

RAILWORKS® TODAY

A monthly newsletter for employees of RailWorks Corporation and its subsidiaries

HSQ Make Its Mark in Mass Transit, and More



Employees in HSQ Technology's manufacturing area assemble and wire control panels for customer projects.

RailWorks Corporation has a treasure – not a hidden treasure but an impressive cache of capabilities in the form of its Silicon Valley-based subsidiary, HSQ Technology.

The company is noteworthy among its high-tech brethren in northern California and beyond, particularly for its Supervisory Control and Data Acquisition (SCADA) systems. The proprietary software and hardware that HSQ Technology produces and installs are at work virtually everywhere that data is collected, monitored and used to control an environment. Think hydro-electric plants and the automatic adjusting of power output. Or consider water and wastewater facilities, where SCADA systems check water levels and regulate flow.



- ***Founded in 1979***
- ***Acquired by RailWorks in 2001***
- ***45 full-time employees***
- ***250-plus major projects in eight countries***
- ***25 percent repeat business***

HSQ's primary business in the early days was heating, ventilation, and air conditioning (HVAC)/energy management for military installations, and this continues to be a significant part of the business. Many of these installations are secure facilities, so HSQ maintains a company Defense Department security clearance.

And then there's mass transit. We know HSQ Technology, part of

RailWorks Transit & Systems, for its transportation work, like building SCADA and communications systems with RailWorks for the Hiawatha Light Rail project in Minneapolis and the automated people mover (APM) systems at Washington Dulles and Miami international airports.

This spring, HSQ is teaming up again with Bay Area Rapid Transit

(BART) system in San Francisco. Company President Hal Spence recently received word that HSQ Technology, headquartered in Hayward, Calif., will be the communications subcontractor for BART's Berryessa Extension project, aimed at improving interconnectivity and relieving traffic congestion throughout Santa Clara County.

In its 32-year history, HSQ has established a notable record. The SCADA system installed for San Francisco Municipal Railroad in 1981 is still operational. HSQ continues to maintain and upgrade its largest project, a \$33 million special systems job for San Francisco Airport originally completed in 2000.

And its work is varied and far-reaching. For example, the company has provided:

- A control system for Vandenberg Air Force Base, Calif., supporting its missile launch facility
- Water distribution SCADA in Saudi Arabia, with 15 miles of communications cables in the desert
- Security and systems controls for both former World Trade Center towers in New York City
- Stream monitoring in Brazil's rain forest using satellite radio uplinks
- SCADA for water control and monitoring for the entire Island nation of Cyprus. The original system was completed in 1992. HSQ continues to provide continuous upgrades and support.

HSQ maintains permanent offices in New Jersey for support of systems with the Port Authority of New York and New Jersey and in Colorado Springs, Colo., for Schriever Air Force Base. Thirteen engineers support approximately 50 systems worldwide, offering simple telephone support or, for many systems, periodic onsite maintenance upgrades.

Values in Action: **Industry Leadership**

You might call it a banner spring for HSQ Technology.

Not only is the company embarking on a \$9.5 million project for BART, it has been designated a quality organization by a noted global authority, with a banner to prove it.

The new signage, which reads “HSQ Technology In Control: An ISO 9001:2008 Company,” hangs in the manufacturing area of the single-level, 23,500-square-foot headquarters building in Hayward, Calif. It reflects the coveted certification from the International Organization for Standardization (ISO), which maintains international, standardized measurements for quality in business processes.

Over the years, HSQ has gone about business in a manner that is already consistent with ISO standards. Gaining the ISO designation wasn't so much of a leap in terms of changing processes as it was documenting them.

“We had most of the specs in place already,” says HSQ Technology President Hal Spence. “We had the HSQ procedures; we just didn't have the certification. It covers manufacturing all the way from the design, parts we purchase, inspections, tests and documentation.”



HSQ Technology employees show off a new banner highlighting ISO-9001 certification, before it was hung at company headquarters in Hayward, Calif.

With its achievement, HSQ matches other industry leaders who are upholding the high standards of the ISO. That group includes PNR RailWorks' Signals & Communications division, which earned ISO 9001:2008 designation in January 2011.

Like PNR RailWorks, HSQ recognized that the ISO stamp of approval would strengthen new

business opportunities. “Ten years ago,” says Hal, “we were getting lots of jobs to bid on where the specs required the manufacturer to be ISO-9001 certified. I started thinking about it and looking at working toward the certification about eight years ago. After a couple of starts and stops, I put it in my business plan last year. Congratulations to our team. We finally did it.”

Calendar Notes

April 30-May 2	RSII 2012 – Rail Safety and Incident Investigation Seminar Orlando, FL
May 21-25	RSSI Convention Cincinnati, OH
June 3-6	APTA Rail Conference Dallas, TX

Training & Development

May 8-9	Managerial Leadership RailWorks Track Systems – Lakeville, MN
May 22-23	Mid-Management Leadership Chicago, IL
June 13-14	Project Management Newark, NJ
June 20-21	Managerial Leadership Chicago, IL

RailWorks Today

Let us know what's on your mind.
Email your questions and comments to
RailWorksToday@RailWorks.com



RAILWORKSMART RAILWORKSAFE

Springtime Weather Calls for Extra Care on the Road

The chances for wet driving conditions dramatically increase in the spring and so do the odds for a collision. Hard rain, sleet or even a late-spring snow shower can limit visibility so you can't see the edges of the road, traffic signs or other vehicles.

Follow these tips before you drive:

- Keep your windshield clean, inside and out, and washer fluid levels high.
- Keep your headlights and wipers clean and in good condition.
- Make sure tires are properly inflated and that you have appropriate tread depth.
- Use your headlights, even during the day, to help other drivers see you.
- Clear snow, frost and ice off all windows, head and tail lights, the hood and roof.
- Make sure an emergency kit is in the vehicle.
- Give yourself extra time to get where you're going.

Follow these tips when driving:

- Slow down. It's the single most effective way to avoid an accident. Your vehicle will be easier to control with less chance to hydroplane.
- Increase the following distance between your vehicle and the one in front of you.
- Don't drive through deep water on a flooded road.
- Avoid using cruise control. It is harder to maintain control of the vehicle with cruise control engaged.
- Avoid braking hard or turning sharply. Instead, brake gently to help retain control of the vehicle.
- Don't pump anti-lock brakes. Engage the brakes and apply firm, steady pressure to steer through any skid.

News Across the Line

RailWorks Corporation

Controllers Circle Up in Dallas

Employees with accounting, finance, and information technology responsibilities from all RailWorks companies met in Dallas March 26th and 27th for RailWorks' Annual Controllers Conference.



Employees took a break from the annual Controllers Conference for a team-building exercise at Texas Motor Speedway in Ft. Worth. Participants competed against each other working in pit-crew teams. They soon realized that in addition to a fast car, it takes performance, communication, and teamwork to win. The event wrapped up with a spin around the track in a race car.

The two-day meeting focused on how to prepare the company for the future, with training, Enterprise Resource Planning (ERP) workshops, as well as plenty of time for collaboration and team building. The training covered 2012 objectives, organizational outlooks, and new initiatives, including automated time collection and ERP.

Participants learned about what is required for successful ERP implementations and had the opportunity to provide input on the system design for each of the company's unique and individual processes.

RailWorks Maintenance of Way

The RailWorks family extends a warm welcome to more than 80 new employees with RailWorks Maintenance of Way.

On April 9, RailWorks Corporation expanded when it acquired the operating assets, current contracts and equipment of Roadway Worker Services/Roadway Worker Contracting/Hartford & Associates, based on Ponte Vedra Beach, Fla. Now operating as RailWorks Maintenance of Way, the new company provides Class I and other railroads with thermite and electric welding and other maintenance-of-way services.

Former owner **John Hartford** serves as president of the new operating company and reports to Executive Vice President **John August**.

RailWorks Track Systems

The RailWorks family extends its deepest sympathy to the family and co-workers of **Brant Hicks** of Clatskanie, Ore. Brant worked as a tamper operator for the Western Division. He died on April 14 when he drowned after rescuing his 2-year-old son, who had fallen from a fishing boat on the Columbia River.

According to published reports, Brant jumped in the frigid water, found the toddler, handed him up to his father-in-law in the boat, and then vanished underwater.



Brant Hicks and his 2-year-old son Koen

Area Manager **Bill Lenhart** said Brant had worked for RailWorks since 2005. "We watched Brant grow up over those years, from being single, to a husband and then a father. He also grew on the job too, progressing from a laborer to a tamper operator. Brant was a hard worker and well liked by everyone. We all will miss him."

PNR RailWorks

Scott Hunt joined the company as Manager of the Prairie Division. Based in Cochrane, Alberta, Scott will lead the team in performing a range of track construction, maintenance and rehabilitation services throughout Alberta and Saskatchewan. Before joining PNR RailWorks, Scott served as senior project director for Stuart Olson Dominion, a contractor that provides construction management, design/build and general contracting services for private and public facilities.

Streetcar Update



Workers on the New Orleans Streetcar project level and align the rail to prepare for a 16 ½-inch monolithic pour. In the background, a worker conducts a holiday test to ensure there are no tears in the rail boot and that the rail remains electrically isolated.

New Orleans Streetcar Project

Work is progressing on the New Orleans Streetcar project, led by Project Manager **Loren Gallo**. RailWorks is constructing 1.8 miles of new rail for a streetcar line expansion that will connect the Central Business District with Canal Street.

"We just completed constructing key segments of track – 2,500 track feet and 8,300 track feet – through the central business district," reports Loren. "Looking ahead we still need to install six turnouts and two half-junctions. The substantial completion of tying this expansion into the Canal Streetcar line is expected to finish by the end of October of this year."



Granite Construction and RailWorks Track Systems employees pose at festivities to commemorate the start of construction of the Tucson Streetcar project. (l to r) Granite: Field Engineers Anthony Alfonzo and Kristen Reinke, Project Manager Gene Ramirez. RailWorks: Project Estimator Mike McGee, Lead Workers Harry Atkinson and Dave Hamilton.

Tucson Streetcar Project

Transportation Secretary Ray LaHood was in Tucson, Ariz., on April 12 for a ceremony to launch major construction of 3.85 track miles for the Tucson Modern Streetcar project.

The \$56 million project is being constructed by Old Pueblo Trackworks, a joint venture of RailWorks Track Systems and Granite Construction. L.K. Comstock National Transit is performing the systems work.

Area Manager **Roger Boggess**, who is leading the project, said the work is beginning at an extremely fast pace. "The aggressive schedule will require Granite Construction, RailWorks and L.K. Comstock to work diligently together to keep pace."

Granite has begun utility work along the route. Meanwhile, L.K. Comstock is removing the existing overhead catenary system. RailWorks received the first shipment of rail on April 11 and is unloading and delivering it to various locations along the corridor. Welding starts on April 30 and continues for two weeks until the start of rail installation, which continues through May of 2013. The new streetcar is scheduled to open in late 2013.