



## **GENERATIONS OF GROWTH:** CDL'S JOURNEY TO INDUSTRY POWERHOUSE FOR RAILROAD SOLUTIONS

In the guiet town of Pittsburg, Kansas, the year 1964 marked the inception of a modest family-run enterprise that would forever change the railroad industry landscape. Born out of the passion of Larry Seward Sr., a Navy electrician, and his wife, the garage-turned-business began its journey by delivering quality electrical services to the local community. In those early days, it was a struggle, with just a handful of workers along with this son, Larry Seward Jr. met the increasing demands for service.

By the late 1970s, the business added sign work. An encounter with Larry Bogs, the owner of Bogs Signs, set the stage for CDL's diversification into sign installation. The remarkable journey from setting poles with a 12-foot extension ladder to relamping and cleaning signs across multiple states showcased the company's evolving prowess.

Larry's knack for solving problems and innovation opened the door to retail giant, Walmart, leading to a nationwide initiative to standardize and revamp parking lot lighting, a feat that illuminated the brand's dedication to innovation and cost-efficiency.

The 1980s brought a pivotal moment when Rick Webb, a friend and owner of Watco. sought Larry's expertise in restoring railroad signals. Amidst disposable DC batteries and trains traversing the rural landscapes, CDL became the go-to solution for signal maintenance. Despite his father's reservations about growth, Larry Jr.'s determination laid the foundation for CDL's relentless expansion. It was a choice between established corporations and a journey with a friend and mentor. He chose the latter, leading the company's charge into railroad and traffic signals, proving to be a visionary move.











As the company navigated the '90s, Larry's persistent efforts saw CDL evolve into a comprehensive service provider, spanning HVAC, plumbing, and more. The acquisition of businesses bolstered the company's influence. The entry into the generator market, overseeing HVAC and plumbing, and strategic expansion into neighboring states showcased CDL's commitment to answering diverse industry needs.

Today, CDL stands as a multigenerational testimony to hard work, dedication, and vision. The growth from a garage operation to a leader in the industry was driven by unyielding efforts. The sacrifices made, from working commitment to creating during holidays and traveling extensively, became the foundation of the company's culture. Larry's reflection on his truck without a door. leaving his family for months to complete projects, stands testament to the passion and

commitment that fuels CDL's arowth.

From humble beginnings to an industry powerhouse, CDL S&S Electric's journey tells a story of innovation, dedication, and a family's lasting impact. It's a tale of wires ignited over fire turning into a legacy illuminating the railroads and beyond.

The dedication our team has shown over the years is truly remarkable. They've put in their heart and soul, working holidays, weekends, around the clock. It's a testament to their unwavering commitment. I yearn to connect with every face and understand their contributions.

Looking back, the transformation is awe-inspiring. We've evolved from the days of heating wires over flames just to thaw them to wire a house.



### **CDL BY THE NUMBERS.**

3,250

**CROSSINGS MAINTAINED** 

2,152

**CROSSINGS INSTALLED** 

530

**EMPLOYEES** 

35

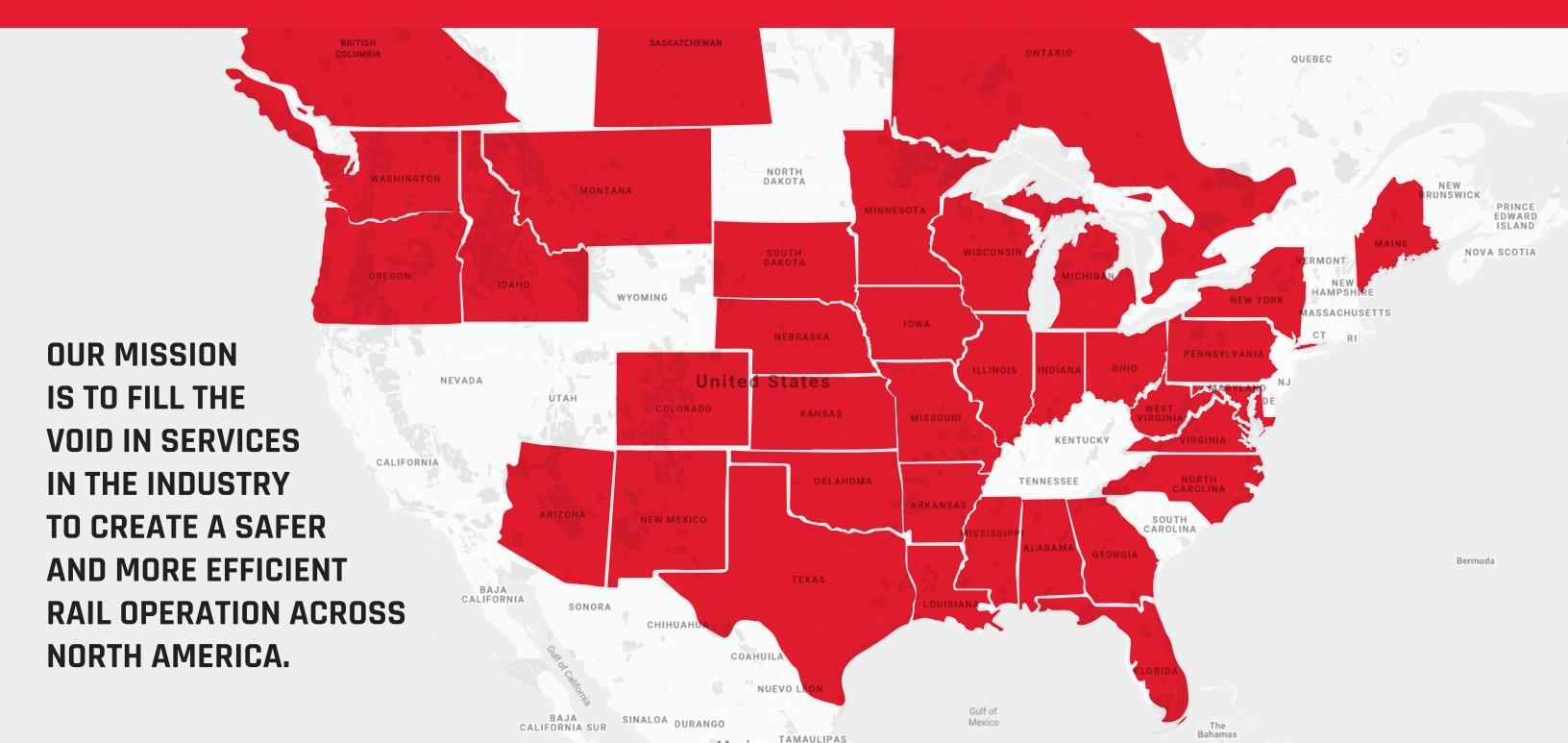
STATES & PROVIENCES

15

SERVICES

OFFICES

MISSION





At CDL, we take Railroad Signal Maintenance to heart and across the nation. With a dedicated team of over 100 skilled employees strategically placed throughout the country, we're always ready to spring into action, ensuring swift response to any signal knockdowns. Our nationwide presence guarantees that no matter where you are, our experts are nearby, ready to restore the safety of railroads efficiently and effectively. What's more, our strong relationships with the Federal Railroad Administration (FRA) showcase our commitment to compliance and safety. We stand by our promise – if any signal-related fines arise, CDL has got it covered. Your safety is our priority.

- ▶ 24/7 availability
- ▶ Continuous communication
- Local Maintainers
- Monthly, Quarterly and Annual inspections



When it comes to Railroad Signal Installation, CDL goes above and beyond to provide a comprehensive solution. Not only do we excel in expertly installing signals, but we also understand the financial challenges that can arise. Our team is well-versed in applying for assistance funding on both state and federal levels, easing the burden and making the process smoother for you. We take pride in our rapid response to any knockdown incidents, promising replacements within 10 days to ensure uninterrupted safety. Thanks to our strategic partnerships and extensive inventory, we've streamlined our processes to guarantee efficiency without compromising on quality. With four dedicated crews spread across the United States, CDL is your trusted partner for seamless Railroad Signal Installation.

- Continuous communication
- Assistance on Federal and State Funding
- ► Template for reimbursement from states
- ▶ In stock inventory to minimize delays
- ► Installation of Transit Signaling Equipment



At CDL, we're experts in Horizontal Directional Drilling (HDD), and we take pride in our seamless collaboration with railroads. Our top priority is ensuring that lines are safely and effectively run under tracks, meeting all obligations for our valued clients. Our skilled team navigates the complexities of this specialized drilling technique with precision, minimizing disruptions while maximizing efficiency. With a proven track record of successful projects, CDL is your trusted partner for secure and reliable HDD solutions, providing railroads the peace of mind they deserve

- ► Shortlines & Class 1 Railroads
- Municipals & Private Industry
- Fiber lines



At CDL, we excel in crafting custom engineering solutions for every railroad challenge. Our dedicated team of expert engineers meticulously design detailed plans tailored to your specific needs. We understand that each project is unique, and our commitment to innovation drives us to create solutions that go beyond the ordinary. With a keen focus on precision and safety, we turn your visions into reality through comprehensive demonstrations that showcase the effectiveness and efficiency of our engineered solutions. At CDL, we don't just engineer solutions; we engineer success, one custom solution at a time.

- Custom projects for Shortlines, Class 1s,
  Transportation Companies
- Detailed 3D Renderings
- Prototyping



When it comes to railroad signage, CDL is your one-stop destination for a comprehensive range of solutions. We specialize in everything from vinyl graphics for train cars that breathe life into your rolling stock, to vital railroad crossing safety signage that ensures the well-being of both passengers and operators. Our expertise extends to outdoor signage that withstands the elements while conveying crucial information to all stakeholders. For a seamless and cohesive branding experience, our building signage transforms your facilities into impactful landmarks. Additionally, our fleet vehicle wraps not only elevate your brand presence but also enhance visibility on the road. At CDL, we understand the critical role signage plays in the railroad industry, and we are committed to delivering top-notch, durable, and eye-catching solutions

- Vinyl
- Fleet Vehicles
- Reflective vinyl
- Railroad Signage
- Outdoor Signage
- LED Signage
- ► LED Retrofitting



CDL is at the forefront of providing advanced technical solutions that enhance the efficiency, safety, and reliability of railroad operations. Our expertise encompasses a wide array of cutting-edge installations, ranging from hot bearing detector systems that ensure timely identification of potential issues, to broken rail detection system that mitigate risks and prevent hazards on the tracks. Moreover, our proficiency in fiber optic splicing empowers seamless communication and data transmission across the rail network, enhancing connectivity and enabling data-driven decision-making. With a strong commitment to innovation and a deep understanding of the railroad industry's evolving needs, CDL is your trusted partner for high-quality technical solutions that drive operational excellence.

- ► Hot Bearing Detector Installation
- Broken Rail Detection System
- Fiber Optic Splicing



CDL is a leading provider of High Voltage and Electrical solutions tailored to meet the specific needs of the railroad industry. With our expertise and cutting-edge technology, we ensure the safe and efficient distribution of high voltage power along rail networks. Our solutions encompass everything from power line construction to substation maintenance, and our dedicated team of professionals is well-equipped to handle the unique challenges of the railroad sector. CDL's commitment to safety, reliability, and innovation makes us the partner of choice for railroads seeking top-tier electrical solutions that keep their operations running smoothly while adhering to stringent industry standards.

- ► High Voltage Installation
- ► High Voltage Maintenance
- Electrical Maintenance



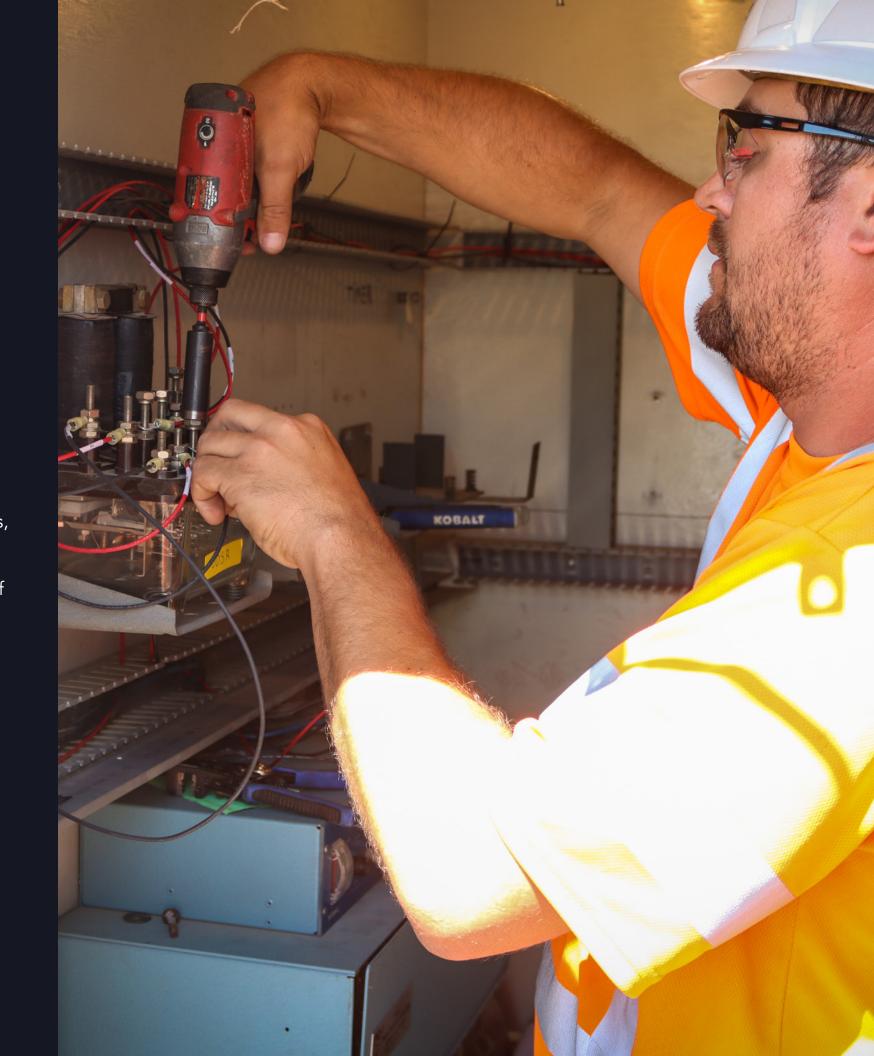
CDL takes railroads to the next level of reliability and sustainability by offering comprehensive energy solutions. With our solar and generator systems, we guarantee uninterrupted power supply for critical railroad operations, eliminating the risk of electrical failures and costly downtime. Beyond reliability, our solutions also contribute to significant cost savings and environmental benefits. By harnessing solar energy and implementing efficient generator systems, CDL empowers railroads to reduce operational expenses while making substantial strides toward a greener, more sustainable future for the industry. CDL is your trusted partner for seamless, dependable, and eco-friendly railroad operations.

- Solar Installation
- Generator Installation
- Generator Maintenance

# STRATEGIC PARTNERSHIPS

At CDL, we take great pride in our strategic partnerships with leading vendors in the railroad signal equipment industry. These collaborations are the cornerstone of our commitment to efficiency and excellence. Through close alliances with renowned suppliers, we've gained a competitive edge. Our partners maintain extensive inventories, ensuring that essential components like controllers, hot bearing detectors, cantilevers, MLPS, wiring houses, and instrument cases are readily available to us. This streamlined access empowers us to swiftly meet the demands of our projects, delivering top-tier solutions to our clients and setting us apart in the dynamic world of railroad signal equipment.

- Controllers
- ► Hot Bearing Detectors
- Dragging Detection Equipment
- Broken Rail Detection System
- Cantilevers
- MLP
- Shifted Load Detectors
- Wiring and Testing Control Shelters
- Instrument Cases





CDL is a trailblazer in providing dynamic and innovative solutions that adeptly tackle the multifaceted challenges encountered within the railroad industry. Our unwavering commitment to pushing the boundaries of possibility and our relentless pursuit of excellence have led us to develop an array of cutting-edge technologies and services that are reshaping the landscape of rail operations.

In a sector where precision and safety are paramount, CDL stands as a beacon of expertise. From the intricate nuances of signal maintenance and installation to the implementation of state-of-the-art hot bearing detection systems, we possess a profound understanding of the intricate mechanics of rail operations. However, our commitment extends far beyond mere technical prowess. It's rooted in our ethos of innovation, collaboration, and addressing the unique needs of each client.

Our dynamic solutions, meticulously crafted by a team of dedicated experts, encompass a wide spectrum of advancements. Leveraging fiber optic splicing, sophisticated camera installations, and even bespoke custom-engineered railroad equipment, CDL's approach is characterized by adaptability and ingenuity. No two challenges are identical, and our proficiency lies in tailoring comprehensive solutions that optimize safety, efficiency, and compliance for each distinct scenario. At CDL, we're not simply resolving issues; we're redefining the very notion of what's achievable in the realm of railroad operations. With strategic partnerships and a steadfast commitment to innovation, we are propelling the industry into a new era of possibility and progress. Join us in shaping the future of railroads, one dynamic solution at a time. #Railroad Innovation



