

# newsline

## Bauma record numbers

despite temporary  
closure of European  
airspace

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## European market forecasts

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The Construction Equipment Association (also trading as CEA) is a company registered in England and Wales with company number 04930967. VAT number 243 3858 54.

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The secretariat of the CEA, Administration Services Ltd (www.admin.co.uk), has been awarded accreditation by the AMC Institute (www.amcinstitute.org), the global trade association representing the association management industry.

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*Newsline* is printed by: ABC Printers  
Contact: Alan Jones  
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E-mail: abcprinters@btconnect.com  
www.abc-print.com

DATES FOR YOUR DIARY		
2010	EVENT	VENUE
27 May	CEA Management Council meeting	North East
09 June	CEA General Technical Committee meeting	TBC
22-24 June	Hilhead Exhibition	Burton, Derbyshire
30 July	CEA Management Council meeting	East Angles
14-16 September	RWMI - Recycling and Waste Management Exhibition	ADC, Birmingham
16 September	CEA Management Council meeting	TBC
16 September	CEA Half Year Conference and Regional Dinner	TBC
22 September	CEA General Technical Committee meeting	TBC
20-22 October	CECE Congress	Barcelona, Spain
07-10 November	SITP Exhibition	Algiers, Algeria
23-26 November	Bauma China Exhibition	Shanghai, China
also 28 November	China Meet the Buyer Seminar and Visits	China
05 December	CEA General Technical Committee meeting	TBC
17 December	CEA Management Council meeting	London
2011		
09-11 February	BCIndia Exhibition	Mumbai, India
Jan or Feb	India Meet the Buyer Seminar and Visits	Pune, India
22-26 March	Conexpo Exhibition	Las Vegas, USA
17-19 May	SEO Exhibition	Corby, Northants

Note: The above dates are subject to change. Please contact the CEA offices for further details.  
Tel: +44 (0)20 8253 4502

## UK construction output fourth quarter 2009

The total volume of construction output in the fourth quarter of 2009 fell by one per cent compared with the third quarter of 2009. All new work rose by five per cent while repair and maintenance fell by nine per cent. The total volume of construction output in the 12 months to the fourth quarter of 2009 fell by 11 per cent compared with the previous 12 month period. The total volume of new work in the 12 months to the fourth quarter of 2009 was 13 per cent lower compared with the previous 12 months but was five per cent higher in the fourth quarter when compared with the previous quarter. The total volume of repair and maintenance work fell by 10 per cent in the 12 months to the fourth quarter of 2009 compared with the previous 12 months and was nine per cent lower in the fourth quarter of 2009 compared with the previous quarter.  
**Source: www.statistics.gov.uk**

### CEA Mission

"To represent the interests of our members within the construction equipment industry, in a globally changing competitive environment".

### CEA Vision

"To be recognised worldwide as the leading construction equipment trade association operating in the EU - and to offer a world-class range of services to the global construction equipment industry and related sectors".

# From the President

*Dear Members*

Since the last edition of *Newsline* we have successfully held our AGM and Annual Conference on 17 March at One Great George Street, Westminster, London. I would like to thank all members who were able to attend what was an extremely interesting and informative conference of which more details are given in this issue of *Newsline*.

On the evening before the event we organised a dinner, which was attended by senior civil servants from BIS and UKTI and our own Management Council representatives. The aim of the dinner was to emphasise to the people who do the real work of government, rather than the elected politicians, the importance of the construction equipment industry to the UK economy. Within government we are included under the general heading of automotive which is so much more than just motor vehicles. We are a distinct and significant sector in our own right. We should not forget our key facts and numbers:

- ~ Total value to UK economy - £8.5 billion annually.
- ~ Employment of c.50,000 people.
- ~ We produce in the UK more earthmoving equipment than any other European country.

We also noted that the motor vehicle sector has received specific support during the recession in the form of the scrappage scheme - but no such assistance has been forthcoming for the construction equipment sector and our industry has therefore been forced to significantly downsize in order to survive. Moreover, the new Automotive Council,

which has been set up under the leadership of Lord Mandelson and Richard Parry-Jones, who spoke at our conference, need our input to help them look beyond the car industry to the wider automotive brief. We do support the initiative of the Automotive Council and the important work they are undertaking in ensuring the UK's manufacturing future is secured, but we would like them to also consider more about our specific sector and we will continue to push this point on behalf of all CEA members.

We believe there is much to be positive about the UK construction equipment industry as it is the type of manufacturing which needs to be centred close to its market in order to provide a value added service for its customers. Also, a strong local supply chain is a necessity to support OEMs.

There has been much talk about when the "green shoots of recovery" will properly start to grow in terms of the general economy and our specific sector. Within the industry over the last couple of months, there appears to be more optimism - although no one is expecting a swift return to the levels of two years ago. The vast Bauma show, in Munich, was predicted to be the key litmus test of international business sentiment. Although it was jolted by the unexpected significance of volcanic ash to our industry, it did offer a pointer towards the steady and sustained growth which we all need.

*Peter Howe*

Peter Howe CEA President



## CEA Management Council

**President:**  
Peter Howe  
Komatsu UK Ltd

**1st Vice President:**  
Nick Ground  
GKD Technik

**2nd Vice President:**  
Brian Heathcote  
Terex Construction

Colin Wakeham  
Bell Equipment UK Ltd

David Redhead  
BSP International Foundations Ltd

Paul Ross  
Caterpillar (UK) Ltd

Mike Hawkins  
CNH UK Ltd

Rory Keogh  
Gomaco International Ltd

Gerald Pratt  
Hewitt Robins International Ltd

Yvette Henshall-Bell  
JCB Sales Ltd

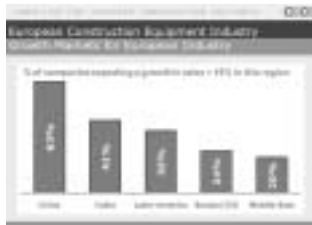
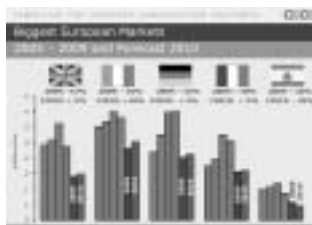
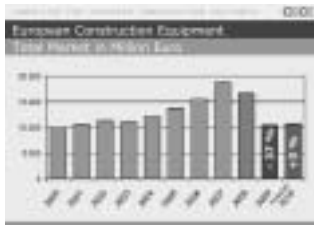
Nigel Baseley  
Perkins Engine Co Ltd

Keith Dolbear  
TriMark Europe Ltd

Val Ledden  
Volvo Construction Equipment Ltd

## CECE market forecasts

CECE confirmed its market forecasts for 2010 at the Bauma show. Its latest estimates are for a five per cent increase in equipment sales in the UK, a figure set to be matched by the German market. Italy anticipates a 10 per cent rise in sales, three per cent for France – and a further 20 per cent drop in the decimated Spanish market. The full report is available on the CEA website for members only.



## CECE

### The voice of the European construction equipment industry

CECE is the Committee for European Construction Equipment - the voice of the European construction equipment industry. It represents and promotes the interests of this important sector - and liaises with other major construction equipment associations worldwide.

## CECE Congress

20-22 October 2010  
Barcelona, Spain

The 2010 CECE Congress, *The 2020 Vision*, will focus on what the European construction equipment industry will look like in 2020. The Congress will not only offer interesting views of the future, but will also be the place to learn about upcoming legislative challenges and to discuss the short-term market outlook. There will also be great networking opportunities. Note the dates in your diary now - further information will be circulated when available.

## Non-compliant machines identified at Bauma

Work by teams of experts nominated by CECE's Trade Policy Commission identified breaches of regulations for some equipment on display at the Bauma show. Whilst most product lines showed a high degree of compliance, some did not. Wheel loaders and hydraulic hammers were identified as particular problem product areas. 19 hydraulic hammers (out of 45 inspected) appeared to be non-compliant, and eight out of 26

wheel loader manufacturers inspected exhibited non-compliant kit. Some breaches of the regulations were technical in nature, but others impacted upon operator safety. It is permitted to display machines that are not compliant at trade shows in Europe, but these must be accompanied by signs indicating that they are not available for use in the EU - so that potential purchasers are fully aware of the legal status of the machines.

## New compliancy guides now available

Three brief guides for the identification of non-compliant construction machinery are now available. Entitled "Is this ..... compliant with European legislation?" -

they cover excavators, compact excavators and wheel loaders. Copies are available to CEA members on request - e-mail [cea@admin.co.uk](mailto:cea@admin.co.uk).



## Bauma : Munich, Germany

19-25 April 2010

Bauma 2010 has marked a turnaround in the international construction machinery industry, ushering in the hoped-for change in sentiment - despite the ban on air travel which impacted on the first few days of the fair. Ralf Wezel, Secretary-General of CECE said, "The mood in the industry shows that in Europe the bottom of the cycle is now behind us. Confidence has returned. Of course at the start of the fair the exhibitors felt the lack of many customers from Asia and America - but in the second half of Bauma, this improved considerably. Messe München's crisis management in the days impacted by

volcanic ash was outstanding".

Although the ban on air travel in Europe prevented visitors and around 50 exhibitors from coming to the fair, the mood at the venue among the 3,150 or so registered exhibitors from 53 countries was good by the close of the fair. A number of exhibitors were reporting more sales than they had expected.

The UK report on the show will be available on the CEA's website, [www.coneq.org.uk](http://www.coneq.org.uk).

Bauma 2013 will take place in Munich, Germany from 15 to 21 April. [www.bauma.de](http://www.bauma.de)



## CEA Networking Reception



- ~ Bauma 2010 marks a turnaround for the industry.
- ~ Visitor quality good despite the temporary closure of European airspace.
- ~ Record exhibition space and record number of exhibitors.
- ~ Over 415,000 visitors from more than 200 countries.

## JCB takes court action to stop product copying and patent breaches

JCB took tough action against three Far Eastern manufacturers for product copying and patent infringements. The company successfully applied for court orders in Germany resulting in preliminary injunctions being served against manufacturers who were exhibiting the infringing machines at Bauma. As a result of the tough action, the machines had to be either removed from the show and impounded or concealed from view. The action in Germany concerned infringement of JCB's intellectual property rights on its world-leading backhoe loader and Loadall machines by three separate Far Eastern manufacturers. [www.jcb.com](http://www.jcb.com)



# Meet the Members

## Miller UK Ltd

manufacturers of quick coupler technology

Miller was founded in 1978 some 32 years ago with the intention to serve the construction, quarrying, demolition and associated industries to the best of its ability. How? By delivering all its customers value for money products and services that could make a real difference to their businesses. Since then Miller is proud to claim that it has kept the promise it made itself all those years ago and is prouder still that it has done so without ever compromising its customers, its people or its integrity. It is a fact that it was Miller that was responsible for starting a revolution surrounding how hydraulic excavators were used back in the late 80s. From the introduction of its first quick coupler back in 1987, machine operators were able to transform how they utilised their machines on-site from performing one task with one machine to performing a multitude of tasks with one machine and all from the comfort and safety of their cab. Since the introduction of that initial design almost 23 years ago to the latest coupler innovation, Miller's brand new Twinlock 2 range (a design aimed at eliminating the potential for

human error), its commitment to never compromise its core values remains unswerving. Miller will never compromise profit over people - that is why you can trust Miller to always deliver value for money, fit for purpose, durable designs that do what they were designed to and that will always meet and surpass all European standards and major UK site policies, guaranteed.

[www.millergroundbreaking.com](http://www.millergroundbreaking.com)



Miller - quick coupler technology

## Bell Equipment

first official UK public showcase for Bell wheeled loaders

Bell Equipment is publicly showcasing its new range of E-Series wheeled loaders at Hillhead (Buxton, Derbyshire - 22-24 June) for the first time since their UK press launch in 2008. Hillhead 2010 is also playing host to part of Bell's new range of MkVI D-Series articulated dump trucks, which have been another recent addition to the company's catalogue. In addition, the UK arm of the South African plant manufacturer is announcing the launch of Bell Assure - a package of combined products and services above and beyond machine sales, which have been designed to provide customers with

the ultimate flexibility of choice to enable them to run their fleet more efficiently.

[www.bellequipment.co.uk](http://www.bellequipment.co.uk)



Bell B30D ADT and L2606E wheeled loader

## Nurock Ltd

cements big 12-year defence contract

Merseyside-based Nurock Ltd, the UK's only designer and manufacturer of specialist volumetric concrete mixers, has won a prestigious contract to supply new equipment and product support that will be used by the Ministry of Defence for the next 12 years. The first year's deal, worth £600,000, is for six highly specified mixers which will be used in the repair of airfield runways in the event of bomb damage and for rebuilding work.

[www.nurock.co.uk](http://www.nurock.co.uk)



## Powerscreen a new warrior has been born

Powerscreen, one of the world's leading providers of mobile crushing and screening equipment, has launched the new Powerscreen Warrior 2400 as part of its new product development programme. The Warrior 2400 builds on the global success of the Warrior 1400 and Warrior 1800, representing the next step in the

evolution of heavy duty track mobile screeners. With the Warrior 2400, Powerscreen extends its range of heavy duty screeners, to meet the needs of larger end users and operators in the quarrying, mining and recycling sectors.

[www.powerscreen.com](http://www.powerscreen.com)



## Terex Finlay

new 694+ tracked screen

The new Terex Finlay 694+ tracked screen features three large 6.1m x 1.525m (20' x 5') incline screens, giving a large screening area of 300ft<sup>2</sup> to provide efficient screening and high capacity. The screenbox features quick wedge tensioning, access holes and bottom deck hydraulic tensioning system to reduce time required for mesh changes. All four discharge conveyors are adjustable and hydraulically fold for transport. The



"oversize plus" conveyor has variable tilt and side slew to accurately discharge material for recirculation and stockpiling.

[www.terexfinlay.com](http://www.terexfinlay.com)

## In brief

### KHL Group wins Queen's Award for Enterprise

International publishing company, KHL Group, has won the most prestigious British industry award in 2010, the Queen's Award for Enterprise in the highly competitive International Trade category for continuous outstanding achievement, sustained over not less than six years.

[www.khl.com](http://www.khl.com)

### Construction Europe hits 20-year milestone

Construction Europe recently celebrated its 20th birthday - with the first issue of the magazine being published in April 1990.

[www.khl.com](http://www.khl.com)

### EEF Manufacturing Awards 2010

The EEF Future Manufacturing Awards programme was set up last year to highlight the ingenuity, determination and resilience of the UK's manufacturing community. [www.eef.org.uk/awards](http://www.eef.org.uk/awards)

### Plant, Vehicles, Tools exposure

CEA Chief Executive, Rob Oliver, has written a series of short "outlook" pieces for the *Plant, Vehicles, Tools* supplement to *Construction News* launched earlier this year. This is part of the effort to keep the CEA name in front of the industry - and encourage the media to give wider coverage to the equipment sector. [www.cnplus.co.uk](http://www.cnplus.co.uk)

### How to join the CEA

Visit the CEA website [www.coneq.org.uk](http://www.coneq.org.uk) - click on *About Us* and you will find all the information you require, including an application form - alternatively, e-mail membership secretary, Charlotte Harmer, [charlotte@admin.co.uk](mailto:charlotte@admin.co.uk).

### New members

The CEA is pleased to welcome the following companies into membership since the last issue of *Newsline*:

elobau UK Ltd  
[www.elobau.com](http://www.elobau.com)

Enigma Vehicle Systems plc  
[www.enigmavehicle.co.uk](http://www.enigmavehicle.co.uk)

Fablink  
[www.fablink.co.uk](http://www.fablink.co.uk)

Miller UK Ltd  
[www.millergroundbreaking.com](http://www.millergroundbreaking.com)

OnGrade Ltd  
[www.ongrade.com](http://www.ongrade.com)

RWS Group  
[www.rws.com](http://www.rws.com)

### Gomaco move

As of 1 February 2010, Gomaco International Ltd has moved to new premises: Gomaco International Ltd  
14-15 Witney Industrial Estate  
Avenue 1, Station Lane  
Witney, Oxon  
OX28 4XZ  
Tel: +44 (0)1993 705100  
[www.gomaco.com](http://www.gomaco.com)

Another successful conference .....



*"This year's event was an outstanding success"*

*"Your choice of speakers was excellent"*

*"The whole day was thoroughly enjoyable"*

*"A very successful and informative day"*

The CEA received some very positive feedback from delegates at the *Building Business Confidence* conference in March. Held once again at One Great George Street, Westminster, Conference Moderator and BBC Correspondent, Greg Wood, ensured events ran smoothly with his easy and professional style. Apart from the excellent speakers and presentations, the day also provided invaluable networking opportunities.

- ~ **Professor Mike Gregory CBE**, Head of the Institute for Manufacturing, gave an informative talk on the manufacturing landscape.
- ~ **Paul Morrell OBE**, Government Chief Construction Adviser, spoke about challenge and opportunity - hope in tough times.
- ~ **Malcolm Kent**, CEA Technical Adviser, gave an overview of product compliance and market surveillance. The presentations are available in the members' only area of the CEA's website, [www.coneq.org.uk](http://www.coneq.org.uk). Alternatively e-mail [cea@admin.co.uk](mailto:cea@admin.co.uk) for copies.

### Conference speakers

All the speakers were very well received and included:

- ~ **David Phillips**, Managing Director of Off-Highway Research, who gave a very informative market briefing.
- ~ **David Bell**, Chief Corporate Development Officer of JCB Excavators Ltd, explained why self belief is crucial.
- ~ **Paul Skinner**, UKTI Business Ambassador, Infrastructure UK, spoke about infrastructure and its importance and the links it has to our sector.
- ~ **Professor Richard Parry-Jones CBE**, who co-Chairs Automotive Council UK with Lord Peter Mandelson, presented on the future of the UK automotive industry.

### Showcase exhibitors

13 CEA members, together with CESAR service provider Datatag, UKTI and BIS, took showcase tables at the event. Company profiles follow (pages 9-12).

### Pre-conference dinner

The CEA's Management Council met with a number of very senior civil servants from both BIS and UKTI and invited industry guests for a pre-conference dinner at the City Inn on 16 March. The dinner provided a unique opportunity for the CEA to put across the issues and challenges facing our sector.



*l-r: Paul Mullins (BIS), Paul Ross (CEA Council member), Ian Lockhart (UKTI)*



*Networking lunch in the Great Hall*



*l-r: Malcolm Kent, David Bell, Richard Parry-Jones, David Phillips, Greg Wood and Rob Oliver (CEA Chief Executive)*



*Showcase exhibit in the Great Hall at One Great George Street, Westminster*

## CEA Building Business Confidence Conference Sponsors and Showcase Exhibitors



[www.bis.gov.uk](http://www.bis.gov.uk)

The Construction Equipment Industry in the UK is a key element of this country's engineering capability and a cornerstone of the UK's manufacturing base. Not only is the UK a world-renowned producer of finished equipment, but it also has countless innovative component and accessory suppliers and specialist service providers. Both BIS and UKTI have a long history of engagement with and support for the sector in the UK and working with the CEA to promote the UK's strengths and

expertise to customers both at home and overseas. BIS was therefore very pleased to offer its support to the CEA's 2010 *Building Business Confidence* conference. The BIS mission is to build a dynamic and competitive UK economy by: creating the conditions for business success; promoting innovation, enterprise and science; and giving everyone skills and opportunities to succeed. To achieve this, BIS will foster world-class universities and promote an open global economy.



[www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk)

UK Trade & Investment is the government organisation that helps UK-based companies succeed in an increasingly global economy. UKTI's range of expert services are tailored to the needs of individual businesses to maximise their international success. UKTI provides companies with knowledge, advice and practical support. UK Trade & Investment also helps overseas companies bring high quality investment to the UK's economy - acknowledged as

Europe's best place from which to succeed in global business. UKTI provides support and advice to investors at all stages of their business decision-making - and offers expertise and contacts through a network of international specialists throughout the UK, and in British Embassies and other diplomatic posts around the world. UKTI can assist at all stages of the business planning cycle, from inception to completion.



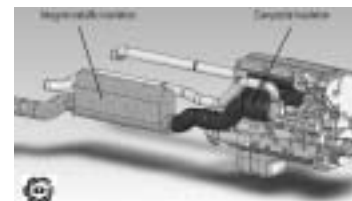
### Darchem Insulation Systems

taking the heat out of your problems  
[www.darchem.co.uk](http://www.darchem.co.uk)

For many years Darchem has engaged with engineering departments of construction and agricultural equipment manufacturers, planning their response to Tier 3b and Tier 4 emissions legislation. The stringent limits being applied on future NOx and CO2 emissions substantially increases engine bay temperatures around:

- ~ Manifolds
- ~ EGR pipes
- ~ Diesel particulate filters
- ~ Exhaust systems
- ~ Turbochargers
- ~ SCR units

State of the art CAD systems enable Darchem's thermal engineers to work closely with customers' design and engineering teams. By analysing the fluid dynamics of heat in the system, Darchem we can then highlight exactly the most effective solution. Increasingly the acoustic benefits of its systems are part of the solution to noise issues, coupled with independent test facility to validate its products, means Darchem can assist you in your objective, achieving effective, compliant machinery.



[www.cesarscheme.org](http://www.cesarscheme.org)

The theft of plant, agricultural and construction equipment has been estimated to be a massive £1 million a week problem in the UK alone. To combat this, the Plant Theft Action Group, working in conjunction with the Police and the Home Office, agreed for the CEA to manage the official CESAR security and registration scheme with Datatag ID Ltd chosen as the system provider and delivery partner. Within a short period, the CESAR scheme has become the industry standard with over 30,000 systems protecting machinery so far - with many leading OEMs registering their machines either as a standard fitment or as an option. Recently the Agricultural Engineers Association (AEA) confirmed

their support of the scheme and already major tractor manufacturers have started fitting the CESAR system as standard and at no cost for their customers. The scheme will soon roll out into Europe.



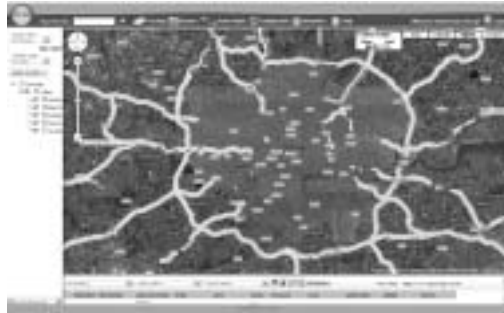


## Enigma Vehicle Systems plc

[www.enigmavehicle.co.uk](http://www.enigmavehicle.co.uk)

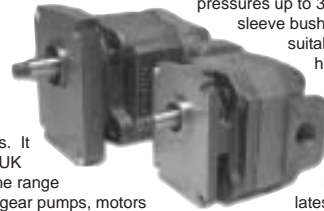
Skyline from new CEA member, Enigma Vehicle Systems plc, is an industry leading vehicle tracking, data management and security system, providing real-time data, together with instant visibility for vehicles, construction plant and other

remote assets. Using proven GPS technology and GSM/GPRS wireless communications, Skyline has a worldwide capability for vehicle tracking, and is designed for rapid deployment and low initial cost.



[www.hydra-perm.co.uk](http://www.hydra-perm.co.uk)

Hydra-Perm-Co can supply a range of hydraulic products for mobile equipment, as well as many other general industrial applications. It is the sole UK agent for the range of Permco gear pumps, motors and flow dividers. The products are particularly suited for equipment destined for the construction, offshore, agriculture, mining, forestry and waste reclamation industries, where they are designed to meet the most demanding of project specifications. Displacements range from 6cc up to 199cc with a variety of shaft and mounting options available. The roller bearing pumps and motors have passed NCB tests and can be supplied in a range of gear widths for



speeds of 2,400 rpm (maximum 2,000 rpm for motors) and pressures up to 3,000 psi. A sleeve bushed series, suitable for higher speed and pressure ratings (up to 4,500 psi), includes the latest 1:8 taper shaft with European DIN mounting flange. With a customer list that includes many major international companies, the company has an established reputation for high quality service. A large stockholding of parts is maintained so that replacement components can be offered from stock for a wide range of applications, including agricultural machinery, cranes and fork lifts, together with tunnelling, mining and drilling equipment.



[www.nylacast.com](http://www.nylacast.com)

Nylacast prides itself on being able to provide the customer with a complete engineering polymer solution. The versatility of components from Nylacast sees them used in many diverse applications within industries. Nylacast engineering polymers are stable, corrosion resistant, tough, self lubricating and wear resistant, making them the perfect choice for a wide range of applications, and the ideal replacement for traditional engineering materials such as steel, cast iron, bronze and ceramics. Engineering expertise at Nylacast is backed up by state of the art manufacturing facilities situated worldwide. Nylacast manufactures and provides engineering solutions to a

number of key construction businesses and continues to provide value and functional solutions to ensure such relationships are enhanced. This, coupled with leading brand products such as Oilon and Nylube, ensures that the future of pioneering engineering solutions to the construction industry is a core value added capability and strength Nylacast is very proud of.



## Off-Highway Research

[www.offhighway.co.uk](http://www.offhighway.co.uk)

Off-Highway Research is a Management Consultancy that specialises in the research and analysis of international construction equipment markets, and is the largest of its kind in the world. Off-Highway offers a wide range of published reports, databases and a private client capability. The company was formed in 1981 as part of the Economist Intelligence Unit. There was a Management Buy-Out in 1995. It is now privately owned.

Off-Highway Research has offices in:

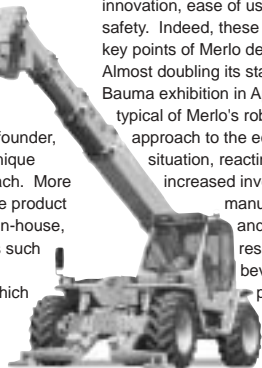
- London, England
- New York, USA
- Tokyo, Japan
- Beijing, China
- New Delhi, India



[www.merlo.co.uk](http://www.merlo.co.uk)

Merlo UK is the sole importer of the Italian-built Merlo range of rough terrain telescopic handlers. Amongst today's construction equipment manufacturers, Merlo is an almost unique story. Completely family-owned and still managed daily by its founder, the company has a unique manufacturing approach. More than 90 per cent of the product is designed and built in-house, including components such as axles, cabs and electronic systems, which are more usually outsourced. In this way, Merlo controls the

quality and suitability directly, making no compromise in design. Its range of Panoramic and Roto telehandlers have an enviable reputation for innovation, ease of use and safety. Indeed, these are the key points of Merlo design. Almost doubling its stand at the Bauma exhibition in April, is typical of Merlo's robust approach to the economic situation, reacting with an increased investment in manufacturing and research. A bevy of new products will be the obvious result.



[www.mpfiltri.com](http://www.mpfiltri.com)

With over 40 years of experience, MP Filtri plays a leading role in hydraulic filtration and boasts a product range wide enough to satisfy customer needs in all areas of manufacturing. MP Filtri manufactures hydraulic filtration and accessories and contamination analysing products. It has

launched the The ICM - brand new Inline Contamination Monitor. The ICM automatically measures and displays particulate contamination, moisture and temperature levels in various hydraulic fluids. Designed specifically to be mounted directly to systems, where ongoing measurement or analysis is required and where space and costs are limited.



[www.prolec.co.uk](http://www.prolec.co.uk)

Prolec Ltd is a UK business with over 25 years' experience of supplying both safety and productivity systems to the construction and rail industry. The company's Liftwatch 5 is the market leading safe load indicator for excavators. The Liftwatch PC remains the most extensively used safe load indicator for road rail machines in the UK and other European countries. Prolec's 2D and 3D

range of machine guidance products are successfully used in a wide variety of applications around the globe and customers include a number of the world's largest construction and dredging contractors. Prolec has an extensive national and international sales network, ensuring a high level of support in regions where its products are deployed.



[www.remploy.co.uk](http://www.remploy.co.uk)

Remploy Automotive provides products and services to major UK-based automotive and construction machinery manufacturers either directly or via their Tier 1 suppliers. Working out of four main locations, its products cover a wide range of sub-assemblies from complete seat modules to carbon canisters, which use Remploy's in-house formed nylon tube, to interior trim cut and sewn parts. The company's services involve it being an integral part of its customers' supply chain, adding value through assembly, checking and kitting and packing for the aftermarket. Set up in 1944, the Remploy

Group is a non-departmental public body, funded by the Department for Work and Pensions. Last year Remploy found jobs in mainstream employment for 6,500 people with a range of physical, sensory and mental disabilities. Through its 10 businesses, Remploy is the UK's leading employer of disabled people and those experiencing barriers to work, with some 3,000 people located across 54 UK sites. Remploy businesses provide world-class products and services to a large number of organisations from global multinationals, through to national governments and local authorities.



[www.rws.com](http://www.rws.com)

New CEA member RWS specialises in delivering pre / aftermarket support in all the major Asian, Middle Eastern and European languages - and has over 50 years' experience providing industrial-strength language support to the world's largest manufacturers and exporters. Qualified subject-specialist engineers and scientists, with specific industrial experience, form the cornerstone of RWS's success. These expert translators are proven to produce translations that are both technically accurate and industry-specific. Cutting-edge Translation Memory ensures you should never have to pay to re-translate the same sentence.

- ~ Professionally qualified construction, engineering and mining language experts.

- ~ ISO 9001 accredited and DIN registered translation process.
  - ~ Free language design and authoring technology consultancy.
  - ~ Free translation analysis.
  - ~ Translation Memory.
  - ~ Internal dictionary development.
  - ~ Project management.
  - ~ Desktop publishing.
- 50,000 documents translated a year - including, operator manuals, bill of materials, spare parts books, fitting instructions, service repair manuals, data sheets, technical brochures, marketing materials, aftermarket-support, websites, CAD drawings and corporate communications.
- In 2009 RWS won its fourth Queen's Award for Enterprise - International Trade.



CONNECT · CREATE · INNOVATE

[www.southco.com](http://www.southco.com)

Around seven years ago engineering access solutions specialist, Southco, embarked on a mission to become a global and full service supplier to the off-highway industry. Today, with all the boxes ticked, the company can now offer off-highway OEMs an entire access hardware platform - and



**Southco N2 - heavy duty lift and turn compression latch**

the ability to customise a total solution. From initial concept design through to testing and manufacturing, Southco's full service offering covers access points and user "Touch Points" for all interior, chassis and entry applications associated with off-highway vehicles and equipment. Southco is launching a special brochure pack, which can be customised to meet individual requirements, spelling out its global full service solution. A complete pack comprises three leaflets, each demonstrating Southco's product and service offer for a specific area of application, namely, interior, chassis and exterior. A fourth leaflet gives an overview of the total global full service.

# International Business and Exhibitions



## CEA global programme 2010-2011

The CEA, with grant aid available from UK Trade & Investment, has an extensive international programme for 2010/2011 - e-mail [joanna@aslnorth.co.uk](mailto:joanna@aslnorth.co.uk) for further details:

### SITP exhibition

07-10 November 2010

Algiers

Scoping visit / mini mission to the rapidly expanding market and Algerian exhibition.

### Bauma China

23-26 November 2010

Shanghai

CEA UK Pavilion. UKTI grants of up to £1,400 available to eligible exhibitors.

### China meet the buyer seminar and visits

w/c 29 November 2010

Liuzhou and Changsha

UK speakers required.

### bCIndia exhibition

08-11 February 2011

Mumbai, India

CEA UK Pavilion. UKTI grants of up to £1,400 available to eligible exhibitors.

### India meet the buyer seminar and visits

January or February 2011

Pune, India

UK speakers required.

### Conexpo exhibition

22-26 March 2011

Las Vegas

CEA UK Pavilion. UKTI grants of up to £1,400 available to eligible exhibitors.

## New trade show in Brazil

The organisers of the successful biennial M&T Expo trade show in Sao Paulo have announced plans for a new event at the same venue in June 2011. The new show will concentrate on offering a showcase for suppliers of components, accessories, spare parts and related services. The promoters of M&T, the Sobratema trade group, reason that the ever growing number of machines in use in Brazil require a higher level of support and maintenance. The CEA has been invited to organise a UK group at the show on preferential terms. Companies with a possible interest in this event should contact Joanna Oliver by e-mail ([joanna@aslnorth.co.uk](mailto:joanna@aslnorth.co.uk)).

## Exhibitions diary

View our comprehensive exhibitions diary on [www.coneq.org.uk](http://www.coneq.org.uk). Details of exhibitions connected with construction equipment, cranes, mining and quarrying, road-building, demolition and recycling are listed, with hyperlinks to exhibition organisers. Please e-mail details of any shows not listed to [cea@admin.co.uk](mailto:cea@admin.co.uk).

## Discussion forum

The international forum on [www.coneq.org.uk](http://www.coneq.org.uk) is the place for CEA members to gather and exchange information on any international issues of interest. The registration process is simple - so sign up now and join in the discussions.



MANAGE YOUR GLOBAL SUPPLY CHAIN - EASILY

[www.synchron.com](http://www.synchron.com)

Through a long history working with leading global companies in the construction equipment industry, Synchron has developed the world's leading supply chain management solutions designed specifically to meet the challenges construction equipment manufacturers are facing today and tomorrow.

Synchron's solutions optimise your global inventory, enhances your order and supply management processes and streamlines the flow of goods throughout the entire supply chain, end-to-end.

Synchron clients include Atlas Copco, Hiab, JCB, Komatsu, Manitowoc, Metso Minerals, Sandvik, and Volvo.



[www.webtec.co.uk](http://www.webtec.co.uk)

Webtec Products Ltd manufactures and distributes fluid power products for the mobile construction, agricultural and industrial machinery markets. Webtec's two principal product ranges are hydraulic components and hydraulic system diagnostic test equipment, as well as providing design engineering services to manufacture complete products to customers' own specifications - for example, specialist valves and test equipment. The Webtec hydraulic components range has been built around a variety of flow control valves, including flow dividers and similar types of auxiliary valves. Webtec has continued to design and develop these products as well as acquire complementary

items from other manufacturers. The Webtec portable hydraulic testers, now widely accepted as the industry standard, allow the user to measure flow, temperature, pressure and speed, all with one rugged unit. The range has expanded over the years to include a full complement of test equipment from a pressure test point to a hydraulic data logger. Webtec also offers full repair and calibration facilities with their fully equipped service department. Webtec was founded in 1964 and has representative offices in France and Germany. Subsidiary companies include Webster Instruments in Milwaukee, USA. Webtec is certified to BS EN ISO 9001:2008.



## The Recycling and Waste Management Exhibition

14-16 September 2010, NEC Birmingham

[www.rwmexhibition.com](http://www.rwmexhibition.com)

Over 500 exhibitors and more than 30 hours of FREE seminars covering all areas of Recycling and Waste Management.

Held at the Birmingham NEC across three halls with an outside exhibition area.

RWM is the exhibition for the recycling and waste management sector. It has more exhibitors and more visitors than any other event in the sector. Visitors come from all areas of business, including construction, mining/quarrying, wholesale/retail trade, packaging, manufacturing, logistics, hotel/catering, health and education - indeed any business that generates waste.

RWM attracts a wide range of exhibitors from product and technology manufacturers to niche specialists or comprehensive full service suppliers. All exhibitors offer solutions to reduce waste, manage its disposal effectively and/or recycle it.

Free entry for CEA members  
(quote priority code Ecea and register now for free entry at  
[www.rwmexhibition.com/ecea](http://www.rwmexhibition.com/ecea))

# Technical Briefing

## Exhaust emissions:

### Stage IV NOx control requirements

Stage IV of the Directive for Exhaust Emissions of non-road mobile machinery, will require NOx technologies such as urea injection into the exhaust. This means that machines will need a tank and an injection system. There is an obvious risk that such systems would not be maintained, including that the reagent (urea) would not be refilled as needed.

Because of this requirements are being drafted for a revision of 97/68 which would require a series of on-board systems to detect malfunction of the system and to reduce machine performance, or shut it down, in such an event. These proposals are available for review and more detail is available from the CEA.

## Road regulations

Construction machinery which travels on the roads does not enjoy free circulation within the EU as each member state has their own regulations and there is no harmonising legislation in this field. Industry has sought to achieve voluntary harmonisation through the use of harmonised standard EN 15573 which was developed by the CECE Roading PT. It provides details of the construction and performance requirements for mobile earthmoving machinery when used on the road. In developing the standard the existing requirements of member states were analysed by the CECE PT and compared to determine the most appropriate requirements. The selection of criteria was based on achieving the highest level of safety that would also ensure that a compliant machine fulfills the existing requirements of all member states. The standard is complementary to the existing requirements of the member states and does not replace them. It aims to improve and standardise the level of safety, including in those member states that have little or no pre-existing requirements.

With the introduction of the new EU Mutual Recognition Regulation, anything placed on the market in one EU member state that complies with EN 15573, should be accepted in every other EU member state, unless that member state can prove its national law is technically justified. The CEA has written to the UK government formally requesting that it states whether it will accept machinery complying with EN 15573 or whether it intends to use the procedures of the MRR, including giving technical reasons why the UK Construction and Use Regulations are justified on safety grounds. As a follow-up to this letter a meeting was held between the CEA, BIS and DfT during March. The meeting was very positive, with the government representatives understanding the issues and being willing to help. The CEA request was for the DfT to make a statement, perhaps via an information sheet, that machines conforming to EN 15573 meet the Construction and Use Regulations. Mike Lowe gave a commitment that the DfT would respond by the end of April.

## Requirements for accreditation and market surveillance

The UK government Department for Business Innovation and Skills (BIS) has initiated a Public Consultation Document on the draft Statutory Instrument that implements some elements of the EU Regulation on accreditation and market surveillance. In particular, the draft SI contains:

- ~ New powers of enforcement for use with certain Directives (to be used by the appropriate enforcement authority, eg Health and Safety Executive, Health and Safety Executive Northern Ireland, Medicines and Healthcare Products Regulatory Agency, Office of the Rail Regulator, Vehicle Certification Agency);
- ~ Measures to safeguard HM Revenue and Customs/UK Border Agency information from misuse by those authorities with new access via an EC Regulation information "gateway";
- ~ The protection of CE marking from its misuse on products outside of the scope of CE marking Directives;
- ~ Consequential amendments to the General Products Safety Regulations 2005;
- ~ Minor amendments to the Electromagnetic Compatibility Regulations 2006 and the Personal Protective Equipment Regulations 2002.

A CEA review of the proposed changes to UK law include the following observations:

1. It would extend the power to recall, restrict or destroy products from consumer goods to professional goods covered by harmonised legislation. These powers would only be used for products presenting a "serious risk". Consumer goods are covered under the General Product Safety Directive and the power to order a recall if other actions are inadequate already exists for them.
2. A new power to issue "enforcement notices" is included, which would restrict goods in the supply chain rather than simply preventing the placing on the market of goods. Hence this would be an extension of the current powers of the HSE to issue Prohibition Notices on the sale of products.
3. There are provisions for compensation to be paid to a person on whom an enforcement notice has been served when it subsequently turns out that the product is not an "infringing product". That is, if an enforcement notice is wrongly served there is provision for the injured party to obtain financial redress.
4. An arbitration procedure is introduced in the case of dispute between the supplier and the MSA.
5. Provision for an appeals procedure to the courts to vary or cancel the terms of an enforcement notice.
6. It would be an offence to apply the CE mark to products where it is inappropriate (eg a tea cup), with a maximum fine of £5,000.

The Consultation Document is open for comments until 23 June 2010 and can be found at [www.bis.gov.uk/Consultations/requirements-for-accreditation-and-market-surveillance?cat=open](http://www.bis.gov.uk/Consultations/requirements-for-accreditation-and-market-surveillance?cat=open).

## WEEE

The Directive on Waste Electrical and Electronic Equipment (2002/96/EC) (WEEE Directive) covers all products within each of 10 defined categories (including large household appliances, IT and telecommunications equipment, electrical and electronic tools, and seven others). The producers of such products are responsible, at end of life, for financing the collection, recovery and recycling of their products. The UK is required to demonstrate that for each of the 10 categories of product a percentage by weight is recovered and a percentage is recycled.

Construction equipment was not included in the Directive, but an amendment to the WEEE Directive, termed as a Recast, is being discussed which includes a review of the scope. Construction equipment was not mentioned in the Commission proposal or subsequent Council text of 14 December 2009. However, in February, a report from the rapporteur of the European Parliament committee proposed an amendment that all electrical and electronic equipment (EEE) should be included and this would bring construction equipment into the scope. CECE Technical Manager, Stephan Belaen, has since joined an industry meeting with two relevant MEPs and put forward a proposal and rationale for mobile machinery and tractors to be exempted, as well as large-scale stationary industrial tools which has also been proposed. There is a risk that the scope will be completely open and CECE, together with its member national associations, will seek to lobby the European Parliament to have construction equipment specifically listed as an exemption from the scope.

## Standards database

The CEA standards database is accessible from [www.coneq.org.uk](http://www.coneq.org.uk). It is restricted to CEA members only - and will be regularly updated to include the latest information on relevant CEN and ISO standards.

## Technical discussion forum

The technical forum on [www.coneq.org.uk](http://www.coneq.org.uk) is the place for CEA members to gather and exchange information on any technical issues of interest. The registration process is simple - so sign up now and join in the discussions.

## Technical e-bulletins

CEA members not already receiving the quarterly technical e-bulletins should e-mail [cea@admin.co.uk](mailto:cea@admin.co.uk) to be added to the distribution list.

## CEA technical team

The CEA technical team is always on hand to answer questions and give advice, often drawing on the huge amount of our members' experience and expertise as well as established contacts with all the relevant UK government departments, enforcing authorities and European associations.



# CESAR

## plant registration scheme

### CESAR on the road

Datag have been out and about promoting the CESAR scheme. They exhibited at both the CEA and AEA annual conferences, had a presence on the UK pavilion at Bauma and will be attending the ERA exhibition in Prague later this month (please pay them a visit if you are going). Other advertising includes CESAR being featured on the cover, and a double page spread, in *Farmers Weekly*, a double page feature in *Site Equipment* and the system was featured on the BBC 1 programme *Cars, Cops and Criminals*. The message is getting across, as there have now been over 30,000 registrations for construction and agricultural equipment.



### First conviction for CESAR sponsored police unit

Two plant thieves are starting prison sentences after a successful prosecution by the CESAR sponsored specialist Plant and Agricultural National Intelligence Unit of the Metropolitan Police. The pair received prison sentences of 20 months and one year for three counts of conspiracy to steal. They used a transit drop-side liveried in a legitimate plant

hirers colours to dupe customers into parting with equipment, even though the vehicle never belonged to the hirer. The thieves came to PANIU's attention following the theft of equipment in Hertfordshire worth £23,000. Local police passed on the information and PANIU was eventually able to trace the vehicle with the false identity.

### Tree surgeon foils thieves and fits CESAR

A tree surgeon foiled thieves who attempted to steal his woodchipper from a site in Wakefield. Simon Roberts jumped out of an apple tree and confronted the would-be thieves who were in the process of loading his £9,000 machine onto their

pick-up truck. Shocked at his approach, the two men attempted to pass off their actions "as a joke". Simon has now had CESAR fitted to his Timberwolf machine to avoid a similar confrontation in the future.

### CESAR scheme

The CEA is acting as lead organisation for the CESAR plant registration scheme at the invitation of the Plant Theft Action Group (PTAG) - and Datag is the service provider. Registration, combined with Datag's technology, both deters theft and makes recovery of stolen plant more certain. CESAR is a voluntary scheme and manufacturers can elect to fit the CESAR kit as standard or as an option for their customers. Alternatively, they may nominate their approved distributors to undertake the fitting on new equipment and that already in operation.



CESAR ID plate

### CESAR enquiries

CESAR hotline: 08450 700440  
E-mail: [enquiries@cesarscheme.org](mailto:enquiries@cesarscheme.org)

### Latest developments

For all the latest CESAR information visit [www.cesarscheme.org](http://www.cesarscheme.org).