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Introduction to the CEA / UKTI United Kingdom Group at bC India
8 - 11 February 2011, Mumbai

Meet the Buyer Seminar, Pune
15 February 2011

Discover One Of The UK's Most Dynamic Sectors



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The CEA, generously is delighted to once again bring a group of British companies to exhibit at bC India (8-11 February) and present an Advanced Engineering Meet the Buyer Seminar in Pune (15 February) supported by UK Trade & Investment. bC India is a new exhibition for construction equipment exhibition which we hope will take its place in the international exhibitions calendar and we are looking forward to meeting the visitors to the show. The Pune seminar is designed to inform the Indian Construction Equipment (CE) sector on the advanced manufacturing capabilities of the UK CE manufacturing base. The seminar seeks to not only introduce UK manufacturers to Indian buyers, but also to develop partnerships between UK and Indian manufacturers and end users.

The Pune India Meet the Buyer Seminar presentations give the opportunity for the UK presenters to showcase the UK's special expertise in Advanced Engineering and a wide range of areas in the CE sector. Following the presentations and a networking lunch, delegates have the opportunity of one to one meetings with the presenters.

The CEA is the UK trade association representing the manufacturers of construction equipment, its components and associated services. The construction equipment sector in the UK is worth in excess of US\$15 billion each year to the UK and the sector employs over 50,000 people.

The CEA is delighted to be presenting the UK Pavilion at bC India and the 2011 India Meet the Buyer Seminar in Pune. With the generous sponsorship of UKTI and the organisational skills of Corinex Tradeline India Pvt. Ltd. that the events will enhance the long term and successful relationship in our sector between our two great manufacturing nations.

Joanna Oliver
Joanna Oliver
CEA Director of Global Programmes



British
High Commission
New Delhi

February 2011

It is with great pleasure that I welcome to India members of the Construction Equipment Association UK Group at the bCIndia exhibition in Mumbai. I would also like to extend a warm welcome to delegates and speakers attending the Advanced Engineering Seminar in Pune on 15 February 2011. I hope that the two events will add further momentum to expanding trade opportunities between the United Kingdom and India.

British engineering companies are involved, both within the UK and overseas, with global supply chains in sectors as varied as construction equipment, agriculture, mining and marine. Advanced Engineering, of which Construction Equipment is a part, makes a major contribution to the UK economy and represents an important trading sector. The Construction Equipment Sector is worth in excess of \$US 15 billion to the UK and over 75% of output is exported. Manufacturing accounts for 15% of total UK GDP and the sector employs some 3.5 million people.

Leading UK manufacturers such as JCB are already established in India, and have formed successful partnerships with domestic component manufacturers. Many of those, travelling to India in February, are seeking to follow this lead.

I wish the UK Group at bCIndia and the Pune Meet the Buyer Seminar every success.

Richard Stagg
Richard Stagg

Sir Richard Stagg KCMG
High Commissioner
British High Commission
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<http://ukinindia.fco.gov.uk>



UK Trade & Investment is the Government organisation that helps UK-based companies succeed in an increasingly global economy. UKTI's range of expert services are tailored to the needs of individual businesses to maximise their international success. They provide companies with knowledge, advice and practical support.

The UKTI website provides information about trading and investment all over the world. Discover the range of services available, some of which are available free. But if you want the best access to the opportunities and intelligence gathered by the UKTI worldwide network every day, you need to register. It's simple, safe and costs nothing. Get ahead of the game with:

- Business Opportunities
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- Sector in Country Reports
- Reports to help you build up your knowledge of overseas markets.

Further market information on India, reports, contact details and links to useful web sites can be found on the UKTI web site: www.uktradeinvest.gov.uk

For specific enquiries on the Construction Equipment Sector in India contact the UKTI Automotive Sector Lead - Arvish Malhotra, bto.pune@fco.gov.uk

Note: Construction equipment falls Advanced Engineering under the sub sector heading of Automotive. Please ensure that anyone you are speaking to UKTI is aware of this.

United Kingdom Companies Exhibiting at BC India and Speakers at the Meet the Buyer Seminar in Pune. Seminar Speakers are indicated by an (S) after their name



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BSP International Foundations is one of the world's premier manufacturers of hydraulic piling hammers and ground improvement equipment. A continuing research and development program keeps BSP in the forefront of the challenging engineering technologies that have been at the heart of its success for the past 100 years.

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The UK trade association serving construction equipment manufacturers, their component and accessory suppliers and service providers.



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Contact: Mr Toby Cliff

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Contact: Mr Allan Mackintosh

Manufacturer of original equipment friction and steel discs for use in axle and transmission for agricultural tractors, earthmoving and mining equipment. Design specialisation and supply of complete driveline solution.



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Contact: Ms Teresa Kimber

FW Murphy design and manufacture instruments, control and protection equipment for engines and vehicles. Applications include off-road construction and agricultural vehicles, stationary engine-driven equipment, power generation, marine propulsion and oil & gas extraction.

Our product range includes: displays, gauges and interfaces for CANbus (J1939, CANopen, or Inetron CAN) engines and systems, control panels and dashboards, gauge, Switchgear and sensor devices for monitoring engine pressure, temperature, fluid level and speed; vibration/shock switches; fuel valves, solenoids & throttle controllers; Computerized battery charger and DC power systems. Murphy manufacturing and quality systems are ISO9001:2008 approved.



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GKD Technik will be exhibiting a range of on board monitoring, limiting and safety systems for excavators and other hydraulically operated machinery. The range includes rated capacity indicators for excavators, specialised road rail vehicle stability and control systems with remote access technologies, height restriction systems for utility machinery such as hedge cutters and lighting maintenance machinery, sensors for position monitoring plus an overview of our specialised development services.



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Contact: Mr Ken Grant

Hawkey Group design and supply a wide range of transport and vehicle related weighing and load monitoring equipment with associated systems and support services. Equipment is used extensively on Cranes, Fork Lift Trucks and for determining wheel and axle weights of vehicles. The Group business units operate with their own well established and respected brands to a client base of End Users, Distributors and Original Equipment Manufacturers world wide. Core products are Safe Load Indicators, Dynamometers, Cable Reeling Drums, Axle 2 Block, Anemometer, Load Moment Indicators, Portable Wheel Weigh Pads, Axle Weighbridges, On Board Hydraulic Weighing systems for Fork Lift Trucks.

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Manufacturer of vibrating screens, Scalpers, De-watering screens, wire screens, High Energy Screens, Jaw Crushers, Cone Crushers, Heavy Duty Feeders, Heavy Duty Grizzly Feeders and Foundry Shakeouts.



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KHL Group is one of the world's leading providers of construction-related information. Many of KHL's magazines are distributed in India and many other carry editorial coverage. International Construction has regular India supplements. The Group also has six international, two US domestic, a domestic Turkish-language magazine and a Chinese domestic newsletter.

Magazines include - International Construction, Construction Europe, International Cranes & Specialized Transport, Access International, Demolition & Recycling International, International Rental News, American Cranes & Transport, International Construction China, International Construction Turkey, Access Lift and Handlers and Construction Latin America (CLA). CLA, in Spanish and Portuguese, was launched in early 2011 and is destined to become the region's prime construction title.



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Contact: Ms Amanda Armstrong

McQuaid Engineering manufactures a range of rock breaker boom systems that are designed for the purpose of breaking overseas material that becomes blocked in the crusher. Our boom systems can be mounted on all peccator crushers and all makes/brands of mobile crusher.

The MQ boom system package consists on the rock breaker boom, power unit, operating controls and hydraulic hammer. At the age when production targets are very important and down-time due to crusher blockages is proving a problem you can rely on MQ to provide a quality cost effective solution.



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Miniveyor Products Ltd is one of the world's leaders in supplying confined space equipment to the construction, mining and tunnelling industry worldwide. The Miniveyor™ portable conveyor system was created by us in the early 1990s to offer a light, portable and flexible conveying solution for confined space material handling. Our portable conveyor systems are complemented by the Miniveyor Air range of portable dust and fume extractors. We are seeking distributors worldwide for

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Research reports and databases on international construction equipment markets. These cover the key markets of Western Europe, China and India, and are available to clients on a subscription basis, while a private client capability is offered through a customised facility.

In addition, a wide range of Multi-Client Studies are available on such markets as Indonesia, Thailand, Saudi Arabia, Korea, Japan and Turkey.



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Resaleweekly.com, an online marketplace that connects buyers and sellers of construction and allied machinery. By combining 45 years heritage with experience and authoritative information, our commitment to innovation with solutions like Resale (Phone Application), Resale mobile site, and the proven specialist information solution of ResaleWeekly, we enable our customers to search further, dig deeper, work smarter, innovate faster for making reliable decisions. ResaleWeekly is a world class publication and information provider enabling construction and allied machinery professionals to achieve excellence.

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Ricardo is one of the leading global multi-industry engineering providers of technology, product innovation and strategic consulting. With almost a century of innovation and automotive heritage to its name, Ricardo has been responsible for many breakthrough technologies and products that have transformed the way we live today.

Our experts provide outstanding value in the form of high quality engineering solutions, low carbon, high fuel-efficiency technologies, class-leading product innovation and robust, well-informed strategic advice. Guided by our corporate values of respect, integrity, creativity & innovation and passion for everything we do, we aim to help our customers succeed commercially and in a sustainable manner. With our global reach, our multi-industry knowledge and expertise, we handle the toughest challenges of engineering and strategic thinking.



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From its base in the United Kingdom Spirall manufactures equipment and provides support to the prestressed concrete industry throughout the world. We specialise in providing cost effective production systems for the manufacture of precast hollowcore floor/roof slabs and prestressed concrete. We support our customers with appraisal, design, project management & bespoke training packages.

Our mission is simple - to provide our customers with the ability to manufacture the best quality hollowcore slab at the lowest possible price. We offer tailored affordable solutions to meet your requirements. We can offer a package to support a low risk low cost strategy but with the provision for growth.



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Trelawny SPT Limited a UK single sourced manufacturer of air tools and surface preparation equipment have grasped the opportunity to display new products & some favourite machines already used in the Indian market.

Trelawny will present their range of surface preparation and maintenance equipment including: MB8 11 multi-headed concrete scabbler – widely used on the prestigious Delhi Airport project, hand held concrete scabblers, needle & chisel scalers, floor scarifiers for coatings, removal and floor grinders for cleaning & leveling.

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Contact: Mr Frank Pikin or Ms Angela Naylor

Webster Equipment Ltd, specialising in the design, manufacture and supply world class excavator attachment technology, used in the construction, mining, tunnelling and nuclear industries.

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Webtec Products Ltd designs, manufactures and distributes hydraulic components and hydraulic test equipment products for the mobile and industrial machinery markets worldwide. Portable hydraulic diagnostic test equipment is ideal for hydraulic fault-finding and reporting, and used by mobile machinery dealers and service technicians worldwide. The equipment often pays for itself the second time it is used through a reduction in 'leakage claims', only replacing faulty parts and a reduction in machine downtime. The Webtec portable hydraulic tester allows the user to measure flow, pressure, temperature and speed all in one rugged unit. Range includes: hydraulic testers, flow meters, data loggers.



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Co Organizer:



Continex Trading (India) Pvt Ltd
Continex has organised the meet the buyer seminars on behalf of the CEA, Continex TradeLine India Pvt. Ltd. is based in Chennai. Owned by UK based Retlan Group.

Continex operates in two business areas.

- Sourcing of low cost engineering and automotive components for European manufacturers.
- Offers business support which included representation services and business development services with specific focus on technological collaborative agreements and joint venture project development.

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