

For Autronic the Berlin fair was a very important meeting opportunity bringing together all companies established in the railway technology market.

Compared with the fair of 2010 we have noticed that the number of visitors clearly raised and that our attractive product policy stimulated a lot of interest. Especially in the field of customer specific developments we were able to establish good new contacts.



The InnoTrans is the ideal venue to get a quick and comprehensive overview and to present the latest products to a huge number of specialists like we did for example by presenting our latest product HPBC20.

Especially in the field of power electronics we see the tendency to develop applications to an increasing extent under ecological aspects and to place special emphasis on these aspects, besides miniaturization and enormous function enlargements. Our new **HPBC20** exactly meets these requirements; this railway suitable converter is unique in its power class. For more information about the HPBC20 with ultra-wide input: [Link HPBC20](#)

One of the particular highlights providing high esteem to our work was the visit of the Minister of Transport of Baden-Württemberg Winfried Herrmann to our booth which gave us the opportunity to present our strengths in the railway technology market in a personal talk.

We hope that the Berlin fair will offer also in future best opportunities to maintain our good relationships with you, to continue to talk with you and do business successfully.



Ms Maile talking with Minister Herrmann

#### Information on the Fair:

126.110 professional visitors from 140 countries visited 2.515 firms from 49 countries. This strikingly exceeds the record figures of 2010. And much more important: a poll revealed that nearly half of the professional visitors had decision-making power. A great number of visitors expressed their satisfaction by announcing to come also to the InnoTrans 2014.

Sachsenheim, 17.10.2012