

The Voice of the UK Construction Equipment Industry



newsline

Intermat

British exhibitors

pages 14-20

CEA
review
of the year
pages 4-5

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Cover picture by Claire Barton
View across Paris taken from Notre-Dame Cathedral

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From the President

This is the last issue of *Newsline* before our 2006 AGM Conference, after which, members willing, I will start the second half of my term as President of your Association. The following pages provide a summary of our main activities since the last AGM and I want to record my personal thanks to everyone who has supported me over the last year and contributed to our continued progress. The key issues for our industry are coming into sharper focus and I would like to highlight just a few.

Emerging markets

It's a cliché when discussing the emergence of China (and more recently India) to talk about "threats and opportunities". The opportunity to supply to new and rapidly expanding markets is an exciting one, albeit one that can be daunting, particularly to our smaller member companies. But we know when we organise our industry exhibits and

trade missions to these countries that there will be as many British participants looking to source from these low cost economies as to sell to them. This is a fact of life now in the relentless drive for low cost sourcing. The CEA is planning further visits to both India and China in the coming year - if you still don't have a strategy for these markets I would urge you to participate.

Tracking the value

Within the CEA I have been keen for us to assess and keep track of the value of our services to our members, ie our customers. In the same way I know that in our businesses we have to concentrate on identifying where we add the most value. This is probably the biggest challenge to the British manufacturing sector, to identify what we do best and to deliver to world-class standards. This lies at the heart of competitiveness and through our new network of partners,

under our *Excellence Network* banner, we are able to signpost members to the expertise needed to continue to improve our manufacturing practices and corporate plans. To showcase the services offered we will have at least two regional workshops in the coming months. The companies that survive and prosper will be those most alive to the possibilities of change - and that offer the most innovative and technologically progressive products.

Grey clouds still with us

The CEA has played a major role in helping to negotiate the passage and implementation of European technical directives over a period of many years. In that time we have seen legislation concerned with operator safety (ROPS and FOPS), environmental issues (noise and emissions) - and product safety (the machinery directive). We know that the lion's share of R&D investment in Europe in our sector has been spent on tackling compliance challenges. European manufacturers have been assiduous in ensuring they produce compliant machines for the European market, but there remains a serious problem which doesn't seem to go away. The CEA is now compiling new evidence that non-compliant or improperly CE marked equipment is still coming into the EU. This so-called "grey imports" topic looks like it will be rising up our agenda once more.

Promoting UK plc

Some 20 commercial officers from British Embassies and Consulates worldwide came to the UK for an automotive themed briefing week recently. This was set up by the Automotive Sector Team of UKTI. I was pleased to be able to brief them on the capabilities of British construction equipment manufacturers - so that when they return to post they will be better able to help our members. For me this was a good use of government trade promotion money. We have also been able to secure some financial support for our Association stand at the fast approaching Interat show. However, these positives seem outweighed by the fact that the UKTI high command have axed the well used and valuable trade show support scheme (SESA) and subventions for sector missions. These are just the sort of schemes that help our commercial officers worldwide promote UK plc. As promised, we have also stepped up our efforts to promote our industry to both the trade and national press - and expanded our network of contacts in government, its agencies and other sectors.

So, it's been a busy and challenging time since our last AGM. We have made progress in a number of areas, but with more work to do in others - and with the changing and dynamic business we are in - there will be no shortage of action in the coming year.

Paul Ross CEA President



CEA Management Council

President:
Paul Ross
Caterpillar (UK) Ltd

1st Vice President:
Colin Wakeham
Bell Equipment UK Ltd

2nd Vice President:
Peter Howe
Komatsu UK Ltd

David Redhead
BSP International Foundations Ltd

Nick Ground
GKD Europe Ltd

Gerald Pratt
HR International Crushing & Screening

Ken Bainbridge
JCB Sales Ltd

Mike Francis
Perkins Engine Co Ltd

David Osgerby
Terex Compact Equipment

Alan Williams
Volvo Construction Equipment (GB)

Brian Sugden
West Alloy Ltd

Visit our website : www.coneq.org.uk

The screenshot shows the CEA website interface. At the top, it says "Welcome to the CEA Web Site Dig in...". There is a search bar with "CEA Search" and a search button. On the left, there is a navigation menu with links: About Us, Company and Product Locator, Excellence from the UK, International Business, Exhibitions, Technical, Market Information, Newsline, News & Press Releases, Picograms, Links, and Members Only. The main content area features a section titled "The Construction Equipment Association" with a description of the organization and a small image of a forklift. At the bottom, there is contact information for the CEA: "The Construction Equipment Association, Orbital House, 85 Croydon Road, Caterham, Surrey, CR3 6PD, UK. Tel: +44 (0)1883 334499 - Fax: +44 (0)1883 334490 - E-mail: cea@admin.co.uk

Review of the Year

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



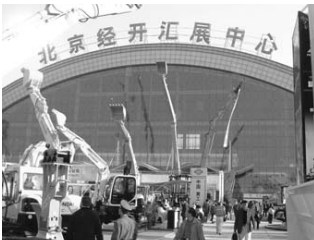
China Trade Mission 2005



CEA Website : www.coneq.org.uk



Discussing opportunities in India



BICES Exhibition, Beijing, China

Overview

Our 2005 AGM Conference launched our new Forward Plan - which provides a strategic framework for our priorities and activities. The Plan has enabled us to push forward on a number of fronts, although we still have many targets to pursue. Pleasingly our membership has continued to grow; a feature being our success in attracting more overseas based companies that particularly value the information and leadership that we

are able to offer on technical issues. Sadly, despite record sales in some product sectors, we did experience the all too familiar membership losses attributable to enterprises being wound up - a symptom of the unforgiving global marketplace. Financially, the CEA has been able to pay its way despite ever increasing demands on our resources - and we reported a small surplus in 2004/05.

Management Council

Paul Ross (Caterpillar (UK) Ltd) stepped up to the Presidency of the CEA at the 2005 AGM. He has articulated a clear vision for the Association (see *Mission and Vision panel on page 9*) and has been particularly active in stimulating press liaison and contacts with government and outside bodies. Management Council meetings now take place six times per year to reflect the increasing number of projects, with a similar number of Finance Committee meetings. The President is supported by Vice Presidents, Colin Wakeham (Bell

Equipment UK Ltd) and Peter Howe (Komatsu UK Ltd). Bob James (formerly of Trufo Air Movement Ltd) stepped down from the Management Council. Our General Technical Committee (GTC) continued to be chaired by David Wootton (Caterpillar (UK) Ltd) whilst David Redhead (BSP International Foundations Ltd) resumed the helm of the International Business Group (IBG). The CEA is indebted to the Officers, Council and Committee members who have invested their time over the last year in our activities.

International Report

The CEA continued its focus on international trade - with a return trip to China and a new research initiative in India. The IBG conference (in September), hosted by Perkins Engines, reviewed overseas market conditions and received presentations on the Gulf and North America. The North America theme was continued with the commissioning of a report on Channels to Market there, which will be showcased at the 2006 AGM Conference. Following the inaugural Committee for European Construction Equipment (CECE) Summit (Brussels, October) reports on global markets were made available to members (source: CECE Economic Commission). The CEA greatly benefited via its participation in the UKTI organised Automotive Industry Briefing Course (March 2006) for visiting commercial officers from HMG posts overseas. This provided a unique a chance for our

members to meet with experts from some 20 countries. Conexpo (Las Vegas, March 2005) hosted the last major SESA (UKTI) supported official British Group at an overseas show. From April 2006, limited government funding is now available only to novice exporters via their local RDA. Nevertheless, the CEA remains "in show business" and is organising a British Group under the new rules at Intermat (Paris, April 2006).

International activities 2005:

SMOPyC Exhibition (Zaragoza, March)
Conexpo-ConAgg & IFPE (Las Vegas)
CTT (Moscow, May)
BICES (Beijing, October)
Trade Mission (Beijing/Xuzhou, October)
Excon (Bangalore, December)

2006:
Condex (San Diego, January)
The Rental Show (Orlando, February)

Legislation and Regulation

Technical legislation is co-ordinated via the work of our General Technical Committee (GTC), which in turn makes good use of the technical forums provided by CECE. The CECE Summit launched a new commercial and technical policy brochure, "European Challenges for the Construction Equipment Industry". This outlines the CECE/CEA policy position on environmental legislation, market surveillance, standardisation and fair trade issues with China and Russia. A long running negotiation on amendments to the Machinery Directive was finally concluded in the year under review. We have continued to press for manufacturer interests to be safeguarded in the implementation of the UK Vibration Regulations. We have also had success

in halting proposals for the further tightening of noise emission levels for some equipment. However, we remained concerned about GLA plans to limit engine emissions on large construction sites (the PRECIS initiative). For over ten years, the CEA has campaigned for the harmonisation of road regulations throughout the EU. We have kept to the task and the policy is now beginning to bear fruit with the agreement of CEN to develop a new standard covering this. Closer to home, we are engaging with the quarrying industry as they seek design changes to improve the safety of mobile plant. For a fuller briefing on these and other issues, we continue to issue quarterly *Technical Bulletins*.

Forward Plan Delivery

The CEA Forward Plan concentrates on delivering services in tune with our members' aspirations. Part of the plan has been to produce a value added proposition which clearly sets out how we can best serve our different membership sections. For example, work in progress includes new initiatives on the provision of market statistics for earthmoving and crushing and screening equipment members. We also set the target of enhancing our profile as an organisation - we have done this by a more proactive

engagement with the trade and national press and have stepped up our involvement with outside organisations (see *panel listing*). A challenge has been to transition from our government funded *Manufacturing Excellence* programme to a new project which is to identify preferred suppliers of process improvement and related services to form our new *Excellence Network*. This will be showcased at regional meetings through the year.

Publications

| | |
|--------------------------------|---|
| Business Tracker CD Rom | First Chinese/English version issued in 2005. Guide to our industry, members and their products. |
| Capability Presentation | CD presentation on the capability of UK construction equipment manufacturing. Designed with HMG Commercial Officers overseas in mind. |
| Exporters' Handbook | Pocket-sized guide to exporting construction equipment. |
| International Bulletin | Monthly newsletter, free to members, packed with export advice, information and leads. |
| Newsline magazine | Circulated to members and key industry contacts (UK and overseas). |
| Technical Bulletin | Quarterly newsletter, free to members. Contains latest facts on legislation and regulation. |
| Websites | www.coneq.org.uk and www.cece-eu.org . |

Secretariat

The current CEA secretariat team includes:
 Tim Faithfull - Technical
 Kim Fitzpatrick - Publications
 Charlotte Harmer - Admin support
 Pam Hyde - International
 Marilyn Matthews - Admin support
 Barbara Nalty - Accounts
 Joanna Oliver - Exhibitions
 Rob Oliver - Chief Executive
 Bill Osborne - Technical (consultant)

Thanks

Thanks to all who have given up their valuable time to support the CEA over the last year. Particular thanks also to Steve Martin (UKTI), Paul Mullins and Alan Woods (DTI) and Ralf Wezel and his CECE colleagues.

The CEA is pleased to continue its involvement and liaison with a number of government bodies, agencies and fellow trade associations, including:

Agricultural Engineers' Association (AEA)
 All-Party Parliamentary Export Group
 Association of British Mining Equipment Companies (ABMEC)
 British Consultants and Construction Bureau (BCCB)
 Canning House
 Construction Plant-hire Association (CPA)
 Committee for European Construction Equipment (CECE)
 Department for Environment, Food & Rural Affairs (DEFRA)
 Department of Trade & Industry (DTI)
 DTI Automotive Unit
 EEF
 Health & Safety Executive (HSE)
 Hire Association Europe (HAE)
 International Powered Access Federation (IPAF)
 Lighthouse Club
 Middle East Association (MEA)
 Motorsport Industry Association (MIA)
 Plant Theft Action Group (PTAG)
 Society of Motor Manufacturers and Traders (SMMT)
 Scottish Plant Operators' Association (SPOA)
 Sponsors' Alliance
 UK Trade & Investment (UKTI)
 UKTI Automotive Sector Panel
 UKTI Automotive Sector Advisory Group (ASAG)
 UKTI Automotive Sector Regional Advisory Group (RAG)
 UKTI India Working Group
Space constraints do not permit a comprehensive list.



North America Channels to Market

A major new CEA study sponsored by UK Trade & Investment

Key objectives of the research include:

- ~ Identify North American market channels.
- ~ Recommend sources of market intelligence.
- ~ Describe the North American market geography.
- ~ Review market strategy differences between OEM and component suppliers.
- ~ Investigate North American preferences for British products.
- ~ Identify trade and technical barriers to entry.
- ~ Discuss the financial aspects of doing business in North America.
- ~ Discuss legal issues.
- ~ Identify other possible sources of assistance for British companies.
- ~ Review distributor expectations of suppliers.
- ~ Review supplier expectations of distributors.
- ~ Identify North American market channels:
 - Distributors
 - Rental companies
 - Agents
 - Direct to OEMs
 - Direct sales
 - Internet
 - Others

One of the most frequently asked questions we hear from CEA members is "how can we succeed in exporting to North America?" Most UK companies that attend US trade shows report a high level of interest in their products while at the show, but after a few months many have failed to translate those initial leads into sales. Why? Responding to these problems, the CEA has obtained funding from the UK Trade & Investment Automotive Sector to conduct research that will assist manufacturers in our sector establish and maintain sustainable channels to market.

The research has been carried out by US construction and agricultural equipment market specialists, Manfredi Associates, and provides manufacturers with a broad overview of key topics that must be addressed before they enter the market. The study covers product and market issues primarily related to the US and to a lesser extent for Canada and Mexico. Product market issues will be

related to construction and agricultural machinery and the components and parts with which they are built.

The findings of the research will be produced on CD Rom and can be used as a best-practice handbook for UK manufacturers on how to identify product markets, establish a business plan, overcome possible objections to British-built products, address trade barriers, develop distribution channels, find sound legal advice, identify Federal US government, state, local laws and regulations and successfully launch their business in the US. The handbook will also address topics that will allow the manufacturers to service their selected distribution channel in order to ensure continued sales and after-sales service.

The North American Channels to Market handbook will be launched at the CEA's AGM Conference on 6 April 2006 in London. Copies will be available from the CEA - e-mail cea@admin.co.uk for yours.



In the Lobby



Fighting plant theft

This Newsline piece is based on information sent in a letter by the PTAG to Chief Police Officers

Tim Faithfull
CEA Director of Member Services

The Plant Theft Action Group (PTAG) represents the owners, users, manufacturers, police and various government agencies and was set up in the mid-90s by the Home Office to help reduce plant theft. In 1998 the PTAG came under the Vehicle Crime Reduction Action Team, a multi-agency group within the Home Office set up to co-ordinate all vehicle crime work, assisting the Home Office to achieve its targets for reduction of vehicle crime. The CEA has been an active member of the PTAG from its inception and has encouraged members to pay ever-increasing attention to the issue of plant theft.

In the 1990s, research showed that construction plant was relatively easy to steal, with the equipment having unsophisticated security systems, a simple ignition starting system, and no visible marking on the equipment. There were no standards for manufacturers to comply with and so no level playing field to be able to understand and compare various security systems that were on offer to equipment owners.

Part of the work has been to encourage manufacturers to design better security equipment in plant machinery, and plant owners to register their equipment with a recognised database company. This resulted in a Code of Practice that listed six key areas for manufacturers to target improvements to plant security. A Home Office leaflet, 'Steer Clear of Plant Theft', giving basic crime reduction advice, has also been issued to owners and users of plant and

equipment.

Since the introduction of the security guidelines, a number of manufacturers now produce equipment that has some security. For example, in the last four years manufacturers have begun to offer a unique key or other security device in place of the universal key, a significant proportion of equipment is now identified with VIN or PIN numbers, equipment security is measured in terms of defence against attack times, and many manufacturers provide factory fitted tracking devices and/or immobilisers.

A revised PTAG Code of Practice will be published by the Home Office Scientific Development Branch in the early Spring of 2006, laying down updated security guidelines for manufacturers.

However, figures held by the National Plant & Equipment Register (TER), suggest that plant theft is increasing. The theft of mini excavators, for example, has apparently risen between 2003 and 2005 from 1,000 machines valued at £19.2 million, to more than 1,300 machines valued at £22 million.

The current recovery rate of stolen plant is only 5%, which is seen to be due to organised crime. This is despite there being more information about the machines, by virtue of the PIN or VIN numbers, more equipment with tracking devices, and improved security.

The PTAG believes that there is more that can be done to combat this type of crime and build on the progress made over the last eight years. As such, it is seeking advice from key stakeholders in

identifying and implementing further action. It has already written to the CEOs of all equipment insurers in the UK to ask them to address the questions regarding the provision of insurance for stolen plant and equipment - for example, by making their clients register all insured equipment with a recognised database company so that it can be cross-matched against outstanding stolen machines.

As we approach the 2012 Olympics, there will be significantly more building projects around our capital city. All the indications are that there will be an explosion of not only construction activities but also of plant and equipment thefts because, with a recovery rate of only 5%, the thief is almost sure he will not be caught. The market for used plant and equipment, stolen or otherwise, will grow. As such, the PTAG intends to produce a single best-practice guide for industry and law enforcement.

The PTAG has written late last year directly to individual manufacturers regarding their progress towards meeting the six points of the Code of Practice. A recent letter, including the information in this Newsline piece, has been sent to all Chief Police Officers, trying to engage the Force in a greater awareness of the problem, better crime recording and a greater resource devoted to plant theft.

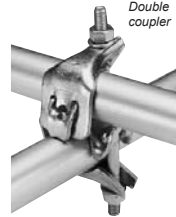
Meet the Members

Boulton Ltd

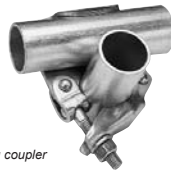
Boulton Ltd is part of Scafom International, which is the nerve centre of three modern production companies that have combined their respective strengths in manufacturing/distribution of high quality scaffolding and formwork systems, plus related products, for the international construction industry. Boulton products are in use worldwide in building, civil engineering, petrochemical, offshore, special events, aviation, shipbuilding and infrastructure applications. With safety at the forefront of all the Boulton product range, the expertise has produced many

innovative access solutions and a large production of aluminium access products. System scaffolding complements traditional tube and fit and Boulton's are able to offer both types of system with the support to assist both erection and dismantling. With modern offices situated in the Midlands, deliveries and technical support for the whole of the UK is only a phone call away.

For further information contact:
John O'Hagan
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E-mail: sales@boultonlimited.com
www.boultonlimited.com



Double coupler



Putlog coupler

New member

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

Boulton Ltd
www.boultonlimited.com

How to join

For information on how to join the Construction Equipment Association, visit www.coneq.org.uk - in the section "about us" you will find all the information you require, including an application form. Alternatively, e-mail cea@admin.co.uk or telephone +44 (0)1883 334499.

The Editor

would like to hear from CEA members. If you have any news you would like to share with other *Newsline* readers, please add me to your press release circulation list. *Newsline* is sent to all CEA member company contacts, senior personnel of selected non-member companies and key industry contacts in the UK and overseas. Copies are also distributed at construction equipment exhibitions.

Kim Fitzpatrick, *Newsline* Editor
Tel: +44 (0)1883 334499
E-mail: kim@admin.co.uk

SKF the knowledge engineering company

SKF has expanded its competencies to become a knowledge engineering company. This adds a new dimension to SKF and evolves from its five platforms, from which value propositions based on industry segments create unique solutions for customers. These platforms combine and integrate SKF's expertise from: bearings; bearing units and seals; lubricants and lubrication systems; mechatronics that combine electromechanical actuators, linear drives and actuation systems for more effective linear motion and sensorised solutions; together with a full range of services, from design and logistic support to condition monitoring and reliability systems for industry process optimisation. With SKF's global reach via some 100 manufacturing sites worldwide, sales companies in 70 countries, distributors in some 15,000 locations around the world and a global distribution system, SKF knowledge and

solutions are available wherever and whenever customers need them. For many years SKF has been involved in developing and providing construction and mining equipment companies with solutions for powertrains, chassis, attachments, systems and engines. With integrated maintenance-free solutions, developed from bearing units, heavy-duty sealing solutions, lubrication systems, an extended range of electro-mechanical actuators, and a unique expertise in the fast-growing by-wire technology, SKF is able to support the new challenges of the construction industry.

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SKF

Hitachi Construction Machinery (Europe) NV

Evolving out of Hitachi Ltd, Hitachi Construction Machinery Co Ltd (HCM) was established as an independent company in 1970. Hitachi Construction Machinery (Europe) NV (HCME) was established in 1972, in order to cater for the interests of customers who bought machines delivered from Japan, and to form a strategic base for activities in Europe. Today Hitachi boasts an overall history as a general manufacturer of construction machinery with markets in Europe, Africa, Middle-East and Russia. The main products of Hitachi are crawler excavators, wheeled excavators, wheel loaders and rigid dump trucks. Hitachi provides a product line-up that distinguishes itself by its depth and breadth and that has earned an excellent reputation for performance, reliability and safety. HCME has over 600 staff members. With offices in Amsterdam,

Oosterhout, Paris, Frankfurt, Madrid, Istanbul, Dubai and Moscow, HCME is now further improving its services.

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www.hcme.com



GenSet plc

noise protection for users of engine powered water pumps

GenSet have teamed together with one of their equipment hire partners to jointly produce an environmentally friendly water pump - the "Liquidator". This equipment not only has substantially reduced noise levels, but also features no emissions from the vacuum pump and an in-built oil recovery system. Initially two machines have been developed. A 150mm (6 inch) fully canopied, super-silenced with fast tow option is already in action and a 100mm (4 inch) version will be ready in the near future. With new noise regulations on the horizon, it appears that GenSet's intelligent decision to progress with this project will prove to be very well judged. Hirer's of the GenSet Liquidator range of pumps can be reassured that they are complying with the impending regulations. With a sound level of just 59dB(A) at 7 metres means there is no requirement for any additional noise protection.

GenSet have been supplying generators and welders in the UK and Ireland since 1972 - they also market a complete range of lighting towers and mobile welfare units. GenSet are actively developing their supply of water pumps. They have a range of electric submersibles and engine driven sets.

For further information contact:
Paul Hay
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www.genset.co.uk



Liquidator 6 in operation

In brief

Off-Highway Research

25 not out!

Congratulations to long time member, Off-Highway Research who are celebrating their 25th anniversary. OHR Managing Director, David Phillips, has been an enthusiastic promoter of the CEA over many years - and has more recently offered invaluable support for our efforts in China. Well done on reaching this milestone to David, Chris, Colin and the rest of the OHR team. For more information about the company see www.offhighway.co.uk.

Thanks to Bob James

The CEA wishes to thank Bob James (formerly of Truflor Air Movement Ltd), who has stepped down from the CEA's Management Council.

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."

In brief

Meeting room facilities competitive rates

Meeting room for hire at the CEA's
Caterham offices:

- ~ Maximum 14 boardroom style
- ~ Close to Junction 6 of the M25
- ~ Easy parking
- ~ 15 minutes drive from Gatwick
- ~ Close to mainline station
- ~ Discounted rates for CEA members

For details e-mail cea@admin.co.uk.

To all HMG Commercial Officers overseas

with responsibility for the Automotive
Sector or the Construction Sector:

Please let us know when you plan to be in the UK as the CEA Officers and our members would very much like the opportunity of meeting you. It is really useful for us to make personal contact, to understand directly from you what the commercial situation is like in your market and to learn about opportunities there. We would also welcome the chance to let you know about our industry and how you can best help our companies.

Also, we are always pleased to include information which our members would find of interest in our *International Bulletin*. This is e-mailed monthly to all the managers responsible for international trade in member companies and to sister trade associations.

Contact: Pam Hyde, CEA International
Business Group Manager -
pam@admin.co.uk.

Somero Enterprises new applications

Concrete flat flooring specialist Somero Enterprises have a very exciting range of new equipment. The company is best known for its laser screed machines, which have transformed the way in which concrete floors are laid and levelled. Last year Somero Enterprises added the 3D profiling system which plots the surface elevations of a proposed slab and faithfully recreates them in screeded concrete.

Second Generation CopperHead

This year, Somero Enterprises will showcase the second generation CopperHead (XD2) at the SED show in May. The XD2 has a completely new look and an all new one-piece extruded vibrator plate with significantly improved vibrator assembly.

PowerRake

The solution for freshly poured concrete will also be exhibited at SED. The

PowerRake takes the backbreaking work out of raking freshly poured concrete. It is a one man laser-controlled, 4-wheel drive ride-on-raking system designed and built to deliver better and faster results. It significantly reduces the time needed to set up floors for screeding.

Visit Somero at SED, 16-18 May 2006

Somero will be on stand CON701, at SED in Rockingham, Northants. Technical staff will be on hand to explain the applications and advise potential customers on which machine is best for their needs.

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www.somero.com



GKD Technik a busy year ahead

2006 is shaping up to be a busy year for Dorset based GKD Technik. The early part of the year sees the launch of the first of a complete new range of products. The launch of a new RR-RCI system for use on road/rail converted excavators coincides with GKD exhibiting at Intermat for the first time in six years (see *advert on page 18*). Managing Director Nick Ground says "GKD have, with this launch, a world-class product that has used modern technology to solve a complex requirement. We rejected established but flawed modelling techniques and have developed our own algorithms. This platform will spin off numerous products in the next year. 2006 really is a special year for the company".

The road/rail automatic rated capacity indicator provides a number of 'firsts' for products in its class. Among these are individual wheel load sensing, automatic compensation for cant and gradient and intelligent motion cut with safe recovery algorithms for both overload and backward stability. The RCI monitors and

calculates the continuously variable 'lifting duties', provides height slew and virtual wall protection. It also features integration with the machine systems which allows for intelligent control of rail lighting, detection of trailer breakaway and automatic switching of duties. GKD have utilised CAN Bus sensor technology for easy connectivity to enable modular design for fast component replacement in the field. This GKD RCI is unique in having different measurement systems that are constantly being analysed to ensure that high accuracy warnings are provided during lifting operations. As part of the system package GKD have written PC programmes to allow planning of lift operations. The RCI system can be easily retrofitted to existing equipment for enhanced levels of safety and performance.

For further information contact:

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Tel: +44 (0)1202 861961

E-mail: sales@gkdtechnik.com

www.gkdtechnik.com

New from TEREX Pegson

... the X400 tracked crushing plant

TEREX Pegson announces the launch of their latest product, the X400 crushing plant. The X400 is a culmination of detailed research and extensive field trials with a series of eight pre-production prototypes. It is now being launched into the larger European markets and all other markets will follow on later this year. This new model is a track-mounted jaw crusher unit with universal appeal and capable of outstanding productivity. It is intended to replace the 1100 x 650 Premiertrak, which is a best selling tracked crusher.



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Crane Safety & Management 2006

Thursday 22 - Friday 23 June 2006

Jury's, Great Russell Street, London

5th annual safety conference organised by Cranes Today and sister magazine Hoist

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In brief

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Market Trends

UK construction output fourth quarter 2005

The total volume of construction output in 2005 fell by 1% compared to the previous year, the first fall in the industry since 1994. Overall new work fell over the same period, despite increases in the private housing, private industrial and commercial sectors. Repair and maintenance was unchanged, with increases in the public housing and public non-housing repair and maintenance being offset by a decrease in the private housing sector. Output in the fourth quarter of 2005 was unchanged compared to the third quarter both in volume terms and in current prices. The total volume of new work in 2005 was 1% lower compared with the previous year but rose by 1% in the fourth quarter compared with the previous quarter. The total volume of repair and maintenance work was unchanged in 2005 compared with the previous year, but was 1% lower in the fourth quarter of 2005 compared to the previous quarter.

www.dti.gov.uk/construction/stats

Technical Briefing

Safety in quarries

The CEA has responded to the Quarry National Joint Advisory Committee (QNJAC) regarding its safe design initiative. The QNJAC is closely linked with the Health & Safety Executive (HSE) and reaches into other countries through a collective known as the Atlantic Alliance. The QNJAC is in the process of finalising and implementing guidance on Reducing the Risk of Accident by the Safe Design of Mobile Plant used in quarries. Whilst the CEA supports the general aims, it has been concerned that decisions have been taken by the QNJAC without fully consulting manufacturer and user representatives. In particular, the tried and tested route to improved safety via the publication and review of technical standards has not been followed. The CEA has proposed some changes to clarify the legal responsibilities of manufacturers and first indications are that these have been adopted by the QNJAC. A detailed CEA letter to the QNJAC Chairman has drawn attention to those legal requirements that manufacturers have to satisfy in regard

to, for example, the Machinery Directive and the manner in which the EU arrives at harmonised standards acceptable to all stakeholders. The letter also highlights the risk of making inadequately researched design changes that can impact the overall safety of the machine. Any design changes that are possible will need not just to improve the safety of plant used in quarries but also in other applications. As such, it is imperative that they are properly thought through by appropriately qualified design engineers and accepted on a global basis. The CEA also warned of the danger of users retrofitting third party equipment that could invalidate the manufacturers' CE mark and require a new risk assessment and Certificate of Conformity to keep the machine in compliance with the law. This issue will be discussed during a breakout session at the CEA's AGM Conference in London on 6 April, with presentations from two "user" companies, one manufacturer and a component supplier. It should prove an interesting session.

PRECIS and engine emissions

The Greater London Authority (GLA) continues to progress its code of practice, now to be called Best Practice Guidance for Construction Sites and it has indicated that, after a final consultation, it will come into operation in May 2006. The guidance includes the PRECIS initiative to bring forward the EU-agreed engine particulate limits for non-road equipment from 2010 to 2006. Although PRECIS has announced that a list of approved diesel particulate filter systems (DPFs) and a list of site equipment that can be fitted with DPFs is substantially complete, many administrative and technical issues remain to be sorted out. The Energy Savings Trust, that will operate the scheme, is soon to present proposals but funding for the operation has not yet been agreed. On the technical side, low sulphur fuel is a confused area: the EU Directive that will require it to be available for non-road use could be some years away and rebated fuel for non-road mobile equipment is not certain to be agreed in time. PRECIS is searching for ways round these and other difficulties. It

has set up a sub-group that will provide advice to the main PRECIS group and, of course, the CEA is a member. The CEA continues to insist that fitting DPFs is an optional requirement for manufacturers and that any modifications to equipment must respect warranty undertakings and certification statements. The hire industry, represented by the Construction Plant-hire Association (CPA), and the Civil Engineers Contractors Association (CECA), was alerted to the PRECIS proposals last year by the CEA. Indeed, Tim Faithfull, CEA Director of Member Services, made presentations on the subject at the recent Construction News Plant Conference and at a CPA seminar last year. This, together with the provision of supporting documentation and discussion, provided the catalyst for an intensive campaign by the CPA, that seems to be achieving some success, to restrict the impact on hirers. This provides a fine example of how co-operation between associations can achieve a positive result.

Machinery Directive amendment

The text of the amendment has been agreed by the Commission, Council and Parliament and is expected to be adopted by Ministers in May 2006. The CEA is asking the DTI and the HSE to present a detailed list of the main changes that will affect manufacturers. The CEA will also input, through CECE, to European Commission guidance on the new text that is to be developed before the new Directive becomes mandatory in every member state in, probably, early 2010.

Noise Directive amendment

The Noise of Outdoor Equipment Directive (2000/14/EC) has been amended. The new Directive 2005/88/EC came into force on 27 December 2005 (the day it was published in the Official Journal of the EU). This means that there is no hold-up in applying the new requirements for those items of equipment where the Stage II noise limits (originally due to operate from 3 January 2006) have now been postponed. This is a success story for industry after years of pressure on the Commission, and also for the DTI who held the Presidency of the EU during the critical months leading to adoption. The DTI kept close contact with industry and guided the dossier through its final stages. Despite this success story, a proposal from a group of notified bodies is aiming to provide an (allegedly) improved method for declaring and verifying the guaranteed sound power level - which is likely to make it even more difficult for manufacturers to meet noise limits. The CEA will be reacting to these further developments when more is known.

Exhibitions

Bauma China : Shanghai, China

21-24 November 2006
www.bauma-china.com

Grants available up to £1,800

Bauma China is Asia's largest exhibition dedicated to construction equipment. Under the new 2006/07 UK Trade and Investment (UKTI) grant scheme rules, grants of up to £1,800 are available to British companies exhibiting in China who are either new to exporting or new to the Chinese market. The UKTI definition of New to Market is "a business not having exported to the country where the exhibition is taking place within the previous 12 months and normally having no established representation there". For confirmation of eligibility, contact Joanna Oliver (joanna@aslnorth.co.uk).

The exhibition

Bauma China has established itself as one of the leading exhibitions for construction equipment in Asia. After an outstanding premiere in 2002 it exceeded all expectations again in 2004. With 738 exhibitors around 50,000 trade visitors from all regions of China and all continents in 2004, Bauma China has proved itself as the industry's marketplace in China for business and contacts. Bauma China is your exhibition platform for construction machinery, earthmoving machinery, building material machinery and building site plant, construction equipment and tools, road and railway machinery as well as accessories and equipment.

Bauma : Munich, Germany

23-29 April 2007
www.bauma.de

Yes, it's time to think about Bauma again! The CEA have reserved the same blocks for the British Pavilion as in 2004. Space is selling fast. Don't get lost in the mass of over 2,800 stands - make an impact and join the British Group. For a prospectus and booking forms contact

British Pavilion

The CEA will again run a high profile British Pavilion at Bauma China, with fully fitted turnkey stands. Space on the British Pavilion is limited - and selling fast. Don't miss out on your space - contact joanna@aslnorth.co.uk NOW!

2006 China trade mission

Following the success of the 2004 and 2005 China trade missions, the CEA is proposing to run a further mission in 2006. We will once again be working with China specialists, Off-Highway Research. The mission will visit Chinese and International OEMs. We are aiming to make the programme even more detailed than before and will include one to one meetings with OEMs - to help you reach the right contacts with manufacturers. The mission will be based in Shanghai - following on from Bauma China - and will visit one other city. Although government grant aid for missions ceases in April 2006, your local Business Link may be able to help via the Market Access scheme. Contact your International Trade Advisor for details.

Please register your interest in participating in the China trade mission NOW via joanna@aslnorth.co.uk. If enough missioners are not registered by 1 May, it is unlikely we will be able to proceed.

joanna@aslnorth.co.uk. We are hopeful that the government will extend the new exporter grants to Bauma 2007 - which would mean a grant of £1,800 for any company meeting the conditions. We should know more in the autumn. Watch this space!



Solo exhibition grant funding

A limited amount of government funding for new exporters or companies new to market in India and China of up to £1,500 per company, is available to companies attending exhibitions that do not have an organised British Group. If you are planning to attend such a show, and think you qualify for a grant, pleased contact your local Business Link for an application form and further details of the scheme. Please remember though - you will only be eligible for three grants in total globally under the new scheme. The grants for shows with an organised British Group - like Intermat, Bauma China or Bauma are higher, at £1,800.

Exhibitions diary

View our comprehensive exhibitions diary on 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. If you know of any shows which are not listed please e-mail details to kim@admin.co.uk.



Intermat

Paris, France : 24-29 April 2006
www.intermat.fr

British Pavilion Exhibitors, New Exporters and CEA Display Exhibitors



UK Trade & Investment and the CEA British Group

The UK construction equipment sector

is worth over 12.5 billion Euros each year to UK plc. The sector employs around 55,000 people in the UK. On average 75% of UK output of construction equipment is exported.

There are 23 companies on the CEA British Pavilion at Intermat.

The government have provided grant assistance for 12 new exporters at Intermat 2006. This is a drastic reduction

from Intermat 2003 where 58 British companies received government grant aid. This is because the new UKTI grant scheme is limited to New Exporters (and new to market in China and India) only.

With the help of UK Trade & Investment (UKTI)

the CEA has been able to present an enhanced British Company Information Centre at Intermat – with a plasma screen to showcase the best of British equipment.

The CEA forms one third of the UKTI Automotive Sector,

headed by Steve Martin. Steve's sector has generously sponsored the CEA VIP Networking Reception at Intermat (see page 19 for details).

Steve Martin is the Head of the UK Trade & Investment Automotive Sector Team,

the specific role of which is to assist UK-based companies in the automotive, motorsport, and construction equipment sectors to improve their competitiveness through overseas sales and investment. This involves setting the overall national

trade development strategy for those sectors, drawing on the advice of industry, and then working with a wide range of partners, including in particular the Trade Associations for those sectors - the Construction Equipment Association, the Motorsport Industry Association, and the Society of Motor Manufacturers and Traders, in delivering supporting activity in target markets. In this respect it sponsors various activities such as UK exhibition groups, outward and inward business missions, seminars in the UK and overseas, and supporting research and promotional material. In addition to the core team it also has three Business Advisers, all of whom have wide industry experience and direct business knowledge of the target markets. They are available to meet with companies potentially interested in those markets which want further advice on the opportunities available, and the ways open to companies to tackle those opportunities.



Steve Martin
UK Trade & Investment
Automotive Sector Team

Hall 6 K27

AJT Equipment Ltd
Premier Estate, The Leys, Brookmoor,
Brierley Hill, West Midlands, DY5 3UP, UK

Tel: +44 (0)1384 482848
Fax: +44 (0)1384 482849
E-mail: admin@ajtequipment.co.uk
Website: www.ajt-testing.com
Contact: Ms J Parry
Product: Manufacturer of tension and compression machines, load cells, crane scales and calibration engineers.

Hall 6 J20

Blue i UK Ltd
3 St James Mews, Deeping St James,
Peterborough, Cambridgeshire, PE6 8QU, UK

Tel: +44 (0)1778 349000
Fax: +44 (0)1778 349004
E-mail: nwalker@blueiuk.com
Website: www.blueiuk.com
Contact: Mr N Walker
Product: Mobile / portable floodlighting.

Hall 6 H30

Ashtree Glass Ltd
Ashtree Works, Brownroyd Street, Bradford,
West Yorkshire, BD8 9AF, UK

Tel: +44 (0)1274 546732
Fax: +44 (0)1274 548525
E-mail: sales@ashtreeglass.co.uk
Website: www.ashtree.yorks.com
Contact: Mr A Roper
Product: Rear view mirrors and mirror brackets for commercial vehicles.

Hall 6 K27

BRC Special Products
Carver Road, Astonfields Industrial Estate,
Stafford, ST16 3BP, UK

Tel: +44 (0)1758 222288
Fax: +44 (0)1785 240029
E-mail: leslie.baxendale@brc-special-products.co.uk
Website: www.brc-special-products.co.uk
Contact: Mr L Baxendale
Product: Masonry reinforcement and special materials.

Hall 6 J20

ATP Industrial Transmissions Ltd
Victoria Street, Hednesford, Staffordshire,
WS12 5BU, UK

Tel: +44 (0)1543 870330
Fax: +44 (0)1543 426581
E-mail: markbowen@atp-group.com
Website: www.atp-group.com
Contact: Mr M Bowen
Product: Industrial torque converters and industrial transmission spares.

Hall 6 H24

BSP International Foundations Ltd
Claydon Business Park, Gt Blakenham,
Ipswich, Suffolk, IP6 0JD, UK

Tel: +44 (0)1473 830431
Fax: +44 (0)1473 832019
E-mail: dredhead@bspif.co.uk or jpoll@bspif.co.uk
Website: www.bsp-if.com
Contact: Mr D Redhead
Product: Foundation equipment, including hydraulic pile driving hammers, compactors (rig) for ground compaction, etc.

Hall 6 J20

AxleTech International
Maudslay Plant, Park Lane, Great Aine,
Alcester, Warwickshire, B49 6HS, UK

Tel: +44 (0)1789 768236
Fax: +44 (0)1789 488031
E-mail: kenneth.cowdry@axletech.com
Website: www.axletech.com
Contact: Mr K Cowdry
Product: Axles for all types of on/off highway vehicles.

Hall 6 J30

Caldervale Forge Co Ltd
Dunrobin Road, Airdrie, ML6 8LS, UK

Tel: +44 (0)1236 763388
Fax: +44 (0)1236 762529
E-mail: rockeater@btinternet.com
Website: www.rockeater-tools.com
Contact: Mr M Atalla
Product: Hydraulic breaker steels for hydraulic hammers.

Hall 6 J19

Bergstrom (Europe) Ltd
Dyffryn Business Park, Ystrad Mynach,
CF82 7RJ, UK

Tel: +44 (0)1443 862122
Fax: +44 (0)1443 865157
E-mail: aelshaw@bergstromeurope.com
Website: www.bergstrominc.com
Contact: Mr A Elshaw
Product: Heating, ventilation and air conditions systems and components for construction equipment.

Hall 6 H22

Colcrete-Eurodrill (Keller Ground Engineering)
Tower Business Park, Derby Road,
Clay Cross, Derbyshire, S45 9AG, UK

Tel: +44 (0)1246 868700 or +44 (0)1202 566282
Fax: +44 (0)1246 868701
E-mail: paul.vaughan@colcrete-eurodrill.co.uk
Website: www.colcrete-eurodrill.com
Contact: Mr P Vaughan
Product: Grouting, tunnelling and directional drilling equipment, special mixers and pumps. Drilling equipment manufacturers - casing, drill rods, reverse circulation and rotary percussive casings.

Hall 6 H26 **Comesys Europe Ltd**
 Unit 8 Arcot Court, Nelson Road, Nelson Park,
 Cramlington, Northumberland, NE23 1BB, UK
 +44 (0)1670 707040
 +44 (0)1670 715230
 E-mail: jon.aitchison@comesyseurope.com
 Website: www.comesyseurope.com
 Contact: Mr J Aitchison
 Product: Drive-by-wire control systems, electronic
 accelerator pedals, joysticks.

Hall 6 J20 **Construction Equipment Association (CEA)**
 Orbital House, 85 Croydon Road, Caterham,
 Surrey, CR3 6PD, UK
 +44 (0)1883 334499
 +44 (0)1883 334490
 E-mail: joanna@asinorth.co.uk
 Website: www.coneq.org.uk
 Contact: Mrs J Oliver
 Product: The UK trade association serving construction
 equipment manufacturers, their component and
 accessory suppliers and service providers.

Hall 6 H18 **Edwin Lowe Ltd**
 Perry Bridge Works, Aldridge Road, Perry Barr,
 West Midlands, B42 2HB, UK
 +44 (0)121 356 5255
 +44 (0)121 344 3172
 E-mail: info@edwinlowe.com
 Website: www.edwinlowe.com
 Contact: Mr T Cook
 Product: Prefabricated bearing housing cartridges for
 welded steel conveyor idlers and roller.

Hall 6 H28 **Gate7 Ltd**
 Princes Park, Princes Way, TVTE, Gateshead,
 Tyne & Wear, NE11 0NF, UK
 +44 (0)191 487 8548
 +44 (0)191 487 8547
 E-mail: pc@gate7.co.uk
 Website: www.gate7.co.uk
 Contact: Mr P Crilley
 Product: Manufacture and logistics supply of decals and
 vehicle markings.

Hall 6 J26 **GCM Construction Equipment Ltd**
 Ratcliffe Buildings, Tuttle Hill, Nuneaton,
 Warwickshire, CV10 0HU, UK
 +44 (0)2476 341878
 +44 (0)2476 374349
 E-mail: davidaston@gcmsales.com
 Website: www.gcmsales.com
 Contact: Mr D Aston
 Product: Pokers, scarifiers, vibrating plates.

Hall 6 J20 **GKD Technik**
 10 Whittle Road, Ferdown Industrial Estate,
 Wimborne, Dorset, BH21 7RU, UK
 +44 (0)1202 861961
 +44 (0)1202 861361
 E-mail: edward@gkddatacoms.co.uk or
 nickground@gkddatacoms.co.uk
 Website: www.gkdtechnik.com
 Contact: Mr E Spiteri
 Product: Electronic load weighing instruments, lorry loader
 cranes monitoring systems, road construction
 monitoring systems.

Hall 5s H73 **Hendry Eurohoist Cylinders**
 Unit 9A, Wansbeck Business Park, Ashington,
 Northumberland, NE63 8QW, UK
 +44 (0)1670 851222
 +44 (0)1670 851444
 E-mail: k.wilkes@hendry-eurohoist-cylinders.co.uk
 Website: www.hendry-hydraulic-cylinders.co.uk
 Contact: Mr K Wilkes
 Product: Hydraulic Cylinders.

Hall 6 J20 **Heskins Ltd**
 Churchill Road Industrial Estate, Brinscall
 Chorley, Lancashire, PR6 8RQ, UK
 +44 (0)1254 832266
 +44 (0)1254 832476
 E-mail: larry@heskins.com
 Website: www.heskins.com
 Contact: Mr L Longton
 Product: Manufacturers of adhesive anti-slip surfaces for
 use in construction equipment.

Hall 6 K27 **Horizon Conveyor Equipment**
 Perry Bridge Reddall Hill Road, Cradley Heath,
 West Midlands, B64 5JT, UK
 +44 (0)1384 566204
 +44 (0)1384 566179
 E-mail: alan@horizon-conveyors.co.uk
 Website: www.horizon-conveyors.co.uk
 Contact: Mr A Bowler
 Product: Industrial rollers and scrapers.

Hall 6 J28 **Integrated Hydraulics Ltd**
 Collins Road, Heathcote Industrial Estate,
 Warwickshire, CV34 6TF, UK
 +44 (0)1926 881171
 +44 (0)1926 315729
 E-mail: phensman@integratedhydraulics.co.uk
 Website: www.integratedhydraulics.com
 Contact: Mr P Hensman
 Product: Hydraulic screw in cartridge valves and hydraulic
 integrated controls.

Outside E9 E10 **International Powered Access Federation**
 Bridge End Business Park, Park Road,
 Milnthorpe, Cumbria, LA7 7RH, UK
 +44 (0)1539 562444
 +44 (0)1539 564686
 E-mail: tim.whiteman@ipaf.org
 Website: www.ipaf.org
 Contact: Mr T Whiteman
 Product: Trade association representing the powered
 access industry.

Hall 6 K23 **Kay-Dee Engineering Plastics Ltd**
 Unit 2, Jubilee Court, Thackley Old Road,
 Shipley, West Yorkshire, BD18 1QF, UK
 +44 (0)1274 590824
 +44 (0)1274 531409
 E-mail: suszie@kaylan.co.uk
 Website: www.kay-dee.co.uk
 Contact: Ms S Ward
 Product: Polyurethane mouldings and sheeting.

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 t: 01778 345000
 f: 01778 346004
 e: info@blueiuk.com
 w: www.blueiuk.com

Hall 6 J24 **KM Products Europe Ltd**
 Unit B, The Forum, Hanworth Lane Business
 Park, Chertsey, Surrey, KT16 9JX, UK
 +44 (0)1932 571991
 +44 (0)1932 571994
 E-mail: mike@kmpuk.com
 Website: www.kmpuk.com
 Contact: Mr M Lea
 Product: Spare parts for construction machinery.

Hall 6 J20 **Metsec plc**
 Broadwell Road, Oldbury, West Midlands,
 B69 4HE, UK
 +44 (0)121 601 6110
 +44 (0)121 601 6136
 E-mail: joredland@metsec.com
 Website: www.metsec.co.uk
 Contact: Mr J Credland
 Product: Manufacture cold rolled steel profiles including
 anti-roll bars/roll cages, etc, to the construction
 equipment industry.

Hall 6 K25 **MICO Europe Ltd**
 Goodwood Road, Pershore, Worcestershire,
 WR10 2RY, UK
 +44 (0)1386 555562
 +44 (0)1386 553955
 E-mail: ppritchard@mico.com
 Website: www.mico.com
 Contact: Mr P Pritchard
 Product: Hydraulic components and brake systems for off
 highway and construction equipment.

Hall 6 H16 **Moffat Publishing Co Ltd (Resale Weekly)**
 1-23 Queens Road West, London,
 E13 OPE, UK
 +44 (0)20 8471 8221
 +44 (0)20 8472 7434
 E-mail: carolyn@resaleweekly.com or
 daniel@resaleweekly.com
 Website: www.resaleweekly.com
 Contact: Ms C Asboe
 Product: Advertisement magazine for construction plant,
 commercial vehicles and equipment.

Hall 6 K27 **Newage Transmissions Ltd**
 Barlow Road, Coventry, Warwickshire,
 CV2 2LD, UK
 +44 (0)2476 617141
 +44 (0)2476 611845
 E-mail: p.townsend@newage-prm.co.uk
 Website: www.newage-prm.co.uk
 Contact: Mr P Townsend
 Product: Axles and transmissions for construction
 equipment and off highway vehicles.

Hall 6 J22 **NUB Engineering Ltd**
 Mosshall Road, Newhouse Industrial Estate,
 Motherwell, ML1 5RX, UK
 +44 (0)1698 833873
 +44 (0)1698 734322
 E-mail: brian@nubeng.com
 Website: www.nubeng.co.uk
 Contact: Mr B Bell
 Product: Foundation drilling tools and accessories for the
 foundation industry.

GKD Technik

Product launch

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GKD Technik

Tel: +44 (0)1202 861961

E-mail: sales@gkdtechnik.com

www.gkdtechnik.com

Hall 6 J20

Hall 6 J29 **Off-Highway Research**
35 Great James Street, London,
WC1N 3HB, UK
Tel: +44 (0)20 7404 1128
Fax: +44 (0)20 7404 1129
E-mail: mail@offhighway.co.uk
Website: www.offhighway.co.uk
Contact: Mr D Phillips
Product: Specialist research publications and database on the construction equipment industry.

Hall 6 J20 **Plant World / Sheen Publishing Ltd**
50 Queens Road, Buckhurst Hill, Essex,
IG9 5DD, UK
Tel: +44 (0)20 8504 1661
Fax: +44 (0)20 8505 4336
E-mail: c.titmuss@sheenpublishing.co.uk
Website: www.sheenpublishing.co.uk
Contact: Ms C Titmuss
Product: Construction related journal.

Hall 6 J20 **Penny & Giles Controls Ltd**
15 Airfield Road, Christchurch, Dorset,
BH23 3TG, UK
Tel: +44 (0)1202 409409
Fax: +44 (0)1202 409475
E-mail: mike.iles@pennyandgiles.com
Website: www.pennyandgiles.com
Contact: Mr M Iles
Product: Design and build position sensors and controllers for tough measurement and control applications in construction and agriculture OEM vehicle markets.

Hall 6 H20 **Redi-Rock International**
Veitchii Barn, New Barn Road, Swanley,
Kent, BR8 7PW, UK
Tel: +44 (0)1322 406888
Fax: +44 (0) 1322 522679
E-mail: nevilleg@redi-rock.co.uk
Website: www.redi-rock.co.uk
Contact: Mr N Gaunt
Product: Interlocking concrete lego blocks - retaining walls, coastal/floodplain defences, shoreline, traffic management, security/force protection, infrastructure, erosion control and landscaping.

Hall 3 D 41 **Phoenix Transworld Ltd**
Radnor Road, Wigston, Leicestershire,
LE18 4XY, UK
Tel: +44 (0)8707 505022
Fax: +44 (0)8707 505033
E-mail: gino.ciuffardi@virgin.net
Website: www.phoenixtransworld.com
Contact: Mr G Ciuffardi
Product: Manufacturers of asphalt mixing plant for road construction.

Hall 6 K29 **Selwood Ltd**
Bournemouth Road, Chandlers Ford,
Eastleigh, Hampshire, SO53 3ZL, UK
Tel: +44 (0)2380 266311
Fax: +44 (0)2380 260906
E-mail: peter.manley@selwoodgroup.co.uk
Website: www.selwood-pumps.co.uk
Contact: Mr P Manley
Product: Diesel driven contractors mobile site pumps and hydraulically driven submersible pumps.

Outside E6 C80 **UNIC Cranes Europe**
Unit 10 Ridgeway, Drakes Drive,
Long Crendon Industrial Estate, Long Crendon,
Buckinghamshire, HP18 9BF, UK
Tel: +44 (0)1844 202071
Fax: +44 (0)1844 202075
E-mail: matthew.deasey@ggrglass.co.uk
Website: www.unic-cranes.co.uk
Contact: Mrs G Riley
Product: Mini crawler cranes. UNIC Cranes Europe is the European distributor of Japanese crane manufacturer, Furukawa Unic.

Hall 6 K27 **Vanguard Foundry**
Bott Lane, Lye, Stourbridge, DY9 7AW, UK
Tel: +44 (0)1384 422557
Fax: +44 (0)1384 423338
E-mail: wmoseley@vanguardfoundry.co.uk
Website: www.vanguardfoundry.co.uk
Contact: Mr W Moseley
Product: Manufacturer of iron castings for the turbo-charging, diesel engine, agricultural and general engineering sector.

Outside E5 D43 **Vertikal Press Ltd (Cranes & Access Magazine)**
18 Cross Lane, Helmdon, Buckinghamshire,
NN13 5QL, UK
Tel: +44 (0)8707 740436
Fax: +44 (0)1295 768223
E-mail: lws@vertikal.net
Website: www.vertikal.net
Contact: Mr L Sparrow
Product: Journals include: Cranes & Access, Kran & Bühne and Vertikal.net.

Hall 6 K21 **Webtec Products Ltd**
Nuffield Road, St. Ives, Cambridgeshire,
PE27 3LZ, UK
Tel: +44 (0)1480 397400
Fax: +44 (0)1480 466555
E-mail: mrc@webtec.co.uk or tac@webtec.co.uk
Website: www.webtec.co.uk
Contact: Ms T Coultas or Mr M Cuthbert
Product: Hydraulic components and specialist hydraulic test equipment for the construction and agricultural machinery sector.

Hall 6 K27 **West Midlands Construction**
c/o UK Trade & Investment, 3 Priestly Wharf,
Holt Street, Aston Science Park, Birmingham,
West Midlands, B7 4BN, UK
Tel: +44 (0)121 380 3587
Fax: +44 (0)121 380 3577
E-mail: helenyendall@advantagewm.co.uk
Website: www.uktradeinvest.gov.uk
Contact: Ms H Yendall
Product: Visit our stand and meet some of our innovative construction companies.

INTERMAT 2006
International Exhibition of Equipment,
Machinery and Techniques for the
Construction and Building Materials Industry
www.intermat.fr

CEA Intermat Networking Reception

Thursday 27 April 2006 : 17.00-19.00

CEA British Pavilion
Hall 6 - J20

British Group exhibitors are invited to the CEA Networking Reception, generously sponsored by the UK Trade & Investment Automotive Sector.

The Reception is an ideal opportunity to meet other British Exhibitors, CEA officers, representatives from the Department of Trade and Industry, the British Embassy in Paris, UK Trade & Investment and members of the Committee for European Construction Equipment.

British exhibitors are welcome to bring team members or key customers.

We look forward to seeing you.

The British at Intermat



24-29 April 2006 : Paris, France

visit the CEA's British Pavilion



Hall 6 Stand J20

| | | | |
|--|-----------------------------|--|-------------------------|
| AJT Equipment Ltd | Hall 6 K27 | John King Chains Ltd | Hall 4 G63 |
| Ashtree Glass Ltd | Hall 6 H30 | KAB Seating Ltd | Hall 5a H10 |
| ATP Industrial Transmissions Ltd | Hall 6 J20 | Kawasaki Precision Machinery (UK) Ltd | Hall 5a G38 |
| AxleTech International | Hall 6 J20 | Kay-Dee Engineering Plastics Ltd | Hall 6 K23 |
| Barford Construction Equipment | Outside E6 E69 | KHL Group | Hall 6 D2 |
| Bedford Steels | Hall 5b C21 | KM Products Europe Ltd | Hall 6 J24 |
| Bell Equipment UK Ltd | Hall 6 K111 | Kobelco (UK) | Outside E6 B70 |
| Belle Engineering (Sheen) Ltd | Hall 5a C81 | Komatsu UK Ltd | Hall 6 H60, H50 & |
| Bergstrom (Europe) Ltd | Hall 6 J19 | | Outside E9 C11 |
| Blue i UK Ltd | Hall 6 J20 | Manitowoc Crane Group (UK) Ltd | Outside E6 B60 |
| Bobcat Europe - Division Ingersoll Rand | Hall 5b B31 | Mastenbroek Ltd | Outside E9 C41 |
| BorgWarner Cooling Systems | Hall 6 N120 | MBW UK Ltd | Outside E9 C41 |
| BRC Special Products | Hall 6 K27 | Merlo UK Ltd | Outside E5 C001 |
| Brigade Electronics plc | Hall 5a H78 | Metsec plc | Hall 6 J20 |
| BSP International Foundations Ltd | Hall 6 H24 | MICO Europe Ltd | Hall 6 K25 |
| Calderdale Forge Co Ltd | Hall 6 J30 | Milisco Manufacturing Ltd | Hall 5a H27 |
| Caterpillar (UK) Ltd | Hall 5b J2 - G1 | Moffat Publishing Co Ltd (Resale Weekly) | Hall 6 H16 |
| CNH UK Ltd | Hall 5a G131, J141 & J140 | Moxy Trucks AS | Hall6 D80 |
| | | Newage Transmissions Ltd | Hall 6 K27 |
| Colcrete-Eurodrill (Keller Ground Engineering) | Hall 6 H22 | NUB Engineering Ltd | Hall 6 J22 |
| Comesys Europe Ltd | Hall 6 H26 | Off-Highway Research | Hall 6 J29 |
| Construction Equipment Association (CEA) | Hall 6 J20 | Padley & Venables Ltd | Hall 5b C21 |
| Construction News / EMAP | Hall 6 B1 | Penny & Giles Controls Ltd | Hall 6 J20 |
| Cranes Today (Wilmington Media) | Outside E6 C70 | Perkins Engine Co Ltd | Hall5b J2 |
| Cummins Engine Co Ltd | Hall 5b K30, D46 | Phoenix Transworld Ltd | Hall 3 D 41 |
| Dana Corporation - Off Highway | Hall 5b M30 | Plant World / Sheen Publishing Ltd | Hall 6 J20 |
| Edwin Lowe Ltd | Hall 6 H18 | Powerscreen International plc | Outside E5 J40 |
| Extec Screens & Crushers Ltd | Hall 4 J70 | Prolec Ltd (Strainstall Group Ltd) | Hall 5 E 95 |
| Finlay Block Making Equipment (Fintec) | Hall 4 L101 | RDS Technology Ltd | Hall 5a G8 |
| Gate7 Ltd | Hall 6 H28 | Red Dot Europe Ltd | Hall 6 Q90 |
| GCM Construction Equipment Ltd | Hall 6 J26 | Redi-Rock International | Hall 6 H20 |
| GKD Technik | Hall 6 J20 | Sandhurst Equipment Sales | Hall 5b L10 |
| Godwin Pumps Ltd | Hall 5a L79 | Sears Manufacturing Co (Europe) Ltd | Hall 5a F38 |
| Gomaco International Ltd | Hall 5a J58 | Selwood Ltd | Hall 6 K29 |
| Hendry Eurohoist Cylinders | Hall 5s H73 | Terex Compact Equipment | Outside E5 J40 |
| Heskins Ltd | Hall 6 J20 | Terex Equipment Ltd | Outside E5 J40 |
| Hitachi Construction Machinery (Europe) NV | Hall 6 K50 - N50 | Terex Pegson | Outside E5 J40 |
| Horizon Conveyor Equipment | Hall 6 K27 | Thwaites Ltd | Outside E4 C31 & E6 C11 |
| HR International Crushing & Screening Ltd | Hall 4 G91 | | |
| Hydraforce Hydraulics Ltd | Hall 6 H21 | Trelawny SPT Ltd | Hall 5a C11 |
| Hydrema Denmark A/S | Outside E7 007 | Trelleborg Industrial AVS | Hall 6 N116 |
| Hydronix Ltd | Hall 5a D8 | UNIC Cranes Europe | Outside E6 C80 |
| Integrated Hydraulics Ltd | Hall 6 J28 | Universal Augers Ltd | Hall 5b B8 |
| International Powered Access Federation | Outside E9 E10 | Vanguard Foundry | Hall 6 K27 |
| International Transmissions Ltd | Hall 5b, L40 | Vertikal Press Ltd (Cranes & Access Mag) | Outside E5 D43 |
| ITT Industries - Jabsco | Hall 5a K82 | Volvo Construction Equipment Ltd | Hall 6 D71, D51 & G51 |
| IVT | Hall 6 B18 | | |
| JCB Sales Ltd | Outside E5 E2 & Hall 5b L40 | Webtec Products Ltd | Hall 6 K21 |
| | | West Midlands Construction | Hall 6 K27 |
| John Deere Construction Equipment Co | Hall 5b K2 | <i>(note: CEA importing members are also included in this listing)</i> | |