



**AmeriStarRail LLC**  
*Transportation Innovation*

**Summary of  
AmeriStarRail Option 1:  
Keep Jobs at the Alstom Hornell, NY Factory  
Building 76 More Trainsets of the  
160 MPH Acela Avelia Liberty in a  
600 Passenger “Stretch” Version**

One of the reasons for AmeriStarRail's (ASR) bid protest is that Amtrak decided that the ASR trainset bid was "unresponsive."

Per Amtrak's Procurement Requirements, there was no basis to declare our bid as "unresponsive":

***3.4.11 Responsiveness of Bids - If a bid conforms in all material aspects to the requirements of the solicitation at the scheduled time of submission and does not require further discussions with the bidder, the bid is responsive.***

Amtrak never had any further discussions with AmeriStarRail after each part of ASR's proposal was submitted by the three bid deadlines of the Amtrak RFP DOC750069:

1. May 10, 2019: Exhibits N-1, N-2, N-3 and O
2. November 20, 2019: Trainset Supplies and Services Technical Proposal
3. December 11, 2019: Trainset Financial Proposal for Supplies and Services

Per Amtrak's Procurement Requirements, AmeriStarRail disagrees with Amtrak's decision that our proposal was "unresponsive." ASR's bid protest requests that Amtrak reverse this decision.

AmeriStarRail also disagrees with Amtrak's assertion in the August 19, 2021 bid debriefing that the ASR proposal lacked the technical details needed for a competitive analysis with other bid proposals. As we mentioned in our proposal and describe in this summary, the technical specifications of ASR proposed Option 1 are identical to Alstom's Avelia Liberty trainsets which Amtrak and the Federal Railroad have already reviewed and approved. These technical specifications are proprietary to Alstom and are already in the possession of Amtrak for comparison with other bids.

In our bid, AmeriStarRail proposed three trainset options for Amtrak's consideration to replace Amfleet cars and provide substantial improvements to fleet, operations and trainset maintenance for the Northeast Corridor and other Amtrak routes. Utilizing private financing through a confidential and conditional association with a major infrastructure fund, which we identified confidentially in our proposal, AmeriStarRail offers an innovative trainset and financing solution that will result in a substantial increase in ridership and market share and provide Amtrak with increased revenues.

With private financing, one of the trainset options offered by AmeriStarRail, Option 1, is to order and finance 76 tri-powered trainsets (third-rail, diesel and catenary) to carry 600 passengers up to 160 MPH, a NEC Track Geometry Testing (TGT) trainset and a Northeast Corridor Trainset Maintenance Center (TMC). Specific proposal pricing, terms and conditions for providing 100% private financing for this trainset option are detailed in the attached summary of our financial offer. We learned in the August 19, 2021 that Amtrak did not consider our financial proposal of One Dollar (\$1) bid price for 76 trainsets and One Dollar (\$1) bid price for the Northeast Corridor Trainset Maintenance Center.

Option 1 offers the Avelia Liberty by Alstom - a “stretch” version of the 9 unit trainsets, currently under construction to replace the Acela fleet, would have at least 12 units in each trainset to carry 600 passengers. (Alstom is not a party to this bid protest).

After the completion of Amtrak’s order of 28 Avelia Liberty trainsets in 2022, AmeriStarRail’s order of 76 trainsets in a 600 passenger “stretch” version will help save hundreds of jobs at Alstom’s Hornell, New York and at parts suppliers around the country. This would also help preserve the current high speed rail expertise of the workforce by building more high speed trains. Currently no orders have been placed for more high speed trains in America and there is a risk of losing this highly skilled manufacturing expertise when the current order is completed in 2022. AmeriStarRail’s order for 76 more Avelia Liberty high speed trainsets will keep the Alstom Hornell, New York factory busy building these 160 MPH trains through 2030.

Because of the efficiency of adding on to an existing production line, building more Alstom Avelia Liberty high speed trainsets are the fastest way to replace the 125 MPH Amfleet cars which are more than 45 years old.

AmeriStarRail’s proposed “Stretch” version of Alstom’s Avelia Liberty is a variation of the trainset design and specifications already approved by Amtrak and the Federal Railroad Administration (FRA) for operations up to 160 MPH. The “stretch” includes additional units for the Acela Liberty trainsets to provide space for 600 passengers, diesel power and third rail shoe pick-up equipment. Based on the original TGV design, over 1,000 trainsets have been in service around the world since 1981.

AmeriStarRail’s trainset proposal will provide Amfleet passengers with 21st century innovations of speed, safety, reliability, amenities, new services and will increase the speed of train service from 125 MPH to 160 MPH.

Additional features and benefits of AmeriStarRail’s trainset proposal include:

### **Tri-Powered Trainsets**

Tri-powered trainset technology will eliminate the current 19th century practice of Amtrak locomotive changes for Northeast Corridor destinations that literally leave passengers in the dark without lighting, heating or air conditioning for the 30+ minutes scheduled for engine changes. It will dramatically reduce travel time by over 30 minutes in each direction and significantly improve terminal operations and dispatching reliability on the NEC.

Tri-powered trainsets will provide Northeast Corridor passengers with important redundancy to not only maintain food service, air conditioning, heating, lighting and restroom operation during catenary power failures but also to keep trains moving up to 125 MPH under diesel power.

### **Top Operating Speed of 160 MPH**

Dispatching complexity, operating slot conflicts and on-time performance will be greatly improved if all Amtrak Boston - Washington trains can operate with

synchronized operating speeds. For these reasons ASR is proposing that all of the new standardized trainsets be capable of operating up to 160 MPH. Given the 20 - 40 year service life of the new trainsets, this is a unique opportunity to achieve synchronized operating speeds to improve service and track capacity utilization on the Northeast Corridor. This is also an important solution for providing Transportation Equity for all Amtrak passengers to have affordable access to high speed rail service in America for the first time as described in our attached summary on the need for Transportation Equity on the Northeast Corridor.

### **Doubleheaded Trainset Operation**

ASR proposed trainset options will have the capability of doubleheaded revenue operation to offer 1,200 seats per train during peak weekend and holidays. This will bring a World Class best practice, common on European and Asian railways, to the Northeast Corridor for the first time.

### **Standardized Trainset Fleet**

Operating with a standardized fleet is the same operating model used by airlines such as Southwest Airlines to achieve maximum fleet, maintenance and service efficiency.

Such a transformation would enable Amtrak to offer high frequency, high capacity, high-speed service for all passengers. This would allow all Amtrak passengers, including senior citizens, families, students and low-income passengers to enjoy the benefits of high-speed train service just as airline coach, business, first class passengers all travel at the same speeds on aircraft.

### **Integrated Cup Holders at Each Seat**

ASR proposes including this “by popular demand” feature on all trainsets with integrated cup holders on all foldout tables and on the drop down trays of each passenger seat.

### **Airline Style WiFi and Enroute Entertainment System**

Inflight WiFi and movie/live TV/music entertainment have been a popular feature for airline passengers in recent years. AmeriStarRail proposes bringing this amenity “down-to-earth” for Amtrak passengers offering a variety of free and paid content to enjoy enroute.

Integration with the GPS travel information system will provide passengers with realtime train status information. Audio as well as onscreen visual alerts will be activated when approaching their destination station to avoid carry bys while watching a live sporting event or favorite movie/tv show. Access and content will be offered on a free app for passengers’ connected mobile devices to avoid the costs and complexities of seatback screens and headphones.

## **Touchless Restroom Operation**

ASR proposes restrooms be equipped with touchless operation fixtures and doors to improve cleanliness, minimize maintenance and improve ADA access. Strategic use of UV lights will improve restroom cleanliness.

## **Bicycle/Baggage Section**

ASR proposes that all trainsets incorporate a passenger accessible small compartment for bicycles and self service baggage for oversized items. This would offer the first access for bicycles on all Northeast Corridor trains.

## **New Route Options**

The tri-powered trainsets proposed by AmeriStarRail will make it possible to expand Northeast Corridor service with third rail and diesel power. Some of the potential extensions include:

- Alexandria, VA - when the expanded Long Bridge project over the Potomac River is completed by 2030 Boston - Washington trains could originate and terminate in Alexandria via diesel power and bring service to Amazon's new headquarters at Crystal City expanding the current Virginia service
- Center City Philadelphia and Jenkintown, PA - Keystone Service could return to SEPTA's Center City route and operate via the Trenton Cutoff on diesel power to return to the Northeast Corridor at Morrisville, PA
- Long Island Service to Ronkonkoma - after the completion of LIRR expansion projects the new trainsets can begin service before 2030 via third rail power to be served by Empire Service and Northeast Corridor trains from south of NYC. This would allow Amtrak trains to serve JFK Airport via AirTrain connections.

## **Northeast Corridor Trainset Maintenance Center (TMC)**

To ensure the reliability and efficient life cycle costs of the new standardized, tri-powered trainset fleet a centralized maintenance center will provide significant efficiencies not possible due to the age and configuration of existing Amtrak maintenance facilities. AmeriStarRail's trainset proposal includes private financing to create the first Northeast Corridor Trainset Maintenance Center (TMC).

The Northeast Corridor TMC will be designed and sized with the yard tracks and maintenance buildings to support all maintenance requirements for the 75 trainset fleet and the Northeast Corridor TGT trainset. Because the standardized trainsets are capable of diesel powered operation, the TMC track will not be electrified except for designated shop tracks for trainset traction power system maintenance and testing.

Because of this flexibility, ASR has identified several prime sites along the Northeast Corridor with a site footprint large enough for the TMC, subject to approval by the trainset manufacturer and Amtrak. Centralizing trainset mainte-

nance activities in the TMC will also provide significant economies of scale for material and parts supply chain management, maintenance shift productivity and fleet flexibility.

### **Modifications of End of Line/Outlying Points Service Facilities**

AmeriStarRail will provide private financing to make any necessary modifications to support operations and servicing of the standardized trainset fleet at End of the Line/Outlying Points Service Facilities.

### **Modifications of Existing Primary Amtrak Maintenance Facilities**

AmeriStarRail will provide private financing to make any necessary modifications to support operations and servicing of the standardized trainset fleet at existing primary Amtrak Maintenance Facilities.

### **Northeast Corridor Track Geometry Testing (TGT) Trainset**

AmeriStarRail will provide private financing to build a 76th trainset for Amtrak to equip with track geometry testing equipment. The TGT trainset will provide Amtrak with more flexible access to provide track geometry testing on the Northeast Corridor at speeds up to 170 MPH with the same best practices of a dedicated track geometry test train that is found on most high speed rail lines around the world.

**Compliance with Buy America Act** - AmeriStarRail is committed to offer a trainset solution that fully complies with the Buy America Act. Since ASR's proposal utilizes 100% private financing it will be possible for Amtrak to consider Buy America exemptions with greater flexibility when technically necessary. For example, with a few waivers already approved, the current Alstom Avelia Liberty trainsets under construction, ASR Option 1, significantly already comply with the Buy America Act.

Trainset Option 1 will allow ASR to provide the maximum commitment and production continuity to domestic sourcing and sub-suppliers since this supply network supports the current manufacturing of the Alstom Avelia Liberty trainsets at their factory in Hornell, New York.

**Approach to Program Management, Quality Assurance and Safety** - for Trainset Option 1 Alstom is expected to follow the Program Management, Quality Assurance and Safety plans already in place and approved by Amtrak for the current manufacturing of Alstom's Avelia Liberty trainsets.

### **Technical Approach**

**Compliance with the Technical Specifications** - AmeriStarRail's trainset proposal is expected to comply or exceed Amtrak's Technical Specification as described in the Preliminary Specification 1108 Compliance Matrix, Exhibit N-3.

In fact, Trainset Option 1 Alstom's Avelia Liberty currently being manufactured for Amtrak is known to comply significantly with Amtrak's technical specifications and Buy America requirements with few variations.

Given the complexity of trainset design, technology innovation and proprietary information, any required exceptions to the Technical Specifications will be identified and proposed for approved variances as part of the negotiations over the final trainset configuration, pricing and commitment of 100% of private financing for all 75 trainsets, TGT trainset and the Northeast Corridor TMC and trainset maintenance contracts. AmeriStarRail's use of 100% private financing will provide flexibility to consider some Buy America exceptions as necessary

**Trainset Interoperability with Amtrak Legacy Equipment** - As with Alstom's Avelia Liberty, each trainset option will have end of train coupling and trainline connection compatibility with Amtrak's legacy equipment for deadhead or rescue operations only. Regularly scheduled operation with legacy equipment is not proposed due to inefficiencies in operating costs and speeds.

The 75 standardized trainsets will be capable of operating service on all of the current Amfleet routes without the use of legacy equipment.

**Ability for Trainset Carbody to Meet FRA Requirements** - Trainset Option 1 Alstom's Avelia Liberty trainset meets all structural and Amtrak and FRA requirements.

**Ability of Trainset to Meet Amtrak Speed and Performance Requirements** - with tri-powered capabilities to operate on third rail up to 100 MPH, under diesel power up to 125 MPH and catenary power up to 160 MPH, each of ASR's three trainset options will meet or exceed all of the Amtrak speed and performance requirements.

In fact, because of trainset tri-powered capabilities eliminating time consuming locomotive changes, passengers on most trains to and from off-NEC destinations will enjoy a 60 minute improvement in roundtrip running times and significant improvements in service reliability without the occasional technical delays of locomotive changes.

The 160 MPH top speed of each trainset option will provide improvements in running times and service reliability due to speed synchronization on the NEC simplifying train dispatching. Trainset Option 1 will also provide opportunities to improve on-time performance and running times with the tilt capabilities of Alstom's Avelia Liberty.

**Design and Service Proven History of Proposed Trainset Design** - Trainset Option 1 Alstom's Avelia Liberty has a service proven history already reviewed and approved by Amtrak. Over 450 trainsets of this design version have been sold.

## **Tentative Delivery Schedule**

**Tentative Proposed Trainset Delivery Schedule** - Delivery schedules will be confirmed with Alstom but AmeriStarRail's use of 100% private financing to make a firm commitment for 75 standardized trainsets and an additional trainset for Amtrak's NEC track geometry testing is expected to provide significant advantages in price and delivery schedules.

Selection of Trainset Option 1 for a "stretch" version of Alstom's Avelia Liberty trainsets is expected to produce the fastest delivery schedule since delivery of trainsets can be added to the existing production line when delivery of the 28 trainset Acela Avelia Liberty fleet is completed in 2022. This would allow the prototype "stretch" Avelia Liberty trainset to be delivered NLT the spring of 2023 and at the rate of ten trainsets per year complete the delivery of the remaining 75 trainsets, including the Northeast Corridor TGT trainset, NLT the winter of 2031 with acceptance testing and production line adjustments.

AmeriStarRail's proposal to provide 100% private financing for 75 standardized, tri-powered trainsets and a NEC TGT trainset will also include financing to build the first centralized trainset maintenance facility on the Northeast Corridor. Since each tri-powered trainset is also diesel powered, ASR has been able to identify several potential sites along the NEC for the Northeast Corridor Trainset Maintenance Center (TMC) which will not need to be electrified to access or store trains except in buildings for traction power maintenance.

Because of the significant impact of this privately funded facility each of the following Technical Support, Spares and Supply Agreement (TSSSA) issues will be subject to negotiation and approval by AmeriStarRail, the Alstom trainset manufacturer, Amtrak and private investors in the due diligence process:

1. Material/Supply Chain Management
2. Technical Support Approach
3. Reliability and Predictive Analysis
4. History of Previous Technical Support and Supplies

Currently Alstom already has significant TSSSA arrangements with Amtrak for the Avelia Liberty trainsets now under construction.





**AmeriStarRail LLC**  
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**AmeriStarRail's Transportation Equity Plan  
for providing  
Affordable Access to High Speed Rail  
for all Northeast Corridor Passengers**

Amtrak did not consider the importance of AmeriStarRail's bid proposal to provide Transportation Equity on the Northeast Corridor. Currently Amtrak's operation of Acela high speed trains for business and first class passengers and slower Regional trains for coach passengers denies affordable and equitable access to high speed rail service for seniors, families, students and low-income passengers. This disparity needs to be resolved because the Acela trains' high speeds are made possible by the expenditure of hundreds of millions of taxpayer dollars each year for high speed rail infrastructure projects.

For example, Amtrak's plan to increase Acela speeds to 160 MPH on 23 miles of the Northeast Corridor between New Brunswick and Trenton, New Jersey will be made possible in part by \$450 million in federal funding for the New Jersey High Speed Rail Improvement Program (NJ HSRIP). Although Amtrak carried 12.5 million passengers on the Northeast Corridor between Boston and Washington in 2019, less than 30% or only 3.6 million passengers could afford to ride high speed on Acela trains.

AmeriStarRail is proposing to equip the new standardized, tri-powered Alstom Avelia Liberty 160 MPH trainsets with triple-class seating for at least 600 passengers in Coach, Business and First Class. This will enable Amtrak to offer a high-frequency, high-capacity, high-speed service for all passengers. Seniors, families, students and low-income passengers would be able to afford coach fares and enjoy the benefits of high-speed service, made possible with their tax dollars. Offering coach seating on all high speed trains is also consistent with the airline industry model of coach, business and first class seating on the same plane and the inclusion of coach on all high speed trains around the world.

Another advantage of providing Transportation Equity with a standardized fleet of high speed trains offering triple-class service is significant operating efficiencies and capacity improvements for Amtrak's Northeast Corridor. For example, instead of Regional coach passengers waiting for a train once per hour between New York and Washington or Acela business and first class passengers waiting once per hour for a train on the same route, all passengers will have a train departure available every 30 minutes. This effectively doubles train service with the same scheduled train frequency and the same amount of train miles without adding trains to the congested Northeast Corridor.

Achieving Transportation Equity on the Northeast Corridor with a standardized fleet of 160 MPH high speed trains will also allow the synchronization of operating speeds of all NEC Amtrak trains. This will reduce the operating costs, congestion and inefficiencies of train overtakes, delays and dispatching complexities and improve Northeast Corridor capacity at no cost to Amtrak.

AmeriStarRail's bid proposal for Transportation Equity with a standardized fleet of 160 MPH high speed trains providing triple-class service for Coach, Business and First Class passengers will provide equitable, affordable access for all Amtrak passengers to high speed rail service in America for the first time in our history.



**AmeriStarRail LLC**  
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**Financial Terms for  
AmeriStarRail's \$1 Bid for 76 Trainsets  
and  
\$1 Bid for Trainset Maintenance  
in a new  
Northeast Corridor Trainset Maintenance Center**

During the August 19, 2021 bid proposal debriefing, AmeriStarRail learned that Amtrak did not consider our financial proposal. Given the importance of our privately funded proposal for taxpayers and Amtrak passengers, AmeriStarRail is providing the following details of our financial proposal in our bid protest. We respectfully request that Amtrak carefully review and consider the following details of our financial proposal which were developed, reviewed and approved with our Senior Advisor, former Amtrak President Paul H. Reistrup.

AmeriStarRail's Supplies and Services Financial Proposal offers to replace all locomotive hauled Amfleet on the Northeast Corridor with a standardized fleet of 75 tri-powered trainsets (third-rail, diesel and catenary) to carry 600 passengers up to 160 MPH, a NEC track geometry testing (TGT) trainset for the bid price of One Dollar (\$1) and a Northeast Corridor Trainset Maintenance Center (TMC) and trainset maintenance services for a bid price of One Dollar (\$1).

These bid prices will save Amtrak and taxpayers billions of dollars. AmeriStarRail's bid prices are made possible through private financing. As detailed in the **ASR Exhibit A Terms and Conditions** and **ASR Exhibit B: Northeast Corridor Service Innovation Summary (Proprietary)**, these bid prices and private financing are based on negotiating a mutually beneficial AmeriStarRail Amtrak Operations and Maintenance Agreement for the operations and maintenance of the new high speed trainset fleet.

ASR's Supplies and Services Pricing offer are Final Prices which will have no price escalation for the life and completion of contracts awarded.

Specific proposal pricing, terms and conditions for each trainset option and the disposition plan for any surplus Amtrak diesels, electric ACS-64 locomotives and other Amtrak legacy assets when new trainset deliveries are completed in the 2030s are detailed in **ASR Exhibit A Terms and Conditions** and **ASR Exhibit C NEC Amfleet Replacement Proposal Summary**.

AmeriStarRail's proposal to add onto the Alstom Avelia Liberty trainset order will provide Amfleet passengers with 21st century innovations of speed, safety, reliability, amenities and new services.

## **Safety**

As Amtrak knows, the Amfleet cars do not have the structural materials, safety standards, technology, and crash energy management systems that are part of the design of 21st-century passenger railcars. This is why AmeriStarRail's top priority is to replace all of the Amfleet cars as soon as possible with 75 standardized, articulated trainsets.

Articulated trainset technology has been credited with maintaining the stability and integrity of trains during high-speed derailments, which is vital for protecting passengers. When an articulated French TGV train set derailed in 2000 at over

180 MPH, due to a track washout, the injuries were limited to bumps, bruises and shock to a handful of the more than 500 passengers.

At sustained speeds of over 100 MPH, almost every train in the world is operated with articulated or integrated train sets: Each car is semipermanently attached with multiple connectors to other cars and locomotives. These connectors absorb and channel the kinetic energy of a derailment or collision, keeping the entire train in-line and intact along the railroad preventing deadly rollovers and jackknifing of cars.

Option 1 - a “stretch” version of Alstom’s Avelia Liberty articulated trainsets is the fastest way to replace and remove Amfleet from the increasing safety risks of operating nearly 50 year-old equipment at speeds over 100 MPH on the Northeast Corridor. Since it produces new trainsets by adding orders to an existing Amtrak/ FRA approved trainset design currently under production, Amfleet replacements can begin no later than Spring 2023.

### **Speed**

The standardized fleet of 75 revenue trainsets will have the tri-powered capability to operate on the Northeast Corridor and all NEC connecting routes under third rail power up to 100 MPH, diesel power up to 125 MPH and up to 160 MPH under catenary power to reliably meet the scheduled trip times on respective routes.

The 160 MPH top speed of each trainset option will provide improvements in running times and service reliability due to speed synchronization on the Northeast Corridor simplifying train dispatching. Trainset Option 1 will also provide opportunities to improve on-time performance and running times with the tilt capabilities of Alstom’s Avelia Liberty.

### **Reliability**

A core factor in the reliability of the AmeriStarRail’s trainset proposal is that each trainset will have the redundancy and flexibility of being tri-powered by catenary, third rail and diesel. This will eliminate the 19th century railroad practice of changing locomotives enroute between the electrified Northeast Corridor and destinations on non-electrified rail lines. Complications with locomotive changes, especially during adverse weather, are a significant reason for train delays.

Tri-powered trainsets will also provide Northeast Corridor service with additional redundancy during any catenary power failures or wire damage because transition to diesel power is seamless. This will maintain headend power for lights, restroom operations, heating, air conditioning and food service for passengers. Trains will also be able to continue in service at speeds up to 125 MPH under diesel power during catenary power disruptions.

AmeriStarRail’s approach to reliability includes supplying all 75 revenue trainsets in a standardized configuration of triple-class Coach, Business and First Class

accommodations for 600 passengers. Standardization of the replacement fleet will provide significant improvements in service reliability because of parts interchangeability, parts supply availability and the economies of scale of a standardized maintenance schedule for the entire fleet.

A standardized fleet will also provide increased flexibility and redundancy for equipment assignments of protect trains, equipment swaps enroute, at terminals or during weather related events to improve the reliability of Amtrak service.

Trainset fleet standardization will also eliminate the challenges that train crews and dispatchers face with the current accommodations and speed incompatibility of Amfleet and Acela trainsets during service disruptions. A standardized fleet will provide more flexibility to implement service recovery solutions to minimize train delays and annulments.

AmeriStarRail's proposal for standardized trainsets will also include the first centralized trainset maintenance facility on the Northeast Corridor. Since each tri-powered trainset is diesel powered, the Northeast Corridor Trainset Maintenance Center (TMC) will not need to be electrified to access or store trains except in buildings for traction power maintenance.

Because of this flexibility, ASR has identified several vacant prime sites along the Northeast Corridor with a site footprint large enough for the TMC subject to approval by the trainset manufacturer, local authorities and Amtrak. Centralizing trainset maintenance activities will also provide significant economies of scale for material and parts supply chain management, maintenance shift productivity and fleet flexibility.

The maintenance efficiencies of a TMC with a standardized trainset fleet are expected to result in significant improvement in reliability and availability for service of the new trainset fleet.

The Northeast Corridor TMC will be designed and sized with the yard tracks and maintenance buildings to support all maintenance requirements for the 75 trainset fleet and the Northeast Corridor TGT trainset.

### **Amenities and Transportation Equity**

AmeriStarRail is proposing to equip the new standardized, tri-powered trainsets with the Transportation Equity of triple-class seating for at least 600 passengers in Coach, Business and First Class. This will enable Amtrak to offer a high-frequency, high-capacity, high-speed service for all passengers. Senior citizens, families, students and low-income passengers would be able to afford coach fares and enjoy the benefits of high-speed service, made possible with their tax dollars. Offering coach seating on all high speed trains is also consistent with the airline industry model of coach, business and first class seating on the same plane and the inclusion of coach on all high speed trains around the world.

AmeriStarRail also plans to offer airline style WiFi entertainment options for passengers to enjoy on an Amtrak app on their personal electronic devices.

### **New Routes, Services and Stations**

As detailed in **ASR Exhibit B: Northeast Corridor Service Innovation Summary (Proprietary)**, the standardized, tri-powered trainsets proposed by ASR will allow Amtrak service to be expanded from the Northeast Corridor to a wide variety of new routes, services and stations including:

- Extend all Boston - New York - Washington trains to Alexandria, VA
- Harrisburg - New York - Springfield - Worcester - Boston - Portland - Brunswick via Center City Philadelphia - Jenkintown - Langhorne
- Richmond/DC - Hoboken/Jersey City via Center City Philadelphia - Jenkintown - Langhorne
- Alexandria - New York - Ronkonkoma, Long Island
- Buffalo - Albany - New York - Ronkonkoma, Long Island
- Boston - New York - Washington Nonstops
- New Service Patterns eliminates terminal operations and reduces station and yard congestion at New York & Washington



**AmeriStarRail**  
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**ASR Exhibit A:  
AmeriStarRail Intercity Trainset Proposal  
Terms and Conditions**

**AmeriStarRail's Financial Proposal is offered on the following Terms and Conditions:**

1. Amtrak's selection of AmeriStarRail's Supplies and Services Pricing offer which includes private financing for 75 standardized, tri-powered, triple-class trainsets with a top revenue speed of 160 MPH, a 76th Track Geometry Testing (TGT) trainset for Amtrak for a bid price of One Dollar (\$1)
2. AmeriStarRail Base Order (76 Trainsets) TSSSA Pricing for all TSSSA price categories (A,B,C,D and E) includes construction and operation of a Northeast Corridor Trainset Maintenance Center (TMC), existing facilities/terminal modifications and all life cycle maintenance, warranty costs and mid-life rebuild for 76 trainsets for a bid price of One Dollar (\$1)
3. AmeriStarRail's Supplies and Services Pricing offer are Final Prices which will have no price escalation for options and the life and completion of contracts awarded
4. In term and substance satisfactory to AmeriStarRail and Amtrak in each of their sole and absolute discretion, an executed AmeriStarRail Amtrak Operating and Maintenance Agreement
5. Amtrak's acceptance of AmeriStarRail's proposal recognizes ASR as an Offeror and not a train manufacturer bidder. As such, a mutual agreement, by AmeriStarRail and Amtrak, in term and substance satisfactory to AmeriStarRail and Amtrak in each of their sole and absolute discretion, on the selection of a FRA compliant trainset manufacturer to provide standardized, tri-powered, triple-class, high speed, high capacity trainsets that will maximize ridership, market share, safety, service reliability and minimize life cycle costs.
6. The selected trainset manufacturer will design, construct, operate and maintain the Northeast Corridor Trainset Maintenance Center in accordance with the NEC TMC trainset maintenance contract with ASR and the AmeriStarRail Amtrak Operating and Maintenance Agreement
7. Under terms of the ASR Amtrak O&M Agreement, AmeriStarRail will own and be responsible for the operation and maintenance of the 75 trainsets; Amtrak



- will own the 76th TGT trainset under terms of the ASR Amtrak O&M Agreement
8. Amtrak service will be operated with the ASR owned trainset fleet in accordance with the ASR Amtrak O&M Agreement and ASR Exhibit B: Northeast Corridor Service Innovations (Proprietary)
  9. ASR Amtrak O&M Agreement will include AmeriStarRail annual NEC infrastructure user fees and performance incentive payments to Amtrak
  10. Performance Incentive Payments will be set at the following rates if the AmeriStarRail Amtrak Operating and Maintenance Agreement is executed within:
    - a. 60 days of selection of ASR trainset proposal: 20% of user fees
    - b. 120 days of selection of ASR trainset proposal: 10% of user fees
    - c. more than 180 days of selection of ASR trainset proposal: 5% of user fees
  11. The executed AmeriStarRail Amtrak Operating and Maintenance Agreement will be the prerequisite for the (CONFIDENTIAL: **Redacted Investor Fund**) and other investor's market analysis and due diligence process to complete the private financing commitment for the 76 trainsets and the NEC Trainset Maintenance Center
  12. Satisfactory submission of Exhibits H Delivery Schedule, Design Review Process, Project Schedule, Organization Chart and Project Team by the selected trainset manufacturer
  13. Upon the executed AmeriStarRail Amtrak Operating and Maintenance Agreement and successful completion of the due diligence process, a response for Exhibit P Evidence of Financial Capability by the private investors will be provided
  14. Amtrak surplus fleet disposition proposal:
    - a. ACS - 64 fleet: options for lease or sale to NEC commuter rail agencies between 2023 and 2030 when new trainset deliveries are being completed
    - b. Amfleet cars: options for lease or sale to state agencies and third parties
    - c. Alstom Avelia Liberty trainsets: ASR will consider lease or purchase options to utilize the fleet in NEC services including nonstop Boston - New York - Washington service



**AmeriStarRail**  
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**ASR Exhibit B:**  
**Northeast Corridor Service Innovation Summary**  
***(Proprietary)***

***Most Dramatic Transformation of Northeast Corridor Service  
Since America's First High Speed Trains: The Metroliners in 1969***

- 1. AmeriStarRail (ASR) proposal expands Amtrak Northeast Corridor (NEC) capacity to meet travel demand for the next 20 - 40 years since it will not be possible to build a new I-95 or airports in the Northeast Corridor**
- 2. 160 MPH top speed for all trains and all passengers provides taxpayer equity and equal access to high speed rail service in America made possible by NEC infrastructure funding from all taxpayers**
- 3. Features of New High Speed Trainsets:**
  - 160 MPH Top Speed
  - Integrated, Fixed Trainsets improves safety over individual, locomotive hauled cars
  - Onboard Triple-Class Amenities for 600 passengers in Coach, Business Class and First Class Compartments on every train
  - Tri-powered trainsets can operate with catenary power, third rail power or diesel
  - Tri-powered trainsets eliminate locomotive changes and save up to 30 minutes for passengers traveling to/from Northeast Corridor (NEC) electrified lines
  - Tri-powered trainsets provide service resiliency during catenary power failures
  - Standardized, triple-class trainsets provide high frequency, high capacity, high speed Amtrak service for all passengers

- 4. Tri-powered trainsets extends NEC service to new routes:**
  - Extend all Boston - New York - Washington trains to Alexandria, VA
  - Harrisburg - New York - New Haven - Hartford - Springfield - Worcester - Boston - Portland/Brunswick via Center City Philadelphia, Jenkintown and Langhorne
  - Richmond/DC - Center City Philadelphia - Jenkintown - Hoboken/Jersey City
  - Alexandria - Washington - New York City - Ronkonkoma, Long Island
  - Buffalo - Albany - New York City - Ronkonkoma, Long Island
  
- 5. Improved Service Frequencies, Seven Days a Week:**
  - Every 2 Hours Richmond - Alexandria - Washington - Center City Philadelphia - Hoboken
  - Hourly Alexandria - Washington - Philadelphia - New York - Boston
  - Hourly Alexandria - Washington - Philadelphia - New York - Ronkonkoma
  - *(Every 30 Minutes Alexandria - Washington - Philadelphia - New York)*
  - Hourly Albany - New York City - Jamaica(JFK) - Ronkonkoma;
  - Hourly Harrisburg - Lancaster - Center City Philadelphia - New York - New Haven - Hartford - Springfield then:
    - Every 2 Hours Springfield - Worcester - Boston - Portland - Brunswick
    - Hourly Nonstops: Alexandria - Washington - New York - Boston
  
- 6. New Service Patterns eliminates terminal operations in New York and Washington reducing train congestion and delays; creates additional track and yard capacity without the taxpayer cost of multi-billion dollar track, yard and station expansion projects**
  
- 7. Hourly Nonstop Service, Seven Days per Week:**
  - Boston - New York - 2 hours, 59 minutes (Top Speed 150 MPH; average speed 77.4 MPH)
  - New York - Washington - 1 hour, 59 minutes (Top Speed 160 MPH; average speed 114.0 MPH)
  - New York - New Haven - 1 hour, 29 minutes (Top Speed 100 MPH; average speed 50.6 MPH)
  - Boston - New York - Washington Through Service - 4 hours, 58 minutes (Top Speed 160 MPH; average speed 92 MPH)
  
- 8. Other Northeast Corridor Service Improvements**
  - Amtrak Thruway Shuttle Bus: North Station - South Station Boston
  - Amtrak Thruway Shuttle Bus: Grand Central Terminal - Penn Station New York
  - Amtrak Thruway Shuttle Bus: Windsor Locks, CT - Hartford/Bradley Intl. Airport
  - Dulles International Airport via Washington Metro at New Carrollton, MD
  - JFK International Airport via Airtrain at Jamaica, NY for NEC and Empire Service
  - Door-to-Door Baggage Service for all trains
  - Bicycle spaces on all NEC trains

- Assured Seating - passengers are assured to have seats assigned to sit together
- Food service available on all trains including Harrisburg and Albany trains
- Seating Capacity for Charter trains and group travel
- Reduce off-corridor delay impacts to NEC service: On-Time Performance Control

**9. Proposed New Stations with Direct Northeast Corridor Train Service:**

- Bird-in-Hand, PA\*
- Leaman Place, PA\* (Strasburg Railroad)
- Suburban Station Philadelphia, PA
- Jefferson Station Philadelphia, PA (Pennsylvania Convention Center)
- Jenkintown, PA\*
- Langhorne, PA\*
- Hoboken, NJ\* (Jersey City) PATH/ NY Waterway Ferries to NY
- Chester, PA\*
- Elkton, MD\*
- L'Enfant Plaza, Washington, DC\*
- Crystal City, VA\* (Pentagon, Amazon, National Airport)
- Jamaica, NY (JFK Airport)
- Mineola, NY
- Hicksville, NY
- Central Islip, NY
- Ronkonkoma, NY
- Worcester, MA\*
- Framingham, MA\*
- Cambridge, MA\*
- Boston, MA - North Station
- Woburn, MA\*
- Haverhill, MA\*
- Exeter, NH\*
- Durham-UNH, NH\*
- Dover, NH\*
- Wells, ME\*
- Saco, ME\*
- Old Orchard, ME\*
- Portland, ME\*
- Freeport, ME\*
- Brunswick, ME\*

\* pending local approvals and construction



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**ASR EXHIBIT C:**

**NEC AMFLEET REPLACEMENT PROPOSAL SUMMARY:**

**High Frequency, High Performance, High Capacity**

The following table compares the operating and financial metrics of Amtrak’s plan for replacing Amfleet and the use of 28 new Alstom Avelia trainsets for Acela service based on Amtrak’s Northeast Corridor (NEC) strategic plan as compared to AmeriStarRail’s (ASR) proposal for a privately financed fleet of 75 new standardized trainsets and lease or purchase of the 28 new Alstom Avelia Liberty trainsets to operate expanded Northeast Corridor services including nonstop Boston - New York - Washington service:

<b>Metrics</b>	<b>Amtrak FY 18</b>	<b>Amtrak FY 23*</b>	<b>ASR FY 23</b>	<b>ASR FY 28</b>
Avg. Psgr Capacity per Hour per Direction (all Amtrak NEC trains)	WAS - NYC: 798 NYC - BOS: 399	WAS - NYC: 1038 NYC - BOS: 519	WAS - NYC: 1200 NYC - BOS: 600 BOS - NYC - WAS Nonstops: 386	WAS - NYC: 2400 NYC - BOS: 1200 BOS - NYC - WAS Nonstops: 386
Additional Markets Served via direct NEC Service	None	None	Center City PHL NEC Nonstops	Center City PHL NEC Nonstops Northern Virginia Hoboken Terminal Long Island Inland Route New Hampshire Maine
Service Frequency	WAS - NYC: Acela 1/hour Regional 1/hour  NYC - BOS: Acela every 2 hours Regional every 2 hours	WAS - NYC: Acela 1/hour Regional 1/hour  NYC - BOS: Acela every 2 hours Regional every 2 hours	WAS - NYC: every 30 minutes + Nonstops 1/hour  NYC - BOS: 1/hour + Nonstops 1/hour	WAS - NYC: every 30 minutes + Nonstops 1/hour  NYC - BOS: 1/hour + Nonstops 1/hour
Top Speeds	Acela: 150 MPH Regional: 125MPH	Acela: 160 MPH Regional: 125MPH	All Trains: 160 MPH	All Trains: 160 MPH
NEC User Fees	None	None	TBD	TBD
NEC Performance Incentives	None	None	TBD	TBD
Lease Payments to Amtrak for Alstom Avelia Trainsets	None	None	TBD	TBD

\* Assumes full deployment of all 28 Alstom Avelia Liberty trainsets

### **AmeriStarRail NEC Amfleet Replacement Proposal Characteristics:**

1. Eliminates Amtrak costs for new trainsets and provides billions of dollars of funds for Northeast Corridor infrastructure investments
2. AmeriStarRail privately finances 75 new trainsets, a Track Geometry Testing (TGT) trainset for Amtrak, plus a Northeast Corridor Trainset Maintenance Center (TMC) under a AmeriStarRail Amtrak Operations and Maintenance Agreement
3. ASR utilizes standardized trainsets with triple-class service of Coach, Business and First Class with a capacity of 600 passengers
4. Tri-powered trainsets will be capable of operating at the following top speeds: third rail electric - 100 MPH, diesel - 125 MPH, catenary electric - 160 MPH
5. Standardized trainsets operating up to 160 MPH allows Amtrak service to be doubled using the current NEC train slots by combining Acela and Regional train slots, i.e every 30 minutes WAS - NYP and hourly NYP - BOS
6. Tri-powered ASR trainsets allows NEC service to be extended to new markets in Northern Virginia, Center City Philadelphia, Hoboken, Long Island, Inland Route, New Hampshire and Maine
7. Tri-powered trainsets provide service flexibility, reliability and redundancy in case of NEC power failures
8. AmeriStarRail provides Amtrak with new annual revenues: NEC infrastructure user fees and performance incentives under the ASR Amtrak O & M agreement
9. ASR provides revenue to Amtrak to lease 28 new Alstom trainsets for BOS - NYC - WAS nonstops
10. ASR trainset manufacturer builds and maintains the first NEC Trainset Maintenance Center using private financing
11. ASR will arrange financing for modifications of existing facilities, terminals, yard and low level station platforms to be compatible with the new standardized trainset fleet
12. AmeriStarRail NEC service extensions to Alexandria, Virginia, Center City Philadelphia, Hoboken, Long Island and the Inland Route eliminates train congestion in Washington Union Station and Penn Station New York
13. Elimination of terminal operations at PSNY creates more than \$1 billion in equivalent track capacity in the station and at Sunnyside Yard
14. Elimination of terminal operations at Washington Union Station creates more than \$1 billion in equivalent track capacity in the station and at Ivy City Yard

**Per the RFP Request, AmeriStarRail’s Trainset Financial Proposal Offers Amtrak the Following Cost Savings Ideas:**

Idea 1	ASR private financing for the trainsets saves more than \$3 billion for Amtrak to use on infrastructure; provides financing for all 75 trainsets
Idea 2	ASR proposal includes a Northeast Corridor Track Geometry Testing (TGT) trainset for Amtrak
Idea 3	ASR proposal includes a Northeast Corridor Trainset Maintenance Center (TMC)
Idea 4	ASR proposal includes all modifications of existing facilities and endpoint/layover terminals for the trainsets
Idea 5	ASR proposal will arrange financing for ADA/high level platform modifications at all low level stations
Idea 6	Elimination of terminal operations at Penn Station New York frees up 8 tracks and creates more than \$1 billion in equivalent track capacity
	Elimination of Penn Station New York terminal operations frees up tracks at Sunnyside Yard to be leased to NJ Transit
Idea 7	Elimination of terminal operations and NEC engine changes at Washington Union Station creates more than \$1 billion in equivalent track capacity since all NEC trains only need to use 2 through tracks on the lower level
	Elimination of Washington Union Station terminal operations frees up tracks at Ivy City Yard to be leased to VRE and/or MARC
Idea 8	ASR proposal covers all maintenance costs, warranty costs and rebuild programs for the life of the trainsets
Idea 9	Synchronized operating speeds of all trains to 160 MPH reduces costs of train overtakes/delays, dispatching and improves NEC capacity at no cost to Amtrak
Idea 10	Tri-powered trainsets eliminates costs of diesel locomotives and engine changes for NEC trains
Idea 11	High capacity, standardized trainsets eliminate the complexity and costs of consist changes
Idea 12	Tri-powered trainsets eliminates costs of delays during catenary power outages
Idea 13	ASR Amtrak NEC Operating and Maintenance Plan expands routes, stations, service, Northeast Corridor capacity at no cost to Amtrak
Idea 14	Articulated trainsets reduce track maintenance costs
Idea 15	NEC Track Geometry Trainset reduces Amtrak costs of track inspections
Idea 16	NEC Track Geometry Trainset reduces Amtrak costs of catenary inspections



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**Proof of AmeriStarRail's Proposal Submission  
prior to the 2pm EDT May 10, 2019 Deadline**



The great irony of Amtrak's failure to even consider AmeriStarRail's Financial Proposal was that AmeriStarRail was the only bidder to submit a timely bid by the first proposal deadline.

On May 10, 2019 at 1:52pm AmeriStarRail submitted a cover letter and the three required bid documents (Exhibits N-1, N-2, N-3 and O) before 2:00pm - the first of three proposal deadlines for the Amtrak Trainset RFP DOC750069. Evidence of this on time submission can be reviewed in the two attached screenshots of Amtrak's Procurement Portal.

As can be seen on the screenshots, Amtrak's Procurement Portal indicated at 1:52pm that with regard to AmeriStarRail's Trainset Proposal "Your response has been submitted. Thank you for participating in the event" with 7 minutes, 15 seconds remaining until the bid deadline.

As was the case on some previous communications through Amtrak's Procurement Portal and other electronic procurement portals, AmeriStarRail was expecting an auto-generated confirmation email that the bid proposal documents were successfully submitted prior to the deadline. After several minutes ASR had not received a confirmation email.

After the deadline, at about 2:10pm, AmeriStarRail's Chief Operating Officer Scott Spencer called Amtrak's Procurement Contracting Agent, Kevin Parkhurst to confirm that ASR's bid proposal documents were successfully received on the Amtrak Procurement Portal.

At the beginning of the call Mr. Parkhurst said in surprised manner that he saw all of AmeriStarRail proposal documents were uploaded on the procurement portal prior to the 2:00pm deadline. He indicated that the system does not generate auto-confirmation emails but not to worry anyway because ASR was the only bidder to successfully submit a proposal before 2:00pm. "The other bidders are having all kinds of problems uploading proposal documents so we are extending the deadline."

Mr. Parkhurst asked how AmeriStarRail was able to successfully submit our bid documents because the other bidders had such difficulty. Mr. Spencer indicated there was some difficulty but that AmeriStarRail started early enough before the deadline to have time to make several attempts to successfully upload the documents.

AmeriStarRail continued to participate in the next two phases of the Amtrak Trainset RFP process by successfully submitting the required bid documents before the following deadlines:

1. November 20, 2019: Trainset Supplies and Services Technical Proposal
2. December 11, 2019: Trainset Financial Proposal for Supplies and Services

However, Amtrak never issued an addendum extending the first phase proposal deadline of 2:00pm, May 10, 2019. As detailed in Amtrak's Procurement Manual, Amtrak has the following requirements regarding closing dates and establishing new deadlines:

### **3.3.9.3 Solicitation Preparation**

***c. Bid/Proposal Cycle Processing – The following will be observed with regard to the processing of the solicitation:***

***3. Bid/proposal close dates will be strictly enforced by Procurement personnel. If it is determined that the close date should be extended, the CA will be responsible for securing the approval of his/her supervisor.***

If such approval was secured to extend the May 10, 2019 close date no RFP addendum was issued in accordance with Amtrak's Procurement Manual:

***3.5.6 Addendum – Revisions to an RFP prior to receipt of proposals sometimes become necessary to make changes in requirements, delivery schedules, close dates, etc., or to correct defective or ambiguous information. Should such changes become necessary, they will be accomplished by issuance of a sequentially numbered addendum in accordance with the procedures outlined in Section 3.3.8.2 hereof-***

Based on these facts, AmeriStarRail requests that Amtrak recognize that ASR was the only bidder to submit a proposal for Amtrak's Trainset RFP DOC750069 prior to the required first closing date deadline.

Further, based on the information documented in this bid protest, AmeriStarRail respectively requests that Amtrak issue an additional contract award to AmeriStarRail for Amtrak's Trainset RFP DOC750069 for AmeriStarRail's bid to provide 76 Alstom Avelia Liberty Trainsets for \$1 and the Northeast Corridor Trainset Maintenance Center for \$1 as in the best interest of Amtrak, Amtrak passengers, Amtrak employees, taxpayers and other stakeholders.

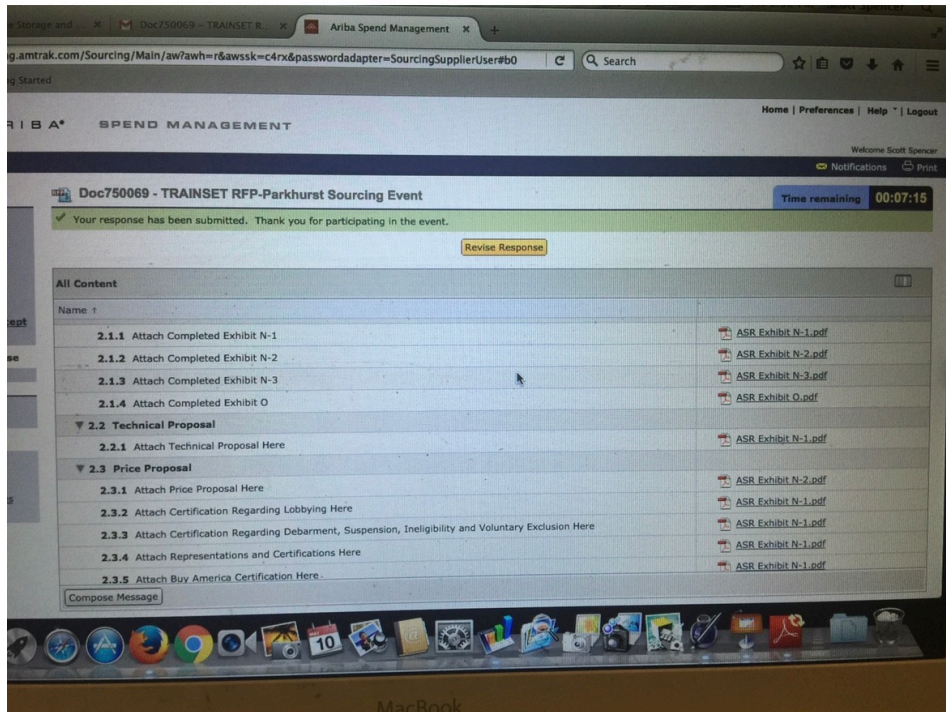
17:01



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Wilmington - Baynard Village  
May 10, 2019 13:52

Edit





**Doc750069 - TRAINSET RFP-Parkhurst Sourcing Event**

**Time remaining 00:07:15**

✓ Your response has been submitted. Thank you for participating in the event.

[Revise Response](#)

All Content	
Name ↑	
2.1.1 Attach Completed Exhibit N-1	ASR Exhibit N-1.pdf
2.1.2 Attach Completed Exhibit N-2	ASR Exhibit N-2.pdf
2.1.3 Attach Completed Exhibit N-3	ASR Exhibit N-3.pdf
2.1.4 Attach Completed Exhibit O	ASR Exhibit O.pdf
<b>▼ 2.2 Technical Proposal</b>	
2.2.1 Attach Technical Proposal Here	ASR Exhibit N-1.pdf
<b>▼ 2.3 Price Proposal</b>	
2.3.1 Attach Price Proposal Here	ASR Exhibit N-2.pdf
2.3.2 Attach Certification Regarding Lobbying Here	ASR Exhibit N-1.pdf
2.3.3 Attach Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion Here	ASR Exhibit N-1.pdf
2.3.4 Attach Representations and Certifications Here	ASR Exhibit N-1.pdf
2.3.5 Attach Buy America Certification Here	ASR Exhibit N-1.pdf

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