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# TADANO GLOBAL NEWS

## In this Issue

Page 2

- ◆ How the AML works
- ◆ Introducing NTOPS

Page 3

- ◆ Restoring Moai statues
- ◆ Bay Crane's mini marvel

Page 4

- ◆ TDB of Brazil

## Tadano Faun's best seller has just got even better !



### Global series expands to four-axle class for supreme off-road performance

Tadano Faun has replaced its best-selling all terrain, the ATF 60-4, with a new 65 tonne model with an ultra-light, ultra-strong boom system and better than ever off-road capability.

The new ATF 65G-4 has an even stronger lifting chart than the predecessor model, thanks to the use of the single pinning boom extension system that is used on all new Global series all terrains.

The ATF 65G-4 is the third AT in the Global series, after the ATF 110G-5 and the ATF 160G-5. The design of all G series machines takes into account the specific requirements and regulations of different national markets.

Introduced in 1998, the 60-tonne capacity ATF 60-4 proved itself as Tadano Faun's most successful crane ever, with several hundred units sold.



A key factor in its success was its pioneering 'Taxi' concept, coupled with the inclusion of a second engine for crane operations, making it the smallest twin-engine crane on the market.

The new machine is even better, with a longer, stronger boom that telescopes out to 44m. A

9m/16m boom extension gives a maximum hook height of 61 metres.

As before, it meets all the criteria of a true, versatile 'Taxi' crane. It satisfies the requirement for a maximum 12-tonne per axle load fully equipped with complete 12.5 tonnes of counterweight, as well as bi-fold jib, 16.00 R25 tyres, a 32-tonne hook block and a 6-tonne swivel hook.

Other improvements include the Faun steering system and the cockpit-style cab.

New optional features include the Lift Adjuster load sway reduction system, 8x8 drive/steer and an additional 2.5 tonnes of counterweight.

The ATF 65G-4 was officially unveiled to the world at the SAIE fair in Bologna, Italy in October, but European distributors were given a special preview at a summer meeting at the Faun factory in Lauf, Germany.

They witnessed the impressive off-road capability of the new machine, tackling gradients of 65% with ease. With the Faun all-wheel steering system, the fourth axle is electronically steered at speeds up to 25km/h, providing a minimal turning radius.

# How it works

## AML Slow Stop

Tadano's Automatic Moment Limiter (AML) has many sophisticated features. It has automatic outrigger position detectors and non-symmetrical outrigger control. Perhaps the most technically advanced is the soft stop feature.

When the operator sets the boundaries of the safe working area (perhaps to prevent hitting a power line or lifting a load over a live highway, for example) the AML automatically stops the boom or load passing across these pre-set limits.

However, unlike on some other cranes that have this feature, Tadano's working area limiter stops the movements gradually. A sudden stop may prevent the boom from passing the critical point, but the load can still sway beyond it. With Tadano's soft stop feature, this dangerous load sway is prevented.

A 16-bit central processing unit (CPU) takes information from sensors that monitor boom length and angle. As the pre-set limits are reached, it brings the boom to a gentle halt by slowing the boom elevation and telescoping cylinders. The rate of deceleration in each cylinder, and the point at which it begins, have been optimised to maximise safety and minimise disruption to crane productivity.



Tadano's Automatic Moment Limiter brings the boom slowly to a stop as it reaches working area limits, and so prevents loadsway

## Making science fun

The 9th Scientific Experiment Festival in Tokushima University, Japan, included demonstrations of the principles of cranes, thanks to Tadano.

More than 1,200 children and parents visited Tadano's booth, which included specially-made experiments based on levers and pulleys. There was also a miniature crane with a skeleton boom that showed movement of the cylinder.

Tadano plans to increase its involvement with schools and universities, not just for joint R&D projects but also to encourage young people to pursue careers in science and engineering.

Last July another experiment was arranged by Tadano at the 'Think of Wonders' open day at Kagawa University. This involved rides on a Super Deck aerial work platform.



Children enjoying Tadano's experiments



## Introducing NTOPS

The new Tadano Overseas Parts System, called NTOPS, has been developed by Tadano for its distributors to place and receive parts orders on the internet.

The system allows distributors to verify prices and the availability of parts on the web, as well as check delivery times, estimates, past orders and even delivery status of ordered parts.

Tadano developed NTOPS to help its distributors and authorised parts dealers serve their customers even better, and so help customers to get their job done and generate more business.

## GR-300EX

### The hottest French fashion

The largest crane rental company in France, Mediaco, has given its endorsement to the new generation of Tadano rough terrains.

Although France is mostly an all terrain, rather than rough terrain, crane market, Mediaco has taken delivery of seven units of Tadano's 30-tonne capacity GR-300EX in 2005.

In fact, with eight units delivered to French customers in the first half of 2005,



The GR-300EX is Tadano's 30-tonne rough terrain for global markets

Tadano had 50% of the French RT market.

Tadano's French distributor, Diesel Hydraulique Services (DHS), has been receiving strong feedback from Mediaco about the performance of these machines, which were selected because of their exceptionally low running costs.

# Tadano donates second crane to Moai restoration

Tadano has presented the Chilean Ambassador to Japan, Daniel Carvalho, with a 60-tonne rough terrain crane for use on the restoration of the Moai statues of Easter Island.

Easter Island, also known as Rapa Nui, is one of the most isolated inhabited islands in the world. It lies in the South Pacific, roughly halfway between Chile and Tahiti, and is famous for the ancient Moai stone carvings.

Some of these huge statues, of which there are nearly 1,000, have suffered over the centuries. Many have fallen over and need a crane to put them upright again.

This is the second crane that Tadano has donated to the project. Restoration work began in 1992 after Tadano donated a 50-tonne RT to place 15 statues back onto a massive stone altar from which they had fallen. Since then, however, this crane has been exposed to severe weather conditions and salt water.

The replacement crane, coated with anti-corrosion paint, is scheduled to arrive at Easter Island in March 2006. As there are no port facilities for loading and unloading on the Island, a special landing ship is being arranged by the Chilean navy.

As well as supplying the ¥60 million (approximately \$500,000) crane free of charge,



Tadano president Koichi Tadano (right) presents the 60-tonne rough terrain crane to Daniel Carvalho, Chile's ambassador to Japan

Tadano is also bearing shipment costs. It is also donating free product support and sending instructors to the island to train operators and maintenance technicians.

Tadano's president, Koichi Tadano, said: "We are delighted to have the opportunity to donate a crane to help restore a world cultural heritage site such as the Moai statues."

The Chilean ambassador expressed his appreciation for the gift, saying: "I am sure the machine will play an important role in promoting the development of the Island as well as the restoration work of the Moai statues."

More information on Tadano's involvement with the first phase of the Moai restoration project can be found at [www.tadano.co.jp](http://www.tadano.co.jp)



A 50-tonne crane, donated by Tadano in 1992, was used for the first phase of the Moai restoration project

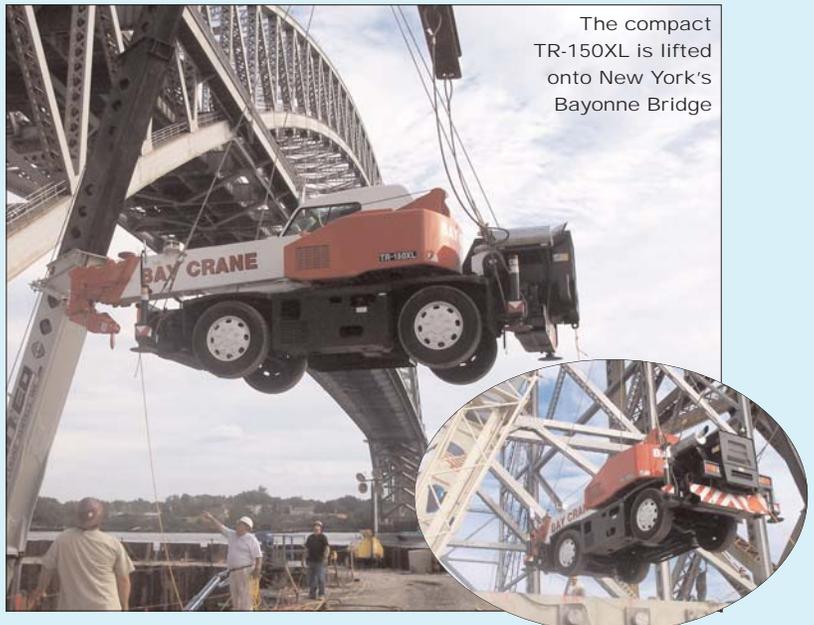
## Bay Crane's mini marvel: the TR-150XL

Bay Crane of New York City is replacing the carrydeck cranes in its rental fleet with Tadano's compact TR-150XL.

The first of five units is seen here on its first job, working on the Bayonne Bridge, which links New Jersey with Staten Island. The crane, which is rated at 15 ton (13.6 tonne) capacity, was loaded onto a platform and drifted in with the use of two 50 ton rough terrain cranes.

Bay Crane president Kenneth Bernardo says: "This crane has excellent suspension, tremendous on road capability and an astounding 72ft (22-metre) main boom. It also has outstanding manoeuvrability, especially in industrial applications.

"This machine opens new frontiers in city applications due to its ability to set up in such a small footprint. This will allow for more liberal work times and better traffic flow."



The compact TR-150XL is lifted onto New York's Bayonne Bridge

# Distributor focus

*Our partners around the globe*

## TDB: Brazil

Brazil's plentiful natural resources create a steady demand for new cranes as the country's industrialisation continues.

Tadano is represented in Brazil by TDB do Brasil Industria e Comercio Ltda, which focuses exclusively on selling and supporting Tadano cranes. TDB has 25 employees. Its main facility is in Sao Paulo and it has a branch in Santos Harbor.

Marcio de Campos, president and owner of TDB, says that 2005 has been a good year for the crane industry in Brazil, and for TDB too, with close to 30 Tadano cranes sold, out of a total market of about 100 units.

Approximately 85% of TDB's sales are new cranes. Most in demand are truck cranes, because of the long distances cranes need to travel in Brazil to reach jobsites. The



A Tadano crane was on duty at the Brazilian F1 Grand Prix



TDB president Marcio G. de Campos

GT-550E is TDB's best selling model. It has also recently introduced the ATF 80-4 and ATF 110G-5 all terrains to the Brazilian market. Some 55% of all cranes sold in Brazil today are truck cranes, 40% are all terrains and 5% are rough

terrains, Mr Campos estimates.

"Our traffic regulations forbid more than 12 tonnes per axle in ATs and 10 tonnes for the rest, so RTs cannot go on the roads," he explains.

Mr Campos expects 2006 to be another good one for the crane business because the government of President Lula is seeking re-election and therefore can be expected to ensure the economy remains buoyant.

# Fairs & Events

*Where to meet Tadano*

- ◆ **Indonesia Infrastructure Summit**  
Jakarta, Indonesia  
9-11 February 2006
- ◆ **Specialized Carriers & Rigging Association**  
Annual Conference  
25-29 April 2006  
Hilton Head, South Carolina, USA  
[www.scranet.org/event](http://www.scranet.org/event)
- ◆ **Bauma China**  
Shanghai, China  
21-24 November 2006  
[www.bauma-china.com](http://www.bauma-china.com)



Tadano's boom trucks attracted plenty of attention at the ICUEE fair in Louisville, Kentucky in the USA in September (above left). The photo above right shows (from the left): Kenichi Sawada (president of Tadano America Corp.), Bryan Dammann (boom truck sales manager, Tadano America Corp.), Rick Jerkovitz (sales rep., ALT Sales Corp.), and Hidetoshi Iga (manager, boom truck division, Tadano America Corp.)



The first ATF 65G-4 in Italy was shown at the SAIE fair in Italy. The customer is Tagliavini, a Bologna based crane and platform hire company

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