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CONSTRUCTION

JANUARY - FEBRUARY 2014



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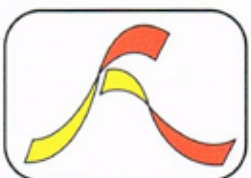
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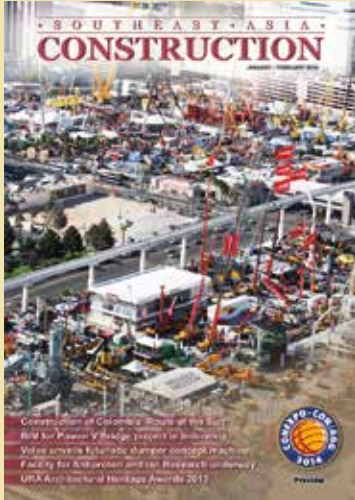
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jan/feb 2014



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Terex Construction appoints distributors in Laos and Myanmar

Terex Construction has appointed RMA Group as its distributor in Laos. RMA now provides full sales, service and parts support for Terex articulated and rigid trucks, which are manufactured in Motherwell, Scotland, the UK. Terex has three articulated truck models ranging from 25 to 38 t and five rigid truck models ranging from 32 to 91 t.

RMA specialises in providing essential products and services to economies in transition, working alongside the development community in emerging and post-conflict markets to build or rebuild local infrastructure; the company foresees Terex trucks being used in such projects. RMA already operates a global dealership network of heavy equipment and power products. The company also currently represents global brands in the automotive industry such as Ford, Mazda, Land Rover, GM, Mercedes-Benz, TATA and Mitsubishi-Fuso.

“We are pleased to welcome RMA as our newest Terex trucks distributor,” said Jon Bennett, regional director for Terex trucks in the Asia Pacific region. “With an excellent reputation in the mining and construction industry, and a strong geographical presence across more than 21 markets, RMA is a perfect fit for us and our customers. We were particularly attracted to RMA’s proven track record of providing a world class supply and support network throughout Indo-China since 1986, and also its dedicated in-house heavy equipment expertise. Providing excellent support to our customers after the sale is extremely important to us and it was vital we found a distributor with the same ethos - in RMA, we found it.”

Olivier Gaiemet, director of heavy equipment division for RMA, said, “When looking to expand our heavy equipment fleet we wanted tough machines that could stand up to the demands put on them by the mining and construction industries. By working with Terex we are joining forces with a global brand that has extensive experience in mining and construction and which manufactures a product that is renowned for its robust design and ability to be used in heavy duty applications. Together, we have a great synergy and relationship in terms of the product and support we can offer. We’re looking forward to offering our customers trucks that are best in class, offer excellent fuel efficiency and superb performance.”

In addition, Terex Construction has appointed Leadway Heavy Machinery Co Ltd as its distributor in Myanmar. Following this appointment, Leadway immediately won an impressive order for 26 new Terex articulated trucks; it represents Terex Construction’s first order in the market. Terex said Leadway intends to continue this success in Myanmar and neighbouring Thailand where the company also has premises.

According to Terex, these trucks will operate in a jade mine in the north of Myanmar, hauling rocks from the mine to the processing plant. The TA400 machines were believed to be selected due to the



RMA Group is now Terex Construction’s distributor in Laos.



Terex Construction recently won its first order in Myanmar, through its new local distributor Leadway Heavy Machinery.

return on investment they offered and their reputation for delivering in rugged and remote environments.

“To win a deal of this size in a new market for Terex is testament to the productivity and quality of our trucks and their reputation across Southeast Asia. We are delighted to win this order, we look forward to serving our new customer and we believe it is the start of a positive future for Terex and Leadway within Myanmar,” said John Bennett, Terex’s business manager for Asia Pacific.

“Terex and Leadway Heavy Machinery Co Ltd are setting up a dedicated, well trained service support team together with parts and components in stock on site to ensure the best service for our customers,” said Jimmy-Chakart Seanchan, managing director of Leadway Heavy Machinery Co Ltd.

Leadway Heavy Machinery took delivery of the first trucks during October 2013 with the remaining machines being delivered throughout November 2013. ■

Posco to construct hydroelectric power plant in Laos

Posco Engineering and Construction has won a contract to construct a hydroelectric power plant with a capacity of 65 MW along the River Nam Lik in Laos. Having entered into a joint venture with, among others, PTTI (a state-run energy corporation of Thailand), HEC (a generation equipment supplier) and ELD (the utility authority of Laos) for this project, Posco will be responsible for engineering, procurement and construction (EPC).

The Nam Lik 1 hydroelectric power plant is planned to be completed in 39 months after commencement, costing US\$123

million. Implemented on a BOT (Build-Operate-Transfer) basis, it will be donated to the Laos government after 27 years of private operation. Under this deal, the operator does the funding, designing and construction; it also operates the facility for a certain period before donating it to the government.

All electricity generated from the plant, which is located 90 km north of the capital city Vientiane, will be used within the country. Once it is up and running, the plant is expected to help the country ease its chronic power capacity problems. ■

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New Myanmar distributor for Sandvik Construction

Sandvik has appointed MSP as its new distributor for quarrying and construction products in Myanmar. The agreement between the two companies will provide Sandvik customers in Myanmar with not only the excellence of Sandvik crushing, screening, drilling and other associated equipment, but also exceptional aftermarket support in partnership with MSP's extensive network and industry expertise.

MSP was established in 1993 as an equipment leasing and supply organisation in order to support Myanmar's infrastructure construction boom, resulting from oil and gas exploration. The company thus played a pivotal role in spearheading the concept of private companies working alongside state controlled enterprises, as well as providing services to other local entrepreneurial operations. MSP was - and is - able to provide badly needed services for Myanmar's construction industry, proving to be especially successful in supplying quarries and aggregate plants with both equipment and support.

Twenty years on from its creation, MSP now operates throughout Myanmar employing a team of over 500 personnel, who operate out of a network of branch offices and other strategically located depots, focussed on providing support to the construction, quarrying and aggregates industries. MSP serves these sectors through two strategic divisions, quarrying and construction, which enables the company to provide specialised equipment, support and services, to what are in effect, young and developing industries.

The formal distributor agreement between MSP and Sandvik was signed at a ceremony held in September 2013. MSP was represented by its managing director, Khin Maung Htwe, whilst Kwan Kin Hoi, VP Sandvik Construction South East Asia, signed the agreement on behalf of Sandvik. ■



Sandvik Construction has appointed MSP as its new distributor for quarrying and construction products in Myanmar.

Atkins acquires Confluence

Atkins has acquired Confluence Project Management Pte Ltd, a Singapore-based international consultancy offering services in the areas of project and construction management, and specialist programming and planning. Confluence has operations in Asia Pacific, the Middle East and India, and in the year to 30 June 2013 the company reported revenue of around £14.5 million.

Confluence's teams in Singapore, Hong Kong, Abu Dhabi and India will integrate with Atkins' existing operations in Asia Pacific and the Middle East. This acquisition complements well Atkins' Faithful+Gould project and cost management consultancy business and, in particular, augments its presence in the commercial, retail and hospitality sectors. ■

ADB and Japan to help Myanmar design road project

The Asian Development Bank (ADB), using a US\$1.5 million grant provided by the Japan Fund for Poverty Reduction, will assist Myanmar in designing and preparing a project to upgrade a 70 km section of road connecting Kayin state with Yangon. "Connecting the country is a massive undertaking," said Putu Kamayana, head of ADB's Extended Mission in Myanmar. "This technical assistance will help ensure the project is properly designed and the community is properly prepared."

The technical assistance (TA) will lay the groundwork for a loan under consideration by ADB to upgrade the road between Kawkaeik and Eindu, which would help those living in Kayin State have easier access to employment, education, and health care, and reduce travel times while increasing traffic volumes. The road is part of the Greater Mekong Subregion programme's East-West Economic Corridor (EWEC) and will ultimately strengthen road links with Thailand.

Specific activities under the TA include topographic surveys of the existing road, including bridges and waterways; engineering work related to road rehabilitation; cost estimates; an economic analysis; safeguards assessment; and options for procurement and managing contracts.

The TA grant will also help train staff at the Ministry of Construction and Public Works in project preparation and implementation, focussing on issues of design, budgeting and procurement. An economic study will conduct traffic surveys and assess the economic feasibility of the project, while social and environmental studies will look at impacts on the environment and ways to engage stakeholders and the community in the design and preparation of the project.

A second, small-scale TA - Maximising Transport Benefits through Community Engagement - will work with local communities to develop a thorough analysis for those along or are served by the proposed EWEC road project, and provide opportunities for community inputs on the project. ■

AECOM joins Singapore road project

AECOM has been awarded an electrical, mechanical and architectural consultancy contract for Singapore's proposed North-South Expressway worth nearly US\$15 million.

AECOM will provide multidisciplinary services covering mechanical, electrical, plumbing, structural, fire engineering, geotechnical, environmental and transportation-planning to accommodate the project's complex technical challenges. The 13.4-mile expressway will run parallel to the country's Central Expressway, connecting towns along the north-south corridor, such as Woodlands, Sembawang, Yishun, Ang Mo Kio, Bishan and Toa Payoh, with the city centre.

The proposed expressway is expected to relieve the traffic load on the heavily utilised Central Expressway, as well as nearby major arterial roads. According to the Land Transport Authority of Singapore (LTA), it is anticipated that the expressway will save commuters from the northern towns up to 30 percent of their current commuting times during peak hours. ■



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LiuGong launches new training centre in Singapore

LiuGong Machinery Asia Pacific has invested US\$120,000 to set up a new training centre in Singapore, which aims to train the company's dealers and their technicians, engineers and sales managers to deliver professional after-sales service in a bid to raise industry standards for customer service. Housed within LiuGong's current facilities at Tuas, the training centre will offer a variety of courses, ranging from sales management workshops for sales managers, to electrical component overhaul maintenance training for technicians and engineers.

"Servicing is a very important aspect of equipment maintenance. A well-maintained piece of construction equipment means less down-time, higher productivity and lower costs for our customers," explained Joseph Wong, director of customer service for LiuGong Asia Pacific. "We have different modules to suit engineers and technicians with different competency levels. They'll learn how to service the full electrical system in wheel loaders, excavators, bulldozers and other equipment. The courses will also cover the maintenance and troubleshooting of components manufactured by renowned brands in the industry, such as Cummins, ZF and Kawasaki."

The Mechanic Competency module, for example, will help engineers and technicians to sharpen their technical knowledge and enhance their competitive edge in the market. It will also enable them to provide better after-sales support for LiuGong's customers.

The company hopes to certify its dealers' engineers and technicians to the LiuGong Mechanic Competency level 1 and 2 by 2014.

"Next year (2014), we will be looking to provide more technical training to all of our dealers' technicians and engineers, and offer a 'train-the-trainer' programme," added Mr Wong.

In addition to training its dealers and their customer support staff, LiuGong intends to extend its expertise to customers. "We



LiuGong Machinery Asia Pacific has set up a new training centre in Singapore, which aims to train the company's dealers and their technicians, engineers and sales managers to deliver professional after-sales service.

want to offer our customers the opportunity to have their own service engineers trained by us," said Mr Wong, "We hope LiuGong's training team will become a valuable technical resource for operators of larger construction fleets."

The launch of the new training centre also marked LiuGong's second year of operation in Singapore. The company's presence in the Asia Pacific region includes Southeast Asia and Oceania. It is one of the region's leading suppliers of construction equipment and spare parts, with more than 16 dealers and nearly 100 outlets providing both sales and after-sales services in the Asia Pacific region. ■

Keppel Land starts work on phase two of Sedona Hotel Yangon

Work has begun on phase two of Sedona Hotel Yangon in Myanmar, which is planned to be fully completed in 2016. Phase one of the hotel was completed in 1997 and comprises 366 rooms.

Phase two of the development will see an addition of about 420 rooms, bringing the hotel's total room capacity to 786. Featuring 29 storeys, the new tower block is expected to be one of the tallest structures in Yangon upon completion. The total development cost for the new hotel wing is about US\$80 million.

At the same time, phase one of Sedona Hotel Yangon is undergoing refurbishment works to feature a modern look and feel,

whilst maintaining the original heritage character of the hotel. Areas that will be upgraded include the rooms and common areas such as the lobby, main entrance and common corridors. The renovation works, which will cost about US\$25 million, are expected to be completed by end-2013.

Keppel Land will also be commencing renovation works to Sedona Hotel Mandalay, its second hotel property in Myanmar, in early 2014. The works, which include the upgrading of rooms and common facilities such as the ballroom and restaurants, are expected to cost about US\$7 million. ■

Dragages to build residential complex in Singapore

Dragages Singapore, a Bouygues Construction subsidiary, has been awarded a contract to design and build a major residential complex in Singapore. The contract, totalling €102 million has been signed with property developers CapitalLand Singapore Limited and Mitsubishi Estate Asia, partners in a joint venture.

The project, located in the Bishan neighbourhood, includes the design and construction of two 37-storey towers, which will house 694 apartments, a five-storey car park and a basement. The

total floor area will be approximately 81,000 sq m. The complex is aiming for Green Mark Gold Plus certification, one of the highest levels of the Singapore label evaluating the environmental impact and energy efficiency of buildings.

Work on the project started in October 2013 and is expected to last just over two and a half years (33 months), with handover scheduled for 2016. A total of 600 employees will be working on site during peak periods. ■



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Tognum Asia expands APAC headquarters in Singapore

Tognum Asia has broken ground on its new enlarged Asia Pacific (APAC) headquarters in Singapore. This new premises will consolidate the areas of application engineering, sales and service support, distribution management, marketing and communications under one roof. The move will enable Tognum Asia to better serve its regional clients, by bringing together all business functions and over 300 staff members into one new facility.

In 1974, MTU, a Tognum brand, chose Singapore to be its home in Asia and since then the country has become an intrinsic part of Tognum's regional corporate DNA. According to Tognum Asia, the company is dedicated to 'people excellence', 'process excellence' and 'continuous improvement' and being based in Singapore is key to the realisation of this mission. Tognum is experiencing a solid growth in Asia, which is hugely positive for the health of its global operation.

"2013 has been another hugely successful year for Tognum in Asia Pacific and keeps our strategy for sustained growth in the APAC region on track," said Dr Michael Haidinger, chief sales officer of Tognum AG. "We recognise the uniqueness of this market and Tognum is well equipped to respond to these challenges. Grid instabilities in emerging Asian countries and the increasing need to secure power supply for critical applications like data centres will spur demand for emergency power and diesel gensets. Additionally, environmental challenges will encourage cleaner and more efficient technologies such as gas fired generation systems."

"We are very pleased that Singapore remains the location of choice for Tognum Asia's APAC headquarters. We welcome Tognum Asia's plan to expand and upgrade its operations in Singapore for the region. Tognum Asia's expansion plans further reinforce Singapore's proposition as a Home for Business. Using Singapore as a control tower, companies like Tognum Asia are thus able to better manage and control their growth strategies in Asia and beyond," said Lim Kok Kiang, assistant managing director of Singapore Economic Development Board.

Boustead Projects Pte Ltd will be in charge of construction, and upon completion, will lease back the premises to Tognum Asia.



From left: Tan Chin Kiat, director of operations and logistics at Tognum Asia; Dr Michael Haidinger, chief sales officer of Tognum AG; John Paterson, chairman of Tognum AG supervisory board; Doris Schlieszeit, CFO and managing director of Tognum AG; and Wong Fong Fui, chairman and group CEO of Boustead Singapore Limited.

The facility has 24,800 sq m of floor space, covers a total of 1.75 ha and is located at the Tukang Innovation Park. The new complex, designed to consume less energy and be more environment-friendly, will include a brand new training centre, enabling Tognum Asia's seasoned team of well-qualified trainers to offer a greater number of staff and partners from throughout the region the opportunity to develop their maintenance and operational skills.

Tognum Asia is the leading provider of MTU diesel engines and drive systems and MTU Onsite Energy distributed energy systems in APAC, serving multiple sectors with a comprehensive portfolio. The company operates across various regions with subsidiaries in Indonesia, India, Mainland China, Hong Kong, Korea and Japan. ■

AECOM and Aurecon team up for Moreton Bay Rail project

A joint venture between AECOM's Australian business and Aurecon Design has been awarded a major contract to deliver a component of the required design services for the US\$1.07-billion Moreton Bay Rail project in Australia.

Drawing on AECOM's business experience in Australia as part of the successful Trackstar Alliance, Thiess has engaged the joint venture to undertake the design services contract for civil and structural works, which includes stations, car parks and access roads, as well as the design of rail components.

Once complete, the Moreton Bay Rail project will provide a 1.24-mile dual-track passenger rail line between Petrie and Kippa-Ring, and six new rail stations at Kallangur, Murrumba Downs, Mango Hill, Mango Hill East, Rothwell and Kippa-Ring. The six new stations will also include commuter parking, kiss and ride, bus connectivity and facilities to encourage active transport.

Design work for the project has already commenced, with major construction expected to start in early 2014 and the new line scheduled to be operational in 2016. ■

Leighton secures A\$370 mil Melbourne Airport contract

Leighton Contractors has secured a A\$370 million contract to build an integrated transport facility and a new airline terminal for Australian Pacific Airports (Melbourne) Pty Ltd (Melbourne Airport), as part of a capacity upgrade for Melbourne Airport.

Leighton's delivery of the transport facility includes construction of a seven-storey car park, elevated access roads and ramps, an underground service tunnel, electrical substation and ancillary infrastructure.

Leighton will deliver the new Terminal 4 in a joint venture with its subsidiary Broad Construction. The works include baggage handling and re-claim facilities, check-in kiosks and associated infrastructure, staff amenities, retail areas and connections to existing concourses.

Work on the project has begun and is expected to be completed in 2015. ■

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Atkins wins third expansion contract on HKIA

Atkins has won a further contract from the Hong Kong Airport Authority as lead consultant responsible for the scheme design of the airfield and apron extension works, which form part of the overall development plan to meet future demand at the Hong Kong International Airport (HKIA).

According to Atkins, in a response to the latest capacity study for the HKIA, 10 additional passenger aircraft parking stands are required to serve the new Midfield Concourse Building, which is currently under construction. The apron extension will provide further flexibility for future airport operation and development.

“Over the last few years, the Hong Kong International Airport has grown in capacity, currently handling some 56 million passengers a year and is the world’s busiest airport by cargo traffic. Key to its future success is the expansion programme, which we are delighted to be involved with,” said Damian Creally, Atkins’ project director.

The project includes the design of taxiways and apron pavement, airfield and apron drainage systems, aviation fuel system, combined potable water and fire hydrant system, automatic people mover



Project extension within Airport Midfield Area.

system expansion, apron services and communications systems infrastructure and associated ancillary buildings. The works also include airside road traffic modelling.

The scheme design works are expected to be completed in mid 2014, with an option to extend the services for detailed design and construction supervision. ■

AECOM designs cross-harbour tunnel for Shatin to Central Link

AECOM has been appointed by MTR Corporation Limited (MTRCL) to design the cross-harbour tunnel of the North South Line (NSL), which forms part of the Shatin to Central Link (SCL). Under the contract, AECOM will produce the reference design and tender documentation, and provide support to MTRCL during tender and construction stages.

This design-and-build project includes a 280 m section of cut-and-cover tunnels at the west side of the Causeway Bay Typhoon Shelter (CBTS); a 200 m section of cut-and-cover tunnels adjacent to the existing seawall at Hung Hom Station (HUH); a 1.4 km section

of immersed tube tunnels (IMT) across Victoria Harbour linking the two cut-and-cover sections; and associated ventilation building, civil, utilities, electrical and mechanical works. The tunnel will comprise a minimum of two cells for rail plus additional cells for ventilation ducts for smoke control.

The SCL consists of Phase 1 – East West Line and Phase 2 – NSL. The NSL is a 6-km-long extension of the East Rail Line from HUH across the harbour to Admiralty Station, forming the North-South rail corridor. Scheduled to be completed in 2020, it is set to become the fourth cross-harbour rail tunnel in Hong Kong. ■

Zeng Guang’an is now president of LiuGong Group



Zeng Guang’an.



Yu Chuanfen.

Zeng Guang’an has been named president of LiuGong Group and will be in charge of the Group’s overall operation. He is also still the vice chairman of LiuGong Machinery.

Under the leadership of Mr Zeng, LiuGong has become one of the world’s fastest growing, global, full-line construction equipment companies and was ranked as the 20th largest construction equipment manufacturer in the world. Mr Zeng graduated from Chongqing University and started his

career at LiuGong Machinery as an engineer in 1985. During his 28 years with LiuGong, he has served in a number of different management positions. Before he was promoted to his current role, he held the position of vice chairman and president of LiuGong Machinery since 1999.

Yu Chuanfen will take over from Mr Zeng as president of LiuGong Machinery. He has been with LiuGong since he graduated from Wuhan Huazhong University of Science & Technology in 1994. During his 19 years with LiuGong, Mr Yu has served in a number of different management positions. Before being promoted to his current role, he held the position of vice president of LiuGong Machinery, responsible for the wheel loader division, driveline division, foundry division, LiuGong India Pvt Ltd and Liuzhou ZF Company. ■

Bouygues goes to ‘City of Dreams’

Through its subsidiary Dragages Macau, Bouygues Construction has been awarded a HK\$3.677 billion construction contract for a six-star luxury hotel in the heart of Macau’s ‘City of Dreams’ entertainment complex, by Melco Crown Entertainment Limited, owner and developer of casinos and leisure and entertainment complexes.

The project comprises 783 bedrooms including 10 villas, a casino, restaurants, conference rooms and a sky pool. The 39-storey building will provide approximately 151,000 sq m of floor space. Dragages Macau is responsible for the construction of ‘core & shell’, including reinforced concrete structure, structural steel exoskeleton, curtain wall and cladding.

Work on the project has begun and is scheduled to last for more than three years. Over 1,000 employees will be working onsite at peak periods. ■



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Mott MacDonald to work on Delhi Metro Phase III

Mott MacDonald has been appointed detailed design consultant by the Hindustan Construction Company–Samsung joint venture for Phase III of Delhi Metro in India. The consultancy will provide geotechnical, civil and structural engineering services for contract CC34, which is part of the Janakpuri West to Kalindi Kunj corridor.

The Delhi mass rapid transit system is being expanded to meet increasing transport needs. New circular lines will interchange with existing radial lines, improving connectivity and access to the city's metropolitan areas. Contract CC34 involves the design and construction of a 4.5 km tunnel from Janakpuri West to Palam by shield tunnel boring machine. It also includes construction of underground metro stations at Janakpuri West, Dabri Mor and Dashrath Puri as well as interchanges with existing elevated metro stations. The project is due for completion in 2016.

Istanbul İkitelli Integrated Health Campus

In addition, Mott MacDonald has been named lenders' technical and environmental advisor on the development of the 2,682 capacity Istanbul İkitelli Integrated Health Campus in Turkey. The public-private partnership (PPP) project involves the financing, design, construction and operation of the health campus, as well as the

supply of facilities and equipment. Working on behalf of IHIC İstanbul İkitelli Uluslararası Sağlık Hizmetleri Yatırım ve İşletme A.Ş (Istanbul İkitelli International Healthcare Investment Company), Mott MacDonald will also provide construction and operational monitoring services on the project.

The integrated campus will be made up of a general hospital (443 beds), a women's hospital (451 beds), a children's hospital (451 beds), a cardiovascular surgery hospital (303 beds), an oncology hospital (359 beds), a neurological science and orthopaedics hospital (347 beds), a physical therapy and rehabilitation hospital (200 beds) and a psychiatric hospital (128 beds).

Mott MacDonald will undertake due diligence on behalf of the lenders to assess the capabilities and experience of the consortium stakeholders as well as the consortium's design, planning and construction, facilities and lifecycle management proposals. The consultancy will also ensure that the contractual arrangements and agreed risk allocation are in line with international PPP best practice standards and the lenders' specific requirements.

Financial close for the project is due to be reached by the middle of 2014, with construction of the facility taking an estimated three years. Once completed, the campus will enter a 25-year operational phase. ■

New VP of Sandvik Construction in India

Harinder Jit Singh has been appointed vice president of Sandvik Construction Sales Area India. Mr Singh has been employed by Sandvik since 1989, latterly filling the role of business line manager for tunnelling. Prior to this he has gained experience of Sandvik's many different products lines and areas of expertise, and is thus able to bring to his new position over 30 years of knowledge, strong people management skills, and an in-depth understanding of the construction industry within India.

Mr Singh takes over from Raghavan Ramaswamy, who is now vice president global markets (Asia Pacific) within Sandvik Construction. ■



Harinder Jit Singh has been appointed vice president of Sandvik Construction Sales Area India.

HLG awarded airport and building projects in UAE

Abu Dhabi Airport Company (ADAC) has signed a contract worth around AED600 million with the Habtoor Leighton Group (HLG) for the construction of infrastructure integral to the Abu Dhabi International Airport expansion.

HLG will deliver the project across multiple work fronts including airside and landside airport operational areas, within the Midfield Terminal Complex construction site, the East Midfield Terminal area and along the existing E11 Highway. The Group's scope of works includes backbone infrastructure installation; MEP works; and interchange, road and bridge construction.

HLG will also undertake the design and construction of some key elements of the project. Work is scheduled to commence soon, with staged completion anticipated over the next 18-24 months.

In Dubai, HLG has signed an agreement worth AED275 million with Jebel Ali Free Zone (Jafza) to construct the next phase of the Jafza One-Jafza Convention Centre complex in Jebel Ali. The project site, which is located on Sheikh Zayed Road, comprises one of the Convention Centre's two twin-tower commercial buildings, housing more than 450 offices and spanning a total built up area of 72,200 sq m.

HLG's scope of works includes completion of the fit-out of one of the twin-towers, in addition to completing associated external road works. HLG commenced work on the Jafza One-Jafza Convention Centre Complex in 2007 when the Group first partnered with Jafza, a flagship Economic Zones World Group Company, to deliver the AED1.9 billion project, which includes a state-of-the-art convention centre, hotel, commercial towers and associated exhibition and recreation facilities.

Work on the commercial tower and external roads has commenced, with completion scheduled for the end of 2014. ■

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Martin Weissburg named president of Volvo CE

Martin Weissburg has been named president of Volvo Construction Equipment (Volvo CE), effective from 1 January 2014. He is currently president of the Volvo Group's customer finance company, Volvo Financial Services (VFS), and a member of the group executive team.

Mr Weissburg has been the president of VFS since 2010, and prior to that he served as president of Volvo Financial Services Americas from 2005 to 2010. Within his position at VFS, Mr Weissburg has worked in close relationship with Volvo CE dealers for many years and has extensive and in-depth knowledge of the Volvo CE business.

Before joining the Volvo Group, Mr Weissburg has many years of global leadership experience tied to distribution and sales of heavy equipment. He has served as president of Great Dane Financial, and as president of the manufacturing company Woodard LLC. He started his professional career in the field of construction equipment when joining Caterpillar out of university as a marketing management trainee.

Mr Weissburg will be replacing Pat Olney, who has decided to leave his position to take up a new challenge in a non-competing, large engineering company based in the US. Mr Olney joined Volvo CE in 1996 and has held a number of top management positions in finance, operations and general management before he became the president of Volvo CE in May 2011.



Martin Weissburg.



Pat Olney.

"I have had a long and rewarding career with Volvo, and for that I will always be grateful. As such, this was not an easy decision. I have had the ambition to relocate at some point to North America and this opportunity was simply too good to pass up," said Mr Olney.

"Pat has done an excellent job during his career with Volvo. I regret that he has decided to leave Volvo; at the same time I fully understand and respect his desire to move to North America for professional and personal reasons," commented Olof Persson, president and CEO of the Volvo Group. ■

Skyjack opens new sales and service facilities for Scandinavia and Germany

Skyjack has established new sales and service facilities servicing Scandinavia and Germany. The German facility is located in Witten near Dortmund, and the Scandinavian facility is in Agnesberg near Gothenburg, Sweden. The premises represent both physically larger capacity and improved service and parts capabilities.

"We are starting to see significant signs of improvement in the market. From a Skyjack point of view we have enjoyed a good reputation in Scandinavia and Germany, largely based on a simple and reliable scissor product. Over the last few years, and considering the future, I am looking forward to extending that reputation to Skyjack booms," said Charlie Patterson, managing director of Skyjack Europe. "The extra space demanded by booms is part of the reason for the new premises, as was our need for improved parts and service capabilities so that we remain easy to do business with." ■



Skyjack's new sales and service facility in Sweden.

Vinci wins major railway contracts in France and UK

The consortium led by Dodin Campenon Bernard (Vinci Construction) and including GTM Ouest and Botte Fondations, both subsidiaries of Vinci Construction France, as well as Spie Batignolles TPCI, Spie Fondations and Legendre Génie Civil, has been awarded the contract to build the underground works (works package 1) for Line B of the Rennes metro in France.

The contract, worth almost €320 million, includes the construction of 8 km tunnel, nine stations and four associated emergency shafts. The tunnel boring machine will start up at the end of 2014; delivery is scheduled for February 2018.

Some 500 people will work on the site, including about 60 percent from the Rennes area, employed by the consortium's local companies, suppliers and subcontractors or hired particularly through social integration programmes.

In another project, Taylor Woodrow, a division of Vinci Construction UK, has been awarded the design and build contract for the upgrade and refurbishment of 13 stations and one accommodation block along the western section of the new high frequency, high capacity railway for London and the South East. This project, worth £98 million will start immediately for a completion date in 2018.

Vinci and its UK subsidiaries are already undertaking significant works for Crossrail across London including construction of the Liverpool Street and Whitechapel Crossrail station tunnels and associated works, the demolition of the existing Whitechapel station, including the construction of a new station, ticket hall, and platform upgrades and the upgrade of Tottenham Court Road Tube station which includes a new Crossrail eastern ticket hall structure. ■



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Bouygues and Colas to improve Iqaluit International Airport

Bouygues Building Canada, a subsidiary of Bouygues Construction, and Sintra, a ColasCanada subsidiary, both members of the Arctic Infrastructure Partners consortium, have signed a contract for the improvement of Iqaluit International Airport, in the Arctic North of Canada. The public-private partnership covers the financing, design and construction of a new air terminal, along with operation and maintenance for a period of 34 years. The total funding requirement of the project stands at approximately C\$300 million.

Bouygues Building Canada and Sintra will be responsible for designing and building the new 10,000 sq m terminal and a new combined services building of 4,500 sq m, as well as extending and refurbishing roughly 400,000 sq m of runways and parking areas for planes. The total value of the works to Bouygues Building Canada and Sintra will be C\$229 million.

The project intends to increase the capacity of Iqaluit Airport. Located in Canada's most expansive territory, the airport plays a strategic role for both civil and military aviation, as air travel is believed to be the only form of transport that operates throughout the year.

The project has been designed to be highly energy efficient. It will include combined heat and power production, and is aiming for LEED Silver certification. The works, which will see 140 employees active onsite at peak periods, are set to begin in the first quarter of 2014, with handover planned for December 2017. The project schedule is complex, because it has to take into account the difficult climate conditions and the short window in which it is possible to deliver materials, between July and October, when the sea is not frozen. ■



An artist's impression of the new Iqaluit International Airport.

McCloskey expands global sales team

Canadian manufacturer McCloskey International has expanded its global sales team with the appointment of four new territory sales managers. Darren Coen is in charge of Southeast Asia, based in Kuala Lumpur, Malaysia; Roger Wilson is responsible for East Africa, based out of Nairobi, Kenya; Mark Rankin is covering the Middle East and India; and Adrian Hernando Ibanez is managing North West Africa.

In addition, Suzanne Dynes has been appointed inside sales coordinator based in Northern Ireland, Coalisland. She will be supporting the newly expanded sales team with dealer relationship management, organising customer visits and training, and completion of sales information and marketing. ■

New ownership for Snorkel

North American telehandler manufacturer Xtreme Manufacturing has signed an agreement for the staged acquisition of aerial lift manufacturer Snorkel from its UK owner, The Tanfield Group.

Under the terms of the deal, Xtreme has acquired an initial 51 percent stake in a new company, Snorkel International Holdings, in exchange for agreeing to cause up to US\$50 million to be provided to Snorkel for working capital purposes and for other consideration. Tanfield has acquired 49 percent of the new company in exchange for contributing substantially all of the assets of its Snorkel business division.

"Snorkel was founded in USA and has a long, proud history in America. This is a strong brand, with an excellent product range and superb global distribution capabilities, making it a great fit with Xtreme. With the right strategic investment, Snorkel will regain its rightful position as a major player in the aerial lift market," said Don Ahern, owner of Xtreme Manufacturing and Ahern Rentals. "We have a large number of Snorkel products in our own rental fleet at Ahern Rentals, as do many other independent rental companies. It is my desire to provide world-class aftermarket support and restore Snorkel's leadership in product development. Snorkel is an esteemed brand which has, throughout its long history, often been the standard of the industry."

The agreement will enable Xtreme to make its full range of products and services available outside of the US, in some cases marketed under the Snorkel brand.

Ahern Rentals is one of the largest companies in the US equipment rental market and a longstanding customer of Snorkel. Ahern Rentals plans to offer direct sales of Snorkel machines and replacement parts as well as service and repair of Snorkel products from its 75 rental stores across 23 US states.

Under the agreement, all three of Tanfield's executive officers have joined the board of Snorkel International Holdings, while also stepping down from Tanfield's board of directors.

"Don Ahern has a proven track record in the lifting equipment industry. I have every confidence that, with the help and support of the Snorkel management team, he will deliver a bright future for Snorkel," said Jon Pither, chairman of The Tanfield Group. ■

John E. Murphy to lead Black & Veatch's construction & procurement division



John E. Murphy (left) has been selected to lead Black & Veatch's global construction and procurement operations. With more than 27 years of experience, Mr Murphy brings expertise in project management, procurement, operations, construction and electrical design to the role. His career began as a design engineer and progressed through to project management. He has been responsible for direct hire construction operations in the early years of the company's merit shop operation and led the global procurement organisation in the formative years of the C&P division. He has also worked in energy, water, telecommunications and the former Black & Veatch special projects group, now the company's federal services division.

Based at the company's headquarters in the US, Mr Murphy will work with current division president Hal Smith in a transitional role through the end of this year. Mr Smith, who has been with Black & Veatch for 45 years, will retire at the end of 2013. ■



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12 to 16 Mar 2014	Worldbex 2014 World Trade Centre Metro Manila Manila The Philippines	Worldbex Services International Tel: +632 531 6350, Fax: +632 533 2026 Email: info@worldbex.com Website: www.worldbex.com
7 to 9 May 2014	OS+H Asia 2014 Suntec Singapore Singapore	Messe Düsseldorf Asia Pte Ltd Tel: +65 6332 9620, Fax: +65 6337 4633 Email: osha@mda.com.sg Website: www.osha-singapore.com
2 to 4 Jun 2014	Trenchless Asia 2014 Sands Expo and Convention Centre, Marina Bay Sands Singapore	Westrade Group Ltd Tel: +44 845 094 8066, Fax: +44 870 429 9275 Email: pharwood@westrade.co.uk Website: www.trenchlessasia.com
8 to 11 Oct 2014	Buildtech Malaysia 2014 Putra World Trade Centre Kuala Lumpur Malaysia	Trade Link ITE Sdn Bhd Tel: +603 7842 9863, Fax: +603 7842 7863 Email: info@tradelink.com.my Website: tradelink.com.my/buildtech
25 to 28 Nov 2014	bauma China 2014 Shanghai New International Expo Centre Shanghai China	Messe München International Tel: +49 89 949 20251, Fax: +49 89 949 20259 Email: info@bauma-china.com Website: www.bauma-china.com
15 to 18 Dec 2014	bC India 2014 India Expo Centre Greater Noida, Delhi India	Messe München International Tel: +49 89 949 20255, Fax: +49 89 949 20259 Website: www.bcindia.com
Date	Events outside Asia	Organiser & Contact
14 to 16 Jan 2014	Intermat Middle East 2014 Abu Dhabi National Exhibition Centre Abu Dhabi UAE	Comexposium & Clarion Events Middle East Tel: +33 1 7677 1208 Email: asmaa.cherraf@comexposium.com Website: www.intermatme.com
21 to 24 Jan 2014	World of Concrete 2014 Las Vegas Convention Centre Las Vegas, Nevada USA	Hanley Wood Exhibitions Tel: +1 972 536 6300, Fax: +1 972 536 6301 Email: contactus@worldofconcrete.com Website: www.worldofconcrete.com
4 to 8 Mar 2014	ConExpo-Con/Agg 2014 Las Vegas Convention Centre Las Vegas, Nevada USA	Association of Equipment Manufacturers Tel: +1 414 298 4167, Fax: +1 414 272 2672 Email: international@conexpoconagg.com Website: www.conexpoconagg.com
1 to 5 Apr 2014	Smopyc 2014 Zaragoza Exhibition Centre Zaragoza Spain	Feria de Zaragoza Tel: +34 976 764 700, Fax: +34 976 330 649 Email: comunicacion@feriazaragoza.es Website: www.smopyc.com
3 April 2014	IPAF Summit and IAPA Awards 2014 Beaumont Estate Hotel, Windsor England The UK	International Powered Access Federation Tel: +44 15395 66700 Email: info@ipaf.org Website: www.iapa-summit.info
8 to 11 May 2014	Samoter 2014 Verona Exhibition Centre Verona Italy	Veronafiere Tel: +39 045 8298111, Fax: +39 045 8298288 Email: info@veronafiere.it Website: www.samoter.com
24 to 26 Jun 2014	APEX 2014 Amsterdam RAI Convention Centre Amsterdam The Netherlands	BV Industrial Promotions International Tel: +31 547 271566, Fax: +31 547 261238 Email: marleen@ipi-bv.nl Website: www.apexshow.com

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Preparations underway for APEX 2014

The eighth APEX aerial platform exhibition will be held at the Amsterdam RAI convention centre, the Netherlands, from 24 to 26 June 2014. The new location is close to Schiphol Airport, making it much easier for visitors to attend.

The 2014 show will be the first held outside Maastricht, with the new venue providing an excellent indoor space and double the outdoor area. The dates are also new, with the show moving to late June from its traditional September dates.

The event is organised by Industrial Promotions International (IPI) and officially supported by the International Powered Access Federation (IPAF) and Access International magazine.

Like APEX 2011, APEX 2014 is also targeted at global access manufacturers, established major buyers and a wide range of new potential customers and exhibitors. Besides the well-known manufacturers from Europe and the US, there are currently several stand bookings from China as well, according to IPI.

So far, the indoor space is already 85 percent sold and the outdoor area - double the space available at Maastricht - is 65 percent sold. "We have already confirmed reservations for more than 4,000 sq m, which is over 85 percent of the anticipated space inside the hall. For the outside area we have applications for near 3,000 sq m, which is approximately 65 percent of the anticipated space, being around 4,500 sq m. This is double the size of the outside area in Maastricht during the last APEX in 2011. APEX

2014 promises to be bigger than ever before," said Tony Kenter, managing director of IPI.

APEX 2014 will take place alongside the third International Rental Exhibition (IRE) and the annual convention of the European Rental Association (ERA). The ERA meeting attracts more than 350 delegates, comprising leaders from many of Europe's largest rental companies. ■

Website: www.apexshow.com



APEX 2014 will take place at the Amsterdam RAI convention centre.



Left and right: Like APEX 2011, APEX 2014 is also targeted at global access manufacturers, established major buyers and a wide range of new potential customers and exhibitors.



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Samoter Technical Innovation Competition opens for entries

Entries for the 2014 Samoter International Technical Innovation Competition are now open. Samoter will take place at the Verona Exhibition Centre, Italy, from 8 to 11 May 2014. The competition aims to reward companies that present previews of highly innovative products and solutions designed to ensure the highest quality, optimisation of human and economic resources, safety, environmental and energy sustainability, thereby offering specialist visitors in the sectors concerned an opportunity to extend and update their awareness of the latest technological innovations available on the market.

The Technical Innovation Competition has been held alongside Samoter since its debut in 1964 and honours companies previewing structural and functional innovations introduced in their production at Samoter. This is considered an extremely important event as it rewards the results of innovative investments and offers entrepreneurs and technicians in the sectors involved a chance to keep abreast of technical-construction and functional evolution in the various contexts of on-site activity.

The international jury, chaired by Ing Roberto Paoluzzi, director of Imamoter, an Institute of the Italian National Research Council, comprises academics, researchers and technicians. They include Dr Reinhold Hartdegen of BGAU (Berufsgenossenschaft der Bauwirtschaft) German Institute for Research, Surveillance and Insurance for accidents at work in the construction industry; Dr Cosette Dussagey of CISMA - French Association of Engineering Industry in the Construction Sector; Ing Antonio Bonanno - Imamoter; Prof Ing Louis Salazar - Department of Mechanical and Industrial Engineering, University of Brescia; Prof Ing Massimo Delogu - Department of Mechanical Engineering and Industrial Technologies, University of Florence; Prof Mario Patrucco of DIATI - Department of Environmental Engineering, Land and Infrastructures; Dr Vincenzo Laurendi of INAIL-DTS Department of Technology Safety as well as the presidents of national associations such as Ance, Anfia, Comamoter, Ascomac-Cantiermacchine, Comamoter and Unacea.

This year Samoter will be joined by Asphaltica, an event focusing on the asphalt industry, equipment, technologies and road safety. Asphaltica made its way to Verona thanks to the collaboration agreement signed recently with Siteb - the Italian reference association for road works and road infrastructures representing about 300 members (companies, public administrations and freelance professionals) involved with road design, construction, maintenance and control.



The Samoter International Technical Innovation Competition seeks highly innovative products and solutions designed to ensure the highest quality, optimisation of human and economic resources, safety, environmental and energy sustainability.



The demo area at Samoter 2011.

The last edition of Samoter in 2011 was attended by more than 900 exhibitors over a net exhibition area of 108,906 sq m. There were also more than 98,000 visitors from 110 countries.

The continuing economic crisis in Europe and Veronafiere's policy of establishing strong, strategic roots in geo-economic regions enjoying high growth, open new scenarios for 2014 that, without overlooking historical markets in major European countries such as France, Germany and Spain, encompass the Balkans, Eastern Europe, the Arabian Peninsula, the Mediterranean area, Central Asia, the Far East and Latin America.

Samoter - and its historic fulcrum of machinery, plant and equipment for the building industry and major works - seeks to confirm and preside over its role as a landmark on a European scale in a sector that, despite the global crisis, still drives the world economy, emerging as the reference partner for companies, institutions and category associations in the construction world. ■

Website: www.samoter.com

Application form for the 2014 Technical Innovation Competition:
http://www.samoter.com/pdf/CONCORSOSAMOTER2014_ita.pdf



Samoter will be returning to the Verona Exhibition Centre from 8 to 11 May 2014.

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It's a System

Not a Machine

SMOPYC 2014 to highlight globalisation

The International Show of Public Works, Construction and Mining Machinery (SMOPYC) will hold its 16th show from 1 to 5 April 2014 at the Zaragoza Exhibition Centre, Spain. José Antonio Vicente, director of Zaragoza Exhibition Centre shared his overview of the sector and expectations for the show. Mr Vicente is an authority in trade show circles as well as chairing the Spanish trade show association (AFE). He also has expertise in public works machinery thanks to his close ties with this sector.

Looking at the evolution of the sector in recent months, do you think the success of SMOPYC 2011 will be repeated?

I think we have to be optimistic, yet realistic and proactive. An economic recovery is now being discussed in many arenas, but the building industry doesn't have the same outlook. In fact, the latest forecasts by Euroconstruct for construction in our country suggest no signs of movement until 2015. However, it is also true that until then decline will be more gradual and not as sharp, although the numbers are still in the red.

In all these years of crisis, a lot of firms have repositioned, downsized and looked outside of Spain. SMOPYC is a first-rate marketing tool and one of the mainstays for the industry's business purposes. Now more than ever firms need to participate in trade shows to reap the benefits. In 2011, in the thick of the crisis, 1,253 exhibitors took part and 89,000 visitors came. So we are hoping to repeat that at least.

Does this mean the market in machinery sales has hit rock bottom?

Some experts believe that the sector has already hit rock bottom and that the market in new machinery sales cannot fall much further, so by late 2013 there might be a shift in this trend. Another widespread opinion is that this crisis will serve to harness and boost productivity, with greater specialisation in machinery and a search for lower fuel consumption. In any of the possible scenarios, SMOPYC will continue to accompany professionals in their journey towards recovery, exercising its vocation for service to public works machinery firms and the sector in general.

What role does Spanish equipment play on the international stage?

The Spanish construction machinery industry has a solid reputation in international markets and is highly appreciated by users. Traditionally, depending on the subsector, it is usual to find Spanish manufacturers with significant market shares. Logically, the crisis has affected exports, but there is a growing presence of Spanish machinery in markets like the Middle East, the States and Asia.

The Spanish offer is based on high-tech machinery that is good value and more competitively priced than German, Japanese and American machinery, which has historically dominated the sector. What's more, in terms of health and safety and environmental aspects, our machinery is of a very high quality as it abides by European legislation on these areas, which is a lot more advanced than in most other countries.

What strategies should firms pursue at such a critical time?

Three basic tools: internationalisation, innovation and diversification. As is tirelessly repeated, internationalisation is not an option; it is an obligation for the survival of companies. Companies need to have versatile structures to adapt to markets and overcome the hurdles thrown up in internationalisation processes, such as dealing with the peculiarities of destination countries, including the various pieces of legislation that they need to be aware of. For this reason, innovation is just as important - not just in terms of the product itself but within the actual organisation. The company needs to be open to new processes, partnerships with other firms etc.

As regards diversification, companies can and should look at other sectors that could be candidates for the use of machinery that



Top and above: SMOPYC 2011 had about 1,253 exhibitors and 89,000 visitors.

José Antonio Vicente, director of Zaragoza Exhibition Centre.

has traditionally been used for construction and which present greater dynamism and potential for growth, such as materials handling, recycling, scrap, landfill management and the farming and forestry industries.

How does SMOPYC's international vocation present itself and how can it help firms devise their own strategies for internationalisation?

Internationalisation is an ongoing activity at SMOPYC; it is at its very core. In the challenge of internationalisation and the opening of new markets, SMOPYC could be a huge help for firms, establishing synergies, facilitating contacts and enhancing services to attract international visitors. I should explain that SMOPYC 2014 began working on international promotion on the same day the 2011 event ended. For this reason, we have attended all the international construction events such as Intermat and Bauma. Our participation at these events means we can contact potential customers and stimulate our companies' exporting activity. What's more, once at the show, a range of business meetings and international commerce missions are carefully arranged in order to put suppliers in direct contact with buyers.

Which aspects have been enhanced for this year's show?

The main areas of work we have enhanced include widening the show's international appeal, making it a framework for a variety of industry-wide events, and boosting RDI through our awards for technological innovation. We have been working, and we continue to do so, to achieve a competitive show, with rates adjusted to the situation the market is experiencing, driving down participation costs, without compromising on the quality of facilities and services. Similarly, we have very favourable arrangements in place with local hotels and with Renfe, the railway network, and Iberia, the airline. ■

Website: www.smopyc.com

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'Powered access equipment can improve productivity'

The second IPAF Asia Conference was another resounding success attracting more than 140 participants from 14 countries. It took place on 2 August 2013 at the Singapore Expo, in conjunction with BuildTechAsia exhibition 2013.

The conference was targeted at contractors who wish to use mobile elevating work platforms (MEWPs) safely and effectively, rental companies planning to operate in new markets, and those looking to start a MEWP business. Safety authorities in the region also attended the conference, including officers from Singapore's Ministry of Manpower (MOM) and Building and Construction Authority (BCA), and Malaysia's Department of Occupational Safety & Health (DOSH).

Safe and productive

Apart from safety, productivity at job sites has recently become a 'hot' topic in the fast-growing Asian markets, especially in countries like Singapore and Hong Kong where manpower is scarce and competition is fierce. Powered access equipment such as MEWPs is believed to offer a safe and effective way to work at height.

In Singapore, the regulators have introduced various incentives to promote productivity. One such measure is the BCA's S\$250 million Construction Productivity & Capability Fund (CPCF), and more specifically the Mechanisation Credit (MechC) scheme, which seeks to provide assistance for companies to reduce costs incurred in technology adoption such as purchase or leasing of equipment.

Chew Boon Hur, executive manager of the BCA's Construction Productivity Centre, said to the delegates, "The equipment must improve productivity by at least 20 percent - either through increase in speed, e.g. workers spend less time performing the same amount of work, or through reduction in manpower, e.g. less manpower is required on site to perform the work."

Under the standard MechC scheme for example, a small builder who plans to meet the 20 percent productivity improvement through purchasing a battery-powered scissor lift at S\$24,000 (equipment cost less than S\$100,000), could receive a S\$12,000 rebate (50 percent capped at S\$20,000) and only have to pay S\$12,000. If 30 percent productivity improvement is met, the builder could qualify for the enhanced MechC scheme and receive a S\$16,800 rebate (70 percent capped at S\$25,000 for equipment cost less than S\$125,000) and only have to pay S\$7,200.

Alongside promoting productivity, the regulators are also keeping a close watch on MEWP safety and standards. Singapore introduced dedicated Work at Height Regulations in May 2013, which apply to all



The second IPAF Asia Conference attracted more than 140 participants from 14 countries.



The conference's speakers answering questions from the floor. From left: Harry Ho, Institution of Occupational Safety & Health (IOSH); Chew Boon Hur, BCA; Nick Sowden, Snorkel; Norty Turner, Riwal; Marina Torres, Bravi Platforms; Mohd Ismadi, MOM; Chris Wraith, IPAF; and Geoffrey Lee, Modern (International) Access and Scaffolding Ltd.



Chew Boon Hur, executive manager of the BCA's Construction Productivity Centre.



Geoffrey Lee, general manager of Modern (International) Access and Scaffolding Ltd.

"STRONGER ENFORCEMENT OF SAFETY REGULATIONS BY THE GOVERNMENT IS NECESSARY, BUT IT SHOULD NOT PUT BUSINESSES AT A DISADVANTAGE."

factories. From May 2014, the Work at Height Regulations will apply to all workplaces (e.g. construction sites, shipyards, petrochemical plants etc) and include requirements to implement a fall prevention plan and a permit to work in instances where a person could fall from a height of more than 3 m. A Singapore standard for MEWPs is being drafted as well.

“The MOM saw a strategic advantage working with IPAF and applauds its initiatives such as the Smart PAL Card. If maintained as per requirements and operated by trained employees, MEWPs are safe to use,” said Mohd Ismadi, deputy director (engineering safety) at the MOM’s OSH Specialist Department. He estimated that there were 10,653 MEWPs in 2012 (which puts Singapore on par with Sweden’s 13,590 and Finland’s 11,479 - this figure is based on IPAF European Powered Access Rental Market Report 2013).

‘Needs balance’

Some manufacturers and suppliers also shared their views and first-hand experience on the use of MEWPs in the regional markets, among which was Geoffrey Lee, general manager of Modern (International) Access and Scaffolding Ltd based in Hong Kong. He opined that “stronger enforcement of safety regulations by the government is necessary, but it should not put businesses at a disadvantage. There needs to be a balance - these regulations must protect all of the industry stakeholders including businesses.

“In Hong Kong, for example, the approval process for bringing in mastclimbers to the market is very lengthy. It could take up to a year or more before the equipment becomes available, and customers can’t afford to wait that long. Scaffolds are a more popular choice; mastclimbers are hardly used despite their high potential and statistically low fatality record.”

Mr Lee also said that safety standards should be increased in steps. “It is just not feasible to raise the standards too high too fast. It would only drive businesses away - or ‘encourage’ them to break the rules.”

Identifying potential markets in the region, Mr Lee described how the growth of MEWPs in Asia varies from country to country. “The most mature markets are Singapore (around 10,000 MEWPs) and Hong Kong (5,000 – 6,000 MEWPs). Other promising markets include Malaysia (about 1,000 MEWPs) and Thailand (around 3,000 MEWPs), while the rest of the countries like Indonesia, Cambodia and Vietnam would take a longer time to develop the MEWP market.”

“Education is one of the most effective ways to raise awareness in less mature markets,” added Norty Turner, CEO of Riwal. “We need to train them how to use MEWPs properly and inform them about the benefits of using the equipment.”

Finally, Mr Lee stressed that there are still many unnecessary accidents related to MEWPs, although they have a good safety record in general. According to his observation, the most common causes of accidents are linked to operators followed by poor maintenance of the equipment. “Manufacturers are responsible for designing MEWPs equipped with better safety features, but the end-users always have to ensure that they train their operators well enough,” he said.

“It really is time for us to improve ourselves - we can’t take safety for granted.” ■

Website: www.ipaf.org/asiaconference

The third IPAF Asia Conference will take place on 9 May 2014. It is an official MOM satellite event and will be held in conjunction with the OS+H Asia exhibition and the WSH Conference taking place from 7 to 8 May 2014.

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IPAF launches first Asia Platform Showcase in Singapore

The inaugural IPAF Asia Platform Showcase took place from 31 July to 2 August 2013 at the Singapore Expo. Organised by IPAF, it brought together all mobile elevating work platform (MEWP) industry stakeholders in Asia for the first time. The showcase, held in conjunction with BuildTechAsia 2013, demonstrated the safe and effective use of MEWPs; how MEWPs can be used to raise the productivity of work; and how users and managers can increase the safety of personnel working at height. Southeast Asia Construction had a look at some machines and equipment that were displayed at the event.



JLG



The JLG 18RS boom lift has a reach capacity of 18 m and platform capacity of 227 kg, with a horizontal reach of 13.1 m. Weighing only 7,348 kg, the 18RS features a standard four-wheel drive with excellent power and traction. The machine's drive speed is 2.6 mph. The 18RS boom lift offers 360° non-continuous turntable rotation eliminating hydraulic oil swivel. The four grease fittings on the front axle facilitate periodic lubrication to push out debris and increase the life of pins. In addition, the foam filled tyres preclude the possibility of flat tyres and reduce the amount of steel counterweight. ■

Haulotte



Haulotte's Star 10 electric vertical mast lift features a 10 m working height and is ideal for use in confined indoor areas. At a stowed height of only 1.99 m, it can pass through standard doors. The machine has a 0.99 m width, 360° rotation with zero tail swing, positive/negative fly jib with +70°/- 70° movement and 3 m outreach. The Star 10 is fitted with a pot hole protection device, offering maximum safety for the user. Thanks to the machine's proportional hydraulic controls, all movements are precise and under complete control of the user. With a tight turning radius, the Star 10 can manoeuvre easily and access most working areas. ■

Dingli



Zhejiang Dingli Machinery, based in China, manufactures a wide range of aerial work platforms including self-propelled telescopic booms, articulating booms, scissors, personal lifts, mast climbing work platforms and aerial order pickers. The company offers six product ranges covering more than 80 models. Dingli's products have been used in various projects, such as road and underground projects, railways, bridges, airports, wharfs, electric power stations, public works and installation works, to name a few. The company also supplies products for military applications. ■

Malmqvist



Apart from various aerial work platforms, Modern (Singapore) Access & Equipment also showcased its Malmqvist mast climber, which is available in single mast or twin mast configurations. The equipment is operated from the deck, and its high payload capacity makes it an ideal and stable work platform for heavy duty works such as building renovation. The profiles of the platform can be shaped to suit different outlines of facades.

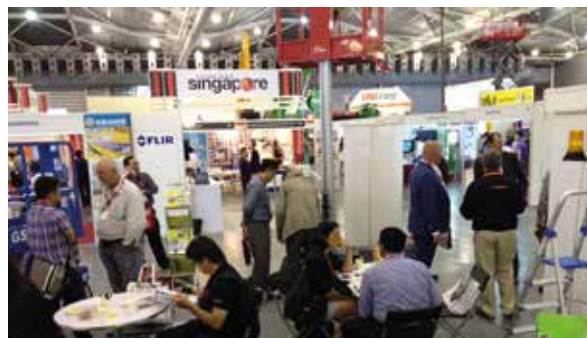
Modern recently acquired the Swedish Malmqvist brand and the Malmqvist mast climber made its first appearance in the Asian market at the IPAF Asia Platform Showcase. According to Modern, the Malmqvist mast climber is quite popular and widely used in Europe and North America due to its high productivity and safety; with these main advantages, the equipment will also be ideal for various applications in the Asia region, especially in Southeast Asia. ■

UNIC



The UNIC UR-W295C mini crawler crane features a maximum working radius of 8.41 m and maximum lifting capacity of 2.93 t at 1.4 m. Being compact, the machine can fit through a standard size single doorway. UNIC original stability sensor system provides the benefit of turnover protection for safety. Its outriggers allow for independent multi-angle configurations to place at the best position in a restricted or confined area. Easy and quickly installed searcher hook and fly jib options will further increase working radius and lifting height. ■

Other machines and equipment that were exhibited at the event included Alimak Hek's transport platform and material hoist (below) and Mantall's XE 120W electric scissor lift (bottom).



Left: The first IPAF Asia Platform Showcase in 2013, taking place in Singapore, brought together all mobile elevating work platform (MEWP) industry stakeholders in Asia for the first time.

IPAF SINGAPORE MEMBERS:

Access & Scaffold Industry Association (Affiliated Association)
Lighthouse Club Singapore (Affiliated Association)
Aly Energy Singapore Pte Ltd
APPS Machinery Pte Ltd
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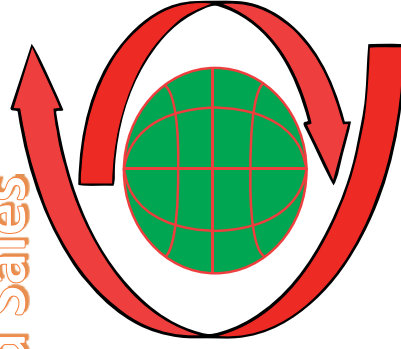
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Genfor Lease Pte Ltd
Haulotte Singapore Pte Ltd
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LH Construction and Machinery Leasing Pte Ltd

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Modern (Singapore) Access & Equipment Pte Ltd
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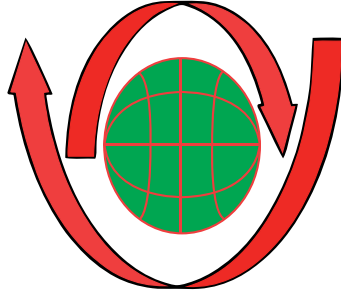
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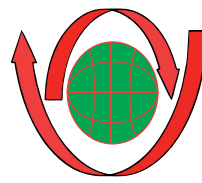
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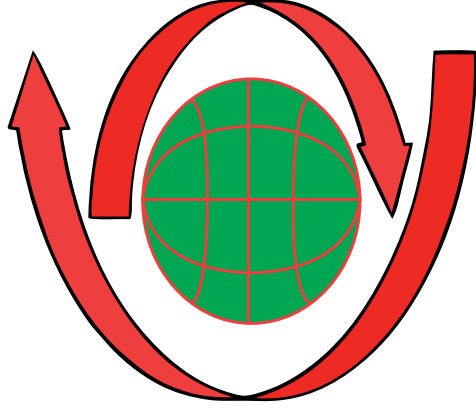
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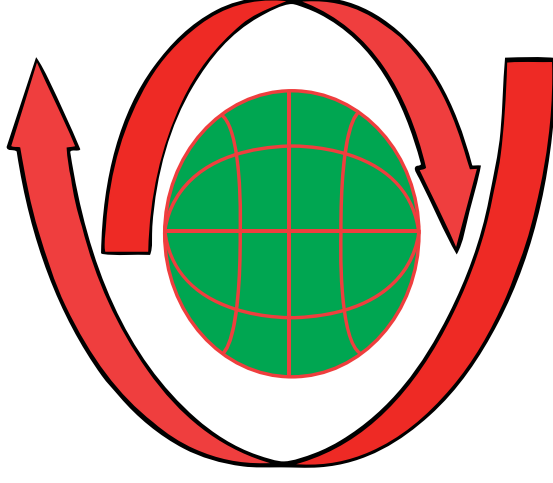
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New powerful, efficient Husqvarna K 760 power cutter

The new Husqvarna K 760 is ideal for demanding and environmentally aware cutter operators. The new cylinder is designed to increase the machine's capacity; thanks to this cylinder and an additional cooling fin, emissions have been reduced by 15 percent compared to the previous model, according to Husqvarna. This in turn ensures optimal operating temperatures and makes the machine less sensitive to climate variations.

The digital ignition system, optimised for the K 760 engine, offers better startability and allows the engine to run smoother. This leads to very low vibrations, <math><2.5 \text{ m/s}^2</math>, which significantly reduces the strain on the user. (The HAV regulations introduce action and limit values for hand-arm above 2.5 m/s^2). The fitting of the start gas holder in the choke is another machine improvement that makes starting easier.

Ergonomics have also been improved with the new K 760. The new, lighter blade guard made of magnesium gives the cutter better balance and provides variable guard adjustment. This makes operation and altering cutting positions easier. The new blade guard includes a reversible blade bushing that enables users to easily switch between blades with different centre holes.

In addition, the new wet cutting kit with a progressive valve increases usability and dust control. Fitted with distinct end positions, the machine is easy to set at the exact water flow for each application, which minimises water waste and slurry. The new tank air purging solution ensures optimal air supply to the fuel tank and at the same time prevents dust from getting in. Along with the heat-resistant belt guard, this provides users with maximum operating times and extended product life.

The new K 760 has a number of features from the previous K 760 model, including the low-emissions X-Torq engine, the Active Air Filtration filter cleaning system and SmartCarb, and the advanced carburettor that automatically controls fuel/air mixtures to give the engine maximum power.

The K 760 is suitable for most indoor cutting jobs as well as for cutting concrete and stone when carrying out ground work, renovations or new production. It can also be used for cutting smaller holes as well as for pipe, asphalt and metal cutting. The updates apply to all machines in the range: K 760, K 760 Oilguard, K 760 Cut-n-Break and K 760 Rescue (K 760 Cut-n-Break and K 760 Rescue do not have a magnesium blade guard). ■

Enquiry: sales.asia@husqvarnagroup.com



The new K 760 is a powerful, efficient and reliable power cutter that is well suited for most outdoor cutting tasks.



The new lighter blade guard gives the cutter better balance and provides variable guard adjustment. This makes operation easier and users can alter cutting positions with minimum effort.



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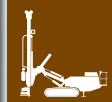

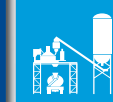




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SDLG introduces G9190 motor grader to Indonesian market

The new SDLG G9190 motor grader from Shandong Lingong Machinery Co Ltd is designed for high productivity, reliability and precision grading. It has an operating weight of 15,800 kg and is fitted with a 3,962 mm mouldboard for wider grade coverage. The machine offers premium performance on any terrain – from highways and airports to construction and agricultural applications.

The 146 kW G9190 motor grader is powered by the German-designed Dalian Deutz electronic injection engine. This turbocharged Dalian Deutz Stage II engine not only saves energy but also maximises performance. The low-noise engine is perfectly matched to the grader's electro-hydraulic transmission control system, allowing the operator to select the correct gear depending on load, for optimum efficiency and power.

The G9190 motor grader offers enhanced grading performance. With optimised weight distribution, the machine has an impressive 82 kN tractive force while its blade is operated via the unit's Moveable Blade Control System (MBCS) for ultimate grading precision. The blade can rotate through a full 360° and incline up to a 90° gradient. In addition, the G9190 has a blade down force of 8,386 kg to maximise the cut depth without front-end drift.

The G9190 motor grader's cab features the latest generation of operator comforts, with a new falling-object and rollover protection structure (FOPS/ROPS) and wrap-around glass for enhanced visibility. The new cab design incorporates a more ergonomic



The new SDLG G9190 motor grader.

control layout to improve precision. And the operator can work in comfort with the new shock-absorbent seat that minimises vibration during operation.

SDLG recently introduced the G9190 motor grader to the Indonesian market during Mining Indonesia 2013, which took place in Jakarta in September 2013. ■

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Shantui offers new machines and equipment

The SD32PLUS crawler bulldozer from Shantui is an updated version of the company's SD32 model. The SD32PLUS has a hydraulic power train, heavy duty engine delivering 235 kW and 10 cu m blade capacity. Other notable features of the machine include easier hydraulic control, electronic control system, ROPS device, excellent vision from the hexahedral cab, comfortable air conditioning system and ergonomic design for the operating system.

The SL50WN wheel loader is an upgraded model with new technology and redesigned appearance. The machine features a high-efficiency and energy-saving systematical design. It has a reliable hydraulic system and reinforced frame. The loader control comfort, stability and safety have undergone a scientific redesign. Powered by a 162 kW engine, the SL50WN has a 3 cu m bucket capacity, 16,800 kg operating weight and 3,178 mm maximum dumping height.

The SR14D-3 new generation electronically controlled high-frequency tandem vibratory roller boasts a modular frame structure and inclined drum support, and provides excellent quality and relatively high efficiency. The machine is applicable for the construction of road base, as well as medium-to-small sized filling projects. It is usually used for the compaction of asphalt and laying of concrete pavement. Ideal applications include the construction of high-class highways, modernised airports, wharfs and large-size parking lots. The SR14D-3 is powered by a 113 kW Cummins QSB4.5 engine and the complete roller weight is 14,000 kg.

In addition, the HZN40B metro construction mortar mixing equipment is comprised of an aggregate feeding system, control room, mixing unit, measuring unit, aggregate storage unit, bucket elevator, exterior trim and water tank, as well as an additive tank, powder storage system, electrical control system and air circuit system. First-order design is utilised for this station, and the aggregate storage bin is located on the top floor of the main building, and is able to mix mortar of all types.

The HZN40B has a production rate of 40 cu m/h and the main mixer discharge capacity is 0.75 cu m. The equipment is suitable for metro construction and other engineering projects. Foundation-free design is featured to enable frequent movement. ■

Enquiry: trade@shantui.com



The new SD32PLUS crawler bulldozer is an updated version of the SD32 model.



The new SL50WN wheel loader has a 3 cu m bucket capacity, 16,800 kg operating weight and 3,178 mm maximum dumping height.



The new SR14D-3 tandem vibratory roller is applicable for the construction of road base, as well as medium-to-small sized filling projects.

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Comacchio unveils new, compact MC 15 drilling rig

The new, compact yet powerful Comacchio MC 15 hydraulic drilling rig features an operating weight from 14 to 16 t. The machine can be used for various ground engineering works, from micropiles to jet grouting, as well as anchor drilling. Powered by a 119 kW Cummins engine, the MC 15 has a mast with 8 t pull and 4,000/7,000 mm feed stroke.

A highlight of the machine is the variety of movements and inclinations that it can perform thanks to its mast articulation, allowing the machine to be used even in confined spaces. Equipped with advanced modular hydraulic circuits, the MC 15 can utilise a wide range of rotary heads providing up to 2,400 daNm actual torque, hydraulic drifters, double head systems, water and mud pumps, winches and rod carousels and is suitable for rotary and rotary-percussive drilling.

The MC 15 can also be fitted with hydraulic proportional servo-assisted controls, radio control or double controls (both hydraulic and radio). Like all Comacchio rigs, the MC 15 can be tailored to the customer's needs. The MC 15 in the High Tech Line version is powered by the latest generation Cummins QSB 4.5 Stage 3B/Tier 4 Interim engine, meeting the new emissions regulations.

Headquartered in Italy, Comacchio Srl is a global manufacturer of hydraulic drilling rigs specifically for the small to medium diameter hole market. Founded in 1986, Comacchio has four main product lines with more than 45 models. The MC line comprises a comprehensive range of drilling rigs for civil engineering works, such as micropiles, anchors, jet grouting and ground improvement in general. The GEO line covers the full spectrum of geotechnical activities, such as investigations, environmental drilling, coring etc, as well as water well drilling, geothermal and mining exploration. The MC-T line represents truck-mounted rigs mainly used for geotechnical works, water well drilling and exploration. The MC-E line consists of rigs mounted on hydraulic excavators mainly used for ground improvement works and anchors. Comacchio also manufactures special hydraulic drilling rigs that are custom designed to meet specific needs (MC-S line).

Comacchio has a worldwide sales network that includes 28 distributors and partners. The company recently appointed Foundation Associates Engineering Pte Ltd as its agent for the full range of Comacchio hydraulic drill rigs in Singapore. ■

Enquiry: fnapl@singnet.com.sg



Left and right: The new Comacchio MC 15 hydraulic drilling rig is suitable for various ground engineering works, from micropiles to jet grouting, as well as anchor drilling. Here some MC 15 machines being shown during the company's open house at its Riese Pio X facility in October 2013. Foundation Associates Engineering Pte Ltd is the Singapore agent for the full range of Comacchio hydraulic rigs.

Keda's machinery and equipment for wall materials

Chinese manufacturer Keda (AnHui) Industrial Co Ltd is one of the main subsidiaries of Keda Industrial Co Ltd, known as Keda (GuangDong), which supplies machinery and equipment for ceramics, wall materials, stones, new power and high pressure hydraulic piston pumps. Keda (AnHui) provides turnkey services for the sand-lime brick industry, from R&D, design and manufacture, to project management (EP/EPC) and operation management. The company can provide production lines with various capacities according to different requirements. The KDQ series hydraulic press, such as KDQ680, KDQ1100 and KDQ1300, integrates the advantages of Keda (GuangDong) ceramic press and it is developed by integrating and innovating the moulding process of fly ash, coal shale, industrial waste slag or non-clay natural resources (e.g. sand lime or shale).

The KDQ1300, featuring a nominal pressure of 1,300 kN, 48 standard bricks per stroke, 24 blind-hole bricks per stroke and pressing frequency over 3.5 times, produces 60 million standard bricks annually for the domestic market. It can also produce special bricks such as blind-hole bricks, blind-hole blocks and hollow blocks, with the largest block measuring 480 x 240 x 190 mm.

The automatic stacking machine is capable of clamping, conveying and discharging cakes; the machine adopts a modular design. Its frame part configuration, ascending and descending device and gripper can be custom made. Precise 3-D positioning of the brick is available through a converter and servo motor reducer. The entire line adopts the PLC control system. Automation is used in the process of moving in and out of the autoclave and return of the empty car, with low labour intensity, high production efficiency and excellent rate.

Keda-Suremaker (WuHu) Industrial, a wholly owned subsidiary of Keda (AnHui), specialises in the R&D, design, manufacture, project management (EP/EPC) and operation management of AAC block/panel machinery. The company customises its products, including engineering design, procurement, installation and commissioning, production process control etc.

Keda-Suremaker manufactures its products using advanced European AAC technologies. Both the cutting machine system and mould turning system are adapted from corresponding systems on German equipment, applying overhead turning to demould. After processing, the rails for cutting trolley with cleaning device are put under the protective cover for anti-pollution and steady movement. A converter is used to adjust the moving speed of the cutting trolley, ascending and descending speed of the horizontally-cutting machine and swing speed of cutting aimed at high precision of cutting and steady movement.

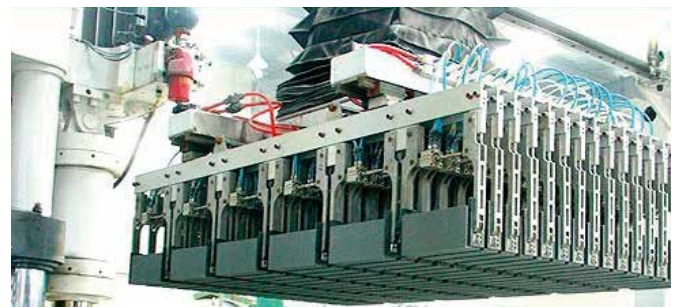
The overhead handling system integrates the features of German and Swedish equipment. The tilting table, stacking machine, separator and clamping machine can move without the help of the industrial overhead moving machine. A unique and special overhead

sliding system, together with a relevant hanging device, is applied to tranship the cake. Improvement is made in the design of the ground chain conveying system, transit cars etc. The transit car and transhipping device have mechanical positioning device of high precision, particularly repeat positioning.

Keda-Suremaker said that it has recently developed many "firsts" in the domestic market. These include the first production line of overhead turning de-moulding, ground tilting for waste removing, solving the problem of how to remove the waste on the top and bottom of the cake; the first separating and packing system after autoclave, solving the problem of high labour intensity after autoclave; and the first steel supporting system for mould turning, making production line more compact and greatly lowering the workshop investment. The company can offer centralised control as well as remote-control and faults diagnosis through the Internet, based on the customers' needs.

Keda-Suremaker aims to develop greener and higher-efficient equipment, pursuing the use of dust collectors on the required areas. It also considers reusing the heat and water of condensate water from autoclave and reusing emitted waste steam. The company's products have been exported to many Asian markets like Thailand, Indonesia, Vietnam and India, among others. ■

Enquiry: iedmas@kedachina.com.cn



Top, above and below: Keda-Suremaker (WuHu) Industrial, a wholly owned subsidiary of Keda (AnHui), specialises in the R&D, design, manufacture, project management (EP/EPC) and operation management of AAC block/panel machinery.



Simex rotary cutters

Simex is a global manufacturer of rotary cutters, which are suitable for use with excavators from 1.2 to 60 t. These rotary cutters are designed for section trenches, quarry applications, wall profiling, demolition tasks, works on rock, tunnelling, stripping and development, and underwater works, among others.

Featuring a cutting force of 13.5 to 103.2 kN, Simex rotary cutters can work on a wide range of materials, including hard and compact materials, concrete or rock wall profiling, tunnel, quarry, dredging and demolition. They are also useful in noise-constrained areas, thanks to their low noise and environment-friendly operation.

Simex's internal hydraulic piston motor and direct drive offer maximum efficiency and minimum non-operational space between cutters. In addition, Simex's high-strength drive shaft design is not subjected to the working stress of the rotary cutter, which is independently supported by long life bearings.

IPE Eagle Pte Ltd is the exclusive distributor for Simex hydraulic attachments in the Far East. ■

Enquiry: ipequip@singnet.com.sg

Simex manufactures rotary cutters to be used with excavators from 1.2 to 60 t.



Various innovative pumps from Tsurumi

Tsurumi has introduced an upgraded version of its KTZ series pump, featuring automatic operation with electrode and a multi-directional hose coupling. The electrode-type sensor prevents dry running, reduces power consumption (50 percent over standard type – Tsurumi comparison) and extends operational life.

The improved KTZ series pump, designated KTZE-series, is available in 1.5 kW, 2.2 kW and 3.7 kW. It is ideal for contractors who require automatic on/off operation of the pump without having to install external float switches to control panel.

The multi-directional hose coupling has been devised so that it can be, without any extra parts, converted to an inclined discharge direction. This unique design is registered in Japan by Tsurumi. According to the company, this new multi-directional hose coupling will be fitted on its entire KTZ series pump ranging from 1.5 to 11 kW.

Tsurumi has also developed submersible agitator pumps. The new KTD series is a cast iron made, heavy-duty slurry pump employing the KTZ series as the base. An agitator is provided to assist smooth suction of the pumping fluid. The side flow, top discharge design keeps the motor cooling even if the pump is operated continuously with its motor exposed in air, and it makes the pump easier to install in a confined space.

The KTD series pump is suitable for transferring or draining bentonite slurry used for slurry drilling, and draining slurry mixed water in civil engineering works or foundation works. ■

Enquiry: sales@tsurumipump.com.sg



The new KTZE series pump features automatic operation with electrode and a multi-directional hose coupling. The electrode-type sensor prevents dry running, reduces power consumption and extends operational life.



The KTD series pump is suitable for transferring or draining bentonite slurry used for slurry drilling, and draining slurry mixed water in civil engineering works or foundation works.

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