



# InnoTrans 2004

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## REPORT.

**B2B MAGAZINE FOR RAILWAY TECHNOLOGY**

Over 30% more exhibitors and trade visitors

## Position as leading industry fair further consolidated

At the close of InnoTrans 2004, participants took stock and saw positive signals for the international railway technology sector. A total of 46,455 trade visitors from all over the world and 1,370 exhibitors from 35 countries made the trip to Berlin – the biggest attendance ever. Compared with InnoTrans 2002, both exhibitor and trade visitor numbers were up by around one-third. The degree of international participation also rose further. Around 46% of exhibitors and more than one trade visitor in three came from abroad. Despite adverse weather conditions, around another 21,000 members of the public attended the weekend open days in the track display area.

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*With more than 80,000 square metres of display space and 2,000 running metres of track, InnoTrans 2004 was around one-third larger than two years before*



## To be an engine driver sometime ...



There must be very few little boys who have not dreamed at some point of becoming a locomotive driver. Even if he chose a career in politics instead, Federal Transport, Construction and Housing Minister Manfred Stolpe was at least able to get a brief taste of the world of the railways by trying it for himself. During his tour of InnoTrans 2004 at the official opening ceremony he spontaneously sat in a mock-up trainset cockpit from Siemens Transportation Systems and – just as in real life – quickly took the controls. Surrounded by photographers and industry representatives, Minister Stolpe was shown how to stay in the driving seat.

Photos: Messe Berlin



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# InnoTrans LATEST

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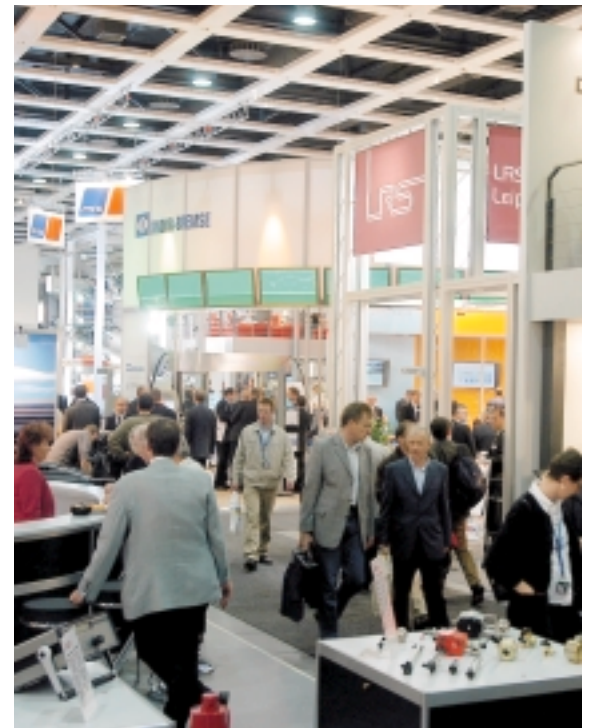
Nine out of ten exhibitors at InnoTrans said they thought their attendance at the fair had been commercially worthwhile. Deals were clinched at the fair itself by 13% of exhibitors, while 87% expect at least a satisfactory amount of follow-up business. This year's event revealed a further increase in levels of satisfaction among both exhibitors and trade visitors, with survey results bettering those of previous years as regards overall positive assessment (95%), recommending attendance to colleagues/counterparties (94%) and intention to take part again in 2006 (93%).

Trade visitors from all over the world also pronounced themselves extremely satisfied with their attendance at InnoTrans from the commercial perspective, with 97% evaluating their business results as good or very good (2002: 91%). The marked increase in foreign participation was accounted for in particular by visitors from the new EU member states and Asia. There were around twice as many attendees from Asia as in 2002, including from China / Hong

Kong, Japan, South Korea, Taiwan, Malaysia and Thailand.

Among the factors making InnoTrans the worldwide meeting point for the industry is the participation of high-ranking decision-makers: this year one in two of those surveyed indicated they were in an executive function in their company. More than three-quarters of all trade visitors have an influence on purchasing and procurement decisions.

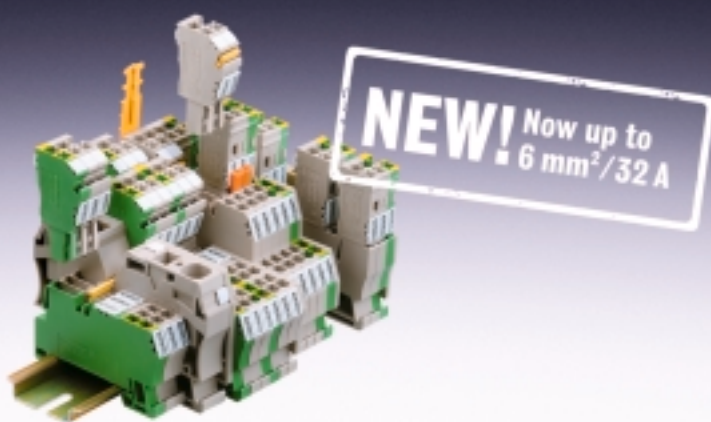
For the first time, display space at InnoTrans 2004 covered more than 80,000 square metres (gross) in the exhibition halls and outside display area. In addition, there were 2,000 running metres of track in the track display. Overall, this year's InnoTrans was around one-third bigger than in 2002. On display were new and improved products from all segments of the railway technology sector, including the latest-generation lightweight and variable regional trainsets, innovative systems for electronic ticketing, laser-based track measuring cars, new overhead line de-icing systems, and the world's most powerful four-axle diesel locomotive with active particulate filter.



The overwhelming majority of exhibitors and trade visitors alike rated their participation a success in business terms

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The top-class supporting events at the InnoTrans Convention attracted speakers and attendees from all over the world. Interest was centred in particular on the InnoTrans Dialogue-Forum, the third East European and Asian Rail Summit and the specialist BahnBau conference. The comprehensive service package for InnoTrans was enhanced and topped off by new services such as online registration, visit planning via internet, guided tours of fair attractions, and the Virtual Market Place. The international resonance of InnoTrans was also underscored by the presence of 550 accredited media representatives from 21 countries.

The next InnoTrans will take place from 19 to 22 September 2006

While the European industry was already almost fully represented at InnoTrans 2002, this year there was a noticeably stronger presence of firms from Asia and North America. South Korea's market leader in railway technology, the ROTEM Company, marked its InnoTrans premiere with exhibits both in the halls and in the open display area. Major firms from Japan included Hitachi Ltd. and Kawasaki Heavy Industries Ltd. Taiwan's rail industry association CRIDA had arranged a joint stand for local companies.

General Electric Transportation – one of the big American industry names – exhibited in Berlin for the first time, while the Canadian railway technology sector was represented inter alia by Railpower Technologies Corp. Alongside the traditionally strong presence of firms from Austria, Britain, France, Italy and Switzerland, the participation of companies from Bulgaria, Greece, Israel, Luxembourg and Macedonia attested to the growing international flavour of the fair.

Besides Railway Technology, Railway Infrastructure was one of the fastest-growing segments, with almost twice as much display space booked as in 2002. Foreign participation rose from 25% to 35%. But the Public Transport, Transport IT and Services segments were also up on the previous event.



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**Friedrich Smaxwil,**  
President of the Association of the Railway Industry in Germany and managing board member of Siemens TS division

"What impressed me was the further rise in visitor numbers, especially from abroad. That has made InnoTrans even more important for us. We at Siemens TS were able to use the event for numerous discussions with customers. One of the highlights of this year's InnoTrans for us was being able to sign a contract with Metro Delhi."



A lot of interest was shown in the technical details

**Dr. Dieter Wilhelm,**  
Managing board member of Knorr-Bremse AG

"For us, this was our most successful InnoTrans ever. It gave us the opportunity to present our product innovations. As well as strengthening relations with existing customers, we were able to demonstrate the advantages of our products to potential new customers. The main highlight for us was concluding the largest master agreement with the London Underground for original equipment and service."



Taking a closer look

**Dr. Dieter Klumpp,**  
Managing director, Alstom LHB GmbH

"InnoTrans was once again an excellent showcase for our industry. Alstom were able to present our innovative developments to large numbers of trade visitors from Germany and abroad. We had even more high-ranking people come to our stand than previously – further proof that InnoTrans is the leading trade fair for our industry."



Queuing up for trade visitor registration

**Jai-Tark Yoo,**  
Head of Overseas Sales & Marketing, Rotem Company

"At InnoTrans we were expecting to face strong competition from the major railway vehicle manufacturers in particular. But we were overwhelmed by the interest shown by visitors in products like our maglev and E-Project train. Our premiere at InnoTrans has shown us that it is an ideal communication platform for our company."



Trying out the super-conducting maglev technology

**Alfred Hechenberger,**  
Heading the DB Systemtechnik stand

"By exhibiting at InnoTrans we were aiming at expanding the railways' technical divisions in particular into third markets. Our experts had many promising discussions with both domestic and foreign customers. We have the feeling that visitor numbers and the resonance we achieved were higher than at the last InnoTrans."



A surprise attraction on the Probotec stand was the world champion body painter

**Sven Hauser,**  
Communications Manager, Probotec Ltd

"InnoTrans 2004 was our first major show on the Continent under our new name. Our main aim was to gain a firm foothold with our new name and our innovative product range. We achieved both."



Hartmut Mehdorn, Chairman of the Deutsche Bahn AG managing board, at the East European and Asian Rail Summit

**Ulrich Bieger,**  
Corporate spokesman, Bombardier Transportation

"We are surprised and delighted with the resonance at InnoTrans 2004. There was much more interest than we had hoped for. We have every reason to think that something will emerge from the dynamics set in motion. Although customers are clearly holding back at the moment, the fair fully met our expectations."



Maiden journey of Vossloh's MAK 2000-4BB diesel loco

**Drewin Niewenhuis,**  
General Manager of the Union of European Railway Industries (UNIFE)

"InnoTrans went very well, and we are very satisfied. The Dialogue-Forum was an incredibly successful event, and we were overwhelmed by the resonance. Every seat was taken at our seminars on "Perspectives for the railway industry in an expanded Europe" and "Innovations in the railway industry", and it was standing room only. For the next InnoTrans we would like a bigger stand."



## Vibration insulation and noise reduction

# Getzner cushions the ride

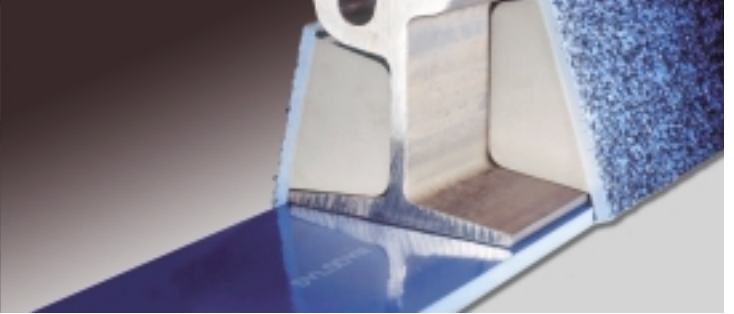
A train passing causes vibrations that are transferred into buildings close to the track. For over 30 years, Getzner of Austria has been developing elastic components for the track superstructure using the polyurethane material Sylomer. Besides the Sylomer material and finished products, Getzner also uses its know-how to offer complete system solutions for a wide range of international projects.

The mass-spring-systems from Getzner fulfil the highest demands in terms of protection against vibration and structure-borne noise. The lowest natural frequency of a superstructure ever measured is 5 Hz, and this has been achieved with Sylomer. Ballast matting from Getzner makes for improved track stability and longer ballast service life, and effectively reduces vibration. The product is easy to handle and suitable for refurbishment of existing tracks.

Laying sleepers with Sylomer elastic sleeper pads



The Getzner "embedded rail" system



Installed on high-speed lines, heavy hauls as well as light rail systems, sleeper pads from Getzner have proved to give a better track stability and protection of the ballast. The sleeper pads are assembled on to the sleeper already during the moulding of the sleeper

and therefore no extra work on site is required. For light rail systems Getzner offers an embedded rail system which gives a good connection with the surrounding concrete and a defined stiffness according to the specification given by the operating company.

Edilon / Stelcon

### Stelfundo system gains approval

The Stelfundo railway level crossing system has been approved by the Federal Railways Authority for use on main and secondary lines for speeds up to a maximum of 160 km/h after the successful conclusion of five years of testing on Deutsche Bahn AG's network. The Stelfundo system was jointly developed by Stelcon AG of Gernersheim and Edilon GmbH of Munich. It combines the track bearing slabs that Stelcon has been supplying for over 20 years with Edilon's elastic rail fastening ERS (embedded rail system) to give a system that is suited for the highest levels of wear and tear. The rail fastening system dispenses with any kind of screw fixtures, clamps or other metal parts. Gluing the rail produces a lasting elastic bond between rail and supporting slab.



### voestalpine Success in Egypt too

voestalpine Schienen in Leoben/Donawitz, Austria, part of the voestalpine division Railway Systems, has signed in Cairo a Memorandum of Understanding as a preliminary step to the conclusion of a licence agreement for the local production of rails

in Egypt using voestalpine technology. Partnering voestalpine is the steel plant Egyptian Iron & Steel Company (EISCO) south of Cairo, which belongs to the Egyptian Metallurgical Industries state holding. The plan foresees that EISCO will upgrade an existing heavy section rolling mill so that it can also produce standard grade rails in lengths up to 36m. Within the framework of the Know-how Transfer Agreement to be concluded, voestalpine would transfer the necessary technology and give technical support. For voestalpine Schienen and the business unit Rail Technology, this would constitute the first co-operation for the production of rails outside Europe.



## Eurailpress New publication in 2004

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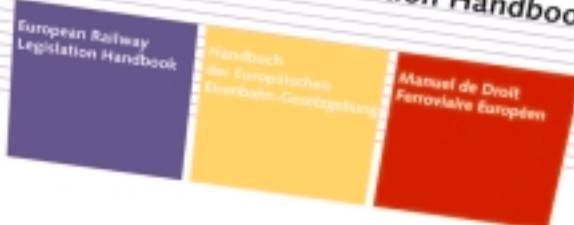
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Three questions to D. Kraus, head of sales for Railways/Vehicles

# Noske-Kaeser: "The way to make an impact!"

Diplom-Ingenieur Detlef R.-D. Kraus is head of sales at Noske-Kaeser for the railways and rail vehicles business area. The company develops individual solutions for shipbuilders, vehicle manufacturers and industrial plant constructors in the field of air conditioning, ventilation, refrigeration, pipelines and fire extinguishing systems. The German "Metropolitan" luxury train and the Shanghai Transrapid train, for example, use Noske-Kaeser air-conditioning systems. At InnoTrans, the Hamburg-based parent company and its New Zealand subsidiary shared a stand that displayed a cab air-conditioning system the latter built for an Australian locomotive. Noske-Kaeser is a member of the technologies division within the Thyssen-Krupp group.

**InnoTrans:** Mr Kraus, Noske-Kaeser is primarily a supplier of air-conditioning, refrigeration and ventilation plant, plus fire-fighting and ABC protection systems, for all kinds of merchant marine and naval vessels. Why has your company now also taken a stand at InnoTrans?

**Kraus:** Well, we have also been focusing on air-conditioning systems for railway vehicles for some years now, and we want to expand further in this area. As a way of showing our customers we are serious about expanding, we have not only set up a new Railways/Vehicles division within Noske-Kaeser, but are also making our first appearance at InnoTrans – which is where the worldwide railway technology market comes together.

**InnoTrans:** Which market segments are you especially interested in?

**Kraus:** Obviously, it is basically difficult to do business with the system suppliers for ongoing major production runs. What we aim to do is, on the one hand, to make



Sales head Detlef Kraus talking to InnoTrans-REPORT editor Behrend Oldenburg  
Photo: Christoph Müller

people take notice with our technical innovations, and, on the other, also to make a deliberate push towards developing niche products and small production runs in the area of air-conditioning systems. We are equally interested in all market segments.

**InnoTrans:** Has your trade fair premiere been a success?

**Kraus:** I have, naturally, been familiar with InnoTrans from its inception, and have attended every fair as a visitor. As exhibitors too we quickly came to realise that this is the way to make an impact! In the run-up to the fair we sent out lots of invitations to customers to visit us here on our stand, and as a result we have already had talks on a large number of different projects.

Knorr-Bremse

# Braking with EP Compact

Modern brake control systems for railway vehicles have to meet very exacting requirements: on the one hand, manufacturers and operators want to use technologies that have proved their worth in day-to-day use over a period of many years; on the other, they also want to benefit from the latest innovations in technology. Cost pressures entail standardised solutions, but at the same time the braking system is supposed to be tailored exactly to the specific requirements of each different railway vehicle. With its EP Compact, Knorr-Bremse has bridged the gap between proven technology and innovative features.

The EP Compact brake control system is a modular design that can be flexibly configured, based on tried and tested components. At the same time, it offers tailor-made solutions for a wide range of vehicle types, including all classes of traction units, from local S-Bahn units to international mainline trains.

At the heart of EP Compact are the pneumatic control unit and the electronic control module. These handle pressure control, load correction and slip protection. Depending on the application, further sub-modules can be used to flexibly configure additional functions as part of a package, such as parking brake or magnetic rail brake control. This offers customers significant cost savings. Unlike other products, EP Compact can be used to implement both decentralised bogie control systems and centralised car control systems.

Knorr-Bremse is currently executing the first order for EP Compact, with the first brake control modules being delivered to Siemens Transportation Systems in August-September 2004. In total, 120 units of the new Zurich S-Bahn are being equipped with EP Compact.



Brake control with EP Compact: centralised control (above), decentralised control (below)

The new Zurich S-Bahn is being equipped with EP Compact



Photos: Knorr-Bremse





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## Contract signings at InnoTrans 2004

# More and more new deals concluded in Berlin

Whereas in the past major industry deals tended to be done "behind closed doors", these events are nowadays increasingly being opened to a broader public. For the railway industry, InnoTrans seems to be just the right platform on which to celebrate the successful conclusion of a contract after what may well have been tough and protracted negotiations. Among the most spectacular deals signed at InnoTrans 2004 were new contracts for Siemens, Voith Turbo, Alcatel and Knorr-Bremse.

On the occasion of the Dialogue-Forum, Siemens Transportation Systems and the Prague transport authority signed a memorandum of understanding on the maintenance of 48 M1 type metro trains over a period of 14 years. A total of 42 trains have been completed to date. The Prague transport authority had previously ordered six five-unit metro trains from Siemens, for delivery in 2005 and 2006.

Just a day later, Siemens TS won an order from Delhi Metro Rail Corporation for signalling and railway communication systems worth Euro 49 million. The contract is to equip the 23.5 km long Line 3 from the city centre to western Delhi. Among the major challenges facing Siemens is the extremely tight project schedule of 20 months. Operations are due to commence in early 2006.

Voith Turbo and the Polish vehicle manufacturer PESA concluded a master agreement for the supply of motive power units (power pack, cooling system, wheelset gears and cardan shafts) destined for PESA's "partners". These rail vehicles are in use throughout Poland for passenger transport. The contract signing marks the successful prolongation of an existing collaboration.

Three years previously, PESA had placed the first order for Voith power packs, and last year it ordered a small production run from



The well-attended press conferences at which new contract signings were announced attest to the high level of interest among media representatives in railway industry developments

the company. At a press conference held at InnoTrans 2004, Alcatel announced that it is to supply Germany's largest local transport operator, BVG of Berlin, with its ESTW L90 5N public transit interlocking system together with the associated external installations. The system will replace two obsolete relay signal boxes dating from 1956-57. In connection with this deal, Alcatel is setting up in Berlin a centre of competence for public transit projects. The hardware will be supplied from the firm's own factory in Arnstadt, Thuringia.

Westinghouse Brakes, part of the Knorr-Bremse group, and Bombardier Transportation signed a framework agreement for

the supply of complete braking systems for 376 new cars for the deep tube underground line in London. Bombardier is building the cars for operator Metronet Rail's Victoria Line. In a second stage, the contract foresees delivery of the braking systems for 1,362 cars of the sub-surface lines. In addition to supplying the braking systems and associated software, Westinghouse Brakes will take on servicing and maintenance work – including repair and overhaul – for the brake control systems, bogies and air supply systems for both the Victoria Line and the sub-surface lines. Overall, the order is worth a total of more than £100 million.

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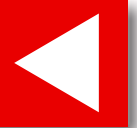
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### Serco Integrated Transport Entering the German market

UK railway transport operator Serco Integrated Transport is planning to enter the German market in the medium term with a view to adding the local and mainline passenger services segments to the already wide range of services provided by Serco GmbH, headquartered in Bonn. Serco operates at over 40 sites throughout Germany, and just recently opened an office in Berlin. In July 2004 a Serco/NedRailways consortium won the contract to operate a large proportion of local transport in northern England, including the cities of Manchester, Leeds, Sheffield and Newcastle, with an annual traffic volume of 1.45 billion passenger kilometres a year – the largest public tender for operation of a railway network in the United Kingdom to date.





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Mobile data systems implemented at marshalling yards

# Electronic assistants support Railion staff

As of this year, some 6,000 Railion staff are carrying out their tasks at marshalling yards with the aid of modern electronic assistants. The mobile terminals provide the staff directly at the trackside with important work-related information e.g. for checking of wagon sequencing or of wagon brake functioning.

Once the task is completed, staff transmit the current status to the central computer systems, which provide e.g. dispatchers with up-to-date data. The application is based on the Cargo Digital Data Communication (CDD) system developed by DB Systems, the railways' IT services provider, and results not only in simpler but also in much faster and more reliable production processes for the approximately 5,000 goods trains with 40,000 wagons handled every day. Reams of paper and long lists are thus a thing of the past.

The electronic assistant is designed for outside use, being robust and weatherproof and suitable for working in darkness. At the core of the application is the modular system management server.

The data link to the terminals uses GPRS in the public cellular network with T-Mobile and is therefore available nationwide, aided by the significant improvements made to marshalling yard network connections at the time the system was introduced. As a result, Railion staff are much more mobile. Data can now be captured



Around 2,000 electronic assistants are helping speed up production processes and save costs at marshalling yards

Photo: DB AG/Busse

directly and processed in real time whether staff are on the track, at the customer's site or at the marshalling yard.

Work is already under way on specific refinements to the mobile computing

solution underlying CDD: plans are already in place to add new functionalities such as barcode readers and cameras, as well as integration with the railways' own GSM-R cellular network.

**IB&T GmbH**

**Optimised civil engineering software**

IB&T GmbH of Norderstedt is currently carrying out practical testing to fine-tune a new version of its successful CAD software for civil engineering surveying and planning. According to the company, the new version is more user-friendly, with several view windows and overall enhancements to user guidance and dialogue boxes. The database is permanently accessible. "The data model and data storage together with the access mechanisms are like a powerful car engine," says Claus Leitzke, Product Manager at IB&T. "For example, it is now possible to deal with railway junctions as complete objects. Planners gain a much better overview of the various alternatives and can access a specific plan more easily. Fast access to more data right from the project processing stage is a general feature of Version 8."

compared each day with updated network and timetable data for the entire customer network and grossed up against the relevant train composition. As well as the number of passengers boarding/deboarding, the system also calculates separate occupancy figures for 1st and 2nd class. In addition to optimisation procedures to compensate for systematic errors, the system also takes account of other factors such as missed halts, request stops, waiting room behaviours and the actual counting system installation on a train. As DILAX managing director Uwe Hinrichsen pointed out at InnoTrans, DavisRAIL can be installed as a java-based server application on any operating system. The system can be used at any time and from any site via an internet browser.

**INIT GmbH  
Windows XP-based onboard computer**

INIT GmbH develops and integrates innovative IT applications for transport and control systems. At this year's InnoTrans the company presented inter alia the COPILOTpc. Already selling well in Europe and North America, this onboard PC is based on Windows XP embedded® and enables transport operators e.g. to use low-cost standard software, integrate multimedia applications and implement future system upgrades much more easily. INIT presented the onboard PC at InnoTrans for the first time together with its two alternative driver operating consoles, TOUCHit, a fully graphics-enabled touch panel and PRESSit, a transfective LCD unit with soft keys.

**DILAX Intelcom**

**DavisRAIL counts passenger numbers**

InnoTrans 2004 was the occasion of the first showing by DILAX Intelcom GmbH, Berlin, of its platform-independent data management system DavisRAIL, which is specially tailored to the needs of railway operators. This software solution forms part of a major order from Swiss Federal Railways for an Ethernet-based passenger counting system for 400 vehicles. The numbers recorded at each door are transmitted fully automatically to a database, where the data are

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# From road to rail

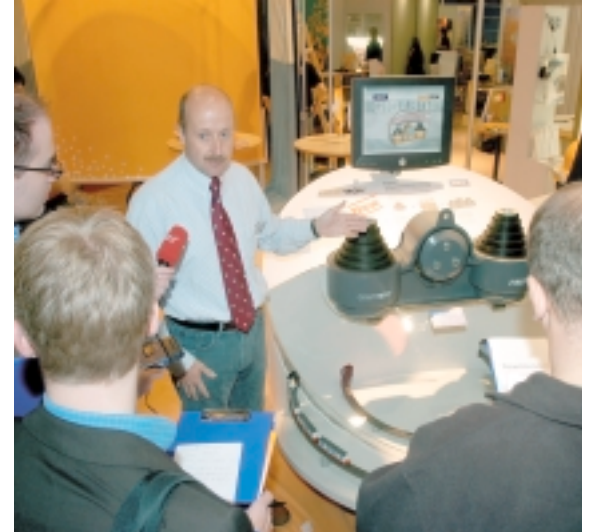
"From road to rail" – not a bad idea if you go about it the right way. An 80-year-old man from Königswinter near Bonn, however, got the concept of shifting traffic a bit wrong. He mistook the tram track for the car lane, and carried on down the track at undiminished speed for around half a kilometre. He only came to a halt when the car's engine seized – the rather car-unfriendly surface had torn a hole in the sump. As a result of this little mishap, the elderly driver lost his licence and is facing prosecution; the damage he caused amounted in total to Euro 30,000.

New trade visitor service well received

# All the major innovations in just under two hours

InnoTrans carries on growing – as does the number of new and innovative products and services on display. For trade visitors with packed schedules who wanted to gain a compact overview of the major highlights in the short time they had available, InnoTrans-REPORT writers on behalf of Messe Berlin for the first time offered a total of seven guided tours in English and German, showing visitors the main attractions in the exhibition halls and outside display area. The idea was a great success, with not only trade visitors but also many exhibitors tak-

ing advantage of the service. For the latter, one of the main reasons given was: "There are so many visitors to our stand that we have hardly any time to look around ourselves – so the guided tour was just the ticket!"



The media were among those gaining an overview of the latest innovations during the guided tours for trade visitors

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Closing date for  
early booking:  
31.12.2004

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