

# newsline

## *Engineering the Future*

full CECE Congress  
programme inside

pages 9-12

**CESAR** plant recovered  
page 4

**Technical briefing**  
pages 16-17

## Contents

- 3 From the President
- 4 CESAR - Plant Registration
- 5-7 Meet the Members
- 8 Focus on Yorkshire and the Humber
- 9-12 CECE *Engineering the Future Congress* Programme
- 13-14 CECE Congress Sponsors
- 15 In the Lobby & Market Trends
- 16-17 Technical Briefing
- 18-19 International Business and Exhibitions
- 20 CEA Members



The Construction Equipment Association  
Airport House, Purley Way,  
Croydon, CR0 0XZ  
United Kingdom  
Tel: +44 (0)20 8253 4502  
Fax: +44 (0)20 8253 4510  
E-mail: cea@admin.co.uk  
www.coneq.org.uk

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.

Registered Office: 1 Bickenhall Mansions,  
Bickenhall Street, London, W1U 6BP, UK

*Although care has been taken in preparing the information supplied in this publication, the CEA does not and cannot guarantee the accuracy of it. The CEA cannot be held responsible for any errors or omissions and accepts no liability whatsoever for any loss or damage howsoever arising. The views do not necessarily represent those of the CEA.*

Newsline is printed by: ABC Printers  
Contact: Alan Jones  
Tel: +44 (0)20 8766 0240  
E-mail: abcprinters@btconnect.com  
www.abc-print.com

## Diary Date:

### The CEA's 2009 AGM Conference Wednesday 25 March 2009

There was a record turnout to this year's *Ingredients for Success* AGM Conference (see pictures below). The 2009 event will take place on Wednesday 25 March 2009 and will again be held at the popular venue One Great George Street, London, SW1.



Conference moderator Greg Wood

**Global Supply Chain Panel**  
l-r: Trevor Cairns (Komatsu), Neil Francis (JCB), Richard Wear (Terex)

# From the President

*Dear Members,*

It was six months ago that I had the pleasure of meeting so many of our members at the CEA's AGM Conference. It was a record turnout and, once again, proved how popular this venue (One Great George Street, London) is with our membership. On behalf of the Council I would like to take this opportunity to thank members who took up display spaces and sponsorship of the event and the CEA Secretariat for arranging a smooth, well-run, day.

We seem to have bypassed summer this year, which proved to be a non-event, with very little appearance of the sun. Our gloomy weather seems to be reflected by the major slowdown in the supply of our industry's products in the USA, UK and Europe. Several of our member companies are working at reduced production levels than forecasted for the third quarter of this year. This slowdown has though, resulted in improved availability of steel and rubber to OEMs.

## CECE Congress

The publishing of this copy of *Newsline* coincides with the CECE Congress to be held in York. It is the turn of the CEA to organise this year's Congress and you all will now be aware of the full programme of events arranged. It will be a great opportunity for our UK membership to meet members of allied associations and manufacturers from around the world. I would like to thank the CEA Secretariat

for all the hard work they have put into ensuring things run smoothly, and look forward to meeting members during breakout sessions, over dinner amongst the trains at the York Museum, or the splendour of Castle Howard.

## CESAR

With the slowdown in equipment sales the CESAR uptake has been slower than we had hoped, but we are expecting 16,000 registrations by the end of this year, with several OEMs fitting CESAR as standard. We will be using the opportunity of the CECE Congress to further promote CESAR. The CEA is also looking at other areas to widen the base of CESAR into small plant, tools and associated products. The new Police Unit, sponsored by CESAR and insurance companies, is due to be opened in October, which will be a great step forward in cracking down on plant theft within our industry.

## Management Council

We have continued with our regular Management Council meetings, which have been well attended. The last meeting took place in June and was hosted by our Vice President, Peter Howe, at Komatsu UK, where a large agenda covering many issues was discussed and necessary actions taken by the team.

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



## The Construction Equipment Security and Registration scheme

### Police Unit launch

The CEA has confirmed its co-funding of the new specialist Metropolitan Police Unit that will focus on plant and agricultural equipment crime. We are partnering with leading insurers such as Zurich, Allianz Cornhill, HSB, RSA and Norwich Union to sponsor the Plant and Agricultural Intelligence Unit which, under the leadership of DI Martin Redhead, will be formally launched in October. CEA

financial support for the Unit is linked to CESAR sales - so every CESAR supporter is directly contributing to the police effort. Meanwhile there have been a number of CESAR related plant recoveries and identifications both in the UK and overseas. As planned, the scheme is already helping police forces to be more effective in their fight against plant theft.

### Promoting CESAR

Special CESAR exhibits were featured at both this year's SED, at Rockingham, and the Saltex event, at Windsor. Saltex is the annual exhibition for the groundsman-ship sector - and the CESAR exhibit drew a lot of interest. The CESAR stand juxtaposed a flame red Ferrari against some items of construction kit and asked the question, "Which is more likely to be stolen?". The answer, of course, is that the plant is far more likely to disappear.

One lucky stand visitor won an exclusive track racing day via the CESAR free draw. Sharp-eyed viewers may have also seen CESAR gain national TV coverage earlier in the year as part of the *Police, Camera, Action* show. Dark Arts Marketing has recently been appointed as PR consultants for the initiative - one of their first projects has been involvement in a special promotion of CESAR at the CECE Congress, in York.



### Mini-CESAR?

The CESAR initiative has created, not only a stir in the construction plant market, but has now been adopted by some suppliers of agricultural machines - and has created an interest amongst suppliers of attachments and smaller tools. Datatag experts are working on ideas for versions of CESAR that can

meet the needs of these and other complementary sectors. For smaller equipment, the challenge is to shrink the CESAR ID plates to fit whilst retaining the basic features of identifiability. The objective is to provide a solution for any type of kit that is susceptible to theft.

### Cab Glazing Services

Cab Glazing Services supplies curved and flat safety glass for specialist vehicles. With 30 years experience, the company is known throughout the construction sector in the UK and Europe as a trustworthy source of quality laminated and toughened safety glass. The company's strong supplier contacts are based on heritage and trust and enable Cab Glazing Services to deliver fast and efficient results to its customers. They work hard to provide high quality products, fast, with an unbeatable level of service. Cab Glazing Services currently stocks thousands of curved and flat glass parts for most makes of machinery cabs. Therefore, many items are available from stock with zero lead times. What's more, with glass that meets, or exceeds, international quality assurance standards, you'll be offering your customers the best product available. You can even get your



supplier to make specialist safety glass to order. That is providing your supplier is Cab Glazing Services! Who else can offer 30 years of expertise, reliability and unequalled support?  
[www.cabglazing.com](http://www.cabglazing.com)

### Weston Body Hardware

Weston Body Hardware has been trading for over 20 years and supplies a range of devices that have evolved specifically for construction, HGV, off road and access control applications, including:

- ~ Panel locks
- ~ Exterior handles
- ~ Latching systems
- ~ Inside controls
- ~ Hinges
- ~ Grabs and trims
- ~ Bespoke hardware (ignition systems, petrol caps and more)

Weston Body Hardware has over 130 employees dedicated to the pursuit of supplying quality assured product built to specification, on time, every time. With a



manufacturing base in Redditch, UK, it is part of Metalrax Group plc. In recent years, activity has been centred on developing solutions tailored to suit customers' needs. Weston Body Hardware prides itself on its dynamic approach to problem solving. From a simple hinge built to withstand the arduous environments found in construction, to a complicated anti burst latching assembly. [www.wbh.co.uk](http://www.wbh.co.uk)

## Meet the Members



### New members

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

Bomag (GB) Ltd  
[www.bomag.com](http://www.bomag.com)

Cab Glazing Services  
[www.cabglazing.com](http://www.cabglazing.com)

Linde Hydraulics Ltd  
[www.lindehydraulics.co.uk](http://www.lindehydraulics.co.uk)

Lubrizol Corporation  
[www.lubrizol.com](http://www.lubrizol.com)

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

Raben BD Ltd  
[www.raben-bd.co.uk](http://www.raben-bd.co.uk)

### 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).

### 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. Registration, combined with Datatag'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. Datatag and the CEA are offering briefings, training and advice, as the CESAR kit can only be fitted by an authorised installer.

### Standard fit

We are pleased to confirm that, since the last issue of *Newsline*, a number of new companies have now adopted CESAR as a standard fit to their range of machines for the UK market. The full list at time of publication is now:

- ~ Bell Equipment (from 2009)
- ~ Bobcat
- ~ Bomag
- ~ Doosan Infracore
- ~ Hanix
- ~ JCB
- ~ Manitou
- ~ Merlo
- ~ NC Engineering
- ~ Nu Rock
- ~ Takeuchi

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

# Meet the Members

## Fozmula fuel sensors and switches

### New capacitance sensor gets the measure of fuel levels

Maintaining its reputation as one of the most innovative manufacturers of fuel sensors and switches, Leamington Spa based Fozmula has now developed its advanced T/LL140 *intelligent* capacitance sensor. The new sensor is uniquely designed to answer the demands for a more flexible and efficient method of measuring fuel levels where both the types and qualities of fuel and fuel tank configurations make conventional measuring devices awkward or just difficult to use.

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

### Four new capacitive liquid level switches

With the introduction of the S81, S82, S85 and S86 capacitive liquid level switches from Fozmula, design engineers and specifiers now have a more efficient and flexible option for detecting liquid levels, thus avoiding costly equipment damage.



**S86 capacitive liquid level switch**

## RDS on-board weighing systems

### New range of on-board weighing systems for forklifts

Continuing the use of appropriate technology for the advancement of on-board weighing, RDS has a new range of on-board load monitoring and weighing systems for forklift trucks. Competitively priced, easy to use and requiring no periodic re-calibration, these systems are ideal for load weighing in distribution centre, yard and warehouse environments or for check-weighing incoming/outgoing goods.



### RDS and Liebherr-Rental forge new partnership



RDS is delighted to announce a new agreement for on-board weighing options with Liebherr-Rental Ltd. Liebherr-Rental supplies a wide range of machines to customers in numerous industries and with a vast range of applications, many of which have a requirement for on-board weighing. The agreement sees RDS, through its network of regional UK distributors, become the supplier of a range of on-board weighing systems to the Liebherr-Rental fleet across the range of wheeled and telescopic loaders.

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

## SPP Pumps assists with flood prevention

Earlier this year, SPP Pumps Ltd - Autoprime Division, successfully completed its contract for the supply of eight Q1150 Autoprime vacuum assisted self priming pumps and associated suction and discharge hoses to the Environment Agency, Reading, Fobney Mead Depot. The supply of pumps and

ancillaries is part of the Environment Agency's continued significant investment in state of the art flood relief pumping equipment and brings the total number of SPP Autoprime pumps supplied to the Environment Agency to more than 40 pumps. [www.sppumps.com](http://www.sppumps.com)



## News to share?

We are always pleased to hear from CEA member companies with news they would like to share with other *Newsline* readers. *Newsline* is sent to all CEA member company contacts, senior personnel of selected non-member companies, all HMG Overseas Posts, UK Business Links, named government contacts and related trade associations. Copies are also distributed at construction equipment exhibitions in the UK and overseas. Please add the Editor, Kim Fitzpatrick ([kim@admin.co.uk](mailto:kim@admin.co.uk)), to your press release circulation list.

## 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".



## New Business Membership

The Institute is offering CEA members its new Business Membership at a discounted rate. It has been designed with the small business manager in mind. The benefits include an on-line mentoring service, help desk for any questions, extra discount on training courses, legal, financial and insurance advice, access to members' area, education and professional qualifications in International Trade and much more.

**For information on how to apply, contact Lyn Fulcher**  
**Tel: +44 (0)1733 404410 or e-mail [lyn@export.org.uk](mailto:lyn@export.org.uk)**

## International Trade Training

The Institute offers a Short Course Training Programme providing essential, up to date knowledge and skills development opportunities to those engaged at all levels and in all areas of international trade.

### Exclusive discount for all CEA members

Book your place on one of the Institute's Short Course Training Programmes and receive an exclusive 10% discount. All details are on the website.

Tailor-made seminars can also be designed to your own specifications, delivered in-house for four to ten people by professionally accredited trainers.

**For more information, contact Rowena Morgan**  
**Tel: +44 (0)1733 404400 or e-mail [rowena@export.org.uk](mailto:rowena@export.org.uk)**

**For all membership enquiries e-mail: [membership@export.org.uk](mailto:membership@export.org.uk)**  
**[www.export.org.uk](http://www.export.org.uk)**

## In brief

### Off-Highway Research

**India management changes**  
Having fulfilled his brief in setting up Off-Highway Research India, Nitin Sareen has now moved on to other challenges. The new General Manager is Samir Bansal, who joined the Indian subsidiary at its inception in November 2007 as a research consultant, bringing with him many years of industry experience - and a wealth of industry knowledge and contacts. [www.offhighway.co.uk](http://www.offhighway.co.uk)

### JCB

JCB Chairman, Sir Anthony Bamford, has been appointed an Honorary Fellow of the Institution of Engineering Designers. [www.jcb.com](http://www.jcb.com)

### The Queen's Awards 2009

The deadline for submitting applications for the 2009 Queen's Awards for Enterprise is midnight on 31 October 2008. Winners will be announced on 21 April 2009, the Queen's birthday. [www.queensawards.org.uk](http://www.queensawards.org.uk)

### Hillhouse buys Scotland's first 50-tonne Bell ADT

Hillhouse Quarry has taken delivery of the first Bell B50D articulated dump truck to be sold in Scotland. It is part of an ongoing move by the quarry in Troon, Ayrshire, to phase out its fleet of rigid dump trucks in favour of ADTs. [www.bellequipment.co.uk](http://www.bellequipment.co.uk)

### Terex Pegson and Powerscreen to open

**manufacturing facility in India**  
Terex Pegson and Powerscreen are opening a manufacturing plant in Hosur, India, which is located 75km from Bangalore near Chennai. This plant is the first part of what is planned as a campus of Terex facilities on the 45-acre site. [www.terexpegson.com](http://www.terexpegson.com)  
[www.powerscreen.com](http://www.powerscreen.com)

## Focus on ....

# Yorkshire and the Humber

Here we meet some of the CEA member companies based in Yorkshire and the Humber. The next issue will focus on the East and West Midlands. The CEA's Lucy Scholefield will be contacting members in those areas in due course.

### ALS (Freight Management Group) Ltd worldwide movement of abnormal loads

ALS (Freight Management Group) Ltd is a global *niche market* forwarder. The company was founded in 1980 in Hull, UK, as Abnormal Loads Services (International) Ltd (ALS), offering a *One Stop Shop* for the worldwide movement of abnormal and heavy loads focusing on construction equipment logistics. ALS has entered a phase of expansion to support individual customer requirements by opening new offices in Finland, Romania, Singapore, Hong Kong, Belgium and the UK. For many years ALS has been involved in providing

construction equipment companies and OEMs with logistics and supply chain solutions for the movement of finished machines and components (inbound and outbound) by: road, air, deep/short sea, rail and canal. ALS can provide additional services including: warehousing and storage, spare parts logistics, project forwarding/chartering and general forwarding. With offices in the UK, Belgium, Finland, Germany, Holland, Hong Kong, Italy, Romania and Singapore, worldwide agents and partners in Australia, China, Canada and

the USA, ALS can handle logistics requirements no matter how large or small. [www.abnormal-loads.com](http://www.abnormal-loads.com)



### Thompson Technik thermoforming offers cost benefits for noise shields

Manufacturers could make significant savings by reviewing traditional fibre composite noise panels in favour of thermoformed components, says Thompson Technik. Thompson Technik's team at its Hull plant in the East Riding of Yorkshire has worked with a customer in the vehicle market to develop a vacuum formed high density polyethylene shield that matches the performance of its existing fibre composite panel in recent tests. The new thermoformed panel has resulted in significant part cost savings. A Thompson Technik designed and funded pre-production tool was used to create a thermoformed noise panel with rib features designed to increase strength and rigidity. The new shields matched the

performance of the customer's existing panel in comparison noise tests performed in line with Euro 5 approved test procedures. Cab interior noise tests were also used to obtain a further evaluation of the new panel from both the driver and passenger seats. The noise panel and vehicle liners are manufactured at the Thompson Technik thermoforming plant at Hull, where the company has 22 thermoforming machines backed up by five axis CNC trimming and ancillary processes including PU. Thompson Technik employs modern manufacturing techniques and has ISO TS 16949 and ISO 14001. Thompson Technik is part of the multi-process Thompson Plastics Group, which has a process portfolio

including LFPUR, pDCPD reaction injection moulding, rotational moulding and polyurethane as well as thermoforming. [www.thompson-technik.com](http://www.thompson-technik.com)



Other CEA members in Yorkshire and the Humber:

Ashtree Glass, Bradford  
[www.ashtreeglass.co.uk](http://www.ashtreeglass.co.uk)

Fairport Construction, Sheffield  
[www.fairport.uk.com](http://www.fairport.uk.com)

Kay-Dee Engineering Plastics, Shipley  
[www.kaylan.co.uk](http://www.kaylan.co.uk)

SKF (UK) Ltd, Wakefield  
[www.skf.com](http://www.skf.com)

Visit our website: [www.coneq.org.uk](http://www.coneq.org.uk)

# European Construction Equipment Congress 2008

## “Engineering the Future”

## York, England

# European Construction Equipment Congress 2008

## Engineering the Future

The Royal York Hotel, York, England



## Selected Speaker Profiles

### Wednesday 15 October

09.00 - 11.00 Main Statistical Committee (CECE Members)  
11.00 - 17.00 International Statistical Committee  
16.00 - 18.00 CECE Steering Group  
18.15 - 18.45 CECE General Assembly (formal resolutions)  
19.30 - 22.00 Steering Group Dinner

Note: for dinner options in York - ask at the registration desk.

### Thursday 16 October

08.30 - 11.30 International Associations Committee  
09.30 - 11.30 Product Section Meetings  
09.30 - 11.30 Trade Policy Commission

11.45 - 12.45 President's Welcome - opening plenary session

13.00 - 14.00 Congress Luncheon

14.00 - 17.30 Economic Forum *review of global markets*

14.00 - 18.00 Technical Commission *technical policy and updates*

18.50 Depart hotel lobby for **National Railway Museum** - informal dinner and entertainment. Return hotel c. 22.30 hrs

### Friday 17 October

09.15 - 13.00 **Engineering the Future - plenary session**  
- The KHL Inaugural CECE Lecture given by Matthew Taylor (Group CEO, JCB)  
- Scott Hazelton (Senior Principal, Global Insight) *World construction market trends - the impact on your business*  
- Construction Equipment Association *Plant registration - an industry initiative Case Study*  
- Wolfgang Pinner (BNP Paribas) *After the credit crunch... financial factors and equipment demand*  
- Chris Skrebowski (Peak Oil Consulting) *The countdown to peak oil*  
- Michijiro Kikawa (President, Hitachi) *Insights into the industry... a view from Japan*

13.00 - 14.00 Congress Luncheon

14.00 - 16.00 **Engineering the Future... for better markets** including  
- David Phillips (Off-Highway Research) *Getting established in China and India*  
- Trevor Barton (PBN Company) *Opportunities for the construction sector in Russia*

14.00 - 16.00 **Engineering the Future... the green machine** including  
- Mike Godfrey (Honda) *EMAS - the Eco-Management and Audit Scheme*  
- Ben Diggins (Ford Motor Company) *A sustainable energy strategy for manufacturing*  
- Professor Stefan Pischinger *Hybrid technology for off road vehicles*

16.30 - 17.30 Closing session with Dr Steve Peters  
*The mind behind the British Olympic cycling team*

18.30 Depart hotel lobby for **Castle Howard** - Gala Dinner and entertainment. Return hotel c. 23.00 hrs

Crown Room  
Crown Room  
Ebor Room  
Crown Room  
Oak Room

Minster Room  
see notices  
Reading Room

Conference Centre

Tempus Restaurant

Conference Centre

Crown Room

Conference Centre

Oak Room

Crown Room

Conference Centre

Conference Centre



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).



Trevor Barton is MD of the PBN Company's London office, a non-executive director of the Russo-British Chamber of Commerce, Chairman of the CIS Advisory Panel of International Financial Services London and a member of the Executive Committee of the Kazakh-British Trade & Industry Council. Before joining PBN, Trevor was a partner at the international law firm Clyde & Co - and worked at their St Petersburg office for six years. In 2001-2 he was seconded to the DTI, where he helped to formulate and deliver the UK Government's strategy to promote Russia as an export market.



Ben Diggins has worked for the Ford Motor Company for over 20 years. In that time Ben has introduced a range of recycling systems and is a keen promoter of closed loop recycling and the use of waste as a social enterprise vehicle. Currently heading Ford's sustainable energy programmes in the UK, as well as promoting new technology to divert difficult waste streams from landfill.



Mike Godfrey has always been in the automotive industry and now works for Honda, in Swindon. Assignments have included Manufacturing Manager, Quality Manager, and he now has responsibility for Safety and Environment coordination for the Swindon site and Honda's other manufacturing operations in Europe (as senior manager and Chief Engineer). Under his environmental role, work has expanded to include external liaison with the SMMT, he represents Honda on the CBI Manufacturing Council and holds positions in local Swindon organisations.



Scott Hazelton is a Senior Principal of Global Insight and Director of its Construction Advisory Services practice. He was responsible for developing its suite of construction products, creating the forecasting models and the framework required to follow international and domestic markets in detail. He has worked extensively in the analytical areas of the agricultural, forestry, construction machinery and equipment, building materials and construction services industries. He is a regular contributor to *International Construction* and *Cranes Today* magazines and holds a BA in Economics from Bates College.

Dr Steve Peters is a consultant psychiatrist working full-time in sport. He is resident with the British Cycling team that scooped a record eight gold medals at the Beijing Olympics. Steve has also had involvement with a further 12 Olympic sports, Premier League footballers and the England rugby team. His medical career took him into forensic psychiatry - and he was senior clinical lecturer at Sheffield University. For fun, he competes in track and field and is the current World Masters Champion and world-record holder for 200 metres. British Olympian Victoria Pendleton credited Steve for her gold medal winning performance; "He has given me so much confidence that I can win. Never take anything for granted, never leave anything to chance: that's what he taught me".

David Phillips is MD, founder and owner of Off-Highway Research, a management consultancy that specialises in the research and analysis of international construction equipment markets. A graduate of London University, he first joined the London Chamber of Commerce before joining the Economist Intelligence Unit as a junior consultant. In 1981 he was made Manager of the EIU's Off-Highway Research Division. In 1986 he led a MBO of the Division, which became a limited company. Off-Highway Research has offices in London, Beijing and New Delhi.

Wolfgang Pinner graduated in Economics at the Bonn University. He joined BNP Paribas Lease Group in 1989 and was promoted to the Executive Committee of BPLG - BNP Paribas Lease Group - Germany, where he was in charge of Credit, Floorplanning and Relationship Management with construction equipment manufacturers. In April 2008, he joined the Executive Committee of BPLG Group, to head the Joint Venture and partnership activities at Group level.

Professor Stefan Pischinger studied mechanical engineering at Aachen Technical University. He worked as a research assistant at the Sloan Automotive Laboratory at MIT until he received his PhD for his work on spark ignition in modern combustion engines. He then held various positions at Daimler-Benz. Since 1997 he has been a Professor at Aachen Technical University and Director of the Institute for Combustion Engines. He is also President and CEO of FEV, a worldwide company for engineering services and test systems in the field of combustion engines and powertrain.

Chris Skrebowski is the founding Director of Peak Oil Consulting, a specialist consultancy helping organisations adapt to the challenges in global energy supply. He is also the Consulting Editor of *Petroleum Review*. He has 38 years experience in the oil industry, divided between industry planning/market analysis and oil journalism. Chris is a Fellow of the Energy Institute, a founding member of the Association for the Study of Peak Oil and sits on the board of the Oil Depletion and Analysis Centre.

Matthew Taylor is a London School of Economics graduate. He spent four years in the Royal Navy before joining the Ford Motor Company in 1985. He has worked in Britain, Spain and Australia, where he was Ford's Vice-President of Marketing and Sales. He became Sales and Marketing Director of Land Rover in 2000, and MD in 2003. He left to join JCB in 2006 as MD of JCB Sales. Matthew became JCB's Chief Operating Officer in 2007 and was promoted to CEO in 2008.





The organisers thank the following companies for their support for the CECE Congress 2008



UK Trade & Investment  
[www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk)



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



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



Perkins Engines  
[www.perkins.com](http://www.perkins.com)



ALS (Freight Management Group) Ltd  
[www.abnormal-loads.com](http://www.abnormal-loads.com)



Datatag  
[www.datatag.co.uk](http://www.datatag.co.uk)



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



Off-Highway Research  
[www.offhighway.co.uk](http://www.offhighway.co.uk)



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

## CECE Engineering the Future Congress Sponsors



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. This can include assistance from a core of R&D specialists who work with R&D intensive investors to establish what leading edge R&D those investors need. These specialists also work in support of R&D intensive UK companies to help them grow their international business. UKTI 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)



JCB is the world's third largest manufacturer of construction equipment by volume of machines sold and has 18 plants on four continents. The company employs more than 9,000 people and sold more than 72,000 machines in 2007. The company manufactures over 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. JCB exports 75 per cent of its UK-made products to 150 countries and it 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)



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 600 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.  
[www.komatsueurope.com](http://www.komatsueurope.com)



Perkins Engines is the world's leading supplier of off-highway diesel and gas engines in the 4 - 2000kW (5 - 2600 hp) market. Perkins' key strength is its ability to tailor engines precisely to meet customers' requirements, which is why its engine solutions are trusted by more than a thousand leading manufacturers in the industrial, construction, agricultural,

materials handling and electrical power generation markets. Perkins has 132 distributors in 181 countries with 3,500 outlets that can provide product support in 181 countries around the world. An extremely high standard is set to ensure the distribution network provides an outstanding service to all customers. [www.perkins.com](http://www.perkins.com)



ALS (Freight Management Group) Ltd offers a *One Stop Shop* for the worldwide movement of abnormal and heavy loads, focusing on construction equipment logistics. As well as providing construction equipment companies with logistics and supply chain solutions for the

movement of finished machines and components, ALS can also provide warehousing and storage, spare parts logistics, project forwarding/chartering and general forwarding. ALS can handle logistics requirements no matter how large or small.  
[www.abnormal-loads.com](http://www.abnormal-loads.com)



Bell Equipment was established in South Africa in 1954 and has since earned a reputation for manufacturing the world's most fuel-efficient articulated dump trucks. Its European operation is supported by a state of the art production plant in Eisenach, Germany. The German factory assembles trucks ranging from the 25-tonne B25D up to Bell's flagship B50D. Globally, Bell supplies ADTs and other heavy machinery to the plant hire, construction, earthmoving, quarrying and mining industries. This year sees Bell's first step towards expanding its European product range with the launch of

Bell wheel loaders, initially in the UK. Bell also develops bespoke machines for a wide range of sectors, including power stations and landfill operations. Its engineers have a reputation for designing strong, reliable machines, while the company prides itself on its after-sales service. All Bell ADTs are equipped with the latest computer and GPS fleet management capability (Fleetm@tic).  
[www.bellequipment.co.uk](http://www.bellequipment.co.uk)



Theft of plant and construction equipment is a massive problem and estimated to cost the industry 7.2 billion euros in Europe alone. This serious issue affects many within the construction industry, from insurers, hirers, finance companies, construction companies and their building projects, right through to family-run businesses. In an award winning, world leading security initiative supported by the UK Home Office, the Association of Chief Police Offices, the Police, key insurers, leading OEM's, local authorities, major plant hirers and the CEA, Datatag was the preferred supplier to run and administer the official Construction Equipment Security and Registration

scheme known as CESAR. Datatag's state of the art identification technology, combined with a 24 hour international secure and accredited call centre, has reduced theft across many markets and is a powerful theft deterrent. Since 1992, millions of Datatag's continue to protect equipment worldwide.  
[www.datatag.co.uk](http://www.datatag.co.uk)  
[www.cesarscheme.org](http://www.cesarscheme.org)



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.



# In the Lobby



*The CEA is committed to lobbying in the UK and Europe and working with the network of other trade associations, agencies and government departments to promote the interests of the UK construction equipment sector.*

## BERR backing sought

The CEA is in discussions with the Automotive Unit of the Department for Business, Enterprise and Regulatory Reform (BERR) to gain their support for a new prestige publication showcasing the size, value and success stories of the UK construction equipment sector. The web-linked brochure has the working title of

*Making machines for the built environment* and will aim to showcase the innovation, inward investment and the progress of our sector over the last few years. It will help us in our relations with government and government agencies, underlining the significance of our industry to the UK economy.

## International Trade Commission

The new International Trade Commission (ITC) of the Committee for European Construction Equipment (CECE) has set the battle against non-compliant imports at the top of their agenda. This new European group is chaired by Thomas Lyckvall, the Sales Director of Swedish manufacturers Ljungby Maskin AB. The Commission has identified a number of

action points, including an initiative to gather more accurate information on the size of the non-compliance problem. This will include contact with European ports' authorities. The Commission will be setting its detailed action plan during the CECE Congress - and will aim to coordinate its programme with CEA efforts at a national level.

## Top tips educate readers

The CEA campaign against the import and use of construction equipment that is not compliant with EU law received a publicity boost this summer. We have launched an initiative to educate users about the perils of buying non-compliant equipment - and how to identify it.

*Construction News* published two CEA features on the subject and we also received coverage from the other leading weekly title, *Contract Journal*. The press campaign continues in the next edition of the *UK Plant Guide*.

## Communicating with China a new opportunity

UKTI is launching a new, monthly, Chinese-language newsletter, focused on the automotive and advanced engineering sectors. It will be sent electronically to an extensive database of key contacts in Chinese industry and government - delivering a regular series of short, punchy items, with signposting to websites and contacts who can supply more detailed information. If you have a story/event you wish to include, please supply the contacts below with the basic details. UKTI will take care of the news paragraph and the translation into Chinese. Also, please supply e-mail addresses of any key contacts in China you feel would like to receive the newsletter.

Mark Norcliffe - UKTI International Business Specialist  
Tel: +44 (0)1304 830509 - E-mail: [m\\_norcliffe@yahoo.co.uk](mailto:m_norcliffe@yahoo.co.uk)

Neil Floyd - Consul Trade & Investment, Shanghai  
Tel: +86 21 3279 2021 - E-mail: [neil.floyd@fco.gov.uk](mailto:neil.floyd@fco.gov.uk)

## Market Trends

### UK construction output second quarter 2008

The total volume of construction output in the second quarter of 2008 fell by half a per cent compared with the first quarter of 2008. New private housing work was seven per cent lower and new public housing was two per cent lower over the same period. All new work fell by three per cent whilst repair and maintenance rose by two per cent. The total volume of construction output in the twelve months to the second quarter of 2008 rose by three per cent compared with the previous twelve month period. The total volume of new work in the twelve months to the second quarter of 2008 was three per cent higher compared with the previous period, but fell three per cent in the second quarter when compared with the previous quarter. The total volume of repair and maintenance work rose by three per cent in the twelve months to the second quarter of 2008 compared with the previous period, and was two per cent higher in the second quarter of 2008 compared with the previous quarter.

Responsibility for construction output, employment and new orders statistics has been transferred from BERR to the Office for National Statistics - visit their website [www.statistics.gov.uk](http://www.statistics.gov.uk)

## Off-Highway Research

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

Off-Highway Research has offices in:

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

# Technical Briefing

## Harmonisation of Road Regulations in the EU

In theory we have a free market within the EU. However, we know that when earthmoving machines are used on the road many countries have different national laws and requirements. This means that CEA members have to build different versions of the same machine model in order that one of them is acceptable in all member states.

Through CECE (the Committee for European Construction Equipment) we have tried, over the years, many different ways to overcome this problem. These have included discussions with the European Commission and member states regarding a proposal for a new Directive. We have submitted detailed justification, including a summary of the different requirements in each member state and the economic implications. We even drafted the text for a proposed new approach Directive that showed the various machine elements that impact on road travel (steering, braking, lights, and some 50 others) and how these could be achieved through existing standards.

There was also provision to allow member states some latitude in order to retain essential national requirements. However, although supported by the European Commission, some member states (including the UK) would not agree to this approach, preferring instead to adopt a national rather than free market approach.

Since then, due to a lack of interest and activity at a legislative level, CECE has sought to achieve voluntary harmonisation through the use of a harmonised standard. A CECE Project Team led by Mark Ireland (JCB) developed the standard that is now published as EN 15573. It details 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 fulfils 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.

A machine built to the new EN 15573 standard and homologated in one member state must be accepted by all member states under Mutual Recognition Agreements. Currently the Mutual Recognition Agreement is a Commission Decision which has a low legal standing within the EU. However, a new Mutual Recognition Agreement Regulation is coming into force from 1 January 2010, which will mean that anything placed on the market in one EU member state should be accepted in every other EU member state, unless that EU country can prove its national law is needed.

As we anticipate that some countries

will object to the fact that other EU member states have no regulation (lower safety), the CECE Rooding PT has devised a plan to test the reaction. This is to take machines meeting EN 15573 (the standard for road requirements for earthmoving machines) and place them on the market in EU member states which we know will accept them. Then, to place the same machines on the market in EU member states that have additional national laws (and third party testing). CECE will then collect all the extra requirements of where machines need to be registered, and the declaration to be made by the manufacturer and, if necessary, challenge the EU member state when/if it rejects the machine. We need to demonstrate that this is an industry problem, particularly for SMEs, if we are to remove this barrier to trade. It is anticipated that a number of OEMs will support this exercise and we look forward to reporting a positive outcome to members.

### Next meeting

The next meeting of the CEA's General Technical Committee (GTC) will be held on 9-10 December 2008, at the offices of Volvo in Geneva. Details will be sent out in due course.

### Missing out?

CEA members not already represented on the GTC should e-mail Lucy Scholefield (lucy@asnorth.co.uk) with contact details of who you would like to receive technical information. The committee's meetings are also a good place to network with other CEA members.

### Technical e-bulletins

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



## Portable Emissions Measurement Systems

The European Commission has issued a requirement for a test programme for in-use testing of non-road mobile machinery in line with Article 2 of 2004/26/EC.

This test programme will be managed through the Joint Research Centre with the testing at manufacturers' sites using Portable Emissions Measurement Systems (PEMS). This equipment is essentially a cube with side lengths of 500mm and a weight of 35kg and is capable of being placed in a rack or vibration proof enclosure.

CECE and Euromot (the European engine manufacturers' association) have committed their support to the required

test programme through their member companies. A matrix of machine types in the various power categories has been prepared and supported across the agricultural and construction equipment industries. The PEMS equipment will only measure gaseous emissions as no reliable system for measuring particulates is available.

It is anticipated that the EU will introduce the enacting legislation for 2015; a similar initiative is under discussion for North America with a presumed introduction date of 2011 for in-use testing.



European Commission, Brussels

## Complaint to the European Commission

The CEA has lodged a complaint with the Commission of the European Communities concerning the failure of Ireland to comply with Community law.

A newly implemented Regulation (S.I. No. 504 of 2006 - Safety, Health and Welfare at Work (Construction) Regulations 2006) specifies requirements for the assessment of visibility from construction equipment which is a subject already dealt with by the manufacturer in his risk assessment for the Machinery Directive. Furthermore, although supposedly risk-based, the Regulations in Ireland specify certain parts that need to be fitted to construction equipment to achieve compliance.

The safety of work equipment (machinery) is already regulated in the form of the Machinery Directive 98/37/EC. Detailed safety objectives, known as essential health and safety requirements, lay out criteria for safe design and manufacture of machinery, which is further supplemented by European harmonised standards. The new Regulation in Ireland conflicts with the Machinery Directive since it requires assessment and modification of construction equipment beyond its basic specification, despite that both instruments have safety as one of their objectives. It is also in contradiction with Article 28 of the Treaty Establishing the European Community since it gives rise to restrictions on imports (placing on the Irish market) of construction equipment that is in conformity with Community harmonising legislation.

# International Business and Exhibitions



## Bauma China : Shanghai, China

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

UKTI grant support of up to £1,400 per eligible company at Bauma China is available to exhibitors meeting their criteria. However, UKTI has extended grant eligibility to companies who have used up their lifetime quota of three grants - but are attending exhibitions in key markets or major events. So it is worth applying if you are an SME and either new to export or new to market / exhibition. However, time is short and applications must be received by the CEA by 1 October. Full details and an application form are available by e-mail from [joanna@aslnorth.co.uk](mailto:joanna@aslnorth.co.uk). Grants are available to UK companies exhibiting at Bauma whether on the UK Pavilion or exhibiting independently.

## Grants for 2009/2010 exhibitions

The CEA has bid for exhibitor grant support from the UK Trade & Investment TAP Grant Programme in the 2009/2010 financial year for:

- Intermat, Paris, France  
20-25 April 2009
- BICES, Beijing, China  
27-30 October 2009
- Excon, Bangalore, India  
25-29 November 2009

In addition to the other trade associations comprising the UKTI Advanced Engineering Sector, the CEA must compete with all other UK sectors for grant support. CEA Director of Global Programmes, Joanna Oliver, regularly attends government meetings to lobby hard on behalf of the UK construction equipment sector. Intermat has already been approved - although we have not yet been informed of the level of grant available. We should know in November if the other two bids have been successful and will be issuing application packs to interested exhibitors.

## CEA UK Pavilion

CEA members are invited to visit the CEA UK Pavilion in Hall E5 at Bauma China for a chat - or just a rest and cup of tea!

## UK Networking Dinner

With generous sponsorship from the UKTI Automotive Sector, the CEA will host a networking dinner on the first night of Bauma China - 25 November. All UK exhibitors and manufacturers are invited, together with key invited guests. CEA members visiting Bauma China should e-mail [joanna@aslnorth.co.uk](mailto:joanna@aslnorth.co.uk) for an invitation.

## 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. JCB, Perkins Engines, Webtec, Off-Highway Research, MIRA and MP Filtri are already confirmed as speakers. Usually between 50 and 100 delegates attend. The 2008 seminar will be held on

Monday 1 December - the week following Bauma China - in Changzhou, about two hours by train from Shanghai. This is a construction equipment sector cluster including: Changlin, Hyundai, Jiangsu World, Jiangsu Liugong, Zhenjiang Huatong plus many component suppliers. Perkins' new Chinese factory is located in Wuxi and we are speaking with Perkins to arrange a factory visit on Tuesday 2 December to coincide with the mission. For further information e-mail [joanna@aslnorth.co.uk](mailto:joanna@aslnorth.co.uk).

## Intermat : Paris, France

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

The CEA UK Pavilion has sold out in record time. However, due to a company pulling out, one space of 15 sqm has just become available. This is likely to be snapped up quickly - so if you are interested please contact us now. We have requested additional space from the organisers but as yet it is unconfirmed. If

you do need space and are unable to get it directly (the show is 90% full already) please let us know and we will put you on our waiting list. For companies not wanting to exhibit, or unable to obtain space, the CEA Lounge Pass and Brochure Display is always an option. Ask us for details.

## CEA India Meet the Buyer Seminar Mission

September 2008

### India Knowledge Base

The India Knowledge Base is part of a two year CEA India programme - to better understand the enormous Indian market for construction equipment and its uses and applications. It is generously funded by the Advance Engineering sector of UKTI - the exporting arm of the UK government. The CEA conducted a scoping visit to India in October/ November 2007, visiting 16 Indian companies. Building on the contacts made during the research, The CEA's Director of Global Programmes, Joanna Oliver, led nine UK companies to present at the Meet the Buyer Seminars at three Indian centres during the second week of September.

### The Seminars

The UK companies gave presentations to invited audiences during the morning sessions, with networking lunches and one to one meetings in the afternoons. The Seminars were held in:

- **Chennai**, which included a reception, hosted jointly by the CEA, UKTI and the SMMT (Society of Motor Manufacturers and Traders) who held a parallel seminar.
- **Bangalore**, where the the UK group was welcomed by the CEO and senior management of L&T Komatsu - and given an extensive factory tour of both the excavator production line and both hydraulics plants.



- **Pune**, which included a visit to the world's largest single foundry and the second largest global forging

company - Bharat Forge. JCB Pune hosted the final seminar at their state of the art plant in Talegaon.

Although the UK speakers had widely varying objectives for participating in the seminars, all the UK companies reported making excellent new contacts and found the seminars a great way of spreading their corporate message in India and educating delegates about their product sector. Copies of the presentations will soon be available on [www.coneq.org.uk](http://www.coneq.org.uk).



Geoff Grant - MP Filtri UK Ltd

The seminars were expertly organised in India for the CEA by Continex Tradeline - headed by Mr Srinagesh, a former Automotive Trade Lead for UKTI in Chennai. Continex are based in India and backed by a UK parent. They assist UK companies to start up in India, find distributors and agents and source components.

The CEA would like to record its thanks to Ian Lockhart, head of the Automotive Sector of the UKTI Advanced Engineering Sector, for his continued support of the CEA's India initiative. Without his support we would be unable to expand our activities to develop a UK presence in this critically important market.

### What next?

The CEA will hold an India Conference in the UK in spring 2009 and, subject to continued government funding, the CEA will run further seminars in India in 2009 in tandem with the Excon exhibition in November 2009.

## Mexico: infrastructure and construction

The Mexican government has produced the National Infrastructure Development Plan which will cost US\$250-300 billion in the next five years. Additionally, there are plans for a spend of US\$200-250 billion on housing. The plan aims to finance transport infrastructure projects in roads, railways, airports and ports. It will also provide finance for projects in telecommunications, water supply and sanitation, irrigation and flood control infrastructure.



Anne Beaumer (above) is the UK Trade and Investment Officer responsible for infrastructure and construction matters for the whole of Mexico. Based in Mexico City, Anne is active in finding opportunities for British companies in these sectors which are currently booming. Anne will be sending the CEA the latest reports on new roads, new airports and cruise ship ports planned. Look out for full information in the CEA's October International e-Bulletin.

E-mail: [anne.beaumer@fco.gov.uk](mailto:anne.beaumer@fco.gov.uk)  
<http://ukinmexico.fco.gov.uk/en/>

### 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 [kim@admin.co.uk](mailto:kim@admin.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>	Linde Hydraulics Ltd	<a href="http://www.lindehydraulics.co.uk">www.lindehydraulics.co.uk</a>
Ashtree Glass Ltd	<a href="http://www.ashtreeglass.co.uk">www.ashtreeglass.co.uk</a>	Loadwise Int'l Ltd / Hawkley Group	<a href="http://www.loadwise.co.uk">www.loadwise.co.uk</a>
ATP Industrial Transmissions Ltd	<a href="http://www.atp-group.com">www.atp-group.com</a>	Lubrizol Corporation	<a href="http://www.lubrizol.com">www.lubrizol.com</a>
Aurora Design & Consultancy	<a href="http://www.aurora-dc.co.uk">www.aurora-dc.co.uk</a>	Manitou UK Ltd	<a href="http://www.manitou.com">www.manitou.com</a>
Becool Radiators Ltd / Gallay	<a href="http://www.gallay.co.uk">www.gallay.co.uk</a>	Merlo UK Ltd	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>
Bell Equipment UK Ltd	<a href="http://www.bellequipment.co.uk">www.bellequipment.co.uk</a>	Metsec plc	<a href="http://www.metsec.co.uk">www.metsec.co.uk</a>
Bergstrom (Europe) Ltd	<a href="http://www.bergstrominc.com">www.bergstrominc.com</a>	Miller UK Ltd	<a href="http://www.millerdirect.com">www.millerdirect.com</a>
Bobcat Company	<a href="http://www.bobcat.com">www.bobcat.com</a>	Milsko Manufacturing Ltd	<a href="http://www.milsko.com">www.milsko.com</a>
Bomag (GB) Ltd	<a href="http://www.bomag.com">www.bomag.com</a>	Moxy Engineering AS	<a href="http://www.moxy.no">www.moxy.no</a>
Brendon Ltd	<a href="http://www.powerwashers.co.uk">www.powerwashers.co.uk</a>	MP Filtri (UK) Ltd	<a href="http://www.mpfiltri.com">www.mpfiltri.com</a>
BSP International Foundations Ltd	<a href="http://www.bsp-if.com">www.bsp-if.com</a>	NC Engineering	<a href="http://www.nc-engineering.com">www.nc-engineering.com</a>
Cab Glazing Services	<a href="http://www.cabglazing.com">www.cabglazing.com</a>	Nylacast Components Ltd	<a href="http://www.nylacast.co.uk">www.nylacast.co.uk</a>
Caldervale Forge Co Ltd	<a href="http://www.rockeatertools.com">www.rockeatertools.com</a>	Perkins Engine Co Ltd	<a href="http://www.perkins-engines.com">www.perkins-engines.com</a>
Caterpillar (UK) Ltd	<a href="http://www.cat.com">www.cat.com</a>	Phoenix Engineering Co Ltd	<a href="http://www.phoenixeng.co.uk">www.phoenixeng.co.uk</a>
CNH UK Ltd	<a href="http://www.newholland.com/uk">www.newholland.com/uk</a>	Pioneer Pump Ltd	<a href="http://www.pioneerpumps.co.uk">www.pioneerpumps.co.uk</a>
ComeSys Europe Ltd	<a href="http://www.comesyseurope.com">www.comesyseurope.com</a>	Plantex Equipment (Kato Excavators)	<a href="http://www.plantexequipment.com">www.plantexequipment.com</a>
Cummins Engine Co Ltd	<a href="http://www.cummins.com">www.cummins.com</a>	Powerscreen International plc	<a href="http://www.powerscreen.com">www.powerscreen.com</a>
Dana Corporation	<a href="http://www.dana.com">www.dana.com</a>	Prolec Ltd / Strainstall Group Ltd	<a href="http://www.prolec.co.uk">www.prolec.co.uk</a>
Darchem Insulation Systems	<a href="http://www.darchem.co.uk">www.darchem.co.uk</a>	Raben BD Ltd	<a href="http://www.raben-bd.co.uk">www.raben-bd.co.uk</a>
David Brown Hydraulics Ltd	<a href="http://www.dbh.textron.com">www.dbh.textron.com</a>	Rayco-Wylie Systems	<a href="http://www.raycotech.com">www.raycotech.com</a>
Dawson Construction Plant Ltd	<a href="http://www.dcpuk.com">www.dcpuk.com</a>	RDS Technology Ltd	<a href="http://www.rdstec.com">www.rdstec.com</a>
Doosan Infracore UK Ltd	<a href="http://www.doosan.com">www.doosan.com</a>	Remploy Ltd	<a href="http://www.remploy.co.uk">www.remploy.co.uk</a>
Edwin Lowe Ltd	<a href="http://www.edwinlowe.com">www.edwinlowe.com</a>	Roballo Engineering Co Ltd	<a href="http://www.roballo.co.uk">www.roballo.co.uk</a>
Extec Screens & Crushers Ltd	<a href="http://www.extec.eu">www.extec.eu</a>	Selwood Ltd	<a href="http://www.selwood-pumps.co.uk">www.selwood-pumps.co.uk</a>
Fairport Construction Equipment Ltd	<a href="http://www.fairport.uk.com">www.fairport.uk.com</a>	SKF (UK) Ltd	<a href="http://www.skf.com">www.skf.com</a>
Fozmula Ltd	<a href="http://www.fozmula.com">www.fozmula.com</a>	Somero Enterprises Ltd	<a href="http://www.somero.com">www.somero.com</a>
Friction Marketing Co Ltd	<a href="http://www.frictionmarketing.co.uk">www.frictionmarketing.co.uk</a>	Southco Europe Ltd	<a href="http://www.southco.com">www.southco.com</a>
Gate7 Ltd	<a href="http://www.gate7.co.uk">www.gate7.co.uk</a>	Spillard Safety Systems Ltd	<a href="http://www.allroundvision.com">www.allroundvision.com</a>
GCM Ltd / Unitem Engineering Co Ltd	<a href="http://www.gcmsales.com">www.gcmsales.com</a>	SPP Pumps Ltd	<a href="http://www.spppumps.com">www.spppumps.com</a>
GKD Technik	<a href="http://www.gkdtechnik.com">www.gkdtechnik.com</a>	Taylor Construction Plant	<a href="http://www.tcp.eu.com">www.tcp.eu.com</a>
Gomaco International Ltd	<a href="http://www.gomaco.com">www.gomaco.com</a>	Terex Construction (Coventry)	<a href="http://www.terexce.com">www.terexce.com</a>
Henry Cooch & Son Ltd	<a href="http://www.henrycooch.co.uk">www.henrycooch.co.uk</a>	Terex Equipment Ltd	<a href="http://www.terex.com">www.terex.com</a>
Heskins Ltd	<a href="http://www.heskins.com">www.heskins.com</a>	Terex Finlay	<a href="http://www.terexfinlay.com">www.terexfinlay.com</a>
Hewitt Robins International Ltd	<a href="http://www.hewittrobins.co.uk">www.hewittrobins.co.uk</a>	Terex Pegson	<a href="http://www.terexpegson.com">www.terexpegson.com</a>
Hidromek	<a href="http://www.hidromek.com">www.hidromek.com</a>	Thompson Technik (Bridgend) Ltd	<a href="http://www.thompson-technik.com">www.thompson-technik.com</a>
Hitachi Construction Machinery (Europe)	<a href="http://www.hcme.com">www.hcme.com</a>	Thompson Technik (Hessle) Ltd	<a href="http://www.thompson-technik.com">www.thompson-technik.com</a>
Husco International Ltd	<a href="http://www.huscointl.com">www.huscointl.com</a>	Thompson Technik (Newcastle) Ltd	<a href="http://www.thompson-technik.com">www.thompson-technik.com</a>
Hydrema Denmark A/S	<a href="http://www.hydrema.com">www.hydrema.com</a>	TowerLight UK Ltd / Genset plc	<a href="http://www.towerlight.co.uk">www.towerlight.co.uk</a>
Hymix Limited	<a href="http://www.hymix.com">www.hymix.com</a>	Trelleborg Industrial AVS	<a href="http://www.trelleborg.com">www.trelleborg.com</a>
International Transmissions Ltd	<a href="http://www.intrans.co.uk">www.intrans.co.uk</a>	TriMark Europe Ltd	<a href="http://www.trimarkcorp.com">www.trimarkcorp.com</a>
JCB Sales Ltd	<a href="http://www.jcb.co.uk">www.jcb.co.uk</a>	Trullo Air Movement Ltd	<a href="http://www.trullo-airmovement.com">www.trullo-airmovement.com</a>
John Deere Construction Equipment Co	<a href="http://www.deere.com">www.deere.com</a>	Volvo Compact Equipment SAS	<a href="http://www.volvoce.com">www.volvoce.com</a>
KAB Seating Ltd	<a href="http://www.kabseating.com">www.kabseating.com</a>	Volvo Construction Equipment Ltd	<a href="http://www.volvoce.co.uk">www.volvoce.co.uk</a>
Katmex Ltd	<a href="http://www.katmex.co.uk">www.katmex.co.uk</a>	Webtec Products Ltd	<a href="http://www.webtec.co.uk">www.webtec.co.uk</a>
Kay-Dee Engineering Plastics Ltd	<a href="http://www.kaylan.co.uk">www.kaylan.co.uk</a>	West Alloy Ltd	<a href="http://www.westalloy.com">www.westalloy.com</a>
Knott-Avonride Ltd	<a href="http://www.knottuk.com">www.knottuk.com</a>	Weston Body Hardware	<a href="http://www.wbh.co.uk">www.wbh.co.uk</a>
Komatsu UK Ltd	<a href="http://www.komatsu-europe.com">www.komatsu-europe.com</a>	Winget Ltd	<a href="http://www.winget.co.uk">www.winget.co.uk</a>

## Press and Service Affiliates

Access International / KHL Group	<a href="http://www.khl.com">www.khl.com</a>	Machinery Outlook Europe / Manfredi	<a href="http://www.machineryoutlookeurope.com">www.machineryoutlookeurope.com</a>
ALS (Freight Management Group) Ltd	<a href="http://www.abnormal-loads.com">www.abnormal-loads.com</a>	International Rental News / KHL Group	<a href="http://www.khl.com">www.khl.com</a>
Construction Europe / KHL Group	<a href="http://www.khl.com">www.khl.com</a>	IVT / UKIP Media & Events	<a href="http://www.ukintpress.com">www.ukintpress.com</a>
Construction News / EMAP	<a href="http://www.cnplus.co.uk">www.cnplus.co.uk</a>	KHL Group	<a href="http://www.khl.com">www.khl.com</a>
Contract Journal	<a href="http://www.contractjournal.com">www.contractjournal.com</a>	Off-Highway Research	<a href="http://www.offhighway.co.uk">www.offhighway.co.uk</a>
Cranes Today / Progressive Media Markets	<a href="http://www.cranestodaymagazine.com">www.cranestodaymagazine.com</a>	Plant Managers Journal / Reed	<a href="http://www.reedbusiness.co.uk">www.reedbusiness.co.uk</a>
Demolition & Recycling International / KHL	<a href="http://www.khl.com">www.khl.com</a>	Plant World / Sheen Publishing Ltd	<a href="http://www.sheenpublishing.co.uk">www.sheenpublishing.co.uk</a>
EMAP Construct Ltd / Construction News	<a href="http://www.cnplus.com">www.cnplus.com</a>	Resale Weekly / Moffat Publishing	<a href="http://www.resaleweekly.com">www.resaleweekly.com</a>
International Construction / KHL Group	<a href="http://www.khl.com">www.khl.com</a>	Sheen Publishing Ltd / Plant World	<a href="http://www.sheenpublishing.co.uk">www.sheenpublishing.co.uk</a>
International Cranes / KHL Group	<a href="http://www.khl.com">www.khl.com</a>		