



TADANO GLOBAL NEWS

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Bauma China draws the crowds

China's booming economic growth and unabated demand for construction machinery brought the crowds to the biennial festival that is Bauma China.

Asia's largest construction equipment exhibition took place in Shanghai over four days from 21 to 24 November. Despite poor weather, there were some 80,000 visitors, which was 60% more than last time in 2004, and 1,035 exhibitors, which was 50% more than last time

Tadano lost count of the number of visitors who rushed to its stand when they reached 1,500 on the first day, raising confident expectations of sales growth in this expanding market.

Attracting all the interest were Tadano Faun's new ATF 220G-5 all terrain, which was making its debut outside of Europe, and Tadano's



The Tadano Faun ATF 220G-5, shown for the first time outside of Europe, was a major draw for the crowds at Bauma China



GR-700EXL rough terrain.

The ATF 220G-5, launched in Europe earlier in the year, is rated at 220 tonnes capacity and has a seven-section 68-metre boom. It also has the Lift Adjustor system to prevent load sway and enhance safety.

The GR-700EXL rough terrain crane has a maximum lifting capacity of 70 tonnes and a five-section 44-metre boom.

BQ-TADANO, a joint-venture manufacturer of Tadano in China showed the GT-250E, GT-350E and GT-550E truck cranes (25-tonne, 35-tonne and 55-tonne capacity respectively), which were developed specifically for the Chinese market. These also received much praise and interest from visitors.

For specification details of all the exhibited models, please see the Tadano website:

www.tadano.co.jp/indexe.html

Tadano shows prototypes at CONET

CONET 2006, a construction equipment and technology exhibition organised by the Japan Construction Mechanization Association (JCMA) was held at the Makuhari Messe in Tokyo on 13-16 July.

Tadano's booth showcased the ATF 160G-5 global all terrain (*far right*) as well as two new prototype machines. First was the GR-180, an 18-tonne capacity special rough terrain crane (*above*) that can raise itself onto steel wheels for running on railway tracks.

Tadano's second innovation was a telescopic gantry lifter (*right*), designed for detaching booms off large telescopic cranes for road travel and reassembling them on site.



Under the slogan "The Next Generation", Tadano used a large screen to show presentations about its product range and technology, with the emphasis on environmental issues, safety and operator comfort.

Tadano also showed two films on the screen: one commemorating half a century of crane manufacturing; the other on the Moai Restoration Project on Easter Island and Tadano's donation of a new rough terrain crane.

Some 170 companies exhibited at CONET and 17,598 construction professionals visited.



The development of hydraulic mobile cranes at Tadano

Part 3: The 1990s and into the millennium

The latter half of the 1980s saw large construction projects generating increased demand for ultra-large cranes. Improved performance, capacity and reach were needed to reduce manpower and improve safety when working at height.

To meet these requirements, Tadano broke new records in 1990, developing Japan's largest truck crane, the TG-3600M (360 tonnes). Features included full automatic luffing jib, a boom pinning system, negative swing brake, combined detection function of outrigger width and counterweight, subdivided outrigger section, laterally-projected reclining cabin and large-capacity variable piston pump which help secure safety, operator's comfort and environmental consideration in addition to its excellent performance.

With the advent of the 1990s, the Japanese market for large-capacity cranes began to change from truck cranes to all terrain cranes. In keeping pace with this trend, Tadano began to develop all terrain carriers for the Japanese market in co-operation with Faun GmbH, a newly-acquired subsidiary in Germany. Faun produced the carriers and Tadano produced the upper structures. In 1992 the company released its first all terrain crane, the 100-tonne capacity AR-1000M. It was awarded with the 23rd Machine Industry Design Prize in 1993 for its enhanced safety and reliability. The following year came the 200-tonne capacity AR-2000M.

New product development also continued in rough terrains. In 1995 Tadano introduced the CREVO series, the name coming from the words 'crane' and 'evolution'. The first two models were the CREVO 100 (10 tonnes) and the CREVO 500 (50 tonnes). They had light hexagonal booms that were less subject to lateral deflection. A slow stop function was provided for boom extension and swing. To improve safety and comfort on the highway, hydro-pneumatic suspension was used on the CREVO series for the first time. The CREVO 350 (35 tonnes), released in 1996, had even better roadability.

For the ZR-series truck loader cranes, introduced in 1995, Tadano adopted a liquid digital radio-controlled transmitter which



The TG-3600M (above) was Japan's largest truck crane when introduced in 1990



AR-1000M all terrain



AR-2000M all terrain



1995: CREVO 500



GA-1000N

AR-5500M, introduced in 1998, was Japan's largest ever AT



permitted bilateral communications between the crane AML (Automatic Moment Limiter) and the transmitter. All data concerning the crane's operational state, such as actual load, rated load, moment loaded ratio, boom height limited value and so on, could be transmitted and displayed. There was also a self-diagnostic error-code display.

From the mid-1990s, German all terrain cranes grew in popularity in Japan, as well as worldwide, because of their performance and mobility, both on and off the road. Tadano responded to the growing imports from Germany by releasing, in 1998, the AR-5500M (550 tonnes), the largest all terrain crane ever produced in Japan. It had a 30.5-metre boom in three sections and an 81-metre luffing jib, giving a maximum lifting height of 134 metres. A 400-tonne capacity model, the AR-4000M, was also introduced, with a five-section 51.2-metre boom. The development of "Easy Sky Pin", Tadano's system for extending the boom using a single hydraulic cylinder and fixing it in position by pinning, was the basis for the development of the 100-tonne capacity GA-1000N all terrain crane. Its six-section 52-metre boom is the longest produced in Japan and the lifting capacity proved to be 30% greater than its predecessor, the AR-1000M.

As Tadano entered the new millennium, new product development and innovation continued more rapidly than ever. From Tadano Faun in Germany came the development of the award-winning Global series of all terrains. In Japan, Tadano began production of its own truck crane chassis, based on Nissan technology. For the North American market, a new generation of boom trucks was developed and rapidly gained wide market acceptance. Out of co-operation between Tadano engineers in Japan and Tadano Faun engineers in Germany came the revolutionary Lift Adjuster system to eliminate load sway, and so improve safety and operator control.

Extra space booked for Bauma launches

Tadano Faun has secured nearly 40% extra space for its display at the massive Bauma Fair in Munich, Germany.

Bauma, which takes place every three years, is the world's biggest construction equipment exhibition. The next one takes place 23-29 April 2007 and will have more than 3,000 exhibitors from 48 countries. At the last event, in 2004, there were 420,000 visitors.

Tadano Faun has managed to book more space for its stand this year, increasing its area from 1,500 to 2,060 square metres. More space is needed to show off the expanded product range of Global series all terrains, as well as rough terrain and truck-mounted cranes from the Tadano family.

The Tadano Faun booth will have a new design this time, with a two-storey structure, giving 700 square metres of indoor space to entertain the thousands of customers who are expected to visit.

For further information on Bauma, visit www.bauma.de.

United Tractors, the Tadano distributor for Indonesia, participated in the national infrastructure conference and exhibition in Jakarta on 1-3 November.



Legislation has recently been approved to help open the way for international investment in much needed infrastructure development. The conference was opened by President Susilo Bambang Yudhoyono, who explained the opportunities to the 1,200 attendees from 30 countries. Current needs include new toll roads, power plants, seaports, airports, industrial parks and housings. Ten projects valued at US\$4.4 billion are planned offered and a further 101 future projects, valued at \$14.7 billion, have been identified.

At the exhibition outside, United Tractors displayed a Tadano GR-300EX, the only hydraulic crane at the event. United Tractors is the market leader in heavy equipment in Indonesia. It also showed machines from Komatsu and Bomag, which it also represents.

Improved ATF 220G-5 rolls off production line



Worldwide shipments of the ATF 220G-5, the latest and largest model in the Global all terrain series, have been running at full speed from Tadano Faun's Lauf factory since September to satisfy a massive order book that stretches to the end of 2007.

The 220 tonne capacity model, currently the flagship of the Tadano Faun fleet, has also been improved since it was first shown to distributors

in March. To further ease tower crane erection and dismantling applications, it now has a safe working load of 13.8 tonnes at a radius of up to 16 metres with main boom fully extended to

68 metres when equipped with full 71 tonnes of counterweight. In the same configuration it can also now lift 13.4 tonnes at a radius of 18 metres, 13.1 tonnes at 20 metres and 12.8 tonnes at 22 metres.

Previously, it was rated to lift 12.5 tonnes maximum in this configuration at 12 to 22 metres.

The load charts for the crane equipped with 47, 35, 23.5 and 12 tonnes of counterweight have also been correspondingly upgraded.



Some of the new ATF 220G-5 cranes on their way to (from top): long-term German customer Dornseiff; local rental firm Markewitsch, based in nearby Nürnberg; and Mobillyft of Sweden.

ATF sales training

Sales staff from Tadano distributors across southeast Asia and the Middle East have been receiving training on the new Tadano ATF all terrain series.

Two-day courses and workshops were held in May and August at the facility of Tadano Asia Pte Ltd in Singapore, led by Mr Stanley Lim.

Participants travelled from countries ranging from Dubai to Japan.



Distributor focus

Our partners around the globe

Multico: Singapore

This year is the 30th anniversary of Multico's partnership with Tadano. Multi-Corporation (S) Pte Ltd was incorporated in 1973 and three years later was appointed sole distributor of Tadano equipment for Singapore, Malaysia and Brunei.

In 1980 it established Multico System Engineers to take over the heavy equipment division of Multi-Corporation

As well as Tadano and Tadano Faun cranes, Multico also sells and services Haulotte aerial work platforms and SMV container lift trucks and reach stackers, as well as Multico's own access floor

systems and power generators. Located in the new Tuas industrial area, Multico has a 14,000 square metre yard and storage area with 20-tonne capacity overhead travelling cranes. It also has subsidiary operations across the region in Malaysia, Indonesia, Myanmar, Philippines, Thailand, Vietnam and Taiwan.

Multico is headed by managing director Mr Henricus J. Hendra. It has 140 staff and its total turnover last year was US \$43.5 million. The crane division has seven staff — two for sales and five for parts and service. General manager of the crane division is Mr Gay Kah Ki, assisted by Mr Michael Wong.

The team have successfully secured a 35% share of the mobile crane market for Tadano in their territories and have recently begun deliveries of G series Tadano Faun all terrains as well as the Tadano truck and rough terrain cranes that have been popular in Singapore for many years.

Multico forecasts revenues of US\$ 3.7 million from cranes next year.



Mr Henricus J. Hendra,
managing director of
Multi-Corporation

Fairs & Events

Where to meet Tadano around the world

- ♦ **World of Concrete**
23-26 January Las Vegas, USA
www.worldofconcrete.com
- ♦ **ConsTech (Construction Technology Exposition)**
1-3 February Bangkok, Thailand
www.ThaiTradeFairs.com
- ♦ **Specialized Carriers & Rigging Association (SC&RA)**
10-14 April San Antonio, Texas, USA
www.scranet.org/event
- ♦ **Bauma**
23-29 April Munich, Germany
www.bauma.de

The CONMEX exhibition in the UAE was held for the first time on 25-28 November. Tadano distributor AHG showcased the ATF110G-5. The exhibition, though comparatively small, attracted many crane buyers from across the region.



The annual conference of the Crane Industry Council of Australia is always a lively and popular event, and 2006 was no exception. More than 200 people participated in the event, held on Hamilton Island off the Queensland coast, 7-10 September.

Among the presentations was an outline of the Tadano production programme by Mr Seiji (Steve) Ozawa, *below*, and Mr Takashi (Tom) Koide, *right*, from Tadano Faun's export department.

Outside the conference hotel, Tadano distributor James Equipment displayed an ATF 160G-5 and an ATF 65G-4 for visitors to inspect up close.



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