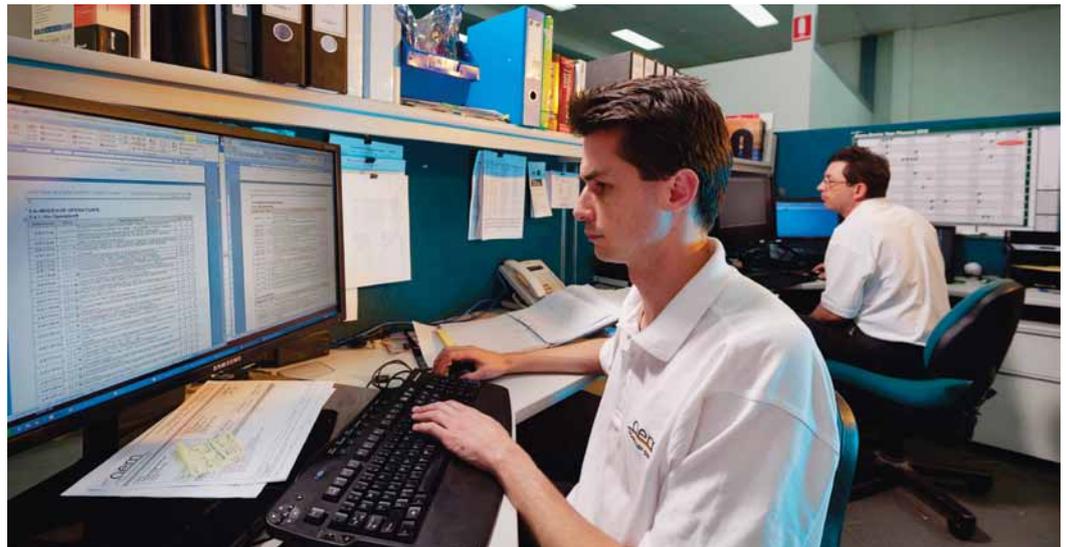
"To date we have only brushed the surface of the US market but it became apparent at the APTA conference that we are ahead of the market there in terms of our flexibility," James said.

OEM has completed projects in Sacramento and Los Angeles and is currently undertaking one in Massachusetts and another across the border in Vancouver.

"We got a lot of interest in our Condition Monitoring and Train Management systems which are very timely offerings in a market that has come to the realisation it is imperative to modernise rapidly ageing rolling stock to improve productivity if America it is to keep pace with the likes of China.

"The people we spoke to, both at the conference and in subsequent strategic meetings, were enamoured not just of the technology, but were re-assured that they would be dealing with an English speaking trading partner without security issues." OEM Technology Solutions exports to 37 countries, offering cloud-based, integrated

Most suppliers participate in an industry expo to sell. Australia's OEM Technology Solutions saw the giant American Public Transportation Association Rail Conference as a way to find out what the market needs



Sharepoint management to run a collaborative document control and processing system for its clients.

It's a sophisticated system providing the functionality and capacity necessary to work 24/7 anywhere in the world.

James said potential US customers were quick to realise OEM's Train Management system was an incredibly sophisticated piece of technology because it allowed connection of existing systems.

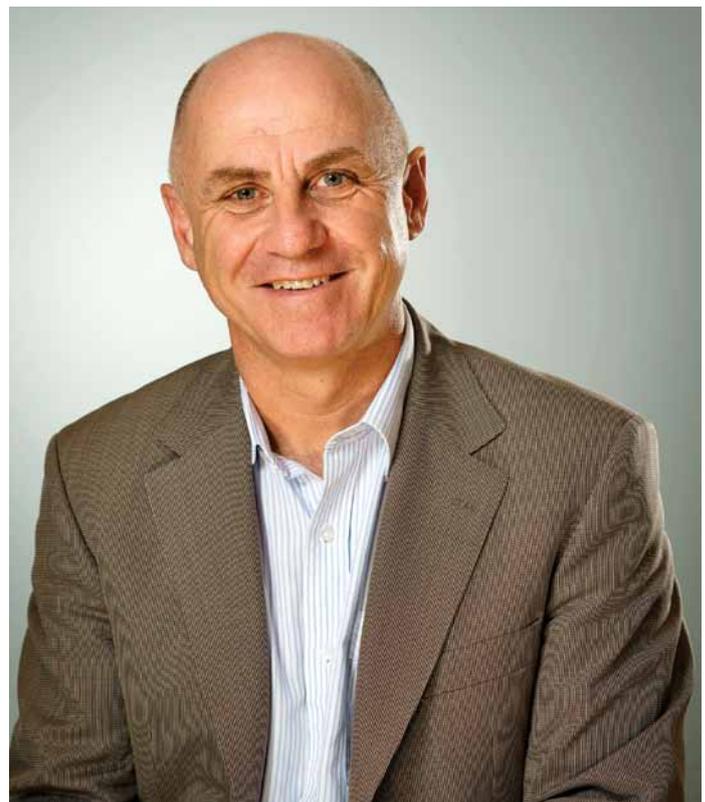
"Our train interfaces allow connection to a multitude of trains.

"They can talk to computers in Siemens, Bombardier or Alstom trains and are rail approved."

James said that despite a heavy project load in China, OEM would have no trouble servicing the US market.

"That's the beauty of our unique modular platform. It enables us to meet production demands very quickly."

OEM technicians are able to deal in real time with customers all over the world.



OEM CEO James McLeod is confident of being able to provide the US market with leading edge products.

Modular Systems An OEM Specialty

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contract for a sophisticated Condition Monitoring System that is being installed in two classes of train for a major operator.

Richard said that the European contract was indicative of a new area of growth for OEM – operator direct contracts.

Until 18 months ago OEM was very much unknown to rail operators, despite the fact that the 20-year-old Sydney based company's technology looks after train air conditioning systems worldwide.

That's because the OEM systems for air conditioning are supplied branded for the actual train manufacturers.

With the company's market led development of Condition Monitoring Systems and Train Management interfaces, though, OEM is increasingly being sought out directly by train operators looking for increased operational efficiencies and improved safety standards through retrofits.

"The market has been quick to realise our advantages," Richard enthused.

"Quite apart from our price competitive position and the leading edge sophistication of a product that stems from our 20 year investment in intellectual property, because we have both R&D and manufacturing in-house we have a unique ability to deliver a plug and play solution.

"If you look at Rockwell, Siemens or Schneider, they box up a stock product and that's what you get, leaving you to load your own software and configure your applications.

"We produce a product specifically for a customer's project, load the software, do validation testing and provide a test certificate as an assurance that all they have to do is plug it in.

"Also, because we have conceived a modular product, we are extremely quick to market in an industry where time really is money."



OEM Managing Director,
Richard Gobee

New U.S. Office Expands OEM's International Network

Train technology leader OEM has appointed highly experienced rail veteran Eric Schook as its North American representative, further boosting the company's global presence.

Mr. Schook has worked in the rail supply industry for the last 20 years, servicing rail and transit systems in North and South America, Europe, Australia, New Zealand and South Africa.

He has held positions from Sales Manager to President, working with the companies such as Cattron Incorporated, Railcomm, Ansaldo STS, and HiRAIL Corporation.

During his career, Mr. Schook has been involved primarily in the introduction of new technology that significantly improved the safety and efficiency of rail operations, including: radio remote control products for locomotives, ballast trains and yard automation, cab signal and roadway worker protection systems.

He has a Bachelor's Degree from the University of Alabama and is a member of both the APTA and NRC Safety Committees.

Prior to establishing a career in rail supply Mr Schook spent six years in the U.S. Navy's Submarine force.

In Europe OEM is represented by Munich-based Uwe Rüttgers who has overseen more than 400 technology related projects in his career, many with a strong rail focus.

He has an associate degree in industrial business management and more than 18 years practical experience.

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RIGHT: Eric Schook.

China Looms Large for Aussie Exporter

After five successful metropolitan line projects in China, Australian rail technology company OEM Technology Solutions is confident of securing more than \$0.5m worth of contracts for two of that country's high speed rail projects.

OEM has six active projects currently in the Chinese market.

In addition, by linking as a component supplier to its Australian and European partners that have opened manufacturing facilities in China, OEM products are being exported from China to projects in Brazil, USA, Hong Kong, Malaysia, Ukraine, Italy and a number of other markets.

OEM Managing Director Richard Gobebe said that the successful completion of Chinese metro reference projects such as Shanghai Metro Line 12 and Line 16 were the stepping stones to securing the high speed rail projects.

"It is quite an achievement to be selected for these because it means we are now preferred suppliers," Richard said.

OEM's move into the Chinese market followed projects in Hong Kong, Taipei and Kuala Lumpur and has been a steady, step by step progression since 2009, involving Richard alone visiting China at least four times a year.

The company operates not only through a reseller agreement with Chinese specialist company High-Fin, but through its long standing frame agreements with major European train and sub-system manufacturers operating in China.

Richard said that while the

Two High Speed Rail Projects Pending

progress was slow initially, he knew that perseverance was paying off when CSR Sifang representatives came to Australia to examine OEM's development and manufacturing facilities.

"Given the scale at which China does everything, at first they were a little taken aback how small we were. But they were astute and quickly realised that this was in fact our advantage as it allows us to mobilise and develop products very quickly for specific customers while keeping quality to a maximum.

"When we showed them the project specific products we have developed in as little as four weeks, they were amazed."

Despite his familiarity with all things Chinese after more than 20 visits, Richard is still awe struck at the speed of development there.

"The Chinese currently have a programme of building five new metro lines to each of 40 cities – that's 200 new metro lines – in the next 10 years.



"And that's the Metro lines only! High Speed rail development and expansion is now back on track after a hiatus following a major accident.

"Then, in terms of train manufacturing and development for export markets, the Chinese have come on in leaps and bounds. Anyone who still thinks of the Chinese as manufacturing low quality clones does not know the market there.

"Chinese train manufacturers are exporting their technology all over the world."

Richard is optimistic that China's new focus on safety within its high speed trains will prove advantageous to OEM.

"There is an increased focus on safety and our remote access condition based monitoring and management systems

are attracting a lot of interest, particularly now that we are about to launch our cloud based solution."

OEM is also confident of benefitting from the export push by Chinese train manufacturers.

"Basically we have a niche market in that we design and develop components within train components or systems.

"Our advantages include not only the fact that we are technological leaders with a proven manufacturing facility, but we have already developed and certified the interfaces that allow these components to interact with the on-board train management systems of all major train manufacturers.

"We literally have plug and play systems that are the building blocks for all major railway manufacturers."



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