



# TADANO

## GLOBAL NEWS

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### In this Issue

Page 2

◆ Tadano in the '70s & '80s

Page 3

◆ Lauf factory expansion

◆ ZPMC's tool of choice

Page 4

◆ Abahsain of Saudi Arabia

◆ Bauma China

## New boom truck is best in class

Tadano America Corporation's new TM-20110 boom truck, introduced to dealers in June, gets its first public unveiling on 4-6 October at the Building Component Manufacturers Conference show in Houston, Texas.

The venue is appropriate because the BCMC show is aimed at truss builders, an application for which Tadano boom trucks are ideal. The TM-20110 has a maximum lifting capacity of 20 tons (17.86 metric tonnes) and a five-section boom that extends to 110 feet (33.5 metres) in just 73 seconds. Having the longest boom in its class, with a maximum tip height of 120 feet (36 metres), eliminates the need for a jib.

For sites where space is an issue or traffic lanes cannot be blocked, the crane is designed with three settings for the hydraulic out-and-down outriggers, and a chart for each. Trusses can be plate line delivered from the street in most applications.

The new model builds on the success of the TM-1882 boom truck, rated at 18 ton (16 metric tonne) capacity with an 82-foot and 92-foot (25- and 28-metre) maximum tip height. With a six-section boom, it also has the shortest retracted length in its class –

at 18.3 feet (5.8 metres) – to eliminate boom overhang at the front.

The boom fully extends in just 58 seconds and has 360 degree continuous rotation.

Tadano will have a tractor-mounted TM-1882 at the BCMC show as well as the all new TM-20110 in a rear-mounted configured boom truck.

Further details of the BCMC show are at [www.bcmcshow.com](http://www.bcmcshow.com)



The new TM-20110 boom truck (above) has a maximum tip height of 120 feet. Like the established TM-1882 (left), it has the longest boom in its class.

## Commitment to spare parts supply

International distributors of Tadano spare parts met at the Takamatsu factory in Japan over three days from 19 to 21 July.

Distributors from 13 countries were represented by a total of 22 people responsible for spare parts supply to customers.

The annual meeting is part of Tadano's policy of developing and maintaining close relationships between the factory and its spare parts distribution network to ensure the best possible after-sales service for customers.



Parts meeting participants at the Takamatsu factory

# The development of hydraulic mobile cranes at Tadano

## Part 2: The range revised and the impact of regulations

In 1971 the Japanese government imposed new regulations on road-going vehicles to promote traffic safety and reduce damage to highways and bridges. To meet the new regulations Tadano introduced a new 45-tonne capacity truck crane in 1973, the TG-451.

However, the lifting chart was not as good as the earlier TG-450 because its gross vehicle weight was lower. Its success with customers was therefore limited.

Following this, Tadano worked to totally revise its product range. The focus was to be on user-friendliness and operator comfort as well as on the performance of the crane itself. The first results came in 1980, with the release of the M series truck cranes – the TL-250M (25 tonnes), TG-350M (35 tonnes), and TG-450M (45 tonnes).

Further changes were prompted by new emission controls that came into force in 1983. Tadano also brought out its largest truck crane to date, the 60-tonne capacity TG-600M. It had a lightweight hexagonal boom that reduced lateral deflection of the boom when lifting at height. This model also had a hydraulic powered luffing jib. The TG-600M could travel legally on Japan's roads without any counterweight mounted.

Because of highway regulations imposing weight restrictions on vehicles, larger cranes of 80-tonne capacity or more had to have the superstructure dismantled and transported separately when moving to job sites. To make this easier, in 1982 Tadano developed a boom holder system (where the core part of the boom with the swing frame is detached as a single unit) and a bayonet device for the slew ring to secure precise coupling when remounted. This new system enabled Tadano to market the TG-1200M (120 tonnes) and TG-800M (80 tonnes). The TG-1600M (160 tonnes) followed in 1985. These ultra-large capacity cranes (for their time) opened the way for hydraulic telescopic cranes to make inroads into markets where mechanical cranes were traditionally dominant.

The backdrop of increased urban redevelopment projects in the 1980s generated a huge upsurge in demand for rough terrain



The TG-451, introduced in 1973



The earlier TG-450 truck crane



TG-450M: the M series began in 1980



The TG-600M was Tadano's largest truck crane in 1983



The TR-250M FX rough terrain – also called the 250PROFX – was popular on urban sites, selling 1,000 units a year

cranes because of their short turning radius and greater mobility on site compared to truck cranes. In December 1990 Tadano introduced the TR-250M FX, commonly known as 250PROFX. This offered a 25-tonne lifting capacity at 3.5-metre radius, a 28-metre working radius and a maximum lifting height of 31.5 metres, meeting customer needs for longer-boom cranes.

Innovative features included a six-inch colour multi display with comprehensive information on crane controls. The use of Japan's first fluid-system retarder to reduce braking load and good all-round driver visibility enhanced safety on the road. As a result, sales of the 250PROFX soon reached 1,000 units a year.

New models were added to the series – the 500PROFX (45 tonnes), the 350PROFX (35 tonnes) and the 80PROFX (8 tonne mini crane).



The 160-tonne capacity TG-1600M was launched in 1985. It is road-legal in Japan thanks to a system that allows the upper to be de-coupled

Next issue:  
*Part 3: The 1990s and into the new Millennium*

## Tadano Faun increases production capacity

The Tadano Faun factory in Lauf, Germany plans to increase production of all terrain cranes by over 30% next year to help satisfy global demand.

To make this possible, substantial modifications have already been made throughout the factory halls. The covered area is being extended from 43,000m<sup>2</sup> to 49,000m<sup>2</sup>, an increase of 14%. Already in use is a new extension to the finishing hall, which was built within just four months and opened in August.

Now the outside area of 158,000m<sup>2</sup> is also being reorganised to improve use of the space. Changes include expansion of the test pad area and new testing equipment to accommodate the increase in production and allow substantially more cranes to be calibrated and put through final checks simultaneously.

Expansion was made necessary by the success of the new G series all terrains, especially the larger models. Regulations in certain countries require specific heavy lift testing procedures before shipment, which the enlarged testing area makes easier.



The new finishing hall – inside (below) and outside.



## ZPMC looks to Tadano to maintain leadership

The Chinese city of Shanghai has seen annual economic growth of between 9% and to 11% in recent years, drawing massive international inward investment. In 2005 direct investments worth \$13.8 billion were signed, while \$6.8 billion dollars were actually invested during the year. The total value of foreign trade passing through Shanghai ports passed \$350 billion as 443 million tones of cargo was loaded and unloaded.

It is perhaps unsurprising, therefore, that under the leadership of its president Mr Guan Tony Xian, Shanghai Zhenhua Port Machinery Co., Ltd (ZPMC) has become the world's leading manufacturer of harbour cranes.

ZPMC began producing gantry cranes in 1992 and over the past four years annual sales growth has been more than 50%. It has been the market leader every year for the past six years. Today ZPMC has a global market share of 65% and has delivered its products to nearly 100 ports in 50 countries.

To assemble and install its gantry cranes, ZPMC uses only Tadano all terrain, rough terrain and truck cranes, as well as aerial work platforms. ZPMC purchased its first all terrain crane in 2004 when it took the 160-tonne capacity ATF 160G-5 that was exhibited at the Bauma China fair that year. This was the first unit of this model shipped to China.

Last year Tadano supplied two more units of this model, as well as four of the 60-tonne capacity TR-600EXL rough terrains.

In November ZPMC takes delivery of its fourth ATF 160G-5, such has been its success.

Tadano has also sent service engineers to support ZPMC. This has helped develop close relations between the two companies and, as ZPMC continues to grow, further orders are expected this year.



ZPMC uses only Tadano cranes to assemble and install its gantry cranes. This is one of the three ATF 160G-5 cranes that it owns.

Below: a Tadano TM-ZR303(H) at Vietnam's National Environment Conference.

## Vietnam dealer raises its profile at environment conference

Local Tadano truck loader crane dealer T&L Co. Ltd was the main sponsor of the 6th National Environment Conference held on 16 June in Phan Thiet, Vietnam.

The conference is organised each year by URENCO, the Urban Environmental Company.

T&L demonstrated equipment on a site next

to the conference hall. Among the machinery exhibited was a 3.03-tonne capacity Tadano TM-ZR303(H) truck loader crane mounted on a conventional truck.

This autumn T&L is opening a new show room in Ho Chi Minh City where Tadano products will be displayed for sale.



# Distributor focus

*Our partners around the globe*

## Abahsain: Saudi Arabia

Abahsain has represented Tadano in Saudi Arabia since 1978, but the history of the company goes back much further. It was established in 1947 by brothers Saleh and Abdulaziz Abahsain to support the rapidly developing oil industry. They started with an electrical contracting business, before expanding into power distribution and pipeline construction. The equipment trading division was established in 1961.

As the Saudi economy grew, Abahsain diversified into enterprises ranging from civil construction and petrochemicals to furniture, agriculture and insurance.



General manager  
Mr Naim A. Ansari

Today Saleh & Abdulaziz Abahsain Co. Ltd., to give the company its full name, is one of the top 60 companies in the country and one of the top three vendors to Saudi Aramco, the leading oil company.

General manager of the equipment trading division is Mr. Naim A. Ansari. As well as Tadano, Abahsain also represents JCB, Mitsubishi (for graders) and Rotair (compressors). It has 900 employees in seven branches in Abha, Jubail, Jeddah, Khobar, Riyadh, Tabuk and Yanbu.

Tadano cranes are popular and well-established in the region. Mr Ansari estimates that there are 2,200 Tadano cranes in Saudi Arabia out of a total of 5,000.

Abahsain took a 40% share of the mobile crane market in 2005. Mr Ansari says that the GR-700EXL, TG-500E and TR-600EXL are the models most in demand. "Business is booming," says Mr Ansari.

As reported in Tadano Global News issue 3 (March 2006), Abahsain has been winning strong orders for Global series all terrains, especially since its Open Day in January. Companies such as Bin Quraya Est, Rezayat Sparrow and Arabian Consolidated Trading have all placed large orders recently.

# Fairs & Events

*Where to meet Tadano around the world*

- ♦ **Crane Industry Council of Australia (CICA)**  
**7-10 September** Hamilton Island, Qld., Australia  
[www.cica.com.au](http://www.cica.com.au)
- ♦ **Specialized Carriers & Rigging Association (SC&RA)**  
**21-23 September** Atlanta, Georgia, USA  
[www.scranet.org/event](http://www.scranet.org/event)
- ♦ **BCMC Show** **4-6 October** Houston, Texas, USA  
[www.bcmcshow.com](http://www.bcmcshow.com)
- ♦ **SAIE** **25-29 October** Bologna, Italy  
[www.bolognafiere.it](http://www.bolognafiere.it)
- ♦ **Bauma China (see below)**  
**21-24 November** Shanghai, China  
[www.bauma-china.com](http://www.bauma-china.com)
- ♦ **Bauma 2007** **23-29 April 2007** Munich, Germany  
[www.bauma.de](http://www.bauma.de)



## bauma China 2006

Shanghai New International Expo Centre  
21 - 24 November 2006

At Bauma China we will present the newest Tadano models: the all terrain ATF220G-5 (220-tonne) and the rough terrain GR-700EXL (70-tonne). We invite you to visit our stand (Outdoor Area Booth E41) where we will have detailed information on all our equipment.

See you in Shanghai!



**ALL TERRAIN CRANES**      **ROUGH TERRAIN CRANES**  
ATF220G-5      GR-700EXL

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