

newsline

London 2012 Olympic and Paralympic Games

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Opportunities in Indonesia and Vietnam

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From the President

It's difficult to believe that when you read this I will be nearly six months into my term as President of the CEA. We had a busy summer preparing for this autumn's activities - and ensuring that our Forward Plan is in good shape to carry us onwards and upwards. In developing our services to members (and the wider construction equipment industry) we need to match supply to demand, just like any business. So, if there are services that we should be providing or issues that we should be addressing that are important to you, then let me know. Feel free to send me an e-mail via cea@admin.co.uk with your views.

Expect the unexpected

One of the things that we review in this issue of *Newsline* are the plans for London 2012. When James Bulley of the London bid briefed us on his group's

Olympic vision at our May AGM Conference, I think many of us thought that this was an impressive package of proposals, but many pundits felt the bid was bound to fail. Well, the unexpected did happen and we are now looking forward to some major infrastructural investment which can only be good for our businesses. Of course, less pleasant surprises always seem to be just around the corner. The London tube bombings the day after the Olympic announcement brought us back down to earth, and the recent earthquake in Pakistan and the tsunami and the effects of hurricane Katrina, also underlines the important role of our industry in supplying the equipment to help in rescue, recovery and reconstruction missions.

A message from the Editor to all CEA members:

Has your company launched a new product, or won an award recently? If you want to share your company news with other *Newsline* readers, then add me to your press release circulation list - or just drop me a quick e-mail. You can also use *Newsline* to advertise job vacancies. *Newsline* is sent to all CEA member company contacts, senior personnel of selected non member companies, all HMG Overseas Posts, UK Business Links, named DTI contacts and related trade associations. Copies are also distributed at construction equipment exhibitions in the UK and overseas. I look forward to hearing from you.

Kim Fitzpatrick
Newsline Editor

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I know that many (but not all) members have benefited from record high demand for equipment globally in recent times. Domestically too we have seen a good market for some years in many equipment categories. We know, of course, that high demand does not equate to high profits, thanks to fierce competition and soaring input costs - latterly the effects of record oil prices. However, what members tell me is that an ever present fear is sudden fluctuation in demand. Those with longer memories will remember the effects of boom and bust in key markets in the past - times when plans and budgets were made redundant by a sudden market dive or change in government policy. In fact you don't need a long memory to recall examples - a reversal of Chinese government policy strangled demand for construction equipment in that country for a while quite recently. So let's hope for steady demand for our products, whilst knowing we have to also expect the unexpected.

Good signs of co-operation

One of the tasks in our development plan is to step up our links and networking with other organisations and complementary sectors. It was, therefore, pleasing to see the good turnout for the September meeting of our International Business Group which was held on a joint basis with our counterparts at the Society of Motor Manufacturers and Traders (SMMT). Motorsport Industry Association (MIA) representatives were also in

attendance. The CEA, SMMT and MIA work together with UK Trade & Investment (UKTI) in setting strategies and developing programmes for international trade promotion for the wider automotive sector. This co-operation is benefiting all of the organisations involved and long may it continue. Our scoping mission to India later this year is an example of a UKTI funded project emerging from this forum.

Regulations, no end in sight

If, like me, you hoped for a lessening of the regulatory burden from EU and UK legislators, then you would be wrong. Tim Faithfull, the CEA's co-ordinator of technical activities, tells me that he has never been busier. It is not that there is a torrent of new legislation, it is that new ways are being found to interpret and apply existing regulations. The PRECIS initiative and the new HSE work items are examples of this. However, what is encouraging is that by co-ordinating our industry viewpoints we are best able to put practical and clear positions to those we need to influence. In many areas we are now meeting with success.

A date for your diary

And finally, a date for your diary. Thursday 6 April 2006, is not only the official start of the tax year but the date for our AGM Conference. By popular demand we will be back at One Great George Street, Westminster.

Paul Ross CEA President



CEA Management Council

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Caterpillar (UK) Ltd

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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

Bob James
Truffo Air Movement Ltd

Alan Williams
Volvo Construction Equipment (GB)

Brian Sugden
West Alloy Ltd

London 2012 Olympic and Paralympic Games

The CEA will be running a series of articles to keep readers updated on developments for the London 2012 Olympic and Paralympic Games, which we trust you will find useful. We start with answers to some frequently asked questions:

How can businesses bid for work for the 2012 Games?

All kinds of businesses, large and small, will be needed to deliver the London 2012 Olympic Games and Paralympic Games. Most of the contracts will not be let until after 2008. The majority of these tendering opportunities will be publicised by the Olympic Delivery Authority (ODA), when it is established, and by the London Organising Committee for the Olympic Games (LOCOG). Until then, the London Development Agency (LDA) and Transport for London (TfL) will invite tenders for all contracts in relation to the construction and transport requirements of the Olympic Park via the Official Journal of the European Union (OJEU). They will also be advertised in key trade journals.



How will contracts be procured?

A set of draft procurement principles has been prepared that will guide the existing programmes of contract-letting. In due course, a detailed Procurement Strategy for the London Games will be drawn up. The procurement principles, approved by key Olympic stakeholders, are designed to ensure that:

- ~ Sustainability lies at the heart of the delivery of the London Games.
- ~ Facilities meet the highest standards of design quality - and are of lasting use.
- ~ Local people are given every opportunity to benefit from the new jobs before and after the Games.
- ~ The Games are the most environmentally friendly ever.
- ~ The Olympic projects bring lasting economic, social and environmental benefits to London through regeneration and the creation of a lasting legacy.

Are there any contracts available now?

Ahead of the bid decision, the LDA began the process of procurement for a number of large contracts connected with the delivery of the Olympic Park. This was to enable London to be in a position to start the planning needed to deliver the Games. Until the ODA is established in 2006, the LDA in its role as 'interim ODA' will issue a number of other contracts in connection with the development of the Olympic Park venues. With the exception

of the tunnels for the power lines, construction contracts are unlikely to be put out to tender until 2007.

Have any contracts already been awarded?

J Murphy & Sons Ltd has been announced as the selected contractor to construct twelve kilometres of tunnels to replace the overhead power lines that currently cross the Lower Lea Valley.

When will work start on the Olympic Park?

London has already outline planning permission in place to build the Olympic Park and preparation on some sites in the Olympic Park area has already started. The provisional timetable for key activity is as follows:

- ~ Site preparation - phased from 2005 through to mid 2008.
- ~ Most invitations to tender for designers will be issued in 2005/2006 and for contractors in 2006/2007.
- ~ Power lines undergrounding scheduled to start by November 2005, completion mid 2008.
- ~ Main stadium: commence procurement process by November 2005, start on site summer 2008, completion April 2011.
- ~ Aquatics centre: start end 2006, completion end 2008.
- ~ Velodrome and BMX arena: start on site January 2007, completion end 2008.
- ~ Three western arenas: start on site mid 2007, completion end 2010.
- ~ Athletes village: start on site summer

2007, completion end 2011.

- ~ Media centre: start on site mid 2008, completion end 2011.

Will there be any opportunities for SMEs?

The preparation for these events will be a massive opportunity for companies of every size in London and across the whole of the UK to showcase their products and services, find new trading partners, enter new markets and compete for new contracts. For the next few years initial opportunities will be focused on infrastructure. However, the Games will also provide potential for businesses in a range of different industries including construction, professional services, tourism/hospitality, leisure, transport, retail, food and the creative and cultural sectors.

How will SMEs be able to access these opportunities?

Regional Development Agencies (RDAs) throughout England already assist in co-ordinating extensive support for business, especially SMEs. Visit the following websites for support in England, Scotland, Northern Ireland and Wales:
England: www.englandsrdas.com
Scotland: www.scottish-enterprise.com and www.hie.co.uk
N Ireland: www.investni.com
Wales: www.wda.co.uk



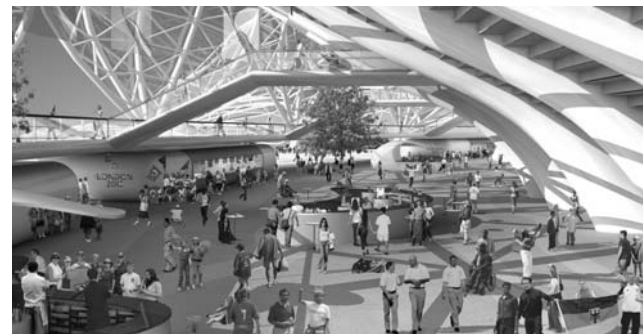
The stakeholders for London 2012 are now looking closely at building on previous successful models, like those used in Sydney for example, and discussions are taking place now about the best way to set these up. Any London 2012 business initiatives will be up and running and integrated within regional support provision well ahead of major construction milestones.

What can businesses do now?

In order to increase the chances of winning contracts, SMEs need to be in a position where they can compete effectively - or be 'fit to supply'. Visit: www.businesslink4london.com, your local RDA or the Scottish, Northern Irish or Welsh organisations previously mentioned and they will provide information on local schemes.

Sources:

The London Development Agency and the Department of Culture, Media and Sport.
Computer generated pictures (including front cover) - www.london2012.org.



Websites for further information on the London 2012 Olympic and Paralympic Games:

London 2012:
www.london2012.org

London Development Agency (LDA):
www.lda.gov.uk

Department of Culture, Media and Sport (DCMS):
www.culture.gov.uk

Official Journal of the European Union (OJEU) advertisements are published daily in Tenders Electronic Daily (TED):
<http://ted.publications.eu.int/official/>

Prepare your business for new opportunities:
www.fittosupply.org
www.businesslink4london.com

Procurement Development Programme:
www.tendertwin.com

Regional Development Agencies:
www.englandsrdas.com

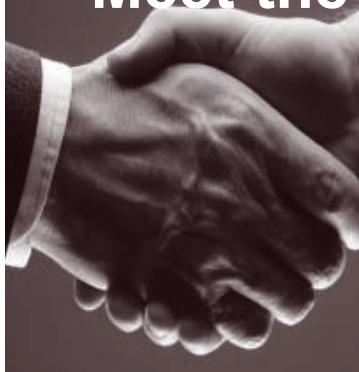
Scottish Enterprise:
www.scottish-enterprise.com

Highlands and Islands Enterprise:
www.hie.co.uk

Invest Northern Ireland:
www.investni.com

Welsh Development Agency:
www.wda.co.uk

Meet the Members



New member

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

SKF (UK) Ltd
www.skf.com

SKF is a global supplier of products, customer solutions and services in the rolling bearing, seals, mechatronics and lubrication systems business.

CEA website

The CEA's website - www.coneq.org.uk - has recently undergone some changes. Have a look and let us know what you think - we are always pleased to receive feedback. The site contains a wealth of information and all CEA member companies are listed in the *Company and Product Locator* section.

Need the password?

Members should contact the CEA offices for the password to enter the *Members* Only area of www.coneq.org.uk.

Henry Cooch & Son Ltd safety matters

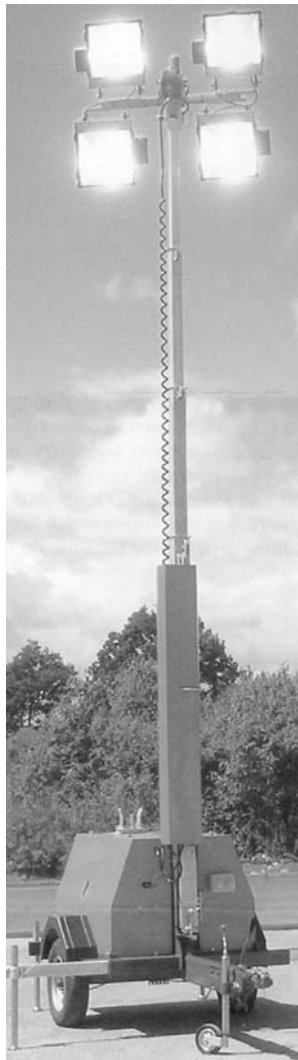
During 2004 the Health & Safety Executive called a meeting of manufacturers of mobile floodlighting towers. After a series of accidents, including fatalities, when units were moved with masts in the vertical position, they asked manufacturers to do something to prevent towers being moved with the mast vertical.

The first line in preventing accidents and injury at work is to remove hazards. With the new Skylite 95, Henry Cooch & Son Ltd have done this. When the mast is vertical the brakes are automatically locked on. Before being able to move the unit the operator has to physically lower the mast into the horizontal by hydraulic controls before the brakes are unlocked. No more hitting overhead power lines or overhead obstructions - no more overturning of the machine by being towed with the mast extended. In other words, a much safer machine.

With the mast raised hydraulically, a manually rotated head frame (powered version available), a central lifting eye on the mast, forklift pockets and the machine balanced so that one man can manoeuvre it, it even has the brake rod protected by being inside the chassis. Bunded against diesel and oil spillage how much safer can a machine be?

As we all know, you can put in place many warning signs and other devices, but some operators still ignore them. With the Cooch device they have to operate in a safe manner - a machine fitted with a device that cannot be overridden.

For further information contact:
Brian Chantler
Tel: +44 (0)1732 884484
henrycooch@btconnect.com
www.henrycooch.co.uk



Henry Cooch - Skylite 95

Powerscreen introduce new recycling equipment

Powerscreen International has developed two new recycling machines, specifically designed for large volume processing of a wide range of waste materials.

The latest and largest shredder in the company's range, the **Powershredder 2400**, is a mobile track-mounted heavy-duty shredder for volume waste reduction tasks. It features a number of different tools and shaft configurations for the efficient and high volume reduction of household, industrial, building and green waste, timber, plastics and logging/sawmill waste. Under measured test conditions, the Powershredder 2400 proved to be able to process up to 105 tonnes per hour of old timber and municipal solid waste and, for bulkier refuse and industrial solid waste, the throughput averaged 55 tonnes per hour.

The new electrically powered **Galaxy 933 Trommel** is a multi-task, high capacity screening plant capable of processing up to 200 tonnes per hour



Powerscreen - Galaxy 933 Trommel

using an electric friction 4-wheel drive system with four 15kW drives. Designed specifically for C&D waste, DSW, reclaiming topsoil, composting applications and wood chippings treatment, the Galaxy 933 is the largest trommel in the Powerscreen range and is aimed at high volume recycling operations.

For further information contact:

Nicola Killen
Tel: +44 (0)28 87 740701
nicola.killen@powerscreen.co.uk
www.powerscreen.co.uk



Powerscreen - Powershredder 2400

In brief

Knott-Avonride

On 10 October Knott Ltd changed their name to Knott-Avonride Ltd.

www.knottuk.com

Free to members

Are you registered to receive the following FREE services, direct to your desktop?

- ~ CECE newsletter - round up of developments in Europe.
- ~ Technical Bulletin - briefing on regulatory and legislation issues.
- ~ International Bulletin - trade leads, market briefings, exhibition information.

Sign up with Emma Fiddimore via emma@admin.co.uk.

Grove Europe

On 1 October Grove Europe Ltd merged with Manitowoc Potain Ltd and became Manitowoc Crane Group (UK) Ltd.

www.manitowoccrane.com

Job wanted

Do you have a vacancy for an events planner, someone to work in corporate/public communications or in marketing? If so, we have the details of a potential candidate. For further information e-mail kim@admin.co.uk.

In brief

Need some FREE expert legal advice?

then sign up for an Advisory Card NOW!

The ASL Business Support Helpline service is FREE to paid up members of the CEA. Advisory Card holders have telephone access to a team of highly experienced professional legal experts, who can offer advice, information and guidance on a wide range of issues, including:

- ~ Commercial and contract law
- ~ Employment and personnel
- ~ Licensing
- ~ Company law
- ~ Health and safety issues
- ~ PAYE
- ~ Payroll
- ~ Debts and debt recovery
- ~ Tax and VAT

There is no limit on the number of calls you can make and all the lines are dedicated. The Helpline is an invaluable alternative to lengthy research and expensive fees - an asset for any business.

Last year's cards have now expired and new scheme numbers have been issued. So, if you wish to continue using this excellent free service, or want to start now, contact Claire Barton via claire@admin.co.uk.

Powerscreen and TEREX Pegson crushing and screening focus on India

Powerscreen screening and recycling equipment and TEREX Pegson crushing plants are not only produced by sister companies but also often work in tandem - especially in mining and quarrying applications, on construction and demolition waste recycling tasks and in situations where mobile crushing, screening and stockpiling operations are used on major mining and civil engineering projects. Powerscreen and TEREX Pegson products are exported around the world and both are members of the TEREX Group.

These two major forces in crushing and screening are focusing on the Indian

sub-continent where both companies have been developing and honing their dealership arrangements, increasing the customer-driven product selection and enhancing their reputations with a series of extremely successful sales drives in areas as varied as iron ore processing, road construction, recycling and waste treatment.

For further information contact:
Judi Sault - TEREX Pegson
Tel: +44 (0)1530 518600
jsault@bl-pegson.com
Nicola Killen - Powerscreen
Tel: +44 (0)28 87 740701
nicola.killen@powerscreen.co.uk



Terex Pegson 1412 Trakpactor and Powerscreen Chieftain 2400

TEREX Trucks in major construction projects in Italy

A brand new Generation 7 TA30 dumptruck is working in one of the largest motorway expansion plans in northern Italy. The 750 million Euro project involves the construction of a 32.3 km road stretch connecting the A27 Belluno-Venice and A4 Turin-Venice motorways. The development, estimated to last 3.5 years, will also include the creation of seven artificial tunnels, four viaducts, fifteen bridges, thirteen flyovers and nineteen underpasses.

The 28t articulated dumper has been used to shift overburden material during the initial phase of this project, after which

the TA30 will be moved to a large rock quarry in northern Italy.

In Livorno, western Italy, two 30t articulated trucks are employed in a large land reclamation project, which will result in the transformation of a marsh to a 65,000 sqm car park. The 10 year old D30 TEREX trucks are continuously put to the test on the soft and difficult terrain in the marsh.

For further information contact:
Terex Equipment Ltd
Tel: +44 (0)1698 732121
sales@terex.co.uk
www.terex.com

HammerTech Ltd impact technology

Peterborough based HammerTech Ltd manufacture excavator mounted hydraulic breakers. They currently have three types of hydraulic breaker to suit different carrier weights - the HT500, HT1000 and the HT5000.

The **HT500** is designed for use on carriers between 1.5 and 3.5 tonnes, and develops an impact energy of 500 joules/blow at the tool tip. This measurement has been confirmed by independent tests conducted by Sheffield Hallam University. This is up to treble the impact energy of a similar weight standard hydraulic breaker fitted to this size excavator.

The **HT1000** develops an impact energy of 1000 joules/blow at the tool tip and is designed for use on carriers between 2.5 and 6 tonnes. This breaker weighs approximately 280kg and with the impact energy of 1000 joules/blow is equivalent to a standard breaker for an 8 to 10 tonne class excavator.

The **HT5000** develops an impact energy of 5000 joules/blow at the tool tip. This breaker is for carriers between 15 and 26 tonnes.



HammerTech - Breaking



HammerTech - Compacting

HammerTech will achieve up to three times the impact power compared to a conventional breaker, thus allowing utilisation of smaller excavators to achieve higher outputs. The low maintenance breakers use a very simple operating mechanism incorporating a hydraulic cylinder, which lifts the main impacting breaker weight. The weight, inside a guide sleeve, is also attached to elastic power springs, which are tensioned as the cylinder is lifted. At the top of the stroke the tensioned springs pull the weight down at high speed to hit the tool. The power springs, which have been load tested to over five million cycles and have double the energy storage of normal mechanical springs, are very similar to aircraft carrier arrestor cables.

For further information contact:
HammerTech Ltd
Tel: +44 (0)1733 355810
info@hammertech.co.uk
www.hammertech.co.uk

In brief

Meeting room facilities available

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.

Keep us informed

At the CEA we strive to keep our database up to date. Please, therefore, keep us informed of any personnel changes within your company to ensure we send the correct information to the right contacts - technical, exhibitions, international business, *Newsline*, etc. Please e-mail Emma Fiddimore via emma@admin.co.uk.

Advertise your job vacancies

Members - do you have any job vacancies you would like to advertise, for FREE, in *Newsline*? If so, please e-mail details to Kim Fitzpatrick via kim@admin.co.uk.



Committee
for European
Construction
Equipment

www.cece-eu.org

Summit sell out

The first CECE Summit attracted an attendance well in excess of target. This was the first time that CECE has organised a one day summit programme featuring both leading EU officials and leaders of the construction equipment industry. The list of speakers included Vice-President of the European Commission, Gunther Verheugen, and industry CEOs Tony Helsham (Volvo) and John Patterson (JCB). The objective was to bring CECE closer together with both its members and EU decision-makers. The day looked at competitiveness issues, the economic environment and regulatory topics. A full report will feature in the next issue of *Newsline*.

CECE launches new policy brochure

The Committee for European Construction Equipment (CECE) used its Construction Equipment Summit (Brussels, October) to launch its first compendium of policy positions. In *Challenges for the Construction Equipment Industry* CECE outlines its views on both legislative and trade issues. These include policy points on the Machinery Directive, Environmental Legislation and Road Safety - together with trade concerns in relation to China and Russia and Market Surveillance issues in Europe. CEA Chief Executive,

Rob Oliver, contributed to the drafting process and explains, "It is important that we had a concise document setting out key policies so that members and EU decision-makers can see what CECE stands for. This is the first time we have published our viewpoints on some international trade issues and I hope it will get a debate going on how we move forward. In a nutshell, CECE is standing up for free and fair trade within Europe and beyond". The CEA is arranging for complimentary copies of the policy brochure for all members.

CECE Member Associations

Belgium	AGORIA	www.agoria.be
Finland	Technology Industries of Finland	www.teknologiateollisuus.fi
France	CISMA	www.cisma.fr
Germany	VDMA	www.vdma.org
Italy	COMAMOTER	www.comamoter.it
Italy	UCOMESA	www.ucomesa.it
Netherlands	FME-CWM	www.fme.nl
Poland	APCEMP	www.pimb.com.pl
Spain	ANMOPyC	www.anmopyc.es
Sweden	SACE	www.branschgrupperna.se/sace
UK	CEA	www.coneq.org.uk

Market Trends

UK construction output: second quarter 2005

The total volume of construction output in the year to the second quarter of 2005 was unchanged compared to the previous year. Overall new work rose over the same period, despite decreases in the infrastructure and public non-housing sectors. Repair and maintenance fell, with decreases in private housing and private non-housing outweighing

increases in public housing and public non-housing sectors. Output in the second quarter of 2005 rose by 1% compared to the first quarter of 2005 both in volume terms and in current prices. The total volume of new work in the year to the second quarter of 2005 was 1% higher compared with the previous year and rose by 5% in the second quarter

when compared with the previous quarter. The total volume of repair and maintenance work fell by 1% in the year to the second quarter of 2005 compared with the previous year, and was 3% lower in the second quarter of 2005 compared to the previous quarter.

for further official figures visit www.dti.gov.uk/construction/stats

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

Lightening the load?

The CEA has supported the latest EEF led Budget submission to HM Treasury entitled *Lightening the Load*. Against a background of modest expansion in manufacturing output, the report highlights a number of business burdens as candidates for reform.

An EEF survey earlier this year identified average increases of 47% and 34% respectively in the unit prices paid by industry for gas and electricity. HMG is urged to take steps, such as freezing the Climate Change Levy, to help mitigate these cost challenges.

On regulation, top of the list is support for the UK to continue to make use of regulatory impact assessments and press the better regulation agenda at an EU level. On fiscal policy, the EEF points to the growing UK tax burden (at around

40% of GDP) at a time when other countries are reducing their tax take.

They put forward a number of ideas to improve the situation including better access to business tax reliefs. The paper also underlines blocks to productivity and competitiveness arising from skills, investment and innovation issues. For example, the complex arrangements for companies wishing to claim R&D credits have come under fire. On this particular area, the CEA is planning to offer members some specific support within our new menu of services.

Lightening the Load also points out the inconsistencies of HMG policy on export support services, including the scaling back and regionalisation of the SESA exhibition support scheme - a topic of particular frustration to the CEA.

Exhibition grant funding

watch this space

UK Trade & Investment (UKTI) - the government department which has, up to now, provided grants for exhibitors at overseas trade shows and missions, is announcing its plans post March 2006 shortly.

From what we hear, grants to most exhibitions will be limited to "new exporters" and must be administered through a Regional Development Agency or Business Link - who will refer it back to

the relevant trade association. The UKTI definition of "new to export" is a company who is presently exporting less than 10% proactively and 25% reactively.

Following extensive lobbying, we do hear some good news may be announced - that experienced exporters may still receive funding for exhibitions in China and India if they are new to the market. Watch this space!

CEA meets top UK Trade & Investment Director for China

The CEA recently met with Neil Blakeman, Director of Trade and Investment in China. Neil is based at the British Embassy in Beijing and is responsible for a large team of commercial officers - ensuring Britain gets its fair share of trade with China. Construction equipment falls within the Automotive Sector of UKTI - a priority sector in China.

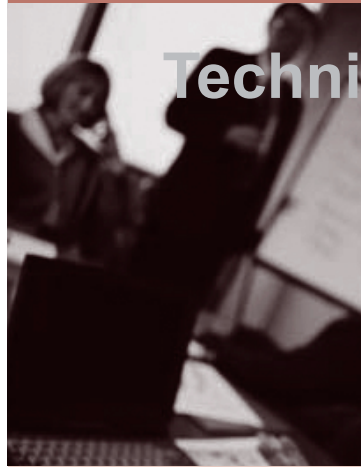
If you require assistance with any of your China business, be it for sales, joint ventures, sourcing or inward investment, Neil's team may be able to help. The Automotive Sector team is based in Shanghai.

Shanghai contact:

Neil Floyd - neil.floyd@fco.gov.uk

Beijing contact:

Debbie Shi - debbie.shi@fco.gov.uk



Physical Agents (Vibration) Directive

The UK regulations on the Directive came into force in July. HSE leaflets were circulated with the last issue of *Newsline* and the HSE has recently sent the CEA a copy of its final draft document that gives detailed guidance on whole-body vibration. The guidance for manufacturers and suppliers, and the annexes on vibration data and other aspects, are being closely examined.

HSE sponsor safety in quarries

The CEA has belatedly become aware that a sub-group of the Quarries National Joint Advisory Committee (QNJAC) has produced a draft guidance document on safety measures for mobile plant used in quarries. A number of so-called non-access issues have been listed (visibility, body up alarms, cab noise level, requirements on vibration, brake tests and seat belts). There are also issues related to access (inclined stairways, retractable lower steps, emergency ladders, handrails and handholds, lighting and more). Tabulated lists giving advice on the suitability of these measures for loaders, dumptrucks and excavators are also part of the guidance, which is targeted for publication by the end of the year. The HSE has also sponsored some research work on seat belt performance, including a review of seat belt standards, the performance of different restraint systems and recommendations to minimise injury over a range of accident situations. Industry has supplied data for the investigation but, so far, has not been properly consulted. Needless to say the CEA will be responding to this further HSE initiative, after discussion with members.

Inadvertent operation of controls

CEA members have been closely involved with the HSE to discuss issues regarding a fatal accident, when the controls of a mini-excavator were inadvertently activated. The HSE had already written to all suppliers asking for a rapid response on action they would take to prevent a similar accident. The HSE then drafted a press release, without waiting for any consultation with industry, that would have been harmful to manufacturers and the whole construction industry. Once aware of the issue, the CEA worked with the HSE to convene a meeting and all suppliers to the UK market were invited.

The essence of the accident, as reported by the HSE, was that the worker, in contravention of the manufacturer's operating instructions and warnings, was not seated, in an unrestrained position, leaning out of the cab, with the engine and controls in a live state. It was also reported that the deceased was not a trained operator. The HSE press release suggested a design fault for which there was no proof. CEA members, joined for this issue by invited non member suppliers, argued that the combination of

the circumstances of the accident was exceedingly unlikely to re-occur and that the protective measures, such as the use of the seat belt, combined with the manufacturer's operating instructions, covered the foreseeable risk. There was also a need for proper training schedules. The HSE agreed to withdraw the request for a response from each supplier and, instead, accept a single CEA response on their behalf.

Upon receipt of the CEA letter, the HSE concluded that the issue would be removed from the press release, although some concerns with MEWPs and telehandlers would still be raised at a subsequent press conference. This is a classic example of how a trade association can resolve potentially very serious challenges to the industry through joint discussion and united action, using the combined experience and expertise of all the major players.

The CEA has agreed that the inadvertent operation of controls may need further consideration and could be raised as a work item for the CEN Standards Committee.

PRECIS seeks to reduce engine emissions

The CEA has taken part in a sub-group of PRECIS (Partnership in Reducing Emissions from Construction Industry Sites) which is preparing a list of equipment that can be retrofitted with diesel particulate filters (DPF). The list derives from the PRECIS initiative to help meet air quality targets in London by bringing forward the legal need to meet emission limits from 2010 to 2006. The CEA has many concerns regarding the use of DPFs and opposes the imposition of any requirements that are specific to the UK, let alone to a region. Whilst not

being able to prevent this initiative, the CEA has pointed out the various drawbacks. These include impacting the safety and other legal requirements of the machine, that there is no generic solution for different product, warranties could be invalidated and, of course, the cost which will be borne by the user/hirer.

Tim Faithfull was invited to speak on the subject at a conference organised by the Construction Plant-hire Association (CPA). Like the CEA, the CPA has serious reservations about the application of DPFs to construction equipment.

Indonesia infrastructure opportunities

The tsunami disaster of 2004 focused the world's attention on the plight of those affected and the UK responded with massive charitable donations. The rebuilding of the Aceh region in northern Sumatra will take years, as whole communities were torn apart.

What was not highlighted in the news reports is the overall situation in Indonesia which, after several years of stagnation, is seeing accelerating growth in its economy, expected this year to be around 6%.

The aftermath of the economic crisis of 1997 has resulted in lack of investment in the infrastructure, resulting in power shortages and chaos on the roads. The new President, Susilo Bambang Yuduhono, elected last year, has announced a programme of investment in the infrastructure including power, water, ports, airports, roads and railways. Estimates for this programme vary from US\$80 to \$200 billion.

There is a good relationship between

Indonesia and the UK, promoted through the British Embassy and the Indonesian British Business Council. The Indonesian Chamber of Commerce, Kadin, has a committee looking at development of relations with Britain known as KIKI. It is planned that a roadshow will visit the UK early in 2006 to promote the infrastructure programme. This is being co-ordinated in Indonesia by the British Chamber of Commerce in Indonesia and the British Embassy.

In addition, UK Trade & Investment is funding UK companies to exhibit at the Manufacturing Indonesia 2005 Trade Fair in December. UK Trade & Investment in Yorkshire and the Humber is organising a mission to Indonesia at the same time.

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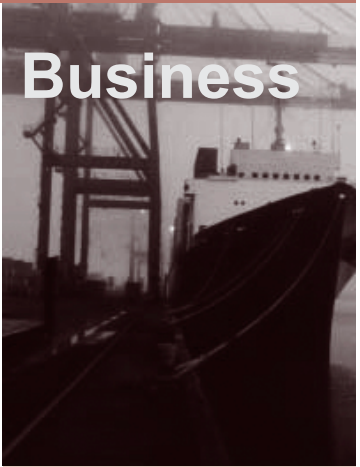
Opportunities in Vietnam

Pam Hyde recently met with the Trade and Investment Assistant for the British Consulate General in Ho Chi Minh City, Vietnam - Nguyen Thi Nhat Minh. Minh explained that growth in construction in Vietnam is estimated to be 9.5% for 2004. Government investment in infrastructure



Pam Hyde with Nguyen Thi Nhat Minh

is growing rapidly, including metro, railways, ports, airports and urbanisation. There is an ambitious masterplan to 2020. Vietnam is encouraging investment from other countries and Japan, Germany and France already have special loan arrangements in place which gives them priority on some projects. However, the Commercial Office works hard to identify opportunities for UK companies. Contact Minh via nguyen.minh@fco.gov.uk for assistance in finding an agent or distributor or to find out about the opportunities in Vietnam for your products. See also www.uk-vietnam.org. Contact Pam Hyde (pam@admin.co.uk) for details of plans for the three satellite cities to be built around Ho Chi Minh City or for the transportation plans.



Many thanks to Perkins

Generous hospitality, good planning and well-organised factory tours meant that the CEA meetings on 28 September at Perkins Engines in Peterborough were an unqualified success.

Around 70 delegates attended the CEA General Technical Committee and the CEA / SMMT International Business Group meetings. The CEA has received several comments about how useful the presentations and discussions were. To quote one e-mail, "The programme was one of the most professional I have had the pleasure to be part of and my congratulations to you on providing such an informative and stimulating international briefing for your members".

The International Business Group, besides discussing industry conditions in markets worldwide, received top rate presentations on how to do business with the Gulf Arabs and on strategies for doing business in the USA from the Council of American States in Europe.

The General Technical Committee had very helpful discussions on technical issues, including a presentation on the development of Tier 4 engines (UK Stage IIIA).

The CEA also appreciated additional hospitality from Perkins when the Management Council met there the following day.



Exhibitions

Excon : Bangalore, India

30 November-04 December 2005
www.excon.in

The CEA will be making an official government supported scoping visit to Excon India to assess the show's potential. Representatives from the German, Italian and Spanish trade associations will also be at the show.

The CEA is working with the Confederation of Indian Industry (similar to the British CBI) to maximise the potential of the visit and will be meeting

with distributors, manufacturers and contractors during the trip. A post-show report will be available for CEA members.

The CEA can help with planning and arranging meetings for any British companies intending to visit the show. We can also assist with research for those companies unable to attend. For further information contact Joanna Oliver (joanna@asnorth.co.uk).

The Rental Show : Orlando, USA

06-09 February 2006
www.ararental.org

SESA grants of up to £2,500 per eligible company are available for the Rental Show 2006. The show is highly segmented by product so the CEA will not run a British Pavilion, but is happy to assist companies wishing to exhibit. This will be the 50th anniversary of the American Rental Association (ARA) and The Rental Show. A wide range of special activities will provide a tribute to the

history and growth of the rental industry and ARA. In addition, The Rental Show will feature the trade show with 700 exhibitors, more rental-specific educational seminars plus traditional events and an inspiring Keynote Session. It all adds up to a "can't-miss" occasion for everyone involved in the rental industry! Don't miss the last ever CEA exhibition with SESA grant support.

USA distributor research

One of the most commonly asked questions at Conexpo was "Where can I find a distributor - and how do I know if he is any good?". The CEA has made a successful bid for UKTI funding to research the answers to these questions - and more. A report will be published on completion of the study, which will be launched at the CEA's 2006 AGM Conference in April. If your company is currently looking for a distributor in the USA, or you have any experiences - good or bad - of working with US distributors, please e-mail joanna@asnorth.co.uk.

Intermat : Paris, France

24-29 April 2006
www.intermat.fr

Prime location

Despite the demise of SESA grant aid, the CEA will go ahead with a British Pavilion at Intermat 2006. The Pavilion will again be located in the prestigious site at the front of Hall 6, directly in front of one of the entrances to the show.

Possible regional funding

Some regional funding may be available to companies through Business Links or Regional Development Agencies - contact your local International Trade Advisor for details.

Discounted rates

The CEA has negotiated discounted rates for both space and stand construction - even without a grant the CEA can make Intermat an affordable showcase for your

products. The CEA can still offer a cost effective fully fitted turnkey package of stand space, construction, furniture and fittings. Additionally, British companies booking space on the Pavilion through the CEA benefit from discounted space rates and reduced participation fees - saving over 400 Euros. There is now only one stand left on the British Pavilion - so book now to avoid disappointment!

Display package

If your company does not want to exhibit, the CEA can offer a display package facility - allowing companies to display literature and graphics as part of the CEA British Information Centre. Prices start from just £195 plus VAT. For further details contact Joanna Oliver (joanna@asnorth.co.uk).



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 send details to Emma Fiddimore (emma@admin.co.uk).

Solo Support Scheme

support available for exhibitions taking place before 1 April 2006

UK Trade & Investment have announced that the Solo Support Scheme will be continued for 2005/2006. This is the scheme under which British companies can apply for a grant of £1,500 when exhibiting at an overseas show where no financial support is available. It continues to be discretionary with funds allocated on a first come first served basis. For further information contact your local Business Link or International Trade Team. Applications must be lodged at least two months prior to the show opening.

Catalogue Exhibitions

These are both popular and successful. CEA *Business Tracker* CD Roms and copies of *Newsline* are regularly sent to the exhibitions. For details contact:

Supercatex:

James O'Sullivan
Tel: +44 (0)117 909 9990
jos@export.co.uk
www.export.co.uk / click "Supercatex"

Britcom:

Tel: +44 (0)1604 861968
www.britcom.info
Forthcoming shows:
Arab Gulf States, Kuwait, South Korea

Yellow is not the only colour

To the average person in the street, the term "construction equipment" may not mean much other than, "those yellow things on building sites and machines that dig up roads". They might be surprised to learn that construction equipment production is worth an estimated £8.5 billion to the British economy and provides 57,000 jobs... and, yes, not all equipment is yellow. However, we also have to challenge another perception in that construction equipment is not synonymous with earthmoving equipment. We are fortunate to have big earthmoving producers resident in the UK but there are other sub-sectors that are significant in their own way. Whilst volume crane production disappeared from our corner of Europe some time ago, crushing and screening equipment manufacture has gone from strength to strength.

Visitors to the popular *Hillhead* show earlier this year will have been impressed by the range and scale of plant now available, both for traditional operations and for newer recycling purposes. Much of this kit is manufactured in the UK, with Northern Ireland being the particular hot spot. Similarly there is home grown production activity in the areas of compaction, foundation engineering and electronics. In fact, if you look at our *Product Locator* section on the CEA website, you will find over 150 types of products, services and componentry available from our member companies.

So, in recognising the diversity we have in our growing membership, I hope this serves as a reminder to make sure that you use your trade association in the best way to benefit your business... regardless of product or colour!
Rob Oliver CEA Chief Executive



WANTED

UK Trade & Investment Export Promoter Automotive Sector

The International Sectors Group of UK Trade & Investment requires an Export Promoter to be seconded from his/her company to work within the Automotive Team - to start in January 2006. The automotive sector team, working with partners in the UK and overseas, is responsible for helping UK companies in the automotive, motorsport, and construction equipment sectors trade and invest overseas. The length of the secondment is negotiable, but in the past has been for two years.

Export Promoters remain employed by their seconding company. UK Trade & Investment will pay all the travel and subsistence expenses of the Export Promoter and will recompense the seconding company part of the salary costs. Further details about Export Promoter posts can be found on www.uktradeinvest.gov.uk/ukti/marketing_support under "Export Promoter Initiative".

Interested candidates should apply by **30 November 2005** to:

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3 Priestley Wharf, Holt Street
Aston Science Park, Birmingham B7 4BN
Tel: +44 (0)121 503 3425
Fax: +44 (0)121 380 3577
E-mail: stevemartin@advantagewm.co.uk