

Ubifrance Trade Mission :

Inspection, maintenance and repair of rail infrastructure in the Northeast

United States – Washington, D.C / Philadelphia / New York City

April 23 – 26, 2012



- Rail infrastructure in the Northeast region is the densest in the United States, and this region is where federal investments for rail will be focused in the near future.
- Taking advantage of this impetus, many projects to renovate existing tracks are underway as well as projects to replace entire sections.
- Visit the main cities of this region:
 - **Washington, D.C.**
 - **Philadelphia**
 - **New York City**
- Meet executives from Amtrak, the national passenger rail service, as well as local and regional public authorities, which manage & operate the rails along with Amtrak:
 - **AMTRAK** (owns 363 miles of tracks between Washington, D.C and Boston)
 - **Metropolitan Transportation Authority** (parent organization of NYC subway, Long Island Rail Road, Metro-North)
 - **New Jersey Transit** (responsible for a large portion of transportation infrastructure in the New York metropolitan area)
 - **Federal Railroad Administration** (agency within the United States Department of Transportation which decides and enforces rail safety regulations)

DURING THIS TRADE MISSION, YOU WILL:

- Discover **opportunities to do business** in the market of railroad inspection, repair and maintenance
- Meet the main **railroad companies** and the **public authorities** in this area
- Introduce your company's offer and know-how to **potential clients and partners**
- Meet **American business leaders** working for private firms in this sector during a networking event and B2B meetings

Registration Deadline:

February 24, 2012

Within the limit of available places


UBIFRANCE
ET LES
MISSIONS ÉCONOMIQUES

www.ubifrance.fr

The purpose of this trade mission to “discover” the American market:

Meet the executives of U.S. railroad companies and public authorities as well as potential American partners.

An efficient tool to:

- Have your questions about current market opportunities answered by the experts.
- Evaluate your company’s product or service in front of decision-makers.
- Network with a large number of American industry leaders in this sector.



WHY YOUR COMPANY WILL BENEFIT FROM PARTICIPATING:

- An urgent need of renovation and maintenance: constructed starting in 1850, the Northeast Corridor’s railroad infrastructure has needs of 43 billion dollars of repair and renovation within the next 20 years.
- Learn how to respond to bids for future projects such as:
 - \$450 million project: Improvement of rails and catenaries in New Jersey
 - \$295 million project: Improvements for the most-frequented railroad intersection in the US in Queens, NY (intersection of Long Island Railroad, Amtrak and New Jersey Transit)
 - \$8 billion project: East Side Access – connecting the Long Island Railroad to Grand Central Station

SPECIFICS ON THE RAILROAD SYSTEM IN THE NORTHEAST

- **A concentrated network undergoing modernization and extension:**
 - Stretching 457 miles, the Northeast corridor is of paramount importance for the economy of the region and must be modernized to continue to keep up with the movement of passengers and goods between metropolises in the region.
 - The NEC (Amtrak + commuter rail) has by far the highest ridership in North America with 260 million annual passengers, and this number is expected to increase by 59% by 2030.
 - In May 2011, the federal government approved the allocation of nearly **\$800 million in funds** for improvements to the intercity and commuter rail in the NEC, giving the green flags for many projects to launch bids.
- **Authorities in charge of the rails**
 - Amtrak is the principal intercity passenger rail service in the US
 - 29 million passengers per year, including 10 million in the NEC
 - Owns 363 miles of tracks between Washington, D.C and Boston
 - New Jersey Transit
 - Third largest public transportation network in the US
 - 223 million passenger trips per year
 - Metropolitan Transportation Authority is the public authority in charge of public transportation in the New York City area (including Connecticut and Long Island)
 - 1.6 billion passengers each year
 - Largest public transportation network in the Western Hemisphere



Take advantage of subsidies available to France-based companies from the French Trade Office.

OUR OFFER :

PACKAGE**	INITIAL COST BEFORE TAX *	SUBSIDY	COST AFTER THE SUBSIDY
Trade Mission: Renovation and Maintenance of Rail Infrastructures + Meetings + follow-up with contacts at an initial cost of 2200 € HT offered at the rate of 1200 € HT	2200 € Before Tax	1000 €	1200 € Before Tax
+ Participation in program of meetings, US subsidiaries	1900 € Before Tax	500 €	1400 € Before Tax
+ Participation of a second person from the same company	600 € Before Tax	0,00 €	600 € Before Tax

* This cost does not include the costs of transportation, accomodation and any meals that are not mentioned in the program.
** Costs are not final and can be modified.

SCHEDULE:

- **Monday, April 23 (Washington, D.C.):**
 - 6:00-8:00 p.m.: Networking reception at the French Embassy in Washington
 - 50 American and French professionals working on rail infrastructure projects in the Northeast, for both public transportation agencies and private firms
- **Tuesday, April 24 (Washington, D.C.):**
 - Meeting with executives from Federal Railroad Administration
 - Discussion on the development of the Northeast corridor – repair and renovation projects and larger-scale high speed rail projects in the future
 - Where are current and future opportunities for French companies
 - Meeting with French company in the rail industry which successfully established itself in the U.S.
 - How to successfully set up business and win contracts in the U.S.
 - Train to Philadelphia, approximately 4:00 pm
 - Free evening in Philadelphia
- **Wednesday, April 25 (Philadelphia / New York City):**
 - 09h00–12h00 Meeting with Amtrak headquarters in Philadelphia
 - Stephen Gardner, head of the new department “Northeast Corridor Infrastructure & Investment Development”- Amtrak’s future projects in this region: what, where and when?
 - Procurement department – buyers chosen according to needs of delegation
 - 1:00 pm train to New York City
 - Meeting with executives from New Jersey Transit
 - Procurement department
 - Capital Planning & Programs
 - Free evening in New York
- **Thursday, April 26 (New York City):**
 - B to B meetings with American business contacts from the private sector: potential partners and customers.
 - American firms choose which France-based companies they wish to meet
 - Each participating company meets 4 – 5 American companies
 - Meeting with executives from the Metropolitan Transportation Authority
 - Procurement department
 - Learn about current and future projects and needs for different MTA services:
 - Long Island Rail Road
 - New York Subway
 - Metro North

* The tax that will be charged applies to the pre-tax total before subsidies.

** Please consult Ubifrance to verify.

EXPORT SUBSIDIES:

Numerous subsidies are available to help France-based companies in their export activities.

To obtain more details and identify the subsidies which could be helpful to you, go to www.ubifrance.fr

REGISTRATION:

Confirm your registration NOW by sending us:

The COMPLETED registration form by e-mail to the following email addresses (ME-Ubifrance de Chicago) or by fax to (00) 1 312 327 5251.

For any further information :

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À NOTER DANS VOTRE AGENDA :

SYMPOSIUM IN THE RAIL AND URBAN MOBILITY
SECTOR IN KAZAKHSTAN

Kazakhstan – Astana – June 12 – 13, 2012

TRADE MISSION TO DISCOVER OPPORTUNITIES IN
URBAN MOBILITY IN LOS ANGELES

United States – Los Angeles – June 18 – 20, 2012

FRENCH PAVILLON AT THE INTERNATIONAL SALON OF
RAIL AND URBAN TRANSPORTATION, INNOTRANS

Germany - Berlin – September 18 – 21, 2012

COMMERCIAL TRADE MISSION FOR RAIL AND RELATED
PRODUCTS AND SERVICES IN TURKEY

Turkey – Istanbul – November 2012

Retrouvez tous nos événements sur :
www.ubifrance.fr/agenda et créez votre alerte e-mail afin
d'être informé régulièrement et automatiquement
des dernières actualités.

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