



RAILWAY

POST

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RAIL ACTION and GM EMD: A WINNING PARTNERSHIP!

Rail Action is the sole distributor of General Motors Electro-Motive Division parts and services to all short lines, industrial and transit customers railways in Canada. Based in Montreal (Quebec), Rail Action is a subsidiary of FTM International Inc., and provides a wide range of products and services to the Canadian transportation industry, mainly the railroads.

Rail Action and GM EMD became tied in 1996 when a sales and services agreement was signed. Through the years, this partnership evolved when a distribution mandate was added to the original agreement in 2001. For quality and efficiency purposes, the clients were transferred from GM EMD to Rail Action in three successive phases. The last one occurred this past August. This allowed Rail Action to adapt its infrastructure progressively in order to better meet customers needs and become the extension arm of GM EMD.

Rail Action implemented the following:

- An efficient organizational structure oriented towards a quality service;
- A system of information integrated and adapted to the distribution needs;
- A distribution centre located in Montreal which allows fast delivery through different ways of transportation;
- An inventory level suited to customers needs;
- An improved customer service;
- A logistical plan perpetually improved with the suppliers;
- An assessment process to ensure the efficiency of operations;

Rail Action works continually to improve its operations in order to better serve its customers. The constant efforts of the Rail Action team and the strength of the relationship with GM EMD have ensured a smooth and successful transfer of customers. "GM Electro-Motive believes that Rail Action will be able to provide customers with more focused attention by offering Canadian warehouse and distribution capability, parts kitting, technical service, warranty handling, and training" says Lynne Passett, Sales Manager, North American Rail Parts & Services.

RAIL ACTION et GM EMD: UN PARTENARIAT GAGNANT!

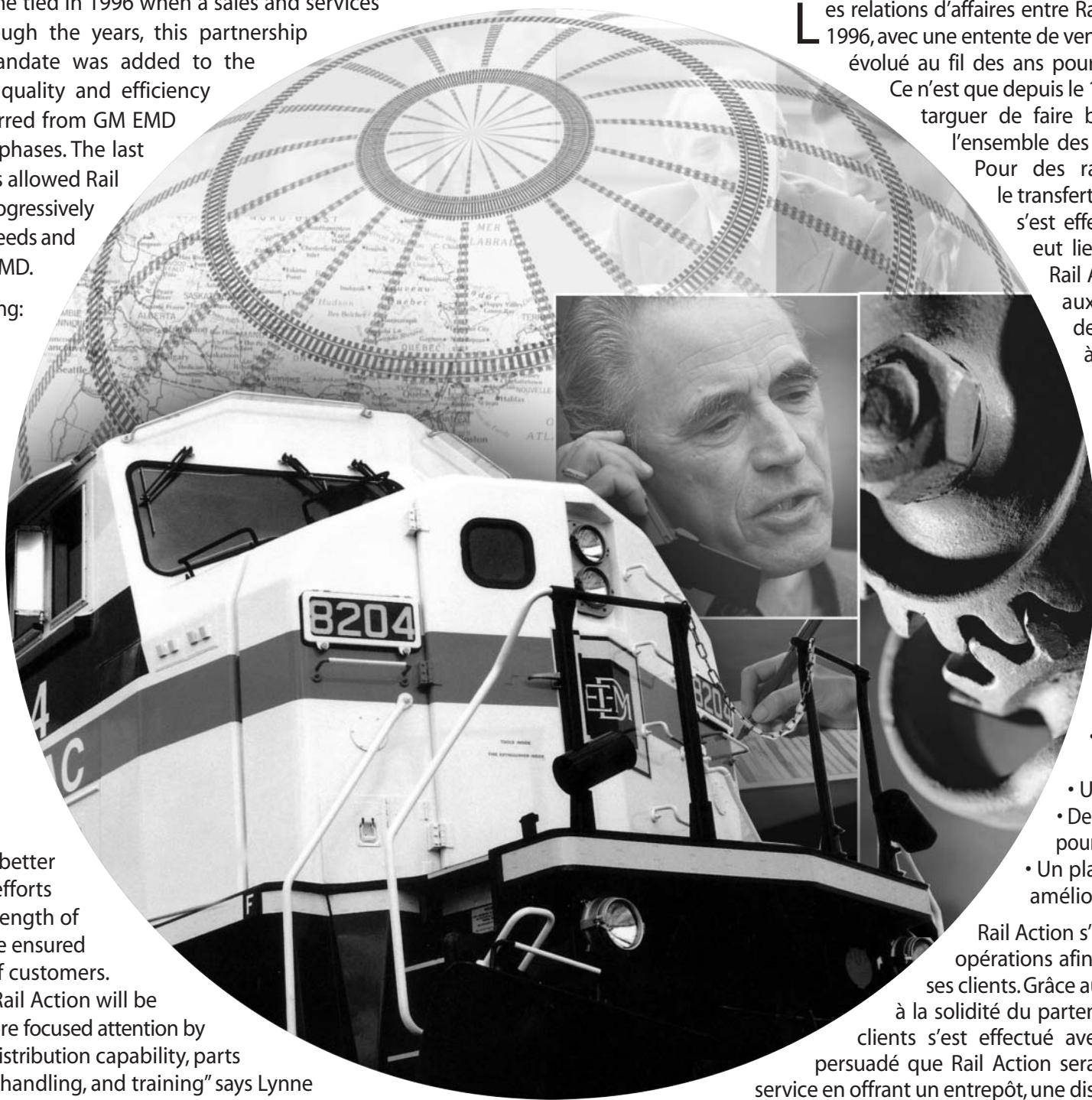
Rail Action est l'unique distributeur autorisé de pièces General Motors Electro-Motive Division (GM EMD) et offre ses services aux chemins de fer d'intérêt local (CFIL), industriels et aux transporteurs de passagers du Canada. Située à Montréal (Québec), Rail Action, une filiale de FTM International Inc., fournit un large éventail de produits et de services à l'industrie canadienne des transports et oeuvre principalement dans le secteur ferroviaire.

Les relations d'affaires entre Rail Action et GM EMD ont débuté en 1996, avec une entente de ventes et services. Cet accord a toutefois évolué au fil des ans pour y ajouter un volet de distribution. Ce n'est que depuis le 1er août 2003 que Rail Action peut se targuer de faire bénéficier à sa clientèle privilégiée l'ensemble des pièces et services à valeur ajoutée. Pour des raisons de qualité et d'efficacité, le transfert des clients de GM EMD à Rail Action s'est effectué en 3 phases, dont la dernière eut lieu en août dernier. Ceci a permis à Rail Action de s'adapter progressivement aux besoins de la clientèle et ainsi devenir un prolongement de GM EMD à part entière.

Parmi les moyens mis en œuvre par Rail Action :

- Une structure organisationnelle efficace et orientée vers un service de qualité;
- Un système d'information intégré et adapté aux besoins de distribution;
- Un centre de distribution localisé à Montréal qui assure un service de livraison rapide par le biais de différents moyens de transport;
- Des stocks qui reflètent les besoins des clients;
- Un service à la clientèle accru;
- Des procédures de suivi des opérations pour tester leur efficacité;
- Un plan logistique en perpétuelle amélioration avec ses fournisseurs;

Rail Action s'efforce tous les jours d'améliorer ses opérations afin de mieux répondre aux besoins de ses clients. Grâce aux efforts constants de son équipe et à la solidité du partenariat avec GM EMD, le transfert des clients s'est effectué avec succès. « GM Electro-Motive est persuadé que Rail Action sera en mesure de fournir un meilleur service en offrant un entrepôt, une distribution, un ensemble de pièces, un service technique, le traitement des garanties et de la formation au Canada » affirme Lynne Passett, Directrice des ventes, pièces et services de chemin de fer, Amérique du Nord.



A new web site for Rail Action!

It is our pleasure to announce that the new Rail Action web site is now online at the following address: www.railaction.ca.

In addition to the general information regarding Rail Action, as well as its products and services, it is now possible to get online quotes as well as register in order to receive our latest promotions and product offers.

Come visit us!

Un nouveau site Web pour Rail Action!

Nous avons le plaisir de vous annoncer que le nouveau site Web de Rail Action est maintenant en ligne à l'adresse suivante: www.railaction.ca.

En plus des informations générales sur Rail Action et sur les divers produits et services offerts par la compagnie, il est dorénavant possible d'obtenir des propositions de prix de même que s'y enregistrer afin de connaître nos promotions et recevoir des avis concernant nos nouveaux produits et services.

Visitez-nous!



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- Bruce Campbell, General Manager, Bombardier Transportation

inc.

La Banque Nationale est fière de partager le succès de Rail Action.
The National Bank is proud to share Rail Action success.

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NOT MORE OF THE SAME, BUT BETTER

"DESIGN FOR MAINTAINABILITY"

EMD hopes its SD70ACe sells the railroads on A.C. traction

How can EMD make the SD70, the locomotive that's quickly becoming the SD40-2 of the new millennium, better?

Tweak the prime mover to produce more horsepower and fewer emissions, that's what. Make the locomotive more comfortable to work in, and easier to work on.

What you get is the new SD70ACe. General Motors Electro-Motive Division is now testing the Tier-2 compliant locomotive at Transportation Technology Center Inc. in Pueblo, Colo., and expects to begin delivering production units in January 2005, when the emissions mandates go into effect.

The 1990 Clean Air Act Amendments tasked the Environmental Protection Agency to establish emission standards for locomotives. Tier 2 standards are expected to reduce current locomotive nitrogen oxide emissions by two-thirds, equivalent to removing more than 30 million passenger cars from the road. In addition, hydrocarbon and particulate matter levels will be reduced by 50%.

Instead of designing a new prime mover to meet the EPA regulations, the LaGrange, Ill., manufacturer is employing an improved version of its proven 710 engine, which produces 4300 hp versus the current SD70M's 4000 hp. The "AC" stands for alternating-current; the "e" for "enhanced". Through modifications to the prime mover and other components, the 16-cylinder 710 in the ACe will produce 10% more horsepower at the rail than the SD70M.

Modifications to the 710 engine to bring it into Tier-2 compliance were relatively few, says Market Development and Communications Director Curt Swenson. "We're not just getting by by the skin of our teeth here. We have margin."

EMD touts this as a major selling point, as this engine has proven successful; it expects few surprises once the ACe enters service. There are currently more than 5000 12- and 16-cylinder 710 prime movers in service worldwide, many of them in SD70Ms and variants working for U.S. Class I railroads.

General Electric announced its Tier-2 compliant "Evolution" Series Locomotive in December. GE is developing its new GEVO prime mover to

meet the emissions regulations (Page 20, March *TRAINS*). The GEVO is a four-stroke design. EMD also has a four-stroke engine, the 265H, which powers the SD90MAC. But, says Tito Miglio, SD70ACe project manager, of the 710 and the SD70ACe: "This is the locomotive EMD intends to produce for some time."

Keith Mahalik, EMD locomotive maintenance manager, said during development of the SD70ACe, EMD focused on reliability, emissions, maintainability, and ergonomics. "We're doing a lot of things on this locomotive to make it the best ever," he says.

Designed with a modular architecture, the individual assemblies that make up the locomotive can be built and tested at different locations before final assembly at London, Ont.

Focus groups of railroad officials, train service employees, and mechanical workers provided input on the SD70ACe's design. The results: the cab has been redesigned; on the engineer's side, gone is the desktop control console typical of locomotives built in the past 10 years. Replacing it is a modernized AAR-style control stand, with a positive-notching throttle reminiscent of models past, and good visibility front and rear. In part, this reverts to the standard for locomotives from the mid-1950s through the 1980s. Miglio said EMD isn't offering an optional vibration-isolated cab (ordered by CN as the SD70I); because of the way the locomotive is designed, this extra-cost option isn't necessary.

Behind the cab, the locomotive's electronics are consolidated into a locker in which two technicians can work at a time. The generator, engine, and cooling systems all have separate hoods, which are easier to remove for heavy maintenance than previous hoods. The beveled engine hood, similar to that on the SD90, is equipped with gull-wing doors, giving ready access to the power assemblies.

A.C. traction is a big part of the reliability component, Swenson says. Railroads have readily adopted A.C. traction in heavy-haul use, but the added expense has made railroads reticent to buy A.C. locomotives for universal applications. Swenson believes this locomotive will change that line of thinking.

"If there's a next step in fulfilling the promise of A.C. traction, I think it's to make it so cost-effective that the North American freight railroads standardize on it and do not need to buy D.C. locomotives," he says.

Still, he allows, if the railroads want a D.C. version, EMD will build it.

While the SD70ACe is made to be easy to maintain, EMD engineers say it won't need to be in the shop as often as previous models. Through the units will still have to undergo FRA-mandated 90-day inspections, the maintenance interval is more than twice that. Part of that stems from the reliability of the

710 prime mover — "Essentially, it has a bulletproof

reputation,"

Mahalik says — and also from the interactive, self-diagnostic, predictive health software aboard.

Swenson says EMD is already in talks with several railroads interested in buying the SD70ACe; he says he expects all Class I's will have an interest in it, and pricing will be competitive with new GE Evolution locomotives.

Hal Miller

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SD70ACe Specifications

Length:	74'3"
Height:	15'10.5"
Horsepower:	4300 THP
Weight:	408,000 lb.
Engine:	16-710G3C-T2
Electrical transmission:	A.C.
Fuel capacity:	4900 gal.
Maximum speed:	70 mph

EPA Tier 2 compliance is just one feature of EMD's new SD70ACe.

The "e" in GM Electro-Motive Division's new SD70ACe stands for "enhanced", and at first glance, one might not notice the many improvements over existing models that EMD has incorporated into this newest-generation, EPA Tier 2-compliant locomotive. EMD calls it "design for maintainability".

EMD decided to perform subtle modifications — a "tune up" of sorts — to its service-proven 16-710 prime-over. The resulting 16-710G3C-T2, which "contains no technologies unproven in the locomotive environment," produces 4,300 hp (10% more at the rail than its predecessor) while reducing NOx emissions by 50% from pre-EPA powerplants. EMD met and surpassed Tier 2 standards through compression ratio modification, turbocharger parameter matching that optimizes airflow for better combustion, modifying the electronic fuel injector timing, and incorporating larger engine cooling and aftercooling systems. EMD's AESS (Auto Engine Start Stop) System provides improved fuel economy.

"The basic engine dimensions are unchanged, and no additional work-force training or tooling investment is required to maintain, remove, or repair it," says EMD.

For easier maintenance, EMD incorporated a pair of gull-wing doors, located just above the cylinder banks, into a separate, three-piece, bolt-on hood that's simple to remove. In addition, the locomotive offers track-level access to the traction motor speed probe and improved access to traction alternator slip rings; traction rectifier fuses have been replaced with solid-state components. Isolating traction motors for insulation testing is "a much simpler process". Further, all the electrical wiring has been consolidated onto the left side of the locomotive's under frame; pneumatic piping is located on the right side.

The SD70ACe's "diagnostics and prognostics" capabilities utilize EMD's TechPro, an enhanced troubleshooting assistance system that helps technicians isolate defective components by interpreting fault archive information and interacting with the technician's input.

Improved messaging on the cab display screens provides "actionable" crew messages (only what the crew needs to know). Predictive health maintenance tools include fuel filter, power assembly, and cooling system monitoring. The system can provide a five-to seven-day advance alert of a low water shutdown. EMD's IntelliTrain™ wireless remote monitoring and communications system (p.34) is optional.

The SD70ACe's electrical system configuration is where the changes are not so subtle. Just behind the cab, a large electrical locker that accommodates two service technicians centralizes all major locomotive electronics: EM2000 control system, a.c. traction inverters, contractors and switchgear, and feedback devices. The a.c. traction system's inverter controls are integral with the EM2000 system.

Engineers will like the SD70ACe's new Ergonomic Cab, which was developed with input from the BLE. Gone is the desktop console. In its place is an improved version of the traditional AAR control stand, which many engineers seem to prefer. It's now called an "Engineer Workstation". The throttle, brake, and horn control locations

Gone is the desktop console. In its place is an improved version of the traditional AAR control stand, which many engineers seem to prefer. It's now called an "Engineer Workstation".

eliminate the need for two-handed throttle operation, offer improved capability for reverse moves over desktop-style controls, and have been relocated to eliminate "knee knocking" for better ingress and egress. Vertical reach to the radio has been eliminated; the radio is now closer to the engineer's ear. There's a shorter reach to the display screens. Forward vision has been expanded "for a wider range of operator sizes" (petite female engineers, take heart). Maintenance access has been improved.

Four SD70ACe units — GM70-73 — are now in various stages of testing. EMD plans to build 20 or more units for delivery starting June 2004. Production deliveries will start January 2005.

By William C. Vantuono, Editor

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SD70ACe vital statistics

Length	74 feet, 3 inches
Height	15 feet, 10.5 inches
Nominal weight	408,000 pounds (204 tons)
Horsepower	4,300 THP
Fuel capacity (usable)	4,900 gallons
Lube oil capacity	436 gallons
Cooling system capacity	275 gallons
Maximum speed	70 mph
Engine type	EMD 16-710G3C-T2
Operating temperature range	- 40 to +115 degrees F
Operator interface	Ergonomic Cab with Engineer Workstation
Maintenance interval	184 days
Electrical transmission	A.c. traction with enhanced insulation system, IGBT inverters, air-cooled phase modules
Locomotive control system	EM2000; integral inverter control system, EMD AESS (Auto Engine Start Stop) system
Trucks	Bolsterless high adhesion standard; HTRC radial optional Improved thrust pads and secondary springs



**FTM INTERNATIONAL INC.
IS ON THE MOVE!**

**ÇA BOUGE CHEZ
FTM INTERNATIONAL INC.!**

RAILWAY

POST

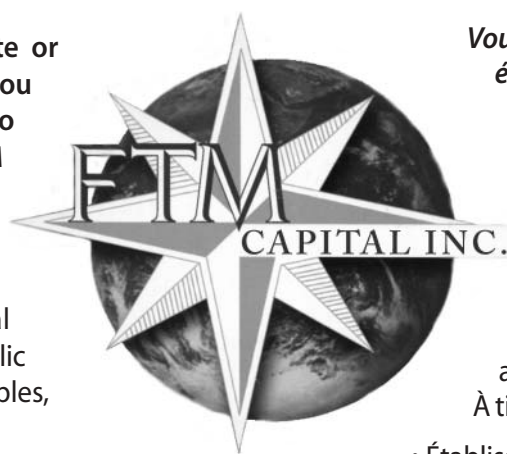
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FTM Capital is an investment banking boutique firm with offices in Montreal and Italy. With a strong core of professionals and access to a network of financial specialists, FTM Capital offers financial advisory/arranger services to small and medium sized businesses, public sector agencies and governments, both in Canada and Italy. As examples, FTM offers the following services in corporate finance transactions:

- Analyze your financing needs and recommend the optimal structure in order to fully realize your objectives;
- Help you prepare or update your business plan, financial projections or other financial models that mirror your enterprise;
- Recommend multiple sources of financing and establish contacts with them
- Advise and participate in negotiations with you.

FTM Capital can also advise you in the acquisition or sale of a business in order to maximize the benefits of the transaction

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FTM Capital est une boutique spécialisée en financement corporatif dont les bureaux sont situés à Montréal et en Italie. Grâce à son noyau de professionnels donnant accès à un important réseau de spécialistes financiers, FTM Capital offre des services d'avisier et d'arrangeur financier auprès de PME et de corporations et ce, tant au Canada qu'en Italie. À titre d'exemple, FTM Capital offre les services suivants en financement corporatif:

- Établissement des besoins financiers et d'une structure financière appropriée afin de réaliser les objectifs de croissance ou de la transaction;
- Soutien à la préparation d'un plan d'affaires et d'un modèle financier reflétant la réalité de votre entreprise;
- Recommandation de sources de financement et prise de contact avec ces dernières en vue d'obtenir le financement recherché;
- Conduite des négociations ou prestation de services d'appoint à la transaction.

FTM Capital peut aussi vous conseiller quand il s'agit de vendre votre entreprise ou d'en acquérir une afin de maximiser les bénéfices de la transaction.

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FTM Capital acts as financial advisor and arranger on an international acquisition and financing transaction

FTM Capital was mandated as financial advisor and arranger by Ingegneria Dei Sistemi S.p.a. (IDS) (<http://www.ids-spa.it>), an Italian company specialized in Radar Technology and Aeronautical Products. The transaction involved the acquisition of a select portfolio of aeronautical software products, intellectual property and ongoing maintenance contracts from a U.S. based Software Company.

In September 2002, FTM Capital was called in by IDS to analyze this highly strategic potential acquisition for their international expansion. FTM Capital's mandate included the economic and financial valuation of the assets and related contracts in over 15 countries; negotiate and finance the overall transaction, as well as negotiate a worldwide distribution agreement of the products acquired. FTM Capital was also involved in the negotiation of various other agreements reached between the two companies and to structure and arrange necessary financing with Italian financial institutions.

Following four months of analysis, negotiations and structuring, a letter of intent was signed late in January 2003. FTM Capital team then proceeded to close financing in Italy and performed the financial and commercial due diligence, as well as structuring several other agreements. The transaction was closed last March, in Rome.

More specifically, the agreements consisted of the followings:

- The purchase by IDS of a portfolio of aeronautical software products, intellectual property and ongoing maintenance contracts (in over 15 countries), thereby strengthening the international position of IDS's Aeronautical division;
- A consulting agreement that provides key personnel involved in the development of the software products acquired to transition the assets to IDS;
- An ongoing support and services agreement to ensure a smooth transition after completion of the transaction.

IDS is an independent system engineering company, based in Pisa and Rome, Italy. Its mission is to provide high technology services in the defense and civil area as well as system solutions aimed at specific agencies' needs (Naval, Space and Air Navigation Agencies). IDS has established itself as a worldwide leader in its fields, with customers in more than 20 countries.

More information can be found on FTM Capital on the FTM International web site at: www.ftm-intl.com.

FTM Capital agit en tant que conseiller financier et négociateur lors d'une transaction internationale.

FTM Capital a été mandatée en tant que conseiller financier et négociateur par Ingegneria Dei Sistemi S.p.a. (IDS - <http://www.ids-spa.it>), une compagnie italienne se spécialisant dans la technologie radar et les produits logiciels aéronautiques. Cette transaction impliquait l'acquisition d'une suite de produits logiciels aéronautiques, de la propriété intellectuelle sous-jacente ainsi que les contrats de maintenance d'une importante compagnie américaine de logiciels. FTM Capital a aussi négocié et structuré le financement pour compléter la transaction.

En septembre 2002, FTM Capital a été approchée par IDS afin de procéder à cette acquisition qui s'est révélée hautement stratégique en ce qui a trait à l'expansion internationale de l'entreprise. Le mandat de FTM Capital consistait en l'évaluation économique et financière des actifs et des contrats s'y afférant et ce, dans plus de quinze pays; la négociation et le financement de la transaction ainsi que la négociation d'une entente de distribution internationale des produits acquis par IDS. De plus, FTM Capital s'est engagée dans la négociation de plusieurs autres contrats liant les deux entreprises et s'est grandement impliquée dans la structuration et l'organisation du financement nécessaire auprès d'institutions financières en Italie.

Après quatre mois d'analyse, de négociations et de structuration, une lettre d'intention a été signée à la fin de janvier 2003. L'équipe de FTM Capital a, dès lors, finalisé les ententes concernant le financement en Italie et a accompli les vérifications financières et commerciales préalablement requises, en plus de structurer d'autres accords. La transaction a été finalement conclue en mars, à Rome.

Plus spécifiquement, cette entente comprend :

- L'acquisition, par IDS, d'une suite de produits logiciels aéronautiques, de la propriété intellectuelle sous-jacente et de contrats de maintenance des logiciels (dans plus de 15 pays), ce qui renforce la position de la division aéronautique d'IDS au niveau international;
- Une entente de consultation qui fournit à IDS, pour une durée d'un an, le personnel impliqué dans le développement des logiciels afin de faciliter la transition de ces produits;
- Une entente de support technique et de services pour assurer le succès de la transition des actifs acquis suite à la finalisation de la transaction.

IDS est une compagnie indépendante d'ingénierie de systèmes située à Pise et à Rome (Italie). Sa mission est de fournir des services de haute technologie dans la défense et le domaine civil ainsi que des solutions de systèmes pour des agences spécifiques (agences navales, de navigation spatiales et aériennes). IDS s'est établie en tant que chef de file dans son domaine avec des clients présents dans plus de 20 pays.

Pour plus d'informations, consultez le site Web de FTM Capital : www.ftm-intl.com

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Think outside the box. And do things your way. At the Business Development Bank of Canada, we recognize that each and every one of our clients has a unique growth curve ahead of them, and a unique plan to get there. And we respond with tailor-made solutions supported by a proactive approach, decisions made in the region and a view to the long term. From a growth partner, that's pretty unusual thinking.

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Business as unusual

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Comme Rail Action Ne vous attendez pas aux solutions habituelles.

Faites les choses différemment. À votre façon. À la Banque de développement du Canada, nous savons que le potentiel de chacun de nos clients est unique, tout comme le sont les stratégies utilisées pour réaliser ce potentiel. Voilà pourquoi nous proposons des solutions d'affaires taillées sur mesure, basées sur une approche proactive, une vision de partenariat à long terme et des décisions prises dans votre région.

Parce que vos affaires diffèrent.

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intra
TRANSPORTATION TRAINING INSTITUTE



VIA Rail Canada

A new contract for SE!

Telecon Inc., partner of SE Industries Inc., is executing a contract for the Société de transport de Montréal (STM). This mandate consists in cleaning 500 m of drains as well as replacing an additional 120 m in Montreal's metro.

Un nouveau contrat pour SE!

Telecon Inc., partenaire de SE Industries Inc., réalise un contrat d'entrevue pour la Société de transport de Montréal (STM). Le mandat consiste à nettoyer 500 mètres de canalisations, obstruées par la présence de calcaire, ainsi que procéder au remplacement de 120 mètres additionnels dans le métro de Montréal.

A LASTING PARTNERSHIP ...

In February 2003, INTRA, a subsidiary of FTM International Inc., renewed for the third time its contract with VIA Rail for the management of the training of its rolling stock maintenance personnel, from Halifax to Vancouver.

INTRA was created in 1999 to face the challenges created by the growing number of shortlines in Canada, particularly the training of technical staff and employees contributing to the operations of these railroad companies.

The training programs offered by INTRA cater to the railroad industry and contribute in improving the management and maintenance of rolling stock and its infrastructures.

INTRA offers turnkey contracts in management, including the conception and the delivery of courses perfectly suited to the needs of the railway industry. Courses are adapted to the ever-evolving technological systems on board with the constant advances in technology of rolling stock. We just have to think of the computer-assisted systems used in locomotives today. The new technology represents a great challenge for maintenance personnel but it also offers interesting opportunities to improve and optimize the rolling stock maintenance process.

At the beginning of 2000, INTRA was awarded the first tender by VIA Rail for a contract to train its workshops staff from across Canada.

Following an adjustment period for both parties, the management and the training programs have reached an optimal level. An active and dynamic involvement by Intra

Personnel and an in depth analysis of the training needs of VIA, as well as the establishment of performance indicators were the key to an optimal and successful training program. This resulted in the renewal of the training contract with VIA Rail, early in 2003. The healthy relationship that has developed between the two companies leads us to foresee great perspectives for the future.

INTRA offers training in the following fields:

Technical:

- Inspection, maintenance and repair of rolling stock
- Electrical, mechanical and pneumatics systems; maintenance systems and procedures

Health and safety:

- First aid
- Transportation of dangerous goods
- WHMIS
- Driving of trucks, cranes, power lift trucks, bridge cranes, etc.

Regulations:

- Re-certification of railway maintenance personnel to Transport Canada requirements.
- Respiratory protection, welding

Organizational needs:

- Training of new employees
- ISO programs: quality and environment
- Software for rolling stock maintenance program

UN PARTENARIAT FAIT POUR DURER...

En février 2003, INTRA, une filiale de FTM International Inc., a renouvelé pour la 3e fois son contrat avec VIA Rail, pour la gestion des activités de formation de son personnel d'entretien du matériel roulant, de Halifax à Vancouver.

Intra a été créée en 1999 pour faire face aux nouveaux défis posés par la multiplication des CFIL au Canada, plus particulièrement concernant la formation des équipes techniques et des employés reliés à l'exploitation de ces PME ferroviaires.

Les programmes de formation offerts par INTRA sont destinés à l'ensemble de l'industrie ferroviaire et contribuent à une amélioration de la gestion et de l'entretien du matériel roulant et des ses infrastructures.

INTRA offre des contrats clef en main d'impartition de gestion, de conception et de livraison de cours parfaitement adaptés aux besoins des compagnies de chemin de fer, le contenu des cours s'adaptant également à l'évolution technologique constante des systèmes à bord du matériel roulant. On n'a qu'à penser à tous les systèmes maintenant gérés par des ordinateurs à bord des locomotives. Cette nouvelle technologie représente un grand défi pour le personnel d'entretien mais offre aussi d'intéressantes opportunités d'amélioration et d'optimisation des processus d'entretien du matériel roulant.

Au début de l'année 2000, INTRA a remporté un premier appel d'offre lancé par Via Rail, pour un contrat d'impartition de la formation technique de ses employés d'atelier, dans tout le Canada.

Après une période d'adaptation des deux parties, la gestion et le déroulement des programmes de formation ont atteint un rythme de croisière satisfaisant. Une implication active et

dynamique du personnel d'Intra et un processus d'analyse des besoins de formation de Via ainsi que l'établissement d'indicateurs de performance sont les gages d'une formation pertinente et performante. Ceci a résulté, début 2003, au renouvellement du contrat de formation de VIA Rail. La relation de confiance qui s'est établie entre les deux compagnies laisse présager d'excellentes perspectives pour l'avenir.

La formation offerte par INTRA s'applique aux domaines suivants :

Technique:

- Inspection, entretien et réparation de matériel roulant
- Systèmes électriques, mécaniques et pneumatiques; systèmes et procédures d'entretien

Santé-sécurité:

- Secourisme,
- Transport de matières dangereuses,
- SIMDUT,
- Conduite de camions, chariots-élévateurs, grues, pont-roulant, etc.

Réglementation ferroviaire:

- Recertification du personnel d'entretien ferroviaire selon les exigences de Transport Canada
- Protection respiratoire, soudure, etc.

Besoins organisationnels:

- Formation des nouveaux employés
- Programmes ISO : qualité et environnement
- Logiciels de programmes d'entretien et de systèmes de matériel roulant



SE INDUSTRIES REPRESENTS IDS IN NORTH AMERICA

Following successful negotiations SE Industries obtained the representation for IDS, an Italian company specialized in georadar technology. A demonstration at the Toronto airport showed outstanding results.

SE Industries Inc. is a subsidiary of FTM international Inc. established in Canada and Italy. The company developed a new trenchless digging technology, allowing the installation of underground networks (telecommunications, electrical, sewing systems) in a cost effective and environmentally friendly way. This system called Dry Directional Drilling (DDD™) designed by SE industries Inc. is so efficient that it goes through the hardest rock without changing the drilling head.

SE Industries Inc. became recently the North American representative for IDS. IDS is an Italian company that produces georadar equipment to explore different types of materials without interfering with their physical, chemical, and mechanical characteristics. This new technology has numerous applications such as sub-soil classification and mapping, evaluation of integrity of vertical and horizontal structures, geology, etc. The principal characteristic of the IDS technology is its capacity to use 7 monostatic or bistatic antennas with different frequencies.

Upon request of the GTAA-Greater Toronto Airport Authorities, SE industries Inc. in collaboration with IDS and Telecon Inc, carried out a demonstration of the IDS technology in June 2003. This demonstration aimed to prove the efficiency of this new and unique technology in the field of pipes, cables and various objects located in different types of soil and structures.

The tests were conducted on a portion of the road leading to the inside of the airport area, on the measure of asphalt thickness as well as on the observation of a portion of floor and wall inside a building. The results were very conclusive, allowing the elaboration of accurate and detailed graphical representations, showing the existence of pipes which the airport authorities were unaware of!

The results were presented in Toronto as well as in Montreal in June 2003. The reaction of the guests was very enthusiastic in both cities.

FTM Capital, one of FTM International Inc. subsidiaries, acted as financial advisor and arranger in this international acquisition and financing transaction.

SE INDUSTRIES OBTIENT LA REPRÉSENTATION DE IDS EN AMÉRIQUE DU NORD

Au terme de fructueuses négociations, SE industries Inc. est devenu le représentant de IDS, une entreprise italienne spécialisée dans la technologie géoradar. Une démonstration à l'aéroport de Toronto a démontré des résultats exceptionnels.

SE Industries Inc. est une compagnie Italo-canadienne, membre du groupe FTM International Inc. qui a développé une technologie novatrice dans le secteur du forage sans tranchée, permettant l'installation d'infrastructures souterraines de services (télécommunications, électricité, système d'égouts et d'aqueducs) de façon économique et écologique. Ce système de forage à sec appelé Dry Directional Drilling (DDD™), conçu par SE Industries Inc, est si efficace qu'il permet de percer le roc sans même changer la tête de forage.

SE Industries Inc. est devenu récemment le représentant de IDS en Amérique du Nord. IDS est une compagnie italienne, qui utilise de l'équipement « géoradar » et l'énergie des fréquences radar afin de sonder différentes sortes de matériaux sans interférer avec leurs caractéristiques physiques, chimiques ou mécaniques. Cette nouvelle technologie a de nombreuses applications, notamment dans le domaine de la classification et de la cartographie des sous-sols, de l'évaluation de l'intégrité de structures horizontales et verticales, de la géologie, etc. La principale caractéristique de la technologie de IDS est la capacité d'utiliser jusqu'à 7 antennes monostatiques ou bistatiques avec des fréquences différentes.

À la demande de l'administration de l'aéroport de Toronto (GTAA-Greater Toronto Airport Authorities), SE Industries Inc. en collaboration avec IDS et Télécon Inc., ont effectué une démonstration de la technologie IDS en juin 2003. Cette démonstration avait pour but de prouver l'efficacité de cette nouvelle technologie, unique en son genre, dans les domaines du repérage de conduites, des câbles et autres objets localisés dans différents types de sols ainsi que dans certaines structures.

Les essais portaient sur l'analyse d'une portion de la chaussée menant à l'intérieur du périmètre de l'aéroport, sur la mesure de l'épaisseur du bitume, ainsi que sur l'observation d'une portion de plancher et de mur à l'intérieur d'un édifice. Les résultats ont été très concluants et ont permis l'élaboration de représentations graphiques précises et détaillées, montrant des canalisations dont l'administration de l'aéroport ne soupçonnait même pas l'existence!

Les résultats ont été présentés à Toronto ainsi qu'à Montréal en juin 2003. La réaction des invités a été très enthousiaste et ce, dans les deux villes.

FTM Capital, une des filiales de FTM International Inc., a joué un rôle de premier plan dans cette transaction internationale en tant que conseiller financier.