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THE CONSTRUCTION EQUIPMENT ASSOCIATION  
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THE UK  
CONSTRUCTION  
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INDUSTRY  
www.coneq.org.uk



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### participating companies

#### Wil El Mil Engineering Ltd

Wil El Mil Engineering Ltd is a leading manufacturer specialising in machines for producing concrete kerbstones and paving tiles using the Wet Pressing Process. The wet pressing process involves compacting and de-watering a wet concrete mix using a 400 ton hydraulic power press in combination with a vacuum water removal system. This process was established in the UK over 100 years ago and is the accepted method for producing the highest quality and most dense concrete kerbs and paving tiles. This is the standard process used to manufacture kerbstones in the UK, the Middle East and other parts of the world. The first machines are now setting new standards in India for kerbstones and paving tiles and are expected to establish themselves as the preferred method for mass production.



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#### Co Organizer:

#### Continex Tradeline (India) Pvt Ltd

Continex have organised the Meet the Buyer Seminars on behalf of the CEA. Continex Trade-line 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 services which include representation services and business development services with specific focus on technological collaborative agreements and joint venture project development.



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## Webster Equipment Ltd

We are an innovative solutions provider, revolutionizing the way excavation is undertaken in the future, specializing in the design, manufacture & supply of construction/demolition attachments. Founded in 2000 by Ian Webster, Webster Technologies Ltd is an engineering design and consultancy company, specializing in the development of equipment for the construction, mining, tunneling and nuclear industries. With over thirty years experience in this field, we offer experienced project management and technical expertise and product knowledge, gained from working within many industries and international companies. Webster Equipment Ltd launched the Webster Rock wheel range, the latest range to be developed and offer world class excavator attachment technology. The Webster Rock wheel offers an alternative tool for excavation, in addition to that of the traditional hammer and bucket attachments. The standard range of units comprise of the TD30, TD40, TD50, TD100N, TD160 and TD250G and TD400C. Bespoke designs are also offered to suit the individual customer's requirements. The key features of the product are: Higher Specifications- more power and pick force. Extremely accurate cut with high excavation output. Environmentally friendly- Low noise and vibration levels. The Rock wheel is available for purchase or rental, both in the UK and Worldwide. We are very pleased to be attending Excon 2009, and look forward to continue working with our partners in India and introducing our exciting new product ranges.



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## Webtec Products Ltd

Webtec Products Ltd designs, manufactures and distributes fluid power products for the mobile and industrial machinery markets. Webtec markets two principal product ranges, hydraulic components and hydraulic test equipment. Webtec also provides Design Engineering services to manufacture complete products to customer's own specifications, for example specialist valves and test equipment. The Webtec hydraulic components range has been built around a variety of flow control valves, including flow dividers and similar types of auxiliary valves. Webtec has continued to design and develop these products and add complimentary items from other manufacturers, including the ex Johnson Fluid Power product lines. The Webster portable hydraulic tester, now widely accepted as the industry standard, allows the user to measure flow, temperature, pressure and speed all in one rugged unit. The Webster range has expanded over the years to include a full range of test equipment from a pressure test point to a hydraulic datalogger. Webtec also offers full repair and calibration facilities with their fully equipped Service Department. Webtec was founded in 1964. A major factor in Webtec's growth has been continuous investment in CNC manufacturing. Webtec has multiple subsidiaries, Webster Instruments in Milwaukee, USA and Webtec SARL in Cambrai, France. Webtec also has representative offices in Dortmund, Germany (Webster Messtechnik) and Shanghai, China.



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## MESSAGE from the CEA

Introduction to the CEA / UKTI British Group at Excon and Bangalore Meet the Buyer Seminar 2009



The CEA, generously supported by UK Trade & Investment UK Government department for export and inward investment, is delighted to once again bring a group of British companies to exhibit at Excon (25-29 November) and present a Meet the Buyer Seminar in Bangalore on 24 November. Excon is recognised as India's leading construction equipment exhibition for 2009 and we are looking forward to meeting the visitors to the show. The Bangalore seminar is designed to inform the Indian construction equipment (CE) sector on the advanced engineering capabilities of the UK CE manufacturing base. The seminars seek to not only introduce UK manufacturers to Indian buyers and component suppliers, but also to develop partnerships between UK and Indian manufacturers and end users.

The 2009 India Meet the Buyer Seminar 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, or to arrange appointments at Excon.

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\$12 billion each year to the UK and the sector employs over 50,000 people.

The CEA is delighted to be presenting the 2009 India seminar. With the generous sponsorship of UKTI and the organisational skills of Continex and Off Highway Research we hope that the events will enhance the long term and successful relationship in our sector between our two great manufacturing nations.

Joanna Oliver  
CEA Director of Global Programmes

## PROGRAMME SCHEDULE

"Advanced Engineering Seminar - UK and India Building Partnerships"  
24 November 2009

Venue: Golden Palms Hotel, Golden Palms Avenue,  
Hobli, Tumkur Road, Bangalore, 562 123

09.00 - 09.30	REGISTRATION
09.30 - 09.40	INTRODUCTION
09.45 - 11.00	SESSION I : COMPANY PRESENTATIONS
11.00 - 11.20	COFFEE BREAK
12.15 - 13.15	NETWORKING LUNCH
13.15 - 14.30	SESSION II : COMPANY PRESENTATION
14.30 - 17.00	ONE TO ONE MEETINGS between participants and the visiting CEA delegation. Schedules of one to one meetings will be given during the registration.

## Co Organizer:

### Construction Equipment Association (CEA)

The Construction Equipment Association (CEA) is the Trade Association that represents the UK Construction Equipment sector. Our members are established Original Equipment Manufacturers (OEMs), component and accessory suppliers, the trade press and specialist research companies. Company size varies from major multinationals to micro businesses. Our members are required to manufacture products of proven reliability to high quality standards with a full after sales service. The CEA works closely with the British government and its agencies and with European authorities, but is entirely autonomous.



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## Tesab Engineering Ltd

TESAB Engineering manufacture and supply mobile crushing equipment for the quarrying and mineral processing industry, from Primary through to Tertiary or third stage crushing. Tesab's strengths are the ability to provide a robust, reliable crushing solution combining today's modern technology with simplicity of operation and maintenance, something that today's market demands. The business has been built on listening to the customer and fulfilling their requirements. Tesab have been exporting their full range worldwide now for sixteen years, including India, and recognise the potential of the Indian market. Therefore by exhibiting at Excon in 2009 it is an opportunity for Tesab to increase their market presence and forge new business opportunities.



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## TRELLEBORG

Trelleborg IAVS is a world leader in the design and manufacture of rubber to metal bonded components for anti-vibration applications and suspension systems for the specialist off road vehicle market. We have three main brands: TrelleExtreme® in off-highway, Metalastik® is used in rail and marine applications and Novibra® in industrial and power generation applications. Trelleborg Industrial AVS is your partner in tough terrain. We have developed the new TrelleExtreme® range of isolators specifically for off-highway vehicles - from the smallest skid steer loader and mini excavator to the largest articulated dump truck. These superior vibration isolation systems with motion control are designed to protect vehicle operators from the harmful and fatiguing effects of vibration and noise in extreme off-highway conditions. With our new TrelleExtreme® range and our specialized expertise in vibration control, we can help you find the optimum off-highway solution. The company's head office, technical centre and research and development units are located in Leicester, UK while production is divided between China, the UK and Sweden. There are regional Technical Centers in Shanghai, China, Chicago, USA and Leicester, UK. Trelleborg Industrial AVS is approved to ISO 9001. We are seeking long term partnerships with key customers, helping to create long-term opportunities for cost savings for our partners and vehicle performance improvements in India.



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## Spiroll Precast Services Ltd

Spiroll Precast Services provides cost effective solutions for the manufacture of precast hollowcore slabs. We are a well established company based in the United Kingdom who manufactures equipment and provides support to the prestressed and precast concrete industry throughout the world. We deliver total solutions for hollowcore factory start-ups, providing machinery and support that achieves a quick payback. Spiroll believes in offering our customers a competitive package to support a low cost entry strategy but with the provision for growth. We support our customers with appraisal, design, project management & bespoke training packages.



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## Telestack International

Telestack Limited excel in providing mobile bulk material handling solutions to the Ship and Barge loading/unloading, Quarrying and Mining Industries. The company offer the most innovative and customised mobile conveying systems on the world market today, with installations on six continents. The range of products ensures total flexibility and efficiency for the customer in any application, this includes the design, manufacture, delivery, installation and commissioning of mobile Shiploaders/Unloaders, Radial telescopic stockpiling conveyors, Dry bulk material handling equipment, Mobile Material transfer conveyors, Hopper feeders, Railcar loaders, Tracked stockpiling conveyors, fully customised solutions and many more. Telestack's aim at the Econ Show 2009 is to promote the extensive range of equipment and to establish future business opportunities within the market. If you have further queries, please come and visit us on Hall 3 Lower Stand 120!



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## Letter of Support From The High Commissioner



It gives me great pleasure to welcome delegates from the British Construction Equipment Association to Bangalore for India's leading trade show in this sector. Britain is one of India's top trade and investment partners, and I am delighted that business links are growing strongly in the Infrastructure and Engineering areas. India's ambitious plans for infrastructure development over the coming decade will create a huge demand for top class technology, products and services, and British companies are well placed to compete for this business.

The UK's construction equipment sector is very international in outlook, exporting 75% of its production. Companies such as JCB are highly successful in India already, and I hope that this exhibition will encourage more British companies to enter the Indian market. The "Meet the Buyers" event on 24 November is designed to bring companies together in an informal business setting to generate real business links quickly. I wish all the companies attending the seminar and exhibition a successful year ahead.

Sir Richard Stagg KCMG - British High Commissioner

## BSP International Foundations Ltd

Manufacturers of Pile driving and Ground Improvement Equipment. Specialists in hydraulic Piling hammers and Rapid Impact Compaction (RIC). BSP International Foundations is one of the world's premier manufacturers of hydraulic piling hammers and ground improvement equipment. High performance products from BSP provide the international construction industry with an advanced site preparation capability and a strong competitive advantage, in terms of both economics and the environment. 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. Over that time, BSP has pioneered the evolution of piling hammer design and has manufactured simple drop hammers, steam hammers, air hammers, diesel hammers and was the first UK Company to launch hydraulic impact hammers to the world market. BSP are also inventors of the dynamic compaction process known as RIC (Rapid Impact Compaction).



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## GKDEuropeLtd

GKD Europe specialise in the design of electronic control, monitoring and safety systems for off highway vehicles. Our expertise includes position and motion measurement using, data transfer via satellite, GSM and wireless, low power strain gauge measurement on moving parts with agile radio interfaces and general microprocessor applications. The company offers a consultancy service to OEMs. Our product range spans all types and sizes of machinery. A sample of these would be: 1TMI - Stability monitor for cranes (Pick & Carry, Lorry loader, Mini Excavator) 2RCI - Rated Capacity indicators for excavators 13t-120t, 2PCI - Piling monitor for hydraulic hammers, 2LCI - Load cell monitoring station, 2LRI - High reach demolition machine envelope control system, 2MRI - Mobile elevated work platform monitoring system 3RCI - Excavator control system with envelope limiter and rated capacity indication, 3RCI+ - Full dual redundancy under live overhead envelope control system. GKD-Alert - a remote monitoring system to transfer data from machine to a web based interface to provide status and trend information to owners, users, maintenance staff and authorities. GKD would like to seek agents and meet end user customers at EXCON.



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## MIRA

MIRA is a leading design, development & certification consultancy. A cornerstone of the sector, MIRA delivers tailored solutions ranging from component tests, to turnkey vehicle & facility design programmes. MIRA's customer base includes the major construction equipment manufacturers, their Tier 1 & 2 supply chain. At the UK HQ, a core of over 400 dedicated employees fuse the benefits of 32 major development facilities with advanced design & modelling techniques to slash both development timescales and the requirement to build costly prototypes in quantity. MIRA's main development centre is concentrated into a highly secure 760-acre site in Warwickshire, UK. From this base, and 9 others around the globe, clients access a technically compelling service. Operating across the whole range of engineering technologies, MIRA provides particular expertise in occupant safety, refinement, thermal management, electrical/electronic systems, vehicle dynamics, aerodynamics, powertrain integration and all aspects of durability. MIRA is also responsible for the design and construction of numerous other proving grounds and major development centres worldwide. There can hardly be a more authoritative voice for the automotive industry. MIRA wishes to meet OEM'S & component manufacturers in India.



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## Off-Highway Research

Off-Highway Research is a management consultancy that specialises in the research and analysis of international construction equipment markets and is the largest of its kind in the world. Off-Highway Research India was established in September 2007. With its headquarters in New Delhi, the company employs five staff dedicated to the analysis of the Indian construction equipment market. Detailed monthly reports and assessments of industry sectors and the leading suppliers can be subscribed. Clients include the world's leading OEMs, component suppliers, financial companies and distributors of equipment including a large number of Indian companies. Off-Highway Research is keen to meet Indian manufacturers and distributors of construction equipment, together with the country's key component suppliers. Contact: Samir Bansal General Manager (OHR India), Suite 605, Paharpur Business Centre 21, Nehru Place Greens, New Delhi - 110 019, India. Tel: +91 11 2620 7644-46

## Off-Highway Research

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## McQuaid Engineering

McQuaid Engineering Ltd manufacture and supply a range of attachments for the mining, quarrying, construction, recycling and rail industries. They specialise in the manufacture of both pedestal rock breaker booms and mobile rock breaker booms, which are designed to fit all brands and models of mobile crushers, as well as all types of stationary crusher, for the purpose of eliminating blockage and bridging problems on crushers. Their product portfolio also includes a range of excavator mounted attachments, including demolition grabs, waste grabs, scrap grabs, rail grabs and rock grapples that are all designed for the purpose of handling and processing variety of materials. By participating at Excon 2009, McQuaid representatives hope to meet and network with their potential and existing customers, raise their company profile and ultimately increase business activity throughout the Indian market and beyond.



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## MILLER UK

Miller is a global manufacturer of quick couplers and buckets for the construction, mining and quarrying industries. The launch of its first quick coupler in 1989 revolutionised bucket and attachment changeover. A once lengthy and often dangerous process was reduced to a quick, simple and safe procedure. Today, global customers constantly receive the very latest in product ingenuity as Miller develops ground breaking new couplers to meet and exceed expectations worldwide. Miller can help to transform the way you work on-site and has solutions to all of the problems associated with directly mounting buckets and attachments. By installing a Miller Quick Coupler and Scoop Bucket system, the increase in machine productivity and reduced downtime means that within weeks the package has paid for itself. A typical job site in India will soon seem like the distant past. Switch off downtime, switch onto productivity and switch into profit. Switch into the future today!



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## Hawley Group / Loadwise International Ltd

The core activity and theme is in the design, sale and supply of 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. Excon India will provide an introduction to our services for Construction related Industries, the main area of our business and complements the current establishment of a Hawley Group India division which will provide locally manufactured and supplied Group products for the Indian market.



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## Hewitt Robins International

HR product lines include a wide range of vibrating machinery including single and multi-deck screens, de-watering screens, scalping screens and feeders. Our applications range from complete heavy duty fixed installations, handling up to 3000 tph, to the supply of small individual screens and mobile plants. We have supplied what we believe to be the largest feeder in the world, rated at 4000 tph. Hewitt Robins International also market hot and cold sinter and coke screens for the iron and steel industries and a range of self-discharging and non-discharging shakeouts to foundries. We also have the ability to utilise our unique screen selection technology to calculate the optimum size of specification for any application. The HRI range also includes mobile container plants incorporating Super jaw crushers, smaller mobile crushing plants with both jaw and impact crushers, shredders, picking belts and composters.



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## HYDRA FORCE

HydraForce is aggressively pursuing the hydraulic cartridge valve, electro-hydraulic control, custom integrated circuit manifold and electronic vehicle control markets. Since our founding in 1985, we have grown to become a world leading supplier of these products. Our success is due to our commitment to innovation and quality in this challenging marketplace. Our products consistently achieve the optimum combination of quality, efficiency and economy. HydraForce offers one of the most comprehensive lines of high quality hydraulic cartridge valves for the mobile and industrial equipment markets. We are designing high performance valves to meet virtually any need encountered in machine design. Both our US and UK operations are registered to QS 9000 and ISO 9001 standards. We are one of a very small number of valve designers and manufacturers to have achieved this recognition for "Total Quality Management." HydraForce's product qualification policy includes life testing per NFPA standards. Generally, all HydraForce standard products are tested for at least "million cycle" capability. Other qualification testing can be done to meet specific customer requirements. Our company mission statement at HydraForce is to create world wide customer delight by providing the highest quality products and the most responsive customer support in the world at a globally competitive cost. Our objectives for India are to strengthen our links with all our Global customers who also have manufacturing plants in India and to forge new relationships with Indian mobile equipment and construction equipment OEM's.



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## JCB

"Our mission is to grow our company by providing innovative, strong and high performance products and solutions to meet our global customers' needs." In every corner of the world you'll find a JCB machine. JCB is one of the world's top three manufacturers of construction equipment. We employ around 7000 people on 4 continents resulting in eighteen factories Worldwide and sell our products in 150 countries through 1,500 dealer depot locations.

### A Global Manufacturer

The JCB name is synonymous worldwide with world-class quality: all our products are designed and built for hard work and reliability. Each of our factories - whether in the UK, Brazil, North America, India or Germany - uses only the most advanced technology, components and manufacturing processes, whilst our meticulous design, rigorous testing, and best-practice lean manufacturing techniques ensure that wherever they are in the world, our customers will receive the same world-class JCB product quality.

Also expanding in India, where manufacturing started at its Delhi plant in 1979, JCB has constructed two additional factories in Pune, 1,000 miles from JCB India's Delhi factory it is positioned strategically close to the port of Mumbai. JCB ensure that wherever parts are procured Quality is not compromised and follows the right part, right place, right time at the right cost philosophy. Quality is a given to our customers and only those suppliers that demonstrate zero defect processes will be rewarded with partnerships.



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## KAB Seating Ltd

KAB Seating Ltd., from Northampton England are manufacturers of suspension and deluxe static seats for work vehicles. We supply major manufacturers of construction vehicles and mining equipment on a global basis.

Our attendance at the EXCON show is in conjunction with our distributor for India, and is based on the rapid development of the Indian Construction and mining markets. Eastern Equipment Enterprises based in Calcutta are helping KAB Seating supply and service the Original Equipment and after markets in India.

KAB Seating produce both mechanical and Air suspension seats which eliminate up to 70% of harmful vibrations affecting the drivers of Heavy duty vehicles, maximising comfort and enhancing operating productivity. With over 40 years in the work vehicle markets, KAB Seating is one of the premier seat brands for heavy duty vehicles.



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## KHL Group

KHL Group is the world's leading provider of international construction information. Its magazines include International Construction, Construction Europe, International Cranes & Specialized Transport, International Rental News, Demolition & Recycling International, Access International, American Cranes & Transport and American Lift & Handler. In addition to these English language titles, it publishes magazines in partnership with two regional media specialists - International Construction China and International Construction Turkey. KHL Group also publishes numerous annual directories and other yearbooks to complement its magazine. Daily news is available from the company's website, www.khl.com, and this also allows readers to subscribe to e-mail newsletters such as World Construction Week. KHL Group also organises conferences and events.



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