

OUTLINE OF IDEAS FOR A FAMILY OF „INTELLIGENT“ RAILCARS SUGGESTIONS FOR PROJECT DEVELOPMENT

In several memorandums I demonstrate the potential of railroads in the 21st century as well as possible applications for a family of “intelligent” railcars in the world and especially in North America. The manufacturer that is the first to adopt these ideas has the best chances to become the global leader in railroad system technology.

I would like to assist with this. The “milestones” hereunder describe what the further project development can be like.

1st milestone: I have a first interview with an interested railcar manufacturer for getting to know them resp. for acquisition. I submit a counseling proposal which suitably comprises the following elements:

- *Configuration of the family of “intelligent” railcars (types, technical features, functional requirements, data sheets, drawings, illustrations etc.);*
- *Assessment of the worldwide market potential, particularly of the system cost threshold below which the demand for railroad material (vehicles including infrastructure) increases significantly;*
- *Investigation of the know-how which is at the manufacturer’s or their strategic partners’ disposal;*
- *Recommendations for strategic partnerships (engineers, technologies, components, entire companies) / recommendations for possible company acquisitions;*
- *Estimation of the necessary development costs up to marketability and the expected duration of the development;*
- *Assessment of the required manufacturing capacities / recommendations for suitable production sites;*
- *Counseling with regard to worldwide marketing as far as requested resp. Necessary.*

2nd milestone: The railcar manufacturer accepts (on their own or possibly together with strategic partners) this counseling offer. In such case I am ready to cooperate significantly in the further project engineering.

3rd milestone: The railcar manufacturer actually intends to act as developer / producer / seller of a family of “intelligent” railcars. Then I will gladly take on the project management to this effect – either in contractual relations as counselors or by joining the company.