



TADANO

GLOBAL NEWS

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Production starts at Tadotsu plant



Tadano's new factory in Tadotsu, Japan, began operations on 25 July 2007, just 13 months after construction began. Its opening is part of an 11.5 billion yen (100 million US dollars) reorganisation to improve productivity and efficiency across the company.

The new Tadotsu plant is used for production of truck loader cranes, freeing up the Shido plant to be dedicated solely to mobile crane production. Aerial work platforms are produced at the Takamatsu plant.

This reorganisation of manufacturing is designed to enable Tadano to increase its productivity and help it meet the global demand for cranes that all manufacturers have been struggling to satisfy. Production of mobile cranes in 2008 is now expected to be 50% up on 2004's output.

The opening of the Tadotsu plant was marked by a ceremony attended by approximately 130 people, including the town's mayor and many customers. President Koichi Tadano unveiled the first crane off the production line and declared the plant open for full-scale operations.

The new plant covers an area of 22,500 square metres, most of it covered, and includes a three-storey office block. It is adjacent to the Shikoku Kiko facility, a wholly-owned Tadano fabrication subsidiary that produces the chassis frames for loader cranes. There is now capacity to produce as many as 900 truck loader cranes every month, or more than 10,000 units a year.

Tadano has invested 2.7 billion yen (about 23 million US dollars) on the Tadotsu project, including about 1.4 billion yen for the buildings, and 1.3 billion yen for facilities and equipment.

The plant has state of the art manufacturing technology, including the latest laser cutting systems, welding robots and a cation-electrodeposited painting system, as well as an automated warehouse.



The new truck loader crane factory in Tadotsu, right next to the Shikoku Kiko plant, is part of a wider restructuring of manufacturing to increase output by as much as 50%.

Royal Command for Tadano Faun

UK rental company Ace Crane & Engineering Ltd took its Tadano Faun ATF 80-4 for a day out earlier this summer at Buckingham Palace, the official residence of Her Majesty Queen Elizabeth II. The 80-tonne class all terrain crane was needed to lift replacement walkway sections onto the roof area of the palace. The crane was compact enough to pass through the entrance arch of the palace.



Pama takes Indonesia's first new all terrain

P.T. Pamapersada Nusantara, Indonesia's leading mining and earthmoving contractor, took delivery of a new Tadano Faun ATF 110G-5 (above) in September. It is the first new all terrain ever delivered to the country.

Tadano President Mr Koichi Tadano visited the customer in Jakarta and presented a special commemorative plaque to P.T. Pama's President Director, Mr Sudiarmo Prasetyo. Mr Tadano expressed his gratitude for P.T. Pama's continuous support for Tadano products.

P.T. Pama already owns several other Tadano cranes, including a 120-tonne class AR-1200M, but this is the first new crane that it has ever bought.

Mr Sudiarmo paid tribute to the quality, durability and reliability of Tadano products, saying that he bought his first Tadano crane 25 years ago and it is still working reliably today.



Staff from P.T. Pamapersada receive training on their new ATF 110G-5.

Australia's big event

There was a strong turnout for this year's annual conference of the Crane Industry Council of Australia in September, with approximately 400 delegates, including crane owners, distributors, manufacturers and a variety of other service providers.

The three-day event, from 6 to 8 September was held at the Adelaide Convention Centre in South Australia. Tadano participated in both the conference and the associated exhibition, together with its distributor James Equipment Pty Ltd. At a nearby demonstration site, Tadano displayed two machines – a GT-550EX truck crane and an ATF 160G-5 all terrain.

On the second day of the conference, there was a panel discussion with executives from leading crane manufacturers. Tadano was represented by Mr Seiji Ozawa, General Manager of the International Sales Division, who explained how environmental and safety demands are likely to develop in the future.

On the final day of the conference, Tadano made a presentation on the ATF 360G-6, the flagship 360-tonne capacity all terrain that is scheduled to be released to the market next year. The prototype was exhibited at the Bauma Fair in Germany earlier this year. It is the first global series all terrain model to be produced in Japan with a Faun carrier. Catalogues relating to this crane on Tadano's exhibition stand were much in demand and had soon all been taken. The response of Australian customers indicates that the new flagship is sure to be a winner.

Service training for overseas distributors

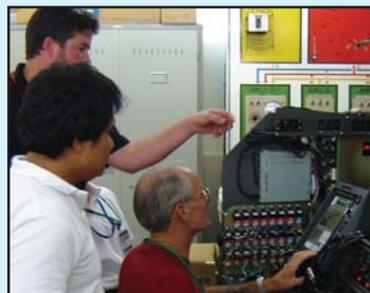


Participants on the service training course

Unrivalled product support and service back-up has always been a top priority for Tadano. With this aim, extensive training is offered to distributors worldwide to keep them fully up to date with the latest developments in crane technology.

In late July an overseas distributors training course was held at the mobile crane plant in Shido, Japan. Nine people were present from Tadano distributors in Saudi Arabia, Thailand and Australia, as well as several local service engineers from subsidiaries Tadano America Corporation and the Tadano Middle East Liaison Office.

The training focused on hydraulics and electrics, including the Automatic Moment Limiter (AML) and all the sensors that relay information to it. Both theoretical and practical approaches were adopted on the course.



After the theoretical lessons, the diagnostic and trouble-shooting skills of the engineers were put to the test. They were challenged to conduct pre-operational checks, identify error numbers, replace faulty parts and make necessary adjustments using a simulator.

Cranes UK at Haydock

Haydock Park horse racing course in northwest England is a venue that has long been associated with construction equipment exhibitions in the UK and after an absence of more than 10 years the Haydock event was resurrected in September as Vertikal Days for cranes and powered access equipment.

Organised by Vertikal Press, publisher of the European magazines Cranes & Access and Kran & Bühne, the two-day event drew 54 exhibitors, including Cranes UK, the exclusive Tadano Faun distributor.

Cranes UK showed the very first ATF 90G-4 and ATF 50G-3 to arrive in the country. The 90-tonner was shown in the colours of customer Jay & Davies, a rental company based in the west of England, which has also recently taken delivery of an ATF 40G-2.

The 50-tonner was shown in the colours of national rental company Hewden.

Cranes UK also displayed an ATF 40G-2, which was delivered to Graham Jones Crane Hire of Wrexham in July.

Vertikal Days was also the venue for the annual meeting of the Construction Plant-hire Association's Crane Interest Group, the representative body of UK mobile crane hire companies. Cranes UK was given the opportunity to present the KranXpert lift planning software that is available exclusively to Tadano Faun customers until mid 2008.

Mr Paul Goodall of Cranes UK impressed the crane owners when he demonstrated how the software could be used to show lift plans on real photographs, including aerial satellite images from Google Earth.



Cranes UK showed an ATF 50G-3 (left) and an ATF 90G-4 (right) at the Haydock event. Both of these machines were the first of their type to arrive in the UK.

New 90 tonner makes light work of even the roughest terrain

Tadano Faun's new 90-tonne class all terrain has certainly proved it has remarkable off-highway performance capabilities.

The ATF 90G-4, one of four new all terrain models launched this year at the Bauma fair in Munich, was put through a tough demonstration recently on the factory test ground in Lauf, Germany. Among the witnesses were prospective buyers from the Norwegian armed forces. They saw that Tadano Faun machines can cope masterfully with battle conditions.

The ATF 90G-4 is certainly proving to be a worthy successor to the popular ATF 80-4.



Is there nothing that this crane cannot cope with? The new ATF 90G-4 shows what it can do even in the roughest of terrains... and this is only the standard 8x6x8 version. There is also the option of 8x8x8 drive/steer for an even greater performance.

Distributor focus

Our partners around the globe

Tecmaco: Argentina

Tecmaco Integral S.A. is the leading crane rental and service company in Argentina and among the top five in the whole of South America. It is also the only ISO 9001:2000 certified crane rental company in Argentina.

Tecmaco was established in 1986 by Mr Rodolfo N. Gonzalez, who remains the owner, president and CEO today.

As well as being the exclusive Tadano distributor, Tecmaco also operates a large rental fleet, with close to 100 cranes. Of its 30 or so rough terrain models, more than half are Tadano brand. It also has tower cranes, all terrain cranes up to 200-tonne capacity, truck cranes up to 500 tonnes and crawler cranes up to 600 tonnes capacity. A new 750-tonne crawler is expected to ship from a US manufacturer early in 2008. This kind of investment demonstrates Tecmaco's commitment to the lifting industry in Argentina.



Rodolfo Gonzalez



The company employs more than 200 people across its head office in Buenos Aires, the operations centre in Campana and four branches in Bahía Blanca, San Nicolas, San Lorenzo and Puerto Madryn.

The 40,000 square metre operations centre in Campana has a 300 metre strip, strategically overlooking the Mercosur Highway, dedicated to an

Equipment Show Area where all Tadano cranes for sale can be seen on display by everyone passing by.

To offer the best after-sales service and keep its own rental fleet in top condition, there are also 2,100 square metres dedicated to maintenance workshops.

Fairs & Events

Where to meet Tadano around the world

- ◆ **ICUEE: International Construction & Utility Equipment Expo**
16-18 October Louisville, Kentucky, USA
www.icuee.com
- ◆ **BICES: Beijing Int. Construction Machinery Exhibition**
16-19 October Beijing China
www.e-bices.org
- ◆ **SAIE 24-28 October** Bologna, Italy
www.saie.bolognafiere.it
- ◆ **Building & Construction Indonesia**
31 Oct.-3 Nov. Jakarta, Indonesia
www.pamerindo.com
- ◆ **EXCON: Construction Equipment & Technology Fair**
14-18 November Bangalore, India
www.excon.in
- ◆ **Con-Build Vietnam**
20-23 November Hanoi, Vietnam
www.conbuild-vietnam.com
- ◆ **The Big Five PMV**
25-29 November Dubai, UAE
www.big5pmv.com
- ◆ **Conexpo Asia**
4-7 December Guangzhou, China
www.conexpoasia.com
- ◆ **Conexpo USA**
11-15 March 2008 Las Vegas, USA
www.conexpoconagg.com



Contact Tadano

Tadano Ltd
International Division
4-12, Kamezawa 2-chome,
Sumida-Ku, Tokyo 130-0014, Japan
Phone: +81 3 3621 7752
Fax: +81 3 3621 7785
E-mail: tdnihq@tadano.co.jp

Tadano Imes Ltd (Used Cranes)
4-12, Kamezawa 2-chome,
Sumida-ku, Tokyo 130-0014, Japan
Phone: +81 3 3621 7767
Fax: +81 3 3621 7742

Tadano America Corporation
333 Northpark Central Drive, Suite Z,
Houston, Texas 77073, USA
Phone: +1 281 869 0030
Fax: +1 281 869 0040
E-mail: sales@tadano-cranes.com

Tadano Faun GmbH
Fauberg 2, PO Box 100264,
91205 Lauf, Germany
Phone: +49 9 123 955 0
Fax: +49 9 123 3085
E-mail: info@tadanofaun.de

Tadano Faun Holland BV
Antennestraat 6, 3903 LZ Veenendaal,
The Netherlands
Phone: +31 318 546 700
Fax: +31 318 542 282
Email: geus@tadano-faun.nl

Tadano Ltd Middle East
Representative Office
PO Box 18302, LOB 15-323,
Jebel Ali Free Zone, Dubai, UAE
Phone: +971 4 887 1353
Fax: +971 4 887 1703
Email: tadano@tadano.ae

Tadano Ltd Beijing Office
Jing Guang Centre, Rm 2905, Hu Jia Lou,
Chao Yang Qu, Beijing, China
Phone: +86 10 6597 3210
Fax: +86 10 6597 3220
Email: beijing@tadano.co.jp

Tadano South China Company Ltd
Room 1803, 18/F Seaview Commercial Bldg,
21-24 Connaught Rd West, Hong Kong
Phone: +852 2544 9310
Fax: +852 2541 5828
Email: hiwa@tadanosc.com

Tadano Korea Co Ltd
302, Koram Venture Town B/D, 907-1,
Daechi-Dong, Gangnam-Ku,
Seoul 135-280, Korea
Phone: +82 2 714 1600
Fax: +82 2 3274 1304
E-mail: tadano@korea.com

Tadano Asia Pte Ltd
11 Tuas View Crescent, Multico
Building,
Singapore 637643
Phone: +65 6863 6901
Fax: +65 6863 6902
Email: Tdn-crane@tadanoasia.com

Taiwan Tadano Ltd
4F, No.50, Sung Chiang Road,
Taipei, Taiwan
Phone: +886 2 2523 1388
Fax: +886 2 2523 3988
E-mail: tadano@ms18.hinet.net

Tadano online
www.tadano.co.jp
www.tadanofaun.de
www.tadanoamerica.com