bauma China 2012

SHANGHAI NEW INTERNATIONAL EXPO CENTRE

27 – 30 NOVEMBER 2012 and

TRADE MISSION TO SHANDONG PROVINCE

3 - 4 DECEMBER 2012

英国展团 2012年上海宝马展 上海新国际博览中心 2012年11月27-30号

暨

赴山东贸易考察团 2012年12月3-4号





Introduction to the CEA / UKTI United Kingdom Group at

Bauma China

Shanghai, 27-30 November 2012 and

UK Trade Mission to Shandong Province 3-4 December 2012

The CEA, generously supported by UK Trade & Investment and BIS the UK Government department for Business Innovation and Skills, is delighted to once again bring a group of British companies to exhibit at Bauma China (27-30 November 2012, Shanghai) and present a UK Trade Mission to Shandong Province (3-4 December 2012). Bauma China is recognised as China's leading construction equipment event and we are looking forward to meeting the 180,000 plus visitors to the show. Now bigger than ever, Bauma China will see over 2,600 exhibitors in 2012.

The Shandong Mission is designed to inform the Chinese construction equipment (CE) sector on the advanced capabilities of the UK CE manufacturing base. The Mission seeks to not only introduce UK manufacturers to Chinese buyers, but also to develop partnerships between UK and Chinese manufacturers and end users. The Mission gives the opportunity for the UK companies to showcase the UK's special expertise in Advanced Engineering and a wide range of areas in the CE sector.

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\$13.5 billion each year to the UK and the sector employs over 50,000 people.

The CEA is delighted to be presenting the 2012 China Mission. With the generous sponsorship of UKTI and BIS, the organisational skills of Off Highway Research and the support of Shantui Construction Machinery Co., Ltd, we hope that the events will enhance the long term and successful relationship in our sector between our two great manufacturing nations.

英国工程机械协会/英国贸易投资署代表团简介 2012年11月27-30日上海宝马展 暨

2012年12月3-4日赴山东贸易考察团

在英国贸易投资署及英国商业创新和技能部的大力支持下,英国工程机械协会很高兴再次组织英国公司代表团参加宝马展(2012年11月27-30日,上海),及带领贸易考察团前往山东举行一系列客户见面会和工厂参观活动(2012年12月3-4日)。上海宝马展是中国最大的工程机械展览会,我们预计来访观众人数将超过18万人次。而且此次展会将有2600多家参展商,为有史以来最大规模。

山东的考察活动旨在向中国工程机械行业介绍英国工程机械制造业的先进水平。这次活动将不仅向中国客户介绍英国制造商,而且将寻求发展英国与中国制造商及终端用户的合作关系。考察活动是英国代表团成员展示英国工程机械行业在先进工程和诸多工程机械领域内所拥有的专业经验的机会。

英国工程机械协会是代表工程机械制造商、零部件和相关 服务供应商的行业协会。英国工程机械行业每年对英国经 济的贡献超过135亿美元,从业人员达到50,000 人以上。

英国工程机械协会很高兴2012年在中国举办上述活动。在 英国贸易投资署及英国商业创新和技能部所给予的慷慨资助、英国工程机械咨询有限公司的组织协调和山推工程机械股份有限公司的大力支持下,我们希望此次活动将加强中英两大制造国同行之间长期和成功的合作关系。

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TRADE & INVESTMENT



UK Trade & Investment (UKTI) is the Government organisation that helps UK-based companies succeed in an increasingly global economy. The range of expert services are tailored to the needs of individual businesses to maximise their international success. Companies are given advice and practical support. UK Trade & Investment also helps overseas companies bring high quality investment to the UK's economy—acknowledged as Europe's best place from which to succeed in global business. UKTI provide support and advice to investors at all stages of their business decision-making.

UK Trade & Investment offers expertise and contacts through a network of international specialists throughout the UK, and in British Embassies and other diplomatic posts around the world. Staff can assist at all stages of the business planning cycle from inception to completion.

For further informant visit www.ukti.gov.uk

英国贸易投资总署(UKTI)是一家政府组织,旨在帮助总部设在英国的公司在日益全球化的经济中取得成功。其系列专家服务可根据不同的企业需求量身定制,以最大程度地帮助他们在国际市场上获得成功。该部门不仅向公司提供建议,而且可提供实际支持。同时 UKTI 还帮助海外公司在英国进行高质量的投资——英国是跨国公司在欧洲取得成功所公认的最好的国家。在商业决策的各个阶段,UKTI 都可以为投资者提供建议和支持。

UKTI 的国际专家网络可通过在英国全国、英国使馆和全球其他外交途径为企业提供专业帮助和联络服务。在商业规划从开始到最后的任何阶段,工作人员均可为您提供帮助。

如欲了解更多信息,敬请访问 www.ukti.gov.uk



Department for Business Innovation & Skills

Alan Woods

Alan is a member of BIS's Automotive Unit with specific responsibility for the UK Government's relationship with the construction equipment sector, its companies and the Construction Equipment Association (CEA). He also has responsibility for relations with the UK truck sector and a number of resident Tier 1 component suppliers. As in previous years he is in China as part of the UK group to support the CEA organised UK group at Bauma China 2012 and the Trade Mission to Shandong Province.

BIS's Automotive Unit is responsible for the UK Government's relations with the construction equipment and automotive sectors in the UK. This includes working with the major vehicle manufacturers and suppliers based in the UK to help them succeed. The Unit works closely with the Construction Equipment Association across a wide range of issues to promote and develop the sector in the UK.

For further information please visit www.bis.gov.uk.

Alan Woods

Alan 是英国商业创新和技能部(BIS)汽车分部的官员, 具体负责英国政府与工程机械行业、相关企业和英国工程 机械协会(CEA)的关系。他还负责与英国卡车业和英国 国内众多一级零部件供应商有关的事务。与往年一样,这 次他仍参加英国代表团,为 CEA 组织的上海宝马展英国 展团和之后前往山东省的考察提供支持。

BIS 汽车分部负责英国政府与建筑设备和汽车行业之间的关系,包括与英国的主要汽车生产商及其供应商协作,以帮助他们取得成功。该分部与 CEA 在广泛的事务上进行着密切合作,以帮助该行业在英国的提升和发展。如欲了解更多信息,敬请访问 www.bis.gov.uk。

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CEA UK PAVILION UK companies who are exhibiting as part of the CEA UK Pavilion.

英国工程机械协会英国国家展团的英国参展商

TRADE MISSION UK exhibitors also participating in the CEA Trade Mission to Shangdon province.

同时参加英国工程机械协会赴山东省贸易考察 团的英国参展商

OTHER EXHIBITORS Other UK companies who are exhibiting at Bauma China.

上海宝马展的其他英国参展商



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ATG is a global sourcing specialist that works with businesses to streamline their operations, providing real cost savings throughout their supply chain.

Combining an instinctive understanding of international markets with unparalleled expertise, ATG delivers a range of solutions that enable their clients to remain competitive in today's challenging economic climate.

With offices in the UK and China, ATG utilises a network of international suppliers to provide components for the Construction, Mining and Agricultural Machinery industries.

ATG是全球采购专家,通过其良好的供应链管理实现客户 采购成本的有效降低。

结合其对国际市场的充分理解以及无与伦比的专业技能,ATG提供完整的解决方案,以确保其客户在当今充分竞争的经济环境下保持其竞争力。

通过英国总部及中国公司,ATG利用其国际化的供货网络,提供金属结构、矿山机械、工程机械和农业机械的各种零部件。



INTERNATIONAL FOUNDATIONS

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BSP International Foundations Ltd is one of the world's foremost manufacturers of pile driving and Rapid dynamic compaction equipment. Established since 1906, BSP has used the experience and innovation gained over the years to produce the high performance products which provide the construction industry with economic benefits.

Hydraulic Hammer product ranges with rams from 2.5t to 40t.

Rapid Impact Compaction (RIC) product ranges with rams from 5t to 12t.

BSP is represented in China by Shanghai Trust Machinery Import & Export Co., Ltd.

BSP公司(International Foundations Ltd) 在基础施工设备领域享有广泛的盛誉,是世界最重要的打桩和快速夯实设备的生产厂商之一。自1906年成立以来,BSP公司结合百年生产经验和创新性生产出一系列高性能,经济性产品。

液压打桩锤可提供锤芯重由2.5t 到40t的系列产品。

液压高速夯实机(RIC)可提供锤芯重由5t到12t的系列 产品。

上海朗信机械设备有限公司是BSP公司在中国区的总代理。



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New UK Construction Equipment exhibition - Plantworx (14-16 May 2013) and related events in the UK. Leading OEMs, attachments, component suppliers and service providers exhibiting include: - JCB, Finnings (Caterpillar UK representatives), Terex, Amman, Volvo, Atlas Copco, Bomag, Case, Doosan, Hatz, Hyundai, Kubota, Linde, Manitou, Merlo, New Holland, Wacker Neuson, and many others. Also exhibitors from China CCPIT and BICES will attend.

全新的英国工程机械展——Plantworx (2013年5月14-16号)以及在英国举办的相关活动。将参展的领先整机制造商、工作属具和零配件供应商以及服务供应商包括: JCB,、Finnings(卡特彼勒英国代表)、、特雷克斯、、安迈、沃尔沃、阿特拉斯•科普柯、、宝马格、凯斯、斗山、赫驰、现代、久保田、林德、曼尼通、Merlo、、纽荷兰、等等。同时参展的还有来自中国的中国国际贸易促进委员会和中国(北京)国际工程机械、建材机械及矿山机械展览与技术交流会(BICES)。



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- 发现协会的力量



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Endeavour International Limited is an engineering company manufacturing the Hydralok Hose Assembly brand at its head office in Bath in the UK. The Hydralok brand has been in production for over fifty years and was bought by Endeavour International Limited in 1986. The current range has been manufactured since 1995.

The product range includes electrical and hand operated swaging / crimping, cutting and skiving machines for hose assemblies of up to a 2"6 wire capacity.

Hydralok also tackle specialist applications such as drainpipes, tent pegs & concrete reinforcement bars. For orders of quantity they can brand with your company logo, colours & specialist die ranges.

英国英泰福国际有限公司是制造Hydralok品牌胶管总成设备的器械公司,总部位于英国巴斯市。 Hydralok品牌已经有50多年的历史,于1986年被英泰福国际有限公司收购。自1995年起英泰福公司开始生产目前的系列产品。

Hydralok系列产品包括电动型和手动型压管机/螺母收口机,、切管机和剥胶机,适用于直径不超过2英寸(六层钢丝)的胶管总成。Hydralok产品也可用于特殊领域,如排水管,、帐篷拉锁以及混凝土钢筋等的扣压。对于达到一定数量的订购,本公司可以为其贴牌生产,、喷图指定的颜色及特制模具。

CEA UK PAVILION

Stand No: **N4.209**



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GKD Technik will exhibit their range of electronic safety systems for hydraulic machines at Bauma China 2012. New to the show is Incline Alert showing the driver the maximum gradient and slope that the machine can be operated on. Incline Alert is designed for use on trucks, excavators, access platforms and all machinery that can overturn if operated on a steep slope.

在2012上海宝马展上,GKD Technik将展示他们为液压设备提供的电子安全系统产品。首次展出的产品包括倾斜警报器,它向司机显示可以操作设备的最大倾斜度和坡度。倾斜警报器可以安装在卡车、挖掘机、升降平台和所有如果在陡坡上工作会倾翻的设备。

Stand No: **E6.435**



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Hydronix is a world leading manufacturer of digital microwave moisture sensors and water control equipment for the concrete industry. We have a range of sensors for all types of installation including bins, conveyors and most types of mixer.

The Hydro-Probe measures in the flow of material from a bin or conveyor. The Hydro-Mix is a flush mounted sensor for mixers and screw conveyors and the Hydro-Probe Orbiter is a rotating sensor for pan mixers.

Hydronix 是全球领先的混凝土行业用数字微波湿度传感器及控水设备制造商。我们生产的传感器品种齐全,可安装在包括贮料斗、传送机和大多数搅拌机在内的各种环境中。

Hydro-Probe 传感器可用于测量贮料斗和传送机中的物料流,Hydro-Mix 是适用于搅拌机和螺旋传送机的暗装式传感器,Hydro-Probe Orbiter 则是适用于盘式搅拌机的旋转传感器。

Stand No: **W5.768**



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Trade association representing the powered access industry including manufacturing, distribution, rental trades, associate businesses and users. Providers of the Powered Access Licence (PAL Card) training programme.

这是代表包括制造、分销、租赁贸易、关联业务以及用户在内的供电接入业的行业协会。是供电接入许可证(PAL Card)培训项目的提供方。

Stand No: OUTDOOR D.48



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- 伸缩臂叉装车位列世界品牌第一
- 迎合中国市场制造本土产品

Stand No: W1.124



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KHL Group is a leading global provider of international information to the construction industry. Its portfolio includes magazines, newsletters, websites, apps, special reports, exhibitions, conferences and other events. As well as its expertise in broad construction markets, it has specialist abilities in the niches of cranes & heavy transportation, demolition, equipment rental and powered access.

KHL集团是一家全球领先首屈一指的工程行业信息提供者。它的产品包括杂志、实时资讯、电子网络平台、智能手机插件、特别报告、展览、峰会和其它活动。以及其全面的工程市场方面的专业知识,和对于起重机与特种运输机械、拆除、设备租赁和高空作业等特殊领域具有的专业能力。



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KMP Products Europe Ltd operates globally and supplies replacement parts suitable for leading OEMs including Caterpillar, Komatsu, Cummins and Detroit Diesel earthmoving equipment and heavy duty diesel engines. Their products are known for their quality and are backed with a dedicated service.

Its main focus is KMP BRAND parts, which are marketed under a staggering fifty thousand part numbers in range.

KMP Products Europe Ltd 专业提供国际顶级品牌:卡特彼勒,小松,康明斯,底特律等重型推土机、卡车、挖掘机柴油发动机的 0EM替代配件。KMP 品牌产品以其卓越的产品质量,完善的售后服务著称。我公司重点致力于打造KMP这一国际知名品牌,目前经营范围覆盖全球,产品系列涵盖近50000多种发动机零部件。



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KGP is a Consultancy in the automotive and related sectors worldwide in both the OE/aftermarket and components/materials sectors.

Services include:

- Market evaluation/technology assement/strategy
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Launched in 2009, KGP's Off-Highway Engine Forecast (in conjunction with Off-Highway Research) examines global construction/agricultural equipment engine demand and technology trends, focussing on emissions and aftertreatment for developing legislation.

KGP是一家在为汽车及相关行业中的原始设备制造商、后市场、零配件和材料领域的国际咨询公司。

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始于2009年的KGP非公路发动机预测(与英国工程机械咨询公司合作)研究全球建筑/农业设备发动机需求和技术趋势,关注不断发展的立法中的排放和后处理问题。



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McCloskey International 's complete line of field-tested high performance crushers, screeners, trommels and conveyors serve industries worldwide including mining, aggregates processing, construction and demolition and waste recycling.

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所有 McCloskey 的产品均由专门的工程师团队精心设计,采用优质组件制造,然后经过实地测试,以确保设备能发挥最佳性能。

了解 McCloskey 如何晋身成为业界的领军企业,以及全球最大型的独立便携式筛选及破碎设备生产商。

OTHER EXHIBITORS
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Stand No: **N3-603**



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MP Filtri designs, develops, manufactures and distributes a vast range of hydraulic filters as well as a complete range of power transmission components and accessories for hydraulic power units. In particular, MP Filtri pursues an ambitious programme of product customisation to satisfy even the most specific customer requests.

At MP Filtri UK Ltd we act as the fluid condition monitoring wing of the MP Filtri group, both designing and manufacturing high quality instrumentation for portable, in-line and laboratory applications.

MP FILTRI设计,开发,生产和销售一系列广阔的液压过滤器,以及一个完整的液压动力单元的动力传动部件和附件。特别是MP FILTRI奉行一个雄心勃勃的计划,产品定制,以满足即使是最具要求的客户。

MP FILTRI (英国) 有限公司作为MP FILTRI团队的分部,设计和制造高品质的油污检测仪器为便携式,在线和实验室的应用。

Off-Highway Research

Off Highway Research

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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.

提供国际工程机械市场的研究报告和数据库服务。内容 覆盖西欧、中国和印度等主要市场,客户可通过订购获 得这些服务,并提供单客户定题研究。

此外,还提供针对印度尼西亚、泰国、沙特阿拉伯、韩国、日本和土耳其等国市场的各类多客户研究报告。



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La Roche are the British Manufacturers of Reinforcement Bar Bending and Bar Cutting Machinery.

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Resale Weekly is a world leading portal for new and used construction machinery, farming machinery, commercial vehicle and spare parts. Established in 1964 and located in the East London, Resale Weekly has been honored as the "Industry Bible" in the past 48 years. Now we deliver real time industry information through our well known magazines, busy website and updated mobile app. The fully integrated multi-channel approach means that you can find the information you need wherever and whenever you want.

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World Highways is a leading international magazine for road planning, design, construction, financing and management.

First published in 1991, World Highways offers Global, European and Emergent editions, and each issue includes exclusive information provided by the International Road Federation.

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《世界高速公路》是一本关于道路规划、设计、建设、 融资和管理的国际领先杂志。

《世界高速公路》出版于1991年,目前提供全球、欧洲和新兴市场三个版本,杂志每期都会报道"国际道路联合会"提供的独家信息。

《世界高速公路》关注全球公路基础设施建设的各个方面,从公路的规划、建设和维护到公路收费、安全以及交通管理系统,它都是一本必读杂志。



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Based in the UK and through offices worldwide, Sevcon produces high quality traction motor controller systems which have been applied to a vast range of pure electric and hybrid vehicles.

Through constant development, Sevcon's products continue to meet the ever higher performance demands of system integration required with battery, motor and drive system technologies of today.

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Southco is a leading full-service supplier of engineered access solutions for the off-highway industry, with a global footprint spanning the Americas, Europe and Asia Pacific regions. From initial concept design, testing to manufacturing, Southco's product portfolio covers an entire access hardware platform for all interior, chassis and entry door applications. These include robust latches to secure access panels, doors and storage enclosures, ergonomic position control devices for display screens, armrests and headrests, and electronic access systems that provide convenience and security for storage, access doors and ignition.

索斯科 N4 馆213号展位

索斯科(Southco) 是一家全球领先的工程进入解决方案 供应商,凭着全球网络为工程机械行业提供产品设计、 测试到生产的一站式服务。索斯科产品广泛多样,例如 乎合人机工学的定位控制装置、坚固耐用的锁具以及操 作方便同时提供高效安保性能的电子门禁控制系统等, 涵盖车辆内饰、底盘至车门应用区域。 Stand Nos: OUTDOOR A.46
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For 50 years the Terex Group have manufactured tunnelling machines & machines with cutting heads for mining, tunnelling & construction operations.

Terex has a range of 4 x electric & diesel driven Tunnel Excavators from 5 - 32 tons, suitable for excavation of medium-sized tunnel cross sections.

Excavator mounted hydraulic Terex Cutting Units are for excavation of trenches, tunnels, foundations, scaling concrete or rock. Advantages compared to a hydraulic hammer are accurate excavation, accurate profiling, multipurpose tool.

50年来,特雷克斯集团一直致力于生产隧道挖掘机和一 些用于采矿、隧道和建筑等设备上的刀头。

特雷克斯有一系列5t至32t的电动和柴油驱动的隧道挖掘机,适用于挖掘中型隧道的横截面。

该挖掘机安装着特雷克斯液压切割单元,可用于挖掘沟槽、隧道、地基、混领土缩放和岩石等。和其他液压锤相比,特雷克斯挖掘更准确,剖面更美观,是一种多功能的工具。

RELAWNY

SURFACE PREPARATION TECHNOLOGY

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Trelawny have been a global supplier and manufacturer of quality specialist pneumatic tools and surface preparation & maintenance equipment for over 50 years operating from their headquarters in the UK.

We offer a range of equipment for the preparation of concrete, steel and stone in industries which include: construction, floor preparation, utility contracting, restoration, refurbishment and demolition.

Trelawny has recently opened a subsidiary company in China ('Trelawny Shanghai') to help cover the high demand in this targeted market.

50多年来,英国的特牢尼公司制造,并向全世界供应高质量的,专业的用于表面处理的气动工具及维护设备。

我们供应一系列的处理混凝土,钢材及工业石材,它们包括建筑,地面处理,公用设施承包,修复,翻新及拆除的设备。

近年来特牢尼公司在中国开设了一个分公司("特牢尼上海")来帮助解决当地市场的需求。

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Webtec Products is a British manufacturer of hydraulic components and hydraulic test equipment for the mobile, industrial and agricultural industries.

Webtec's test equipment products are used by service engineers world-wide to reduce machine down-time through preventative maintenance and hydraulic fault-finding, as well as by R&D and production engineers, to carry out development and pre-dispatch inspection tests quickly and accurately.

We look forward to meeting you to discuss your application. For further details please visit www.webtec.co.uk

威泰科产品有限公司(Webtec Products)是一家英国制造商,专业生产液压元件和用于行走机械、工农业机械的液压测试设备。

在全球范围内,威泰科产品有限公司的测试设备为维修 工程师所广泛使用,通过预防性维修和迅速查找液压故 障,大大减少了停工时间。研发和产品工程师也用之来 进行产品开发和检测,结果快速而又准确。

我们期待与您在Bauma China 2012相会和研讨。更多信息请登录www.webtec.co.uk。





The Construction Equipment Association

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