



InnoTrans 2004

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REPORT.

B2B MAGAZINE FOR RAILWAY TECHNOLOGY

With the closing date for registration approaching:

Sustained high level of exhibitor interest in InnoTrans in Berlin

Interest in this year's InnoTrans Berlin on the part of international exhibitors is at an all-time high. With the mid-February closing date for registration fast approaching, the organisers of Messe Berlin were still receiving enquiries for exhibition space. InnoTrans 2004 is already bigger and more international than the event two years ago.

The leading railway technology fair has attracted companies from 29 different countries. Virtually all members of the European industry were already present at InnoTrans in 2002, but this year a large number of firms from the Far East are also attending. Firms from countries such as China, Japan, Taiwan and South Korea are exhibiting at InnoTrans Berlin in significantly greater numbers, while participation from India is also on the increase. To date, over 30,000 square metres (net) of display space have been booked, more than at InnoTrans 2002. The BahnBau section of the exhibition – infrastructure and track technology – is expanding at the fastest rate. Not only has more space



The "InnoTrans Station" as centre of attention: both during the trade fair and on the weekend open days, the static displays on the track at the Berlin fairground draw the crowds.

been booked than two years ago, but the exhibitors once again span a broader international range. Apart from BahnBau, InnoTrans comprises the exhi-

bition segments Railway Technology, Public Transport, Transport IT and Services.

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Subway train soars above the clouds

Last October, Vienna Airport saw a brand-new subway railcar from Siemens Transportation vanish into the hungry maw of a giant Antonov transport aircraft. The destination of this unusual journey was faraway Thailand. As a rule, railway trains are transported overseas by ship. However, time was very much of the essence for the first three cars of Bangkok's new "Blue Line", the city's only underground line to date, and so they flew first-class. The aim was to get them to the Thai capital in time to present them to an international audience on the occasion of the "Asia Pacific Conference" trade summit in mid-October.



Photo: Siemens AG

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The railborne exhibits on the tracks of "InnoTrans Station" will once again be among the highlights of the fair this year, both for specialist visitors and on the open days. There is huge demand for space to exhibit in the static display area, and the two kilometres of track are almost fully booked.

Under the heading InnoTrans Convention, the leading international railway technology fair will enjoy a high-quality supporting programme. Under the auspices of Deutsche Bahn AG, the East

European and Asian Rail Summit (EEARS) is being held for the third time this year. The event offers transport ministers and railway chiefs from countries in Central and East Europe and Asia a forum where they can meet to exchange ideas and experiences.

High-quality supporting programme awaits specialist visitors

A now well-established part of BahnBau is the specialist conference organised by the Association of German Railway Engineers (VDEI). On the second and third day of InnoTrans 2004 the Association of German

Transport Operators (VDV), together with the German Transport Forum and the Union of European Railway Industries (UNIFE), will be hosting a Dialogue-Forum for transport experts from Germany and abroad.

One of the major factors behind the success of the InnoTrans event in Berlin is the convincing way it combines a trade fair with a high-quality supporting programme and the static track displays. In 2004, as in previous years, this successful mix will be appreciated by tens of thousands of specialist visitors from all over the globe.



Interview with VDB President Friedrich Smaxwil

"Our products are now more reliable and affordable"

Since October 2003 the VDB – the Association of the Railway Industry in Germany – has had a new man at the controls: Friedrich Smaxwil, divisional board member at Siemens Transportation Systems. He succeeded Dr Dieter Klumpp, a member of the management of Alstom LHB GmbH, who had been VDB President for three years.

InnoTrans: Mr Smaxwil, you have been President of the Association of the Railway Industry in Germany since October 2003. What objectives have you set yourself for your presidency?

Smaxwil: In the recent past we have transformed the VDB into a modern, business-oriented service provider furthering our members' interests, so for me the emphasis is first and foremost on continuity. The main areas I would like to focus on are the following:

- As regards railway infrastructure, we really need to be clear now as to exactly what federal funding will be available, and to have that anchored at the requisite level over time.
- We need to lobby even more systematically for our interests in Brussels, especially with regard to standardisation.

- What's also important to me is the role of Germany's *Mittelstand* – its SMEs – without which many of the process improvements and cost reductions achieved would not have been possible. They are the ones, therefore, who lay the foundation for the success of the system manufacturers worldwide.

- Innovation remains key to our success, as it is only through innovation that we can distance ourselves from the competition, improve quality and reliability, and reduce costs. Innovations enable us to maintain and even to further extend our competitive advantage. The railways as transport system must become more competitive – and for that we need innovations.

InnoTrans: How do you assess the importance and situation of the German railway industry internationally?

Smaxwil: I'm quite proud to say that today our industry is one of Germany's most competitive sectors, and with good reason. Germany has Europe's largest railway industry, employing over 40,000 people directly, and indirectly another 250,000. All the major system producers have a presence in Germany, making it the world's most competitive market. If you check out the figures for our industry on the VDB website, you'll see that the

1990s were a difficult period of consolidation for us. But as a result, our products have become much more reliable and affordable. Our members in Germany can supply you today with absolutely everything you need to operate a modern railway or maglev system. We're the only country in the world that can do this. And when one considers that nowadays exports already make up more than 40 percent of railway industry sales, with the trend still rising, then I have no fears for the future of the railway industry in this country.

InnoTrans: What role do trade fairs such as InnoTrans in Berlin play in projecting the image of the Germany railway industry internationally?

Smaxwil: First of all, trade fairs are fundamentally important in order to display our own products and to find out what the others are doing. But InnoTrans is not just any trade fair – it is the leading fair for railway technology. During that one week, absolutely everybody who is anybody in our industry congregates in Berlin. Thus for the German railway industry in particular, InnoTrans is a perfect showcase where we can present ourselves and our products to clients, competitors, policymakers and not least the media. For myself, I can't wait for the next event!

New sleeping cars in service on DB's Berlin – Paris NightTrain route

New era ushered in for overnight travel

For many years, overnight passenger services in Europe lagged behind daytime travel in terms of travelling comfort and customer service. Up until recently, the same had been true of Deutsche Bahn AG, whose sleeping cars had been in service for anything up to 30 years. Now, however, the modernisation of the DB NightTrain business area, which included development of the new WLABmz 173 sleeping car, has ushered in a new era of European overnight train services.

The WLABmz 173 sleeping car first entered service in November 2003 on DB's Berlin – Paris NightTrain route, which is used by some 120,000 passengers a year. From the drawing board to production readiness, development of the new sleeping car cost in the region of €50 million. The new-generation coaches are manufactured by Siemens SPG Verkehrstechnik GmbH, while the interior design work was carried out by design consultants TriCon.

The end result is a vehicle with numerous innovative features inside. Optimal space utilisation means there are now 12 three-bunk compartments compared with 11 previously. There are three deluxe compartments each with its own bathroom and toilet, while the nine economy cabins have a washbasin module with mirror



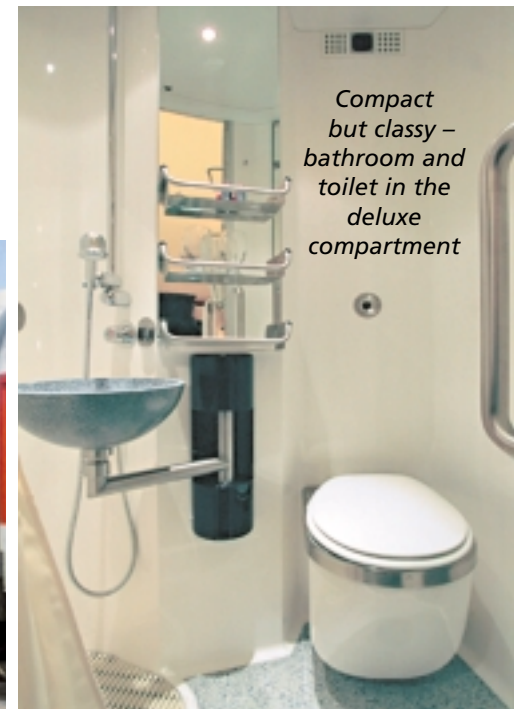
Little changed outside, the WLABmz 173 offers a surprising amount of space inside.

Photos: DB AG/DB AutoZug GmbH

and shaver socket; in addition, each car has a shower and toilets for all passengers. By opening a connecting door, two compartments can be turned into a spacious "suite" where up to six people can travel together.

The service compartment is very functional; in addition to a kitchen unit there is also a desk. It also houses the communications centre for the attendant. An intercom system connects with all compartments, so that all passengers can receive an individual wake-up call.

Modern suspension systems of the type also used on the ICE 2 make for a peaceful trip even at speeds of 200 km/h. A self-contained water supply with purification system means that the water is guaranteed drinkable throughout the sleeping



Compact but classy – bathroom and toilet in the deluxe compartment



A connecting door opens to make a three-bunk cabin a real family suite.

car. The electric power supply also sets new standards on Europe's railways – the WLABmz 173 is compatible with all European power grids. Every compartment also has a power socket for a laptop computer – ideal for all business travellers. A powerful onboard battery keeps the power up, for example during locomotive changeovers at national borders.

Bombardier Transportation

AGC Regional Express Train for France presented

Bombardier Transportation first presented its new AGC (Autorail Grande Capacité) regional express train to representatives of French state railways SNCF and of France's regions in early October 2003. Delivery of a total of 279 AGC trainsets to 11 French regions is scheduled to start in spring 2004 and to be completed by December 2007.



Bombardier's French works at Crespin is responsible for development and manufacture of the new AGC Regional Express Train.

Photo: Bombardier Transportation

The master agreement concluded with SNCF in December 2001 provides for the supply of a total of 500 AGC trainsets for French regional services. Depending on the number of carriages, each train offers between 160 and 220 seats; the high-comfort and inter-city versions have modular interior fittings. The trains have either diesel or electric traction, and there is also a bi-modal (diesel/electric) version. The AGC can reach a maximum speed of 160 km/h (100 mph).

Siemens Transportation Systems

Major new order underpins commitment to Great Britain

Operating consortium FirstGroup plc/Keolis SA has placed an order with Siemens Transportation Systems (TS) for 56 new trains to be put into service from 2006. The order, which also includes the provision of services at two new traincare facilities, is worth around €500 million. "This order," says Siemens chief Heinrich von Pierer, "underscores the excellent reputation Siemens has built up in Great Britain for railway technology." Hans Schabert, managing director of Siemens TS, adds: "We are committed to continued investment in

the railway industry in the United Kingdom." The three-section, approx 70 metre long Desiro trains will be capable of speeds up to 160 km/h (100 mph). They are fitted with high-power diesel engines (561 kW per car) to ensure strong acceleration on the hilly Pennine routes in northern England.



The new trains for the Trans Pennine Express network in northern England should cut journey times by up to 10 minutes.

Photo: Siemens AG



Alstom: Automatic driverless metro system

Riding the "ghost train" across Singapore

Since the middle of last year, a fully automated driverless metro train has been in operation in Singapore, guided as if by an invisible hand. The Metropolis trains and the Urbalis 300 signalling and automation technology were supplied by Alstom.

The new Northeast Line metro connects the port of Singapore with the Punggol region in the north over a length of 20 km with 16 stations. All train runs on the line and in the depot are normally operated in automatic driverless mode. However, trains carrying passengers have a customer assistant on board who can also take over as driver in an emergency.

The overall contract, covering the supply of rolling stock and control systems for the Northeast Line, was worth some €203 million. Of this, €133 million was accounted for by the rolling stock and €66 million by the signalling and control systems, while €3.75 million was earmarked for integrating the system. The line met with a good reception among Singapore's population, with passenger numbers initially around 150,000 a day, doubtless due not least to the fact that right from the start, the system achieved an availability level of 99.5 percent.

With a deviation from schedule of no more than two minutes, the punctuality level was 97 percent. While to date the other metro lines are conventionally

Alstom has supplied 25 six-car Metropolis trains to Singapore.



The Circle Line is to enter service in stages from 2008. Photos: Alstom Transport

operated, it is now planned to use the same fully automated driverless system for the Circle Line currently under construction. This at least is the intention of the Land Transport Authority (LTA), which

is responsible for the metro. The Circle Line is scheduled to enter operation in stages beginning in 2008. Upon completion, the 40 km route will be the world's longest automatic metro line.

The rolling stock

Technical details of the 25 trains currently in operation on the Northeast Line:

- ◆ Train length: 138.5 m
- ◆ Number of carriages per train: 6
- ◆ Carriage length: 23.65 m
- ◆ Carriage width: 3.2 m
- ◆ Unladen weight: 32 t

- ◆ Number of seats: 50 per carriage
- ◆ Passenger capacity: 1,500 per train
- ◆ Maximum operating speed: 90 km/h
- ◆ Contact wire voltage: 1,500 V DC
- ◆ Installed power: 16 x 15 kW
- ◆ Acceleration: 1.1 m/s
- ◆ Deceleration: 1.4 m/s (emergency braking)
- ◆ Fully redundant train operation, protection and data management system

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Meet us at
InnoTrans 2004

The Leoliner seats 39 and carries around 80 standing passengers. Photo: LVB

Leipziger Fahrzeugservice-Betriebe
New tram at half the price

Leipziger Fahrzeugservice-Betriebe (LFB) is a 50/50 joint venture between local transport operator Leipziger Verkehrsbetriebe (LVB) and Siemens TS. In a record time of just under 11 months, LFB has developed and built two prototypes of a completely new low-floor articulated tram with six axles. The "Leoliner", as it is called, entered service in the city's public transport system in December 2003. The trams take account not only of Leipzig's public transport requirements but also of neighbouring cities with similar requirements considered to be potential markets for the vehicles. What is special about the Leoliner is that, according to LVB, it costs only around half as much as comparable vehicles from other manufacturers.



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“Whispering brake” sets new quality standard for noise reduction

Quiet running, Europe-wide

In Paris last October, the International Union of Railways (UIC) gave unlimited approval to the use in European rail freight traffic of wagons equipped with so-called K type composite brake blocks, thus setting a new quality standard for Europe’s railways in the area of noise reduction.

Deutsche Bahn’s executive board had already decided three years ago that on principle only new wagons fitted with the K type blocks would be purchased. Dr Klaus Kremper, board chairman of Railion Deutschland AG, said: “I welcome the binding approval of K brake blocks; it is a milestone in noise abatement. Noise needs to be combated at source, and this will enable us to raise the level of acceptance of rail freight traffic amongst those living in the vicinity of railway lines.”

Using the K brake blocks in place of conventional cast iron brake blocks will enable current freight wagon noise levels to be halved. There is a simple explanation for this noise-reducing effect: compared with cast iron blocks, the composite brake blocks damage the wheel tread less. Cast iron blocks press directly on the tread and over time make it uneven, leading to increasing running noise levels. For that reason, DB had for many years put its weight behind efforts to



K brake blocks make for smoother running and quieter braking.
Photo: DB AG/Pierlings

Noise reduction raises acceptance of rail freight traffic amongst those living near railway lines.
Photo: DB AG/Klarner

develop and test the new technology for Europe’s railways and, following the granting of temporary approval, had called for unlimited approval for use in cross-border rail freight traffic.

However, Deutsche Bahn is not content just to purchase new wagons with K brake blocks, but is urging quick action to retrofit the entire German freight wagon fleet.

Of the total of 156,000 wagons currently in use in Germany, some 90,000 belong to Deutsche Bahn. As equipping wagons

with K brake blocks would cost around €4,000 per wagon, DB would need to invest €360 million in retrofitting. Deutsche Bahn is counting on federal government aid for this. In mid-September 2003, federal environment minister Jürgen Trittin announced subsidies for conversion of rail freight wagons to K brake blocks. This was in line with DB’s proposal that the federal government’s noise abatement programme for construction work be extended to include technical equipment, as the government could thereby save almost half the expected costs of noise insulation measures.

Austrian Federal Railways

“Touareg Express” running successfully

Austrian Federal Railways (ÖBB) and Steiermark State Railways, together with their partners Brantner-Duvenbeck and Slovakian State Railways, have developed the “Touareg Express” for car manufacturer Volkswagen (VW). The aim of this joint logistics solution is to transport car body sections for VW’s Touareg SUV model from the Weiz/Gleisdorf area in Austria to VW’s plant in the Slovakian capital Bratislava. The block train, which shuttles between Austria and Slovakia five times a week, is generally composed of “Hbis tt” type wagons, in which loading frames can be stacked in two layers, and “Habbins” type wagons where frames are loaded in single layers. The “Touareg Express” saves over 50 truck journeys a day.

Deutsche Bahn / Stinnes AG

New locos help overcome rail borders

Stinnes AG, a subsidiary of Deutsche Bahn AG (DB), aims to eliminate Europe’s railway borders with electric locos suitable for cross-border use. By 2008 it plans to purchase 525 locos that could run on either AC or DC power and would also be equipped for different train protection systems.



Changing locos and crews at European borders could soon be a thing of the past.

Photo: DB AG/Schmid

Ideally, and with suitably trained multilingual drivers, the locos could haul freight trains from Germany across the borders to France, through Switzerland to Italy, into the Benelux countries, to Scandinavia or to Hungary. This would mean around 40 percent of Stinnes’ traction would be suitable for cross-border use. Currently, the differing power and signalling systems mean that locos and crews have to be changed at border rail freight terminals, losing considerable time. There are no fewer than five different traction power systems and seven different signalling systems. This, plus the need to switch from right- to left-hand traffic and back again, is a major impediment to European rail freight traffic.

Siemens Transportation Systems

CargoMover wins award for innovation

Last November, the Neuer Adler transport initiative awarded its Innovation Award “Intelligence for Transport and Logistics” to Siemens Transportation Systems (TS) for the development of the CargoMover. CargoMover resembles a fully automated driverless truck on rails, and is aimed in particular at flexible handling of individual transport assignments at regional level. CargoMover is equipped with an intelligent sensor system that recognises the track and obstacles, and is operated from a control centre by radio remote control. In his acceptance speech, Friedrich Smaxwil, divisional board member of Siemens TS, said that testing of CargoMover is scheduled to be completed in two to three years, after which the vehicle should be ready for rail transport service.



CargoMover is designed to be almost as flexible as a truck.
Photo: Siemens AG



HIGH-SPEED RAILWAYS

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Bombardier-Fluor: Breakthrough for high-speed rail in Florida

“The time is ripe for high-speed rail in the United States of America”

Bombardier Transportation and its partner Fluor Corporation, one of the world's largest engineering and project management firms, were selected last October as preferred bidder to design, build, operate, maintain and finance the first phase of Florida's High-Speed Rail network that will carry passengers between the urban centres of Tampa and Orlando.

“The time is ripe for high-speed rail in America,” noted Lecia Stewart, Vice President, High-Speed Rail, Bombardier Transportation. The Fluor-Bombardier bid includes JetTrain technology, the first non-electric, high-speed rail solution designed specifically for the American market. Powered by a lightweight turbine, the JetTrain operates at 150 miles per hour and meets all American safety



JetTrain technology aims to offer Floridians an alternative mode of fast, safe and comfortable travel.

Photo: Bombardier Transportation

standards for high-speed rail. The JetTrain locomotive is the result of a public-private development partnership that began in 1998 between Bombardier Transportation and the Federal Railroad

Administration (FRA) in the United States. The Fluor-Bombardier bid team is a 50/50 partnership of two of the world's leading companies.

Fluor's transportation unit has significant experience in developing public-private partnerships with states and national governments around the world. Bombardier Transportation manufactures 20 different intercity and high-speed products, including seven different high-speed locomotives. For example, Bombardier has participated in the development of four different types of the French TGV, as well as the ICE trains used in Germany and the Netherlands. Next steps for the Fluor-Bombardier team will be to begin negotiations to conclude the contract. The system is expected to be operational by 2009.



INFRASTRUCTURE

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New development from Plasser & Theurer on the market

RM 95-700 takes charge of ballast cleaning

Tracklaying machinery manufacturers Plasser & Theurer have a new machine in their range: the high-capacity RM 95-700 ballast cleaning machine entered service for the first time in 2003.

The RM 95-700 is an eight-axled, articulated, fully hydraulic high-capacity ballast cleaning and new ballast supply machine designed for operation on Deutsche Bahn AG's rail network. Its conception enables the RM 95-700 to be used flexibly in a variety of worksite situations and offers a range of advantages: • high working output due to high screening output • precise cut of the subgrade controlled by laser • integrated supply of new ballast • short paths for material transport within the machine • ballast hopper to

compensate ballast quantities at start and end of worksite • short set-up times due to hydraulic chain cutter bar fastening and assembly crane • high tractive force thanks to three powered bogies • sturdy construction of the machine frame • powerful excavation chain.

The machine is equipped with two sturdy oscillating screens with a total surface area of over 40 m² ensuring highest quality and output. Laser equipment ensures precise guidance of the excavation chain in longitudinal and transverse direction. The spoil is taken via conveyor belts to the front of the machine, where it can be unloaded next to the track, onto wagons standing on the adjacent track or into a spoil handling system pushed by the



machine. The cleaned ballast is taken from the screening unit via conveyor belts to a ballast store and from there it is returned to the track directly behind the excavating chain. With the RM 95-700 it is possible to supply new ballast in the course of ballast cleaning. The new ballast is transported from the material conveyor and hopper units positioned at the rear and deposited onto the ballast bed as required.

All cabins are enclosed, soundproofed and vibration-damped. Cabin heating, cabin ventilator with air filter and air-conditioning units (optional) ensure a comfortable working environment under the various climatic conditions during operation. All cabins also have an intercom system.





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Vossloh AG presents Worldwide Rail Market Report

Worldwide rail technology market worth €56.7 billion annually

The railways will remain an exceedingly attractive market in the future for companies that possess specialised experience and proven expertise as well as the required certifications in this segment, and that are able to adapt to the increasing internationalisation of markets. This is the conclusion reached in the Worldwide Rail Market report commissioned by the transport technology company Vossloh AG.

Consultants SCI Verkehr GmbH, Hamburg, entrusted with the compilation of the report, estimate the worldwide rail market at currently about €56.7 billion per annum, with annual growth over the next five years forecast at about 4 percent on average. Western Europe will remain the most significant market for rail industry products. Asia is also of prime importance given its enormously extensive rail networks. However, demand for solutions from western manufacturers exists only in subsectors within this region. Exceptions are areas where sophisticated solutions are needed that cannot be provided by domestic suppliers. This is especially the case with engineering systems, as well as in segments such as high-speed transport or to some extent in the metro sector.

North America is of interest to European manufacturers chiefly in the passenger transport segment, where the region lags behind developments in Europe.



European developments in the area of high-speed rail have good export prospects.

Photo: DB AG/Lautenschläger

Significant market opportunities exist for foreign companies in suburban rail transport, in light rail and in high-speed transport. The dominant freight haulage segment, on the other hand, with its specific North American emphasis on bulk transport, is already well covered by domestic manufacturers.

“Central Eastern and Southeastern Europe and the CIS countries doubtless offer the most interesting prospects worldwide. After suffering a drastic

slump in the early to mid-1990s, railway transport is starting to show the first signs of recovery, especially in the EU accession states,” emphasised Vossloh CEO Burkhard Schuchmann.

In the EU accession countries, a start has been made over the last few years on main-line refurbishment, with the investment coming chiefly from EU subsidies. There is also evidence of a marked increase in orders for rolling stock. “In certain areas such as infrastructure and engineering systems, high-quality products from western suppliers are increasingly the preferred choice, not least because of the fact that some of the funds for capital investments are being sourced from the EU.”

Summing up, developments in individual countries and regions will vary depending on national policy, procurement programmes and prioritisation. For the rail industry’s manufacturers, success or failure will depend crucially on their ability to identify such trends in a timely manner, assess them correctly and react accordingly.

The German-language version of the study “Der Weltmarkt für Bahntechnik” can be downloaded free of charge as a PDF file from www.vossloh.de



Western Europe remains the most important market for rail industry products.

Photo: DB AG/Weber



SERVICE

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InnoTrans-Report – on our own behalf Adverts are go!

As from this year, InnoTrans-Report offers an innovation: with the layout having been successfully revamped last year, you can now place advertisements in InnoTrans-Report for the first time. With its large press run of 70,000 copies and worldwide circulation in English, French and German, InnoTrans-Report 2004 is an excellent marketing tool. The B2B magazine has an exclusive audience of professionals – guaranteeing that you reach your target group.

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And lastly ...

Going, going ... gone!



You can buy all kinds of weird and wonderful stuff on Ebay, the internet auction house – even railway buffs are well catered for, with offers ranging from stylish underwear with a railway motif through classic “locomotive model” cigarette lighters to original crockery from Southern Railway dining cars. What is a novelty, however, is that you can even buy a real diesel loco via the internet. In the United States, in December 2003, a seller from Oregon offered for sale a fully functional Brookville-type narrow-gauge diesel locomotive. Almost 4 metres long, 1.4 metres wide and over 1.6 metres tall, the vehicle was, according to the would-be seller, an “excellent runner” powered by its Caterpillar 3304 diesel engine. All the same, the posting met with a rather muted reception from an Ebay community otherwise renowned for its interest in the odd, the peculiar and the downright bizarre. Bids fell well short of the initial asking price of no less than \$3,000, and the highest bid for the magnificent specimen was as little as \$1,075.

Closing date: February 2004!

There is still time to register as an exhibitor at InnoTrans.
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