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THE CONSTRUCTION EQUIPMENT ASSOCIATION  
Airport House, Purley Way, Croydon, CR0 0XZ, United Kingdom  
Tel: +44 (0) 20 3252 4202 or E-mail: ceo@admin.co.uk  
www.coneq.org.uk

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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Construction Equipment Association

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  
Shantipath, Chanakya-puri  
New Delhi 110021

<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
- Latest opportunities for UK companies.
- Personalised email alerts
- 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](http://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](mailto: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**



**BSP**  
BSP International Foundations Ltd  
Stand No. P44, Claydon Business Park,  
Off Bickenham Ipswich, Suffolk, IP6 0JD  
United Kingdom  
Tel: +44 (0)1473 830431  
[dredhead@bspif.co.uk](mailto:dredhead@bspif.co.uk)  
[www.bspif.com](http://www.bspif.com)

Contact: Mr David Redhead

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.

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 hammer to the world market. BSP are also inventors of the dynamic compaction process known as BIC (Rapid Impact Compaction).



**CEA**  
Construction Equipment Association(CEA)  
Stand no. K.46, Airport House, Purley Way  
Croydon, Surrey, CR0 0XZ  
United Kingdom  
Tel: +44 (0)208 253 4502  
[ceal@admin.co.uk](mailto:ceal@admin.co.uk)  
[www.cceaq.org.uk](http://www.cceaq.org.uk)

Contact: Mrs Joanna Oliver

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



**DAWSON**  
Dawson Construction Plant Ltd  
Stand No. M.45, Chesney Wold, Block Hall  
Milton Keynes, Buckinghamshire, MK6 1NE  
United Kingdom  
Tel: +44 (0)1908 240300  
[toby@dcpuk.com](mailto:toby@dcpuk.com)  
[www.dcpuk.com](http://www.dcpuk.com)

Contact: Mr Toby Cliff

Dawson products are well designed, robust and durable, developed by a team of innovative engineers committed to developing products that give you a real competitive advantage.

Dawson Impact Hammers, are fast and effective in driving sheet piles and tubes. Excavator Mounted Vibro's are used by large and small foundation companies worldwide, and in many cases DCP is the preferred supplier.

Our Push Pull silent piling system drives piles without vibration and noise. The unique capping support system saves time when constructing a concrete cap, and our Auger Cleaners increase site safety for workers within range of CFA rigs thus speeding up the process.



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Stand no. L.47, 29 Lyevalon Road, Brockmills  
Northampton, Northamptonshire, NN4 7ED  
United Kingdom  
Tel: +44 (0)1604 661786  
[r.wesley@fablink.co.uk](mailto:r.wesley@fablink.co.uk), [a.kinton@fablink.co.uk](mailto:a.kinton@fablink.co.uk)  
[www.fablink.co.uk](http://www.fablink.co.uk)

Contact: Ms Aimee Kirtin

Operator Cab design, development and production. commercial and agricultural applications.

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- Testing (RCPS & FOPS)
- Tooling, design & manufacture
- Supply chain expertise
- QA engineering support
- UK & Indian locations



**Fricton**  
Fricton Marketing Co Ltd  
Stand no. L.44, Unit 8, Eden Court, Eden Way  
Leighton Buzzard, Bedfordshire, LU7 4FY  
United Kingdom  
Tel: +44 (0)1225 376700  
[allan@frictonmarketing.co.uk](mailto:allan@frictonmarketing.co.uk)  
[www.frictonmarketing.co.uk](http://www.frictonmarketing.co.uk)

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.



**MURPHY**  
FW Murphy Ltd  
Stand no. M.47, Seckhage House, Church Road,  
Lavenock, Salisbury Wiltshire, SP1 1OZ  
United Kingdom  
Tel: +44 (0)1722 410055  
[Sales@fmurphy.co.uk](mailto:Sales@fmurphy.co.uk)  
[www.fmurphy.co.uk](http://www.fmurphy.co.uk)

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.



**GATE 7**  
Gate 7 Ltd (S)  
Pinsons Park, Pinsons Way  
TYTE, Gateshead, Tyne & Wear, NE11 0NF  
United Kingdom  
Tel: +44 (0)191 487 8948  
[pc@gate7.co.uk](mailto:pc@gate7.co.uk)  
[www.gate7.co.uk](http://www.gate7.co.uk)

Contact: Mr Paul Cillely, Mr Keith Wickham

First tier supplier of decals, vehicle livery, plates and associated products into the Global Construction /Agricultural Markets.



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Stand No. K.48 (CEA)  
17 Cobham Road, Ferndown Industrial Estate  
Wimborne, Dorset, BH21 7PE  
United Kingdom  
Tel: +44 (0)1202 861961  
[nickground@gkdtechnik.co](mailto:nickground@gkdtechnik.co)  
[www.gkdtechnik.co](http://www.gkdtechnik.co)

Contact: Mr Nick Ground

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.



**HAWKLEY**  
Hawkey Group  
Stand No. S.44  
50 Woolmer Way, Bordon, Hampshire, GU55 9QF  
United Kingdom  
Tel: +44 (0)1420 476500  
[k.gram@hawkeygroup.com](mailto:k.gram@hawkeygroup.com), [bhb\\_millar@hawkeygroup.com](mailto:bhb_millar@hawkeygroup.com)  
[www.hawkeygroup.com](http://www.hawkeygroup.com)

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.

**Healtt Robins International Ltd**  
Stand No. UK.42B  
Huntingdon Court, Huntingdon Way  
Measham, Leicestershire, Leicestershire, DE12 7NQ  
United Kingdom  
Tel: +44(0) 1530 272799  
[dang@hr-int.co.uk](mailto:dang@hr-int.co.uk), [Chris@hr-int.co.uk](mailto:Chris@hr-int.co.uk)  
[www.hrlimited.co.uk](http://www.hrlimited.co.uk)

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.



**KHL Group**  
Stand No. S.24  
Southfields, Southview Road  
Wadhurst, East Sussex, TN3 6TP  
United Kingdom  
Tel: +44 (0)1992 784288  
[chris.sleigh@khl.com](mailto:chris.sleigh@khl.com)  
[www.khl.com](http://www.khl.com)

Contact: Mr Chris Sleigh

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.



**McQuaid Engineering**  
Stand No. K.40  
84 Cookstown Road  
Dungannon, Co Tyrone, BT71 4BS  
Northern Ireland  
Tel: +44 (0)2887 748889  
[amanda@mcquaidengineering.com](mailto:amanda@mcquaidengineering.com)  
[www.mcquaidengineering.com](http://www.mcquaidengineering.com)

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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Stand No. K.50, Cirencester Road  
Tisbury Industrial Estate  
Gloucestershire, GL8 8EZ  
United Kingdom  
Tel: +44 (0) 1453 642140  
darracq@miniveyor.com, sales@miniveyor.com  
www.miniveyor.com

Contact: Mr Darracq Shawe

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

#### Off-Highway Research

Off-Highway Research  
Stand No. K.42 L.45, 35 Great James Street  
London, W1M 3HB  
United Kingdom  
Tel: +44 (0)207 4041128  
David.Phipps@offhighway.co.uk  
www.offhighway.co.uk

Contact: Mr David Phipps

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.



**Perkins**  
Perkins Engine Company Limited (S)  
Frank Perkins Way, Eastfield  
Preston, Lancashire, PR1 5NA  
United Kingdom  
Tel: +44 (0)1733 583000  
Bastley\_Nigel@perkins.com  
www.perkins.com

Contact: Mr Nigel Bastley

Perkins is one of the world's leading suppliers of off-highway diesel and gas engines in the 4 – 2000 kW (5 – 2600 hp) market. Perkins' key strength is its ability to tailor engines precisely to meet customers' requirements, which is why its engine solutions are trusted by more than 1,000 leading manufacturers in the industrial, construction, agricultural, materials handling and electrical power generation markets. Perkins distributor network provides support wherever needed around the world. An extremely high standard is set to ensure the distribution network provides an outstanding service to all customers. For more information on Perkins and its product offering visit [www.perkins.com](http://www.perkins.com)



**Resale Weekly (Moffat Publishing Co Ltd)**  
Stand No. L.42  
23 Queens Road West, London, E13 0PE  
United Kingdom  
Tel: +44 (0)208 4718221  
richard.waters@resaleweekly.com  
www.resaleweekly.com

Contact: Mr Richard Waters

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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United Kingdom  
Tel: +44 (0) 1273 455 611  
off-highway@ricardo.com  
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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.



**Spiral Precast Services Ltd**  
Stand No. M.41  
Unit 2, Kingsway Industrial Park, Derby, Derbyshire, DE2 3FP  
United Kingdom  
Tel: +44 (0)1332 365131  
richardjameson@spirall.co.uk  
www.spirall.co.uk

Contact: Mr Richard Jameson

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 roof/slab and prestressed concrete. We support our customers with appraisal, design, project management & bespoke training packages.

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Stand No. L.43  
Barkmore Way East, Omagh, Co. Tyrone, BT79 0NZ  
Northern Ireland  
Tel: +44 (0)288 225100  
ph@trelstack.com; Malachy@trelstack.com  
Call@trelstack.com  
www.trelstack.com

Contact: Mr Malachy Gribben

Manufacturers of MOBILE bulk material handling solutions for the Ports / Inland Terminals, Mines, Quarrying, Rail-car loading / unloading, general stockyard management in steel mills, power stations and cement kilns. We have systems operational in India with many other projects currently under way. Aftermarket support is through our local India representatives. Satisfied customers include Fomento Industries, Port of Gangawaram, Rio Tinto, Michel, Sisk, Comex and many more.



**Trelawny SPT Ltd**  
Stand No. L.50, 13 Highdown Road, Leamington Spa,  
Warwickshire, CV31 1XT  
United Kingdom  
Tel: +44 (0)1926 883781  
Julie.culver@trelawny.co.uk  
www.trelawny.co.uk

Contact: Ms Julie Eshaller

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 scabber – 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.

New products including: Heavy duty 250mm single disc floor grinder, Portamix resin mixer, a revolutionary mixer designed to make the mixing and dispensing of many flooring compounds easier and more cost-effective.



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Trelleborg Industrial AVS (S)  
Stand No. L.51  
1 Hoods Close, Bursom Industrial Estate  
Beaumont Leys, Leicester, Leicestershire, LE4 2BN  
United Kingdom  
Tel: +44 (0)116 297 0300  
amit.kaul@trelleborg.com, Mary.gu@trelleborg.com  
www.trelleborg.com/industrialavs

Contact: Amit Kaul

Trelleborg AVS is one of the world's leaders in the design and manufacture of rubber to metal bonded components for articulation and suspension systems for Off Road vehicle market. We will be displaying our TrelEchem® branded products that are specially designed for off-highway applications, from the smallest axle steer loaders to the largest articulated dump trucks.

Superior vibration isolation systems with motion control are designed to protect vehicles and operators from the harmful and fatiguing effects of vibration and noise. Our head office and research and development units are located in UK while manufacturing is divided between China and Europe.



**Webster Equipment Ltd**  
Stand No. K.46 (CEA), 8 Bishopdale Rise,  
Mossborough Moor, Sheffield, South Yorkshire, S20 5PE  
United Kingdom  
Tel: +44 (0)114 2482622  
Frank@frankpikin.co.uk, am@websterequipment.com  
www.websterequipment.com

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.

Famous for the Twin Drum Rockshovel the leading innovative solutions providers are revolutionizing the way excavation is undertaken and launch new product ranges, within a wide range of applications:

- TG Range (150-400 Kw) for excavators up to 125 tonne
- SC Range - Slot Cutters
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All attachments are in addition to the toolbar, being used with or as an alternative to hydraulic hammers and buckets.



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Stand No. L.40  
Nuffield Road, St. Ives, Cambridgeshire, PE27 3LZ  
United Kingdom  
Tel: +44 (0)1480 303388  
mrc@webtec.co.uk, sal@webtec.co.uk  
www.webtec.co.uk

Contact: Mr Martin Cutburt, Mr Steve Thorpe

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 'harrying 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.



**Widney Manufacturing Ltd**  
Stand No. M.43  
Plume Street, Aston, Birmingham, West Midlands, B6 7SA  
United Kingdom  
Tel: +44 (0)121 127 5500  
roger@widney.co.uk  
www.widney.co.uk

Contact: Mr Roger Cox

Founded over 100 years ago, Widney is one of the global market leaders in the design and manufacture of:

- Vehicle windows
- Vehicle sun screens
- Telescopic slides

Exporting to more than 30 countries from its state of the art manufacturing facility, Widney has built a strong reputation for design, technical support and engineering expertise. As a global specialist in cost-effective engineering solutions, the companies' X class customers choose Widney as their design and development partner.

#### 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.

**Mr. MC Sivapras**  
Continex TradeLine (India) Pvt Ltd,  
131/61, G.N. Chetty Road, T.Nagar, Chennai 600017, India.  
Tel: +91 44 28150025 Fax: +91 44 45502235  
E-mail: [ceal@continex.in](mailto:ceal@continex.in)  
www.continex.in