



S&C Rail Solutions



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Adaptive
Systems for
Communication
Structures

**CHANGE?
BRING IT ON!**



COMMUNICATION STRUCTURE CHANGES ARE INEVITABLE, BUT...

- In the coming years, many communication structures will have to be changed due to new equipment and technologies, new laws, breakage and more
- Implementing such changes will require significant investments from railway companies
- What if changing a case could be done much faster, easier and at a mere fraction of today's cost?

TRADITIONAL PROCESS: COSTLY AND CHALLENGING

- Give notice of "speed slow down" to upcoming trains
- Disconnect wiring in signal cabinet
- Remove the inside electrical panels and associated wiring
- Remove entire signal cabinet
- Install new signal cabinet
- Rewire all connections
- Test process to ensure proper signals are intact

NEW TECHNOLOGY, NEW WAYS

- S&C Rail Solutions' patented method allows any organization to change signal cabinets in a much more efficient way regarding safety, time, financial, legal and logistic considerations
- Change is now synonymous with savings and efficiency. **Change? Bring it on!**

WHAT IS S&C'S SOLUTION?

- An innovative patented system to replace signal cabinets
- Unique new design, drawings and manuals
- An installation technique that allows any crew to change a cabinet without disconnecting the wiring of the communication system
- Ability to upgrade from single cases to double cases and even bungalows

THE S&C RAIL SOLUTIONS' METHOD

- Cabinet is changed by 3 employees in a maximum of 6 hours
- The wiring is not disconnected and trains do not slow down
- No interruption of service
- Possibility to quickly and easily install larger cabinets. Ideal for PTC requirements

BENEFITS

MANPOWER BENEFITS

- Less of a need for costly qualified manpower: 3 men, 6 hours vs. 4 men, 5 days
- Practically nonexistent risks and safety hazards for employees

PRODUCTIVITY BENEFITS

- No train slow down or interruption
- No disconnection and no testing required
- No special permit required

SPACE AND LOGISTICS BENEFITS

- Batteries now fit into the larger cabinet
- Requires less space during replacement in cramped areas

TESTIMONIALS

“Using our standard approach, the Glenmore Trail crossing project would have represented 60 man hours to complete in the wiring shop, 24 man hours in field along with \$6,000.00 of material and a slow down directive to trains.

With the innovation of S & C Rail Solutions, the total project took only 17 man hours to complete, with no train slow down directive whatsoever. In future, where applicable, we will definitely consider this innovative replacement system as an option, as it represents substantial savings both in time and money.”

- Ron Czuy, Manager S&C, Safety Assurance, Western Division Canadian National Railways

“During our experience installing the bungalow on OVR territory we found the product very well drafted. The design is very well done since the parts are light and easily put together.

We were impressed by the time consumption from taking the crossing out of service and having it back in service within reasonable time to not have any train delay. We believe the product can be very efficient and helpful for Railways and signal operations”

- Kevin Garson, Manager of Signal Maintenance, Rail Term Inc.

“Overall cost in using this case has saved us 45% plus.

We are planning on using it at locations where we have issues with steel cases deteriorating.”

- CP Supervisor

“Field supervisors with 30 years plus experience were very pleased with this sectional replacement aluminum case.”

- CP

“It certainly appears to have potential for being very useful in the industry.

Your product appears to serve a vital need.”

- A high level USA Government official

IS IT REALLY WORTH IT?

ESTIMATED VALUE OF BENEFITS

Based on actual installed cabinets and testimonials:

BENEFITS	ESTIMATED VALUE
Far less time to change or install a signal case or bungalow. (3 men/6 hours vs. 4 men/5 days)	18 hours at a rate of \$75/hour instead of 200 hours. Savings of \$13,650 per cabinet
Does not disconnect the system. No retesting and trains do not have to stop or even slow down	Avoid slow down penalties of 80 Euros per minute and additional fuel costs. Savings of \$7,500 per cabinet
No special permit required. If weather is not ideal, permit must be reapplied for, delaying procedure by 4-6 weeks	Disruption of worker schedule and weather delays. Savings of \$1,000 per cabinet
Significant reduction in manpower allocation (no electricians required)	Average savings of non-skilled labour (\$30/hour) as opposed to electricians (\$60/hour) x 200 hours. Savings of \$6,000 per cabinet
Much easier to comply with PTC requirements as one can easily change the cabinet for a larger one (to include PTC systems) or make more room for PTC systems with current cabinets	Upgrading by converting to a bigger cabinet, avoid having to replace all relays or microprocessors if they are still in good working order
Much safer for installation crew and for train industry in general. Risk and safety hazards are practically nonexistent	Avoid costly accidents: priceless
Maintenance-free structure for years of operational savings	Eliminate the need for maintenance on a yearly basis

SEEING IS BELIEVING



- Let us change ONE cabinet on your network and see for yourself
- Calculate your own time and money savings
- Installation costs for this first unit will then be deducted from any further purchase
- NDA required



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