

# newsline

## *Ingredients for Success*

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## CECE Congress

### “Engineering the Future”

15-18 October 2008  
Royal York Hotel, York

The annual conference of the Committee for European Construction Equipment in 2008 is being hosted by the CEA. The first CECE conference in the UK this century. A gathering of around 200 construction equipment leaders from across Europe and beyond is expected.

A limited number of sponsorship packages are still available to CEA members. Apply for early bird registration and/or sponsorship options via [lucy@aslnorth.co.uk](mailto:lucy@aslnorth.co.uk).



## From the President

*Dear Members.*

As we look forward to our AGM Conference on 10 April, I would like to take this time to reflect on my first year as President of the CEA. By popular demand, the venue is 1 Great George Street, Westminster, SW1, and packaged as *Ingredients for Success*. Our revered speaker, Digby, Lord Jones of Birmingham, is recording a video for the event, which I am sure will be very informative and humorous, as was his last speech to us. We have Greg Wood of BBC Radio Four as moderator for the day, as well as a full list of distinguished speakers. There will also be an excellent turnout of suppliers showcasing their products and services. Our post event reception was scheduled for the India High Commission, but due to security considerations, we will be staying on at One Great George Street for this.

On another note, further good things have happened - the CEA membership has risen, with many component suppliers joining for the wide range of benefits the CEA offers them.

### CESAR

The scheme is moving forward at an exceptional rate, with further commitment from large plant hire companies and OEMs to the fitting of CESAR as standard on their hire fleets and equipment. Further details of CESAR will be presented at our AGM Conference.

### International

Our international team have been very active as usual during the past few months arranging the British Group stands for Conexpo (Las Vegas) in March and Bauma China (Shanghai) in November, and a raft of export initiatives to the benefit of members.

### Management Council

Management Council members met at the Perkins plant in Peterborough in February with a full agenda of industry issues - one being the importing of “non-compliant” machines into Europe through auction houses. This issue is now being driven across the whole of Europe with the assistance of other associations within CECE. We are confident that with the full support of all member states we will have a stronger case for government actions in the EU in curtailing the dumping of non-compliant machines. With our new strategy in the approach to this problem we feel confident in being successful in curtailing this old issue in the industry.

The Management Council look forward to meeting all members and guests, new and old, at the AGM Conference. If you haven't already booked your place, please contact the CEA offices as soon as possible.

Colin Wakeham CEA President



### CEA Management Council

**President:**  
Colin Wakeham  
Bell Equipment UK Ltd

**1st Vice President:**  
Peter Howe  
Komatsu UK Ltd

**2nd Vice President:**  
Nick Ground  
GKD Technik

David Redhead  
BSP International Foundations Ltd

Paul Ross  
Caterpillar (UK) Ltd

Gerald Pratt  
Hewitt Robins International Ltd

Ken Bainbridge  
JCB Sales Ltd

Mike Francis  
Perkins Engine Co Ltd

Brian Heathcote  
Terex Construction (Coventry)

Alan Williams  
Volvo Construction Equipment (GB)

Dr Tim Leverton, co-opted member  
CECE liaison

# Review of the Year

*This review is a summary of the CEA's key activities since our last AGM*

## Overview

Many attendees left our 2007 AGM Conference with a spring in their step, caused by a rallying speech by ex-CBI leader Sir Digby Jones. We were told we could compete in the global economy and the future for the UK could be bright. A few weeks later Sir Digby was sitting on the House of Lords as Trade Minister. This year we will be watching closely which of our speakers are marked for similar advancement. If a business downturn is predicted for long enough at

some point the forecasters will be right. So it proved with a fall off in North American demand - but many members have found compensating sales elsewhere in the world. At home, economic indicators are now a cause for concern which is providing further ammunition for the pessimists. Exchange rate volatility and high energy prices now present further challenges which can mask some of the fundamental strengths of the construction market.

## CEA Leadership

Colin Wakeham of Bell Equipment UK Ltd became the first OEM importer President of the CEA in 2007. This is indicative of how our membership has widened and strengthened over the last few years. He immediately set a target to increase our membership by a further 20 per cent during his term of office. We are on course. The CEA Management Council has continued their two-monthly meetings - with members taking specific portfolios (recruitment, technical services, finance, etc). During the year, Brian Sugden (West Alloy) and David Osgerby (Terex) retired from the MC - with Brian Heathcote (Terex) joining the team. Committee chairs remained the same with the International Business Group (IBG) led by David Redhead (BSP) and Paul Ross (Caterpillar) - and David Wootton

(Caterpillar) heading the General Technical Committee (GTC). A new body, the Approvals Committee for the CESAR scheme came into being under the chairmanship of Ken Bainbridge (JCB). The CEA's leadership in Europe was also underlined with Dr Tim Leverton becoming the President of the Committee for European Construction Equipment (CECE). Also from JCB, Mark Ireland has been a key player in UK and European technical initiatives. The CEA was able to absorb the set up costs of the CESAR plant registration scheme without jeopardising our finances. CESAR is on course to cover its costs in the current financial year. Meanwhile baseline subscriptions scales were increased by just two per cent for 2008, with some simplification of scales for smaller members.

## Projects and Campaigns

The Construction Equipment Security and Registration (CESAR) project came to full fruition during the year. The first 10,000 registrations are now secured - with over 200 authorised installers now able to fit CESAR kits nationwide. New promotional activities are now coming on stream to build on early success. See [www.cesarscheme.org](http://www.cesarscheme.org) for up to date information. The framework for our European better regulation initiative is CONEQT - Construction Equipment for Tomorrow. At European and national level the programme has been gathering pace. At the 2007 CECE Summit, in

Brussels, Vice-President of the European Commission, Günther Verheugen endorsed the approach. This heralded the start of a long but vital process to align EU and industry priorities. Some years ago the CEA fought a strong but ultimately unsuccessful campaign against the importation of non-compliant equipment into the UK (and Europe). Spurred on by successful legal cases we are again tackling this issue with government, CECE and enforcing authorities. Thus far the signs for a more successful outcome this time are growing.

## International Report

The CEA continued its focus on international trade with a return trip to China and a new research initiative in India. The India Knowledge Base project comprises a four phase approach - research, market visits, inward visits and conference/workshops. The research phase, with funding from the UKTI Advanced Engineering Sector, was completed in 2007 and the CEA has bid for funding to complete the initiative

during 2008. IBG meetings were well attended, with key briefings on construction opportunities in Russia, Saudi Arabia, Kazakhstan and the Winter Russian Olympics. From the 2007 CECE Summit (Brussels) reports on the global markets were a further source of market insights for members. Our international diary shows the plentiful opportunities offered to our members to participate in overseas campaigns and events.

## International Activities Diary

<b>2007:</b>	
January	IBG Meeting, Nuneaton. Markets review and tour of MIRA.
February	How to Exhibit Seminar, Birmingham. Getting the best out of overseas shows.
March	UKTI Advanced Engineering Sector, Glasgow. Launch conference.
March	Meeting with Trade Minister, Ian McCartney MP.
April	Bauma, Munich, Germany. British Group and CEA Pavilion (32 companies).
May	Meeting with Brazil Commercial Officer.
May	Meeting with Mexico Commercial Officer.
June	IBG Meeting, Cambridge. Russia theme and tour of TWI (aka The Welding Institute).
July	Meeting with Vietnamese Commercial Officer.
August	Meeting with delegation from the Chelybinsk area, Russia.
October	Meeting with Saudi delegation, London.
October	BICES, Beijing, China. 11 companies on CEA Pavilion. CEA and UK exhibitors made presentations at BICES Seminars.
October	Seminar and Meet the Buyer event, Jinan, China. Pre Seminar VIP Banquet, Jinan, China.
Oct/Nov	India Knowledge Base Research Visit.
November	Scoping visit to Conmex, Sharjah, UAE.
November	Excon, Bangalore, India. Four companies on CEA Pavilion.
November	IBG Meeting, London. Saudi Arabia and the UAE.
November	CEA regional programme, Northern Ireland visit.
December	Meeting with delegation from Guizhou, China.
<b>2008:</b>	
January	Meeting with delegation from Jeddah, Saudi Arabia.
March	Conexpo, Las Vegas, USA: ~15 companies on CEA Pavilion. ~39 companies from the UK in total. ~Exhibitor briefing meetings in Birmingham and Dungannon. ~13 Invest Northern Ireland Missioners. ~UK Exhibitor Networking Drinks Reception. ~Visit from UKTI Advanced Engineering USA Sector Lead.
March	IBG Meeting, London. Kazakhstan and the Winter Russian Olympics.

## Legislation and Regulation

The GTC continued to deal with a growing agenda of technical and legislative issues. These included the old favourites of the Noise of Outdoor Equipment Directive and Exhaust Emissions Directive, both of which were reviewed and required comment to the European Commission, via CECE. The PRECIS emissions reduction initiative issued its London Best Practice Guide and we resisted calls for a blanket inclusion of all equipment regardless of its suitability for the retrofitting of diesel particulate filters. The CEA has provided significant input on the guidance for the new Machinery Directive working with

CECE. Quarry safety issues have been at the fore in discussions with the Quarry Products Association. In particular, we are addressing access/egress and visibility concerns. Also on safety, we were involved with the debate on quick hitch devices which has helped the industry move towards an acceptable solution to all parties. To reflect the importance of our technical work, we have increased our resources to further enhance our services. We are also introducing more opportunities for members to be briefed on key legislative developments and the CEA's role in them.

## Secretariat

The current CEA secretariat team includes:

Tim Faithfull	Technical
Kim Fitzpatrick	Publications
Charlotte Harmer	Membership
Pam Hyde	International
Malcolm Kent	Technical
Barbara Nalty	Accounts
Joanna Oliver	Exhibitions
Rob Oliver	Chief Executive
Bill Osborne	Technical
Lucy Scholefield	Administration

## Thanks

Thank you to all who have given up their valuable time to support the CEA over the last year.

## Publications

### Newsline magazine

Quarterly publication circulated to members and key industry contacts (UK and overseas). Also available in general area of [www.coneq.org.uk](http://www.coneq.org.uk).

### International Bulletin

Monthly e-newsletter, free to members, packed with expert advice, information and leads. Also available in members only area of [www.coneq.org.uk](http://www.coneq.org.uk).

### Technical Bulletin

Quarterly e-newsletter, free to members. Contains latest facts on legislation and regulation. Also available in members only area of [www.coneq.org.uk](http://www.coneq.org.uk).

### Websites

[www.coneq.org.uk](http://www.coneq.org.uk)  
[www.cece-eu.org](http://www.cece-eu.org)  
[www.cesarscheme.org](http://www.cesarscheme.org)



BICES Exhibition, China



CEA Technical e-bulletin



Seminar delegates, Jinan, China



CESAR promotional advert



## The Construction Equipment Security and Registration scheme

The CESAR scheme is now in its second year - and firmly established on the UK construction equipment scene. Here is a review of progress to date....

### The CESAR scheme

The CEA is acting as lead organisation for the Construction Equipment Security and Registration (CESAR) plant registration scheme at the invitation of the Plant Theft Action Group (PTAG) - and Datatag is the service provider. It is hoped that registration, combined with Datatag's technology, will both deter theft and make recovery of stolen plant more certain. CESAR is a voluntary scheme, although indications are that some site managers and specifiers will stipulate that machines used on their projects will require registration and marking. 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. Datatag and the CEA are offering briefings, training and advice, as the CESAR kit can only be fitted by an authorised installer.

### Approvals Committee

The CESAR Approvals Committee is responsible for vetting training and monitoring the operations manual for the scheme. Thanks to the following for giving up their time to serve on the Committee:

Ken Bainbridge JCB  
 Keith Dolbear TriMark  
 Gary Escott Prolec  
 Mike Francis Perkins  
 Alan Williams Volvo

### Police show commitment

Over 300 Police National Computer (PNC) trainers have been briefed on the CESAR initiative. This is part of a roll out to some 20,000 PNC operators nationwide. Police vehicle crime specialists have attended road-shows from the South West to Scotland. A programme has been put in place to increase the number of CESAR scheme scanners to help police forces identify stolen or suspicious equipment - with crackdown activity planned. A compendium of construction equipment identification pointers has been supplied to the police to further help the fight against crime. A record turnout of police officers was a feature of the CITS plant theft conference at the end of March.

### A CESAR technician near you nearly 250 now trained

Equipment owners now have access to nearly 250 CESAR approved technicians. Training and approval is required for anyone fitting CESAR and the network of technicians enables the retrofit and registration of machines already in use. Part of the registration process requires proof of ownership and the inspection of a certificate of conformity - the latter helping in the identification of non-compliant (illegal) equipment.

### Media campaign

The plant theft issue is now attracting national press and TV coverage. In addition, CESAR will be further featuring in the trade and professional press over the next few months. Manufacturers, distributors and plant owners can play their part by displaying new posters and other point of sale material which will be ready in time for a major promotion at this year's SED show, at Rockingham.

### Milestone recognised at AGM Conference

This year's CEA AGM Conference will recognise the achievement of a key milestone in sales of the CESAR system - plus confirmation of another major OEM committing to standard fit. To find out "how many?" and "who?" come along on 10 April.



## Meet the Members



### Making Hay new MD for TowerLight

GenSet plc has named Paul Hay as Managing Director of TowerLight, its sister company that sells lighting towers and other rental products worldwide. TowerLight's previous MD, Robert Saunders, is now GenSet's Group Chief Executive. Paul combines his new role with his previous position as Marketing and Key Account Manager for GenSet in the UK. He joined GenSet plc, headquartered in Port Talbot, Wales, as Marketing Support Manager in 1993 and was part of TowerLight's inception in 1999. [www.towerlight.co.uk](http://www.towerlight.co.uk)



### Terex Pegson and Powerscreen award top dealers

Mobile crushing and screening companies Terex Pegson and Powerscreen hosted their World Dealer Conference in Dubai in December and presented awards to their top performing dealers. The 3-day Dubai conference included a full demonstration of 18 crushing and screening plants at the Stevin Rock Ras Al Kaimah gabro quarry.

The winners of the three categories were:  
 ~ ELB, South Africa - Overall Best Dealer.  
 ~ Lincom, Australia - Best Aftersales Performance.  
 ~ MPS, Poland - Most Improved Dealer.  
[www.terexpegson.com](http://www.terexpegson.com)  
[www.powerscreen.com](http://www.powerscreen.com)

## In brief

### CEA on the move

The CEA is moving offices. The new address is:  
 Construction Equipment Association  
 Suite 111  
 Airport House  
 Purley Way  
 Croydon CR0 0XZ

### Focus on

Our Focus on feature will return in the next issue, highlighting member companies in Yorkshire and the Humber.

### How to join the CEA

Information on how to join the CEA can be found on [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 [charlotte@admin.co.uk](mailto:charlotte@admin.co.uk).

### Correction

In the last issue of *Newsline* (Issue 1 2008) there was an error on page 12 - *In the Lobby*. Please note that the correct website address for the QPA's safe quarry initiative is [www.safequarry.com](http://www.safequarry.com). Apologies for any inconvenience caused.

### QPA Awards Scheme 2008

CEA members wishing to enter the QPA Health and Safety Best Practice Awards Scheme 2008 can do so online by registering at [www.safequarry.com](http://www.safequarry.com) - but hurry - the deadline is 28 March.

### DATES FOR YOUR DIARY 2008

	EVENT	VENUE	
10 April	<b>CEA AGM Conference: Ingredients for Success</b> One Great George Street, London, SW1		
11-15 May	ISO/TC 127: Earthmoving Standards	Edinburgh	
13-15 May	SED Exhibition - see us on the CESAR stand Q/541	Rockingham, Northants	
14 May	CEA Networking Breakfast at SED	Rockingham, Northants	
10 June	CEA International Business Group <i>Focus on Central Europe</i>	Southco, Worcester	
10 June	CEA Technical Briefing - what you need to know. <i>Aimed at SMEs, component suppliers and those with limited time to get up to speed!</i>	Southco, Worcester	
11 June	CEA General Technical Committee	JCB, Rocester	
19 June	CECE Steering Group / Technical Commission	Brussels	
24-25 June	CEA Finance Committee / Management Council	Komatsu UK, Birtley	
24 September	CEA General Technical Committee	MIRA, Nuneaton	
07 October	CEA International Business Group	to be confirmed	
15-18 October	<b>CECE Congress: Engineering the Future</b> <i>The CEA will host the year's biggest gathering of European industry leaders at the Royal York Hotel, York.</i>		
25-28 November	Bauma China Exhibition	Shanghai	
w/c 29 November	CEA China Seminars	China	
December	CEA Finance Committee / Management Council	to be confirmed	
09 December	CECE Steering Group	Brussels	
09-10 December	CEA General Technical Committee	Hellidon Lakes, Northants	

= by invitation   
 = all members welcome - no charge   
 = conference fees applicable  
 subject to amendment and additions

# International Business and Exhibitions



## In brief

### International Rental Exhibition

The first International Rental Exhibition (IRE), organised in co-operation with the European Rental Association (ERA), will be held at the RAI exhibition centre in Amsterdam on 3-5 June 2008. An integral part of the event will be the ERA's annual conference (4-5 June) - which will be held alongside the main exhibition in a purpose-built conference hall. Visit [www.ireshow.com](http://www.ireshow.com).

#### Show organisers:

**Industrial Promotions International  
Gerdi Hondebrink**  
Tel: +31 (0)547 271566  
E-mail: [gerdi@ipi-bv.nl](mailto:gerdi@ipi-bv.nl)  
[www.ipi-bv.nl](http://www.ipi-bv.nl)

### European Rental Awards

To coincide with IRE, International Rental News and the ERA are jointly organising the first ever European Rental Awards. The awards, which will be presented on 4 June during the ERA's formal evening dinner, will recognise and promote excellence among rental companies and suppliers to the rental sector.

#### For further information contact:

**Murray Pollok**  
Tel: +44 (0)1505 850043  
E-mail: [murray.pollok@khl.com](mailto:murray.pollok@khl.com)  
[www.khl.com/rentalawards](http://www.khl.com/rentalawards)

## Bauma China : Shanghai, China

25-28 November 2008  
[www.bauma-china.com](http://www.bauma-china.com)

Bauma China 2006 was the most phenomenal show the CEA has ever attended - anywhere in the world. At times we had queues of six or seven people waiting to get information and the show was hectic throughout. This year the organisers have added another two halls to the show - most of which has already sold out. Due to high demand, the CEA is likely to run out of space on

the UK pavilion very quickly - so if you are intending to exhibit at the show please e-mail [joanna@asnorth.co.uk](mailto:joanna@asnorth.co.uk) NOW. UKTI have confirmed that grant support of up to £1,400 per eligible company will be available to exhibitors meeting their criteria - full details are contained in the UK brochure, which is on our website, [www.coneq.org.uk](http://www.coneq.org.uk).

## CEA China Meet the Buyer Seminar

01 December 2008

The CEA has been running Meet the Buyer seminars in China for the last three years. These events are held in Chinese construction equipment cluster cities and take the form of five or six company presentations in the morning, a networking lunch and one to one meetings with buyers in the afternoon. Usually between 50 and 100 delegates

attend. The 2008 seminar will be held on Monday 1 December - the week following Bauma China - in either Changzhou or Wuxi. The CEA is again working with Off-Highway Research to ensure that the seminar is a success. Speakers are limited to five companies. To register your interest e-mail [joanna@asnorth.co.uk](mailto:joanna@asnorth.co.uk) NOW.

## CEA India Seminar Mission 2008

As a follow up to the research carried out in 2007, the CEA is organising a series of Meet the Buyer seminars in India in 2008. The Seminars will take place in the Indian construction equipment and component cluster cities of Pune and Chennai, plus a further event in Bangalore should there be sufficient demand. The dates are not yet finalised as we are hoping to tie them in with a UK Trade & Investment Advanced Engineering Sector event - but likely to be week commencing 19 May or

September 2008. The CEA has engaged an India consultant who will assist us in ensuring the seminars are successful. If your company is looking to break into the Indian market, source components, meet end users and distributors or find Indian partners, the CEA Seminar Mission is a great way to raise your profile in the Indian market. Speakers are strictly limited to six companies - so if you are interested in participating please e-mail [joanna@asnorth.co.uk](mailto:joanna@asnorth.co.uk) NOW!

## Intermat : Paris, France

20-25 April 2009  
[www.intermat.fr](http://www.intermat.fr)

The CEA will run a high profile UK pavilion at Intermat - helping your company to stand out in the crowds. Intermat will be the largest exhibition for our sector in 2009 and the CEA has once

again secured an excellent location for the pavilion - right at the front of Hall 6. UK Group brochures are available from [joanna@asnorth.co.uk](mailto:joanna@asnorth.co.uk).

# CEA AGM Conference *Ingredients for Success*

## Programme



Thursday 10 April 2008

One Great George Street, Westminster, London, SW1

 The Construction  
Equipment  
Association

**LEADING THE WAY** 

## Ingredients for Success

### AGM Conference

Thursday 10 April 2008  
One Great George Street, Westminster, London, SW1

from 09.00 hrs **Registration - tea and coffee**

## MENU

### Starters

09.15 hrs **CEA Annual General Meeting** (CEA members only)

### Main Course - Conference Programme

10.00 hrs - 16.00 hrs

#### Welcome

From Colin Wakeham (President of the CEA).

#### What are the Ingredients for Success?

Scene set from our *Chef du Jour* - Greg Wood (BBC Business Correspondent).

#### People - Retaining and Developing Engineering Talent

Phil Derges (Rolls-Royce) on behalf of the Midlands Engineering Industries Redeployment Group.

#### Europe - Engineering the Future

Dr Tim Leverton (President of the Committee for European Construction Equipment) - latest on the CONEQT programme, market surveillance and the *Choose the Original* campaign.

#### Supply Chain - the Purchasing Panel

Five years on from the CEA's *Manufacturing Excellence* programme are UK-based suppliers providing what the OEMs want? Neil Francis (JCB), Trevor Cairns (Komatsu) and Richard Wear (Terex) help provide the answers.

13.00-14.15 hrs **Networking Lunch in the Great Hall**

*An opportunity to network with other delegates and to view the Members' Showcase displays.*

#### Plant Theft - the CESAR Success Story

Latest from the Construction Equipment Security and Registration (CESAR) team.

#### Markets - Insights from the Experts

What is really happening in the global market place? The return of the CEA's market insights session with leading analysts Richard Sharp (JCB) "*My global view*"; and Roman Mludzinski (Off-highway Research) with "*Focus on India and China*".

#### The Future - CEA Services and Campaigns

Concluding session on how the CEA can help your business.

### Dessert Course - The India Reception

16.15 hrs - 17.15 hrs

Back to the Great Hall for a parting drinks reception with our guests, including representatives from the India High Commission. Find out more about the Indian market and the CEA's *India Knowledge Base* initiative. Also a further chance to see the *Showcase* displays.

Note: programme correct as at time of print.

## Speaker Profiles



#### Colin Wakeham

Colin Wakeham is the President of the CEA and Technical Director of Bell Equipment UK Ltd - where he is responsible for after sales, special projects and health and safety. Colin has been involved with the CEA, including the Technical Committee and Council, for over 25 years.



#### Phil Derges

Phil Derges is Director-Resource Centres for Rolls-Royce plc - a role within the company's UK Strategic Workforce Planning and Skills Team. He has been responsible for planning, implementing, operating and developing the company's redeployment capability in the UK - which has been recognised as an example of best practice in the field by Her Majesty's Government.



#### Dr Tim Leverton

Dr Tim Leverton holds the position of Group Engineering Director for JCB. He is responsible for all JCB engineering activities worldwide and has Board level responsibility for the JCB Power Systems business unit. Prior to joining JCB he worked for 25 years in the automobile industry, holding senior engineering positions. Dr Leverton is currently President of the Committee for European Construction Equipment (CECE).

#### Richard Sharp

Richard Sharp is the Company Economist for JCB Sales Ltd. He is currently the Chairman of the CECE Economics Commission, President of OPERC, a member of the CECE Statistical Planning Committee and a member of the AEM Statistical Planning Committee. He joined JCB in 1983 as Senior Market Analyst and after a spell at Samsung Heavy Industry Europe, re-joined JCB in 1998.



#### Roman Mludzinski

Trained as a mechanical engineer, Roman has long been associated with the construction equipment industry - and for at least 35 years he has been analysing international markets. Joining Off-Highway Research in 1984, he is now one of the most respected analysts in the industry, having undertaken over 135 published research programmes overseas and numerous private client research projects.



#### Digby, Lord Jones of Birmingham (video speech)

As Minister of State for Trade and Investment Lord Jones holds overall responsibility for UK Trade & Investment (UKTI). He also holds responsibility for the defence sector and from 1 April 2008 for defence export support.



## Conference Moderator



#### Greg Wood

Greg Wood is the business presenter on BBC Radio Four's Today Programme. In more than twenty years on TV and radio with Channel Four, ITN and the BBC, Greg has covered all the major business stories of the day. He recently made a documentary for Radio Four on the current financial crisis, entitled "The City: Is The Party Over?" and has also appeared as a co-presenter on Today.

## Global Supply Chain Panel



#### Neil Francis

JCB Group  
Purchasing  
Manager.



#### Trevor Cairns

Senior Purchasing  
Manager, Komatsu  
UK Ltd.



#### Richard Wear

Purchasing Director  
for Terex Compact  
Equipment,  
Coventry.

The CEA thanks the Sponsors of this Conference:



#### Wine

Bell Equipment UK Ltd  
[www.bellequipment.co.uk](http://www.bellequipment.co.uk)



#### Speaker Fees (part)

Comexposium  
[www.intermat.fr](http://www.intermat.fr)



#### Invitations

Expofreight  
[www.expofreight.co.uk](http://www.expofreight.co.uk)



#### Coffee Breaks

GKD Technik  
[www.gkdtechnik.com](http://www.gkdtechnik.com)



#### India Reception

JCB  
[www.jcb.com](http://www.jcb.com)



#### Programme

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



#### Lunch

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



#### Delegate Packs

Pattern Ltd  
[www.pattern.co.uk](http://www.pattern.co.uk)



#### Speaker Fees (part)

Volvo Construction Equipment Ltd  
[www.volvoce.co.uk](http://www.volvoce.co.uk)

## Technical Briefing



### PEMS on the way

New portable devices have been developed for the on highway truck sector which can be fitted onto a truck to measure real time exhaust emission levels (both gaseous and particulates), known as PEMS (portable emissions measurement systems). Both Europe (DG Enterprise) and North America (EPA) have stated that they will initiate investigative programmes to determine the applicability of this equipment to non road mobile machinery for both construction equipment and agricultural machinery. The stated objective is to measure the emissions output on site during the real working day, although the duration of these tests is still to be

defined. The EU is seeking co-operation from the off highway industry in this initiative and will introduce this requirement and associated legislation as a part of the Tier 3B/4 legislative package, ie by 2014 at the latest. Engine manufacturers have, for many years, developed engines which meet the requirements to reduce exhaust emissions but these have generally been invisible to the end user. This will be a significant change and will require the vehicle manufacturer and engine manufacturer to organise tests at customer premises, using customer machines in real operating conditions.

### Retrofits in London

The Greater London Authority (GLA) and the Energy Savings Trust (EST) have still not finalised the list of equipment that will be required to have diesel particulate filters when used on major construction sites in London. At a meeting in September 2007 they tabled a Top 10 list that included all earthmoving machinery above 37kw. The GLA believes that it is important that the construction plant OEMs are on board, and experience in other countries - Switzerland and New York, for example - show that a wide variety of construction machines can be fitted with suitable abatement devices and still operate at optimum levels without health and safety implications to the operator/driver.

The CEA has responded to say that the points we have raised over the last four years, and which have been largely ignored, still apply. UK equipment manufacturers have compliance with legislation and machine safety at the top of the list. Although the GLA cites examples of schemes functioning in Switzerland and New York there are

plenty of examples of machine installations that seriously affect machine compliance. These machines are not operating at the optimum level without health and safety implications. Many manufacturers' machines may be being fitted with devices but this is not usually their own solution, even in Switzerland and New York. Whilst an authorised dealer may be involved in the process this cannot be taken as an indication that the product will respect the original safety level.

As a responsible UK industry, what we want to achieve are safe retrofits. We are not in a position to argue about the emission improvements or the costs that are to be borne by the customers, who are pursuing their own arguments. To achieve safe retrofits at a very basic level there must be an equipment list that identifies machine types for which retrofit is not suitable, ie for which a safe installation cannot be ensured. The CEA maintains that with a good list the scheme is ready to be implemented but, without it, it is not.

### Lifting guide

A new guidance document on excavators used for lifting is being developed with the support of the CEA, Construction Plant Hire Association, Construction Confederation and the Health and Safety Executive (HSE). About 15 years ago an FMCEC (previous name for the CEA) guide was almost exclusively about design requirements for excavators and this has now been incorporated into the EN 474 series of standards. As such, that document has been withdrawn some time ago. This new guidance is aimed primarily at the user.

### Non compliant imports

The CEA met with the Department for Business, Enterprise and Regulatory Reform (BERR) and the HSE and presented a report on incidents of non-compliant imports at auctions held in Leeds and in Germany.

### Machinery Working Group

The CEA discussed with BERR issues affecting the industry on the agenda for the European Commission Machinery Working Group meeting in March.

### Technical e-bulletins

CEA members not currently receiving these informative quarterly e-bulletins should e-mail [lucy@asnorth.co.uk](mailto:lucy@asnorth.co.uk) to be added to the mailing list.

## Bell Equipment UK Ltd articulated dump trucks

Bell Equipment manufactures fuel-efficient articulated dump trucks. Based near Burton upon Trent, Staffordshire, Bell Equipment UK is part of the global Bell Equipment operation, established in South Africa in 1954. The company supplies ADTs and other heavy machinery to the construction, earthmoving, quarrying and mining industries. It also designs bespoke machines for a wide range of sectors, including landfill operations. Bell's engineers have a reputation for designing strong, reliable machines, while the company prides itself on its commitment to providing a 360-degree service to customers, from sales

and flexible finance packages right through to maintenance, service and after sales support. All Bell ADTs are equipped with the latest computer and GPS fleet management technology (Fleets@tic), which can be tailored to suit each customer's needs and budget. Bell ADTs range from 25 tonne to 50 tonne payloads and include the 4206D industrial scraper tractor. In 2007, Bell UK opened a depot in Falkirk to reflect a growing customer base in Scotland. The move forms part of a wider, ongoing expansion plan. Bell Equipment UK will celebrate its 10th anniversary in 2008. [www.bellequipment.co.uk](http://www.bellequipment.co.uk)



## Comexposium the Internat people

Internat, organised by Comexposium, will be held from 20-25 April 2009 at the exhibition park of Paris-Nord Villepinte, Paris, France. Comexposium is the new company formed from the merger of Exposium, owned by Unibail-Rodamco, and Comexpo, owned by the Chamber of Commerce of Paris. Unibail-Rodamco is the first leading pan-European commercial property company, and

operates in three main areas: shopping centres, offices and convention/exhibition complexes. It is present in 14 countries, employing more than 1,600 people. Comexposium organises more than 150 exhibitions worldwide and is present in all key activity sectors: agriculture, civil engineering, construction, defence, electronics, food, food processing, graphic arts, industry, logistics,

packaging, services and security. Internat ([www.internat.fr](http://www.internat.fr)), is the largest show in France - and is also a member of the CECE. Promosalons UK is the UK-based representative office of Internat. All the British companies from the construction industry are invited to contact Promosalons UK to get assistance to participate or to visit the show. [www.promosalons.fr/office/uk/](http://www.promosalons.fr/office/uk/)

## Expofreight stress free event and exhibition shipping

Expofreight is a logistics management company specialising in freight logistics for conferences, exhibitions and events. The company offers a trusted, reliable service, tailored to individual needs and

budget, including:

- ~ Worldwide collection and delivery service.
- ~ Show to show transportation.
- ~ Warehousing between events.

- ~ Stand dismantling service.
- ~ Prime Gatwick location.
- ~ 24/7 customer contact.
- ~ On-line ordering.

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

## GKD maximising machine productivity

Having just entered its 16th year of trading, GKD, based in Wimborne, Dorset, continues to assist the construction and off highway industries maximise productivity and safety. GKD's founder, Nick Ground, current second Vice President of the CEA, maintains direct contact with clients to continuously ascertain industry needs for improvements and to meet all the safety legislations. The main concentration of development recently has been on various capacity rated indicators. The GKD 3rci family is a sophisticated control and monitoring system for road/rail vehicles and the GKD 2rci systems are

suitable for all other excavator applications. The 2pci system for piling machines assists the operator to accurately drive the pile and the 1rci system is for lorry loader cranes. GKD exhibited with the CEA at Excon 2007 in India and, as a result, appointed a technology partner with five offices on the sub-continent. GKD also has partners in Singapore and Ireland to oversee GKD product sales and developments in these countries. Recent developments have integrated internet technologies with complex strain gauge systems for remote monitoring in extreme environmental conditions. [www.gkdtechnik.com](http://www.gkdtechnik.com)



## JCB manufacturing nearly 300 different machines



JCB is the world's second largest manufacturer of construction equipment by volume of machines sold and has 17 plants on four continents. The company employs more than 7,000 people and sold more than 70,000 machines in 2007. The company manufactures nearly 300 different machines including: backhoe loaders; telescopic handlers; tracked and wheeled excavators; wheeled loading shovels; articulated dump trucks; rough terrain fork lifts; mini excavators; skid

steers loaders; compaction equipment and groundcare equipment and exports 75 per cent of its UK-made products to 150 countries. JCB continues to increase the proportion of major parts manufactured in-house. The company is privately owned by the Bamford family and celebrated its 60th anniversary in 2005. The Chairman, Sir Anthony Bamford, is son of the company's late founder. [www.jcb.com](http://www.jcb.com)

## KHL Group first choice for global construction information

The KHL Group is the largest provider of international construction information. Its ten magazines, two exhibitions, digital magazines, internet, e-casting, contract publishing, conferences, awards ceremonies, economic trend reports, events, direct mail, research, directories, books and videos make it one of the most innovative publishing and information companies in any industry sector. [www.khl.com](http://www.khl.com)

### Magazines:

- ~ Construction Europe
- ~ International Cranes & Specialized Transport
- ~ International Construction
- ~ Access International
- ~ International Rental News
- ~ American Cranes & Transport
- ~ American Lift & Handlers
- ~ International Construction

### China

- ~ International Construction Turkey

### Exhibitions:

- ~ APEX: for the international access industry.
- ~ IRE (International Rental Exhibition): for the global rental sector.



## Komatsu UK hydraulic excavators for the European market

Japanese manufacturing giant Komatsu chose the North East as the base for its UK operation. Komatsu UK is the dedicated production centre for medium sized hydraulic excavators for the European market, where more than 750 people are now employed. The company

produces 15 different models, ranging from 13 to 80 tonnes. Komatsu UK celebrated its 20 years of manufacturing in the UK in 2007 - and achieved another record year for production and sales. It manufactured its 50,000th machine during 2007. [www.komatsu-europe.com](http://www.komatsu-europe.com)



## Pattern Ltd the Bauma people

Pattern Ltd is the London-based representative office for all trade fairs organised by Messe München International (Munich Trade Fairs). Their comprehensive programme of over 40 shows includes several specialist construction shows: Bauma - next to be held in Munich from 19-25 April 2010 (put it in your diary now!), Bauma China

([www.bauma-china.com](http://www.bauma-china.com)) coming up in Shanghai from 25-28 November 2008 (see page 8 for details of the British Group) and Conbuild Vietnam ([www.conbuild-vietnam.com](http://www.conbuild-vietnam.com)) to be held for the second time in Hanoi from 9-12 September 2008. Other trade fairs within Pattern's current portfolio include CTT Moscow from 17-21 June 2008 and

Conmex Middle East in Sharjah from 20-23 October 2008. All companies in the UK or Irish construction industry are encouraged to contact Pattern for news and developments of all these trade fairs. Advice and assistance extends also to hotel accommodation, as well as to out-of-trade-fair hours wining and dining. [www.pattern.co.uk](http://www.pattern.co.uk)

## Volvo Construction Equipment Ltd

Volvo Construction Equipment is a leading global supplier of articulated haulers, wheeled loaders, compact equipment, crawler and wheeled excavators, backhoe loaders, graders, compactors and pavers. For over forty years the wholly owned GB distributor with nine strategically placed customer

support centres and a network of independent compact equipment dealers, have been working closely with the construction industry, supplying innovative products and providing unrivalled customer support for every conceivable application. [www.volvoce.co.uk](http://www.volvoce.co.uk)



## CEA Ingredients for Success Conference Showcase Exhibitors

Visit representatives from these companies and view their displays at the *Ingredients for Success* AGM Conference on 10 April



### A&W Customs Consultants

With over 28 years experience of working in the Customs & Excise Department, the partners of A&W Customs Consultants have vast experience in the complex field of duty reliefs and have built up invaluable contacts with the DTI whilst retaining a good working relationship with the C&E Department. A&W has been successful in achieving savings in duty amounting to hundreds and thousands of pounds under the new processing of the customs control relief scheme on behalf of a large manufacturer. Despite this

success, the partnership is very interested in attracting small or medium sized companies who do not have the resources to run their own customs department but who may be either paying too much duty at import (through over reliance on clearing agents) or not being able to claim duty relief at export to which they are entitled. Operating on a no-win no-fee basis it is well worth an initial (free) consultation to see if it is felt there are potential duty savings to be made. [www.dtisuccess.com](http://www.dtisuccess.com)



Aurora has three functional areas, design, engineering and PLM (product lifecycle management). It provides high quality engineering design and product design services, engineering solutions and computer aided design (CAD) software, training and support. Aurora was founded in 2000 and began as a service only organisation, providing design and engineering resources to meet the needs of clients. Following several projects involving off highway equipment design, the company also quickly established itself in the offshore, oil and gas, automotive, special purpose machine and product design markets. In 2004, Aurora



began to sell CAD software solutions as a logical development of its design and engineering expertise. In the construction equipment market, Aurora has developed a number of its own products, such as high capacity bodies and ejector bodies for articulated trucks, as well as application driven custom modifications typically to articulated dump trucks, wheel loaders, dozers, excavators and related equipment. Aurora has developed a quality management system in accordance with ISO9001:2000 and is now in the final stages of implementation with the aim of certification by the end of Q2 2008. [www.aurora-dc.co.uk](http://www.aurora-dc.co.uk)



Theft of plant and construction equipment is a major problem for everyone involved in the industry, from major civil engineering companies through to family-run building firms. PTAG (Plant Theft Action Group) worked in conjunction with the police and examined the possibilities of a national plant register. This proposed national registration scheme was published and tenders invited from many well known and specialist companies to provide the scheme. The Home Office and PTAG invited the Construction Equipment Association to manage the new registration scheme and after an extensive tender process,

Datatag ID Ltd was unanimously voted as the system provider. Inexpensive, easy to fit, and designed to last a lifetime, Datatag is today's leading electronic anti-theft deterrent for all plant and construction equipment. [www.datatag.co.uk](http://www.datatag.co.uk)



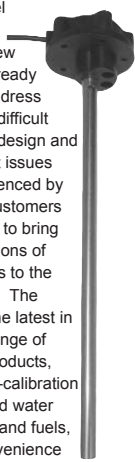
Friction Marketing Co Ltd (FMC) was started in 1991 with a specific goal to supply products to the earthmoving and mining equipment industry. Today FMC is actively engaged with many more industry sectors, including agricultural, industrial, military, aerospace, marine and motor sport. The company is a specialist in the field of "wet" friction materials and its products are used in a wide variety of heavy duty transmissions, clutch and brake applications. FMC offers the complete friction pack solution.

The company continually strives to understand the changing needs of the markets by improving friction qualities through new material development and production capability. FMC operates out of two UK facilities: Sutton-in-Ashfield for manufacturing, design, engineering and technology centre and Leighton Buzzard, the principal warehouse for parts storage, packing, distribution and shipping. [www.frictionmarketing.co.uk](http://www.frictionmarketing.co.uk)



Fozmula has many years of experience designing and manufacturing liquid level sensing, switching, measuring and control equipment. Many of Fozmula's customers are household names, operating worldwide in industries including commercial vehicles, off highway, construction, engine and genset manufacturing. Since the company was established over 30 years ago it has never failed to demonstrate its ability to innovate and adapt new technologies to build new products for its growing product portfolio. Fozmula has always placed a strong emphasis on the development of customer-driven engineering solutions, an approach which has provided a strong basis for the development of new products which can be offered to companies in Fozmula's many

different worldwide markets. A recent exciting addition to Fozmula's product range is the T/LL140 level sensor. This innovative new product is already helping to address some of the difficult engineering design and development issues being experienced by Fozmula's customers as they seek to bring new generations of their products to the marketplace. The T/LL140 is the latest in Fozmula's range of capacitive products, offering auto-calibration across oil and water based fluids and fuels, plus the convenience of a cut-to-length facility and customisable feed and return pipes. [www.fozmula.com](http://www.fozmula.com)



Knott-Avonride Ltd, the UK subsidiary of the global Knott Group of companies celebrates its 25th anniversary in 2008.

The company supplies braking systems and components from its new Burton upon Trent site to UK-based construction, agricultural, material handling, municipal, military and trailer manufacturers. Product ranges include hydraulic disc brakes, hydraulic drum brakes, fail safe SAHR parking brakes, mechanical disc and drum brakes, air operated drum brakes and wet multi disc brakes. Working in close conjunction with their customers, Knott designs, develops, tests, specifies and supplies braking systems that meet all international legislation, together with customer and market specific requirements. Specifically within the worldwide construction vehicle marketplace, Knott braking



products are used on backhoe loaders, front wheel loaders, telescopic handlers, wheeled excavators, articulated dump trucks, mobile cranes, compactors, rigid dump trucks and paving equipment. Customers in the construction vehicle industry rely on Knott for custom built brakes that can survive this hostile working environment with the minimum of maintenance. When, however, spare brake components are required, Knott provides prompt aftermarket support, regardless of the age of the machine. [www.knottuk.com](http://www.knottuk.com)



ComeSys Europe Ltd designs and manufactures a range of vehicle controls, instrumentation and thermal management systems. With global sales support and manufacturing in the UK, United States, South Korea and China the company can offer unrivalled product turnaround and value for money. With full TS16949 quality certification, product is right first time and always on time. The ComeSys Europe product portfolio includes:

- ~ Hall effect non contact sensor solutions
- ~ Electronic accelerator pedals and throttle controls
- ~ Joysticks and hand controls
- ~ CAN instrumentation and control systems
- ~ Advanced thermal management systems
- ~ Heavy duty electric cooling fans
- ~ Heavy duty electric water pumps
- ~ High efficiency alternators
- ~ Heavy duty electric oil coolers

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





MP Filtri designs and manufactures a complete line of hydraulic filtration products - including, high, medium and low pressure filters, both inline and manifold mounted. The tank top, inline return filters and suction filters are suitable for both tank wall mounted and inline. Spin-on filters are available in two working pressures, tank mounted and inline. Off-line filtration units can be supplied as standard or specifically

designed for individual needs. MP Filtri also manufactures a particle counter range for hydraulic systems. Portable or permanently mounted, uniquely designed, utilising the latest laser technology. All products conform to ISO4406 specification and also give results in NAS codes. MP Filtri has launched a new line of accumulators to complete the hydraulic filtration and associated product range. [www.mpfiltri.com](http://www.mpfiltri.com)



## Remploy Specialist Vehicles

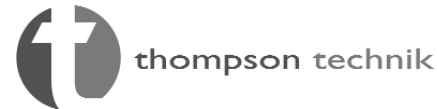
From its base in North Staffordshire, Remploy Specialist Vehicles supplies many of the world's major manufacturers with increasingly complex sub-assemblies, mirroring the industry's trends towards modular procurement. The business has a 6,000m2 flagship factory, which is staffed by highly trained operatives with many years' collective experience in component/modular assembly for construction and agricultural vehicles. Remploy Specialist Vehicles offers comprehensive manufacturing facilities for mechanical, hydraulic and electrical components, and provides full supply chain management and sequenced

delivery to an industry that strives towards ever increasing efficiencies through reduced trackside time and cost. Remploy also develops intelligent jigs for the error-proof production of critical assemblies and consistently wins business through its commitment to total quality. Remploy Specialist Vehicles is a division of Remploy Automotive, which has a number of manufacturing plants throughout the UK. Each site is accredited to either ISO9001:2000 or TS16949. Alongside specialist vehicles, Remploy Automotive also specialises in OEM aftermarket products and automotive interior trim. [www.remployautomotive.co.uk](http://www.remployautomotive.co.uk)



Prolec Ltd of Poole, supplier of electronic safety and productivity enhancing systems, celebrated its 25th year in business in 2007. During this time Prolec has built a broad portfolio of industry leading products, the most well known are the company's rated capacity indicators (RCI). Also within the company's safety range are a number of height and motion control solutions. Prolec's productivity enhancing products have driven much of the company's recent growth

and include on-board weighing systems for wheeled loaders and articulated dump trucks. Machine control has been the headline success in recent times though, with Digmaster III and pcX-3D achieving major growth in exports sales. Using systems of this kind has been proven to increasing efficiency by between 30-50 per cent on groundwork and dredging operations. With the release of the new Digmaster Pro product, Prolec is going from strength to strength. [www.prolec.co.uk](http://www.prolec.co.uk)

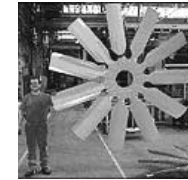


The Thompson Plastics Group has supplied the construction equipment market for around 20 years and today Thompson Technik, the group's off highway vehicle products division, is a multi-part, multi-process business. Thompson Technik's process portfolio includes thermoforming, LFPUR, pDCPD RIM, rotational moulding and polyurethane and with this multi-process expertise the Technik team helps customers to identify the most effective material and production route for their components. From three UK sites in Hull, Newcastle and Bridgend, Thompson Technik works with OEMs to develop exterior and interior parts, including bonnets,

roofs, fenders, dashboards, fuel and water tanks and other under bonnet parts. Thompson Technik provides a complete plastic product project management service to provide line ready products. As the market has evolved, Thompson Technik has continued to support customers in the UK and overseas through JIT logistics. Thompson Technik employs modern manufacturing techniques, including 5S and total quality management systems, and has ISO TS16949. The group companies are committed to a programme of continuous improvement through ISO14001 policies and procedures. [www.thompson-technik.com](http://www.thompson-technik.com)



## Trufo Air Movement Ltd



Trufo is not only a manufacturer of a vast range of impellers but also provides a complete solution to its customers' needs. Trufo responds positively and swiftly to any new challenges presented by its customers, with their technical research and development personnel working closely in conjunction with customers' own staff as one team. Trufo can design, develop and produce tailor

made products to the highest quality and technical excellence. By involving Trufo at the outset of product design, valuable time and money can be saved. Innovation, reliability and ultimately safety is the Trufo policy. The objective is, and always has been, to provide a fast and high performance service for their customers in today's ever changing industry. [www.trufo-airmovement.com](http://www.trufo-airmovement.com)



As a leading global provider of engineered access hardware solutions, including latches, locks, captive fasteners, hinges, handles and other accessories for applications throughout the cab and chassis, Southco is uniquely positioned to provide the ultimate in single sourcing solutions for the off highway industry. With more than 2,900 employees in 25 locations worldwide, design and manufacturing facilities in the US, UK and Asia, and an authorised distribution network in over 20 countries, customers can enjoy the power of a global manufacturing and distribution network representing an unmatched pool of knowledge

and expertise from one global source. Southco is strongly focused on customised engineering solutions and global support for its key customers, offering a high level of technical and commercial programme management, delivered with full service capabilities. This encompasses concept development, CAD design and FEA, prototyping and testing through to final production and subsequent product launch support with engineer-to-engineer connectivity that makes Southco a virtual engineering extension of its customers' organisations. [www.southco.com](http://www.southco.com)



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 vibrant

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



Webtec Products Ltd manufactures and distributes fluid power products for the mobile and industrial machinery markets. Webtec's two principal product ranges are hydraulic components and hydraulic system test equipment, as well as also 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 Webster 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 Webster 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 now has representative offices in Cambrai, France (Webtec France), Dortmund, Germany (Webster Messtechnik) and Shanghai, China (Webtec China). Subsidiary companies include Webster Instruments in Milwaukee, USA. Webtec is certified to ISO9001:2000. [www.webtec.co.uk](http://www.webtec.co.uk)

## CEA Members

Air-Seal Products Ltd	<a href="http://www.air-sealproducts.com">www.air-sealproducts.com</a>	Lemac Engineering	<a href="http://www.lemaceng.com">www.lemaceng.com</a>
Ammann-Yanmar SAS	<a href="http://www.ammann-yanmar.com">www.ammann-yanmar.com</a>	Loadwise Int'l Ltd / Hawkey Group	<a href="http://www.loadwise.co.uk">www.loadwise.co.uk</a>
Ashtree Glass Ltd	<a href="http://www.ashtreeglass.co.uk">www.ashtreeglass.co.uk</a>	Merlo UK Ltd	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>
ATP Industrial Transmissions Ltd	<a href="http://www.atp-group.com">www.atp-group.com</a>	Metsec plc	<a href="http://www.metsec.co.uk">www.metsec.co.uk</a>
Aurora Design & Consultancy	<a href="http://www.aurora-dc.co.uk">www.aurora-dc.co.uk</a>	Miller UK Ltd	<a href="http://www.millerdirect.com">www.millerdirect.com</a>
Becool Radiators Ltd / Gallay	<a href="http://www.gallay.co.uk">www.gallay.co.uk</a>	Milsko Manufacturing Ltd	<a href="http://www.milsko.com">www.milsko.com</a>
Bell Equipment UK Ltd	<a href="http://www.bellequipment.co.uk">www.bellequipment.co.uk</a>	Moxy Engineering AS	<a href="http://www.moxy.no">www.moxy.no</a>
Bergstrom (Europe) Ltd	<a href="http://www.bergstrominc.com">www.bergstrominc.com</a>	MP Filtri (UK) Ltd	<a href="http://www.mpfiltri.com">www.mpfiltri.com</a>
Bobcat Company	<a href="http://www.bobcat.com">www.bobcat.com</a>	NC Engineering	<a href="http://www.nc-engineering.com">www.nc-engineering.com</a>
Brendon Ltd	<a href="http://www.powerwashers.co.uk">www.powerwashers.co.uk</a>	Nylacast Components Ltd	<a href="http://www.nylacast.co.uk">www.nylacast.co.uk</a>
BSP International Foundations Ltd	<a href="http://www.bsp-if.com">www.bsp-if.com</a>	Perkins Engine Co Ltd	<a href="http://www.perkins-engines.com">www.perkins-engines.com</a>
Caldervale Forge Co Ltd	<a href="http://www.rockeaterools.com">www.rockeaterools.com</a>	Phoenix Engineering Co Ltd	<a href="http://www.phoenixeng.co.uk">www.phoenixeng.co.uk</a>
Caterpillar (UK) Ltd	<a href="http://www.cat.com">www.cat.com</a>	Pioneer Pump Ltd	<a href="http://www.pioneerpumps.co.uk">www.pioneerpumps.co.uk</a>
CNH UK Ltd	<a href="http://www.newholland.com/uk">www.newholland.com/uk</a>	Plantex Equipment (Kato Excavators)	<a href="http://www.plantexequipment.com">www.plantexequipment.com</a>
ComeSys Europe Ltd	<a href="http://www.comesyseurope.com">www.comesyseurope.com</a>	Powerscreen International plc	<a href="http://www.powerscreen.com">www.powerscreen.com</a>
Cummins Engine Co Ltd	<a href="http://www.cummins.com">www.cummins.com</a>	Prolec Ltd / Strainstall Group Ltd	<a href="http://www.prolec.co.uk">www.prolec.co.uk</a>
Dana Corporation	<a href="http://www.dana.com">www.dana.com</a>	Rayco-Wylie Systems	<a href="http://www.raycotech.com">www.raycotech.com</a>
Darchem Insulation Systems	<a href="http://www.darchem.co.uk">www.darchem.co.uk</a>	RDS Technology Ltd	<a href="http://www.rdstec.com">www.rdstec.com</a>
David Brown Hydraulics Ltd	<a href="http://www.dbh.textron.com">www.dbh.textron.com</a>	Remploy Ltd	<a href="http://www.remploy.co.uk">www.remploy.co.uk</a>
Dawson Construction Plant Ltd	<a href="http://www.dcpuk.com">www.dcpuk.com</a>	Roballo Engineering Co Ltd	<a href="http://www.roballo.co.uk">www.roballo.co.uk</a>
Doosan Infracore UK Ltd	<a href="http://www.doosan.com">www.doosan.com</a>	Sany Heavy Construction Co Ltd	<a href="http://www.sany.com.cn">www.sany.com.cn</a>
Edwin Lowe Ltd	<a href="http://www.edwinlowe.com">www.edwinlowe.com</a>	Selwood Ltd	<a href="http://www.selwood-pumps.co.uk">www.selwood-pumps.co.uk</a>
Extec Screens & Crushers Ltd	<a href="http://www.extec.eu">www.extec.eu</a>	SKF (UK) Ltd	<a href="http://www.skf.com">www.skf.com</a>
Fairport Construction Equipment Ltd	<a href="http://www.fairport.uk.com">www.fairport.uk.com</a>	Somero Enterprises Ltd	<a href="http://www.somero.com">www.somero.com</a>
Fozmula Ltd	<a href="http://www.fozmula.com">www.fozmula.com</a>	Southco Europe Ltd	<a href="http://www.southco.com">www.southco.com</a>
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