



TADANO

GLOBAL NEWS

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Crane donation to support restoration of Angkor Ruins



Tadano has donated equipment to help with the restoration of the Ruined Temples of Angkor in Cambodia.

Angkor was the site of the world's largest pre-industrial city, built between the 9th and 16th centuries. An international team of archaeologists established last year that it spread approximately 1,000 square kilometers. The ruined temples are now a UNESCO World Heritage Site.

Tadano has donated two cranes and an aerial work platform to the Nara Research Institute of Cultural Assets, the independent administrative corporation undertaking the investigations and restoration work at the Angkor Ruins.

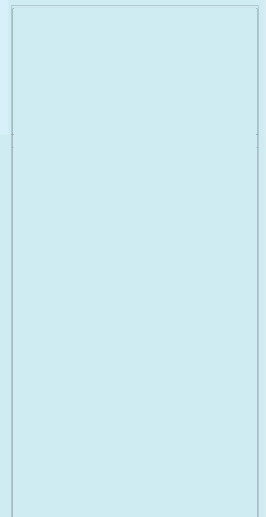
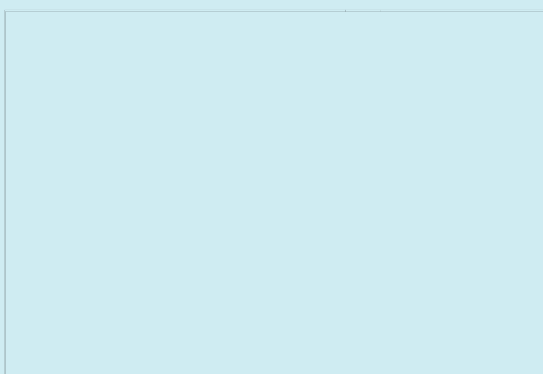
A ceremony to mark the donation was held on 11 June at the West Prasat Top temple, where

restoration work is soon to start. Koichi Tadano, President of Tadano Ltd, told the guests, who included local leaders of the restoration project, that he was proud to be able to offer support to such an important undertaking.

The work will be made much easier with the Tadano AT-150S aerial work platform and TM-ZR303H truck loader crane that have already been delivered to the site. A rough terrain crane will be shipped soon, although which model is required has yet to be determined.

This is not the first time that Tadano has supported culturally significant restoration projects. In 1991 and again last year the company donated rough terrain cranes to the Moai restoration project on Easter Island, Chile.

**Koichi Tadano
hands over a
symbolic key to the
Angkor Ruins
restoration team**



Keeping the flame alive

Master welder Yuzuru Akazawa has inherited the founder's spirit

Joining steel plates together by welding is a core skill in crane manufacturing. As well as creating components, such as the boom, welding increases the strength and quality of the crane and is therefore central to the future well-being of the customer.

Yuzuru Akazawa has for 30 years ensured that welding fulfills this vital role at Tadano. Mr. Akazawa has deep expertise on the properties of the various steel materials that have been adopted as cranes have evolved. He also knows all about the defects such as deformations and cracks that can be produced unintentionally by welding. With years of experience he has an almost mechanical precision and is able to produce welding of the highest accuracy and quality that cannot be obtained by machines.

In 1991 Mr. Akazawa devised a method for welding the outrigger part of the carrier frame of rough terrain cranes. As a result, his welding skills became even more highly esteemed both inside and outside the company.

He explains: "To be precise, it's the outrigger's support section that you weld. But this area between the outrigger and the carrier is narrow, so it's difficult to maintain the welding torch at a fixed angle and a fixed height and to move it at a fixed speed. I thought of using a flexible torch, which is appropriate for such narrow places, but it hadn't yet been introduced at Tadano during those days. So I improvised with what we had. With this area of the crane, you can't let differences in experience or sensibility among welders result in differences in quality, though their skills tend to depend on these two. What I did was to standardize the welding technology and procedures that were used. And I was happy to be able to employ the know-how I'd gained over the years for that purpose."

Away from work, Mr. Akazawa likes to go fishing. "At this time of year, it's black sea bream," he says. "I'll go as far as Ehime or Kochi Prefecture to fish."

His hobby has similarities to welding, he says: "The diameter of the end of my fishing rod is just 0.3mm. But from the sensation communicated from it, I can generally tell what kind of fish I've caught. A welding torch is like a fishing rod. They're similar



Yuzuru Akazawa has expertise and enthusiasm that he is keen to pass on to the next generation of Tadano welders

in that both require a subtle sensibility."

Recently, Mr. Akazawa has grown concerned about the education of the young. The problems that he sees are the time restrictions of those who teach and maintaining the motivation of those who are taught.

"I'd like everyone who's involved in welding to become able to do a high-quality job. But if you teach during working hours, there are inevitably restrictions on your time. So I'd like for there to be a kind of *dojo*, or training center, where we could invite retirees to come and impart their skills. If we had such a setting, I'd definitely like to be of use there. On the other hand, for young people to learn how to improvise and think for themselves. Being taught by others can raise your welding skills to a certain level, but unless you try, fail, and then improvise to solve the problem, you can't progress beyond that level."

The company's founder, Masuo Tadano, was himself so captivated by the subject of welding that the biography about the first half of his life was entitled *Welding Spark Makes Innovation*.

To learn the techniques, he got involved in welding at the company where he started as an apprentice. And when he'd hear about new techniques being used in Osaka, he would as likely as not travel there, from Takamatsu, to observe them. Perhaps this spirit of the founder has been continuously, if unconsciously, passed down among Tadano employees.



Tadano flag flies over CTT Moscow

Russian dealer Techstroycontract Ltd flew the flag for Tadano at the CTT Construction Machinery and Technologies exhibition at the Krokus-Expo Park in Moscow in June. On display were a GR-550 EX rough terrain and an ATF 65G-4 all terrain.



Customer visits at TFG

Groups from two important customers visited the Tadano Faun GmbH (TFG) factory in Lauf on 31 May for demonstrations and technical discussions.

A group of more than 70 people came from German rental company Dornseiff, led by the brothers Wolfgang Dornseiff and Thomas Höchst, who own the company, accompanied by their wives Nicole and Dunja and by their mother, the "senior lady boss" Brigitte Dornseiff.

As well as a factory tour and crane demonstrations on the test pad, the group had the opportunity to share their views and ideas about crane design, borne out of everyday experience, with TFG engineers. Meanwhile the 12 women of the group enjoyed the opportunity to actually drive a crane for the first time in their lives, getting behind the wheel of an ATF 90G-4.

Dornseiff is one of TFG's biggest customers. Most of its fleet of 42 cranes are Tadano Faun models, with every type of G Series crane represented and more on order.

The company is strategically located with three depots along the A45 motorway between Dortmund and Frankfurt, in the heart of Germany. It has also recently expanded into Eastern Europe, setting up a division in Romania.

The second customer group was from the Dutch company L. Kielstra Kraanverhuur BV, which is looking to expand its fleet of 40 cranes. Currently its biggest crane is 160 tonnes capacity, so the special demonstration of the 220-tonne ATF 220G-5 with Liftadjuster was particularly interesting for them. The 32 people from Kielstra were accompanied by Jacob Wijunker, deputy director of Waterland BV, the TFG distributor for the Netherlands and Belgium.



Top: Engineers from TFG and Dornseiff discuss crane design.

Above: The group from Dornseiff.

Right: Kielstra guys check out the ATF 220G-5.



The Kielstra group

IFBA Recovery Show

The International Recovery and Towing Show, known by its German initials IFBA is held each year by Germany's Recovery and Towing Association (VBA) in Kassel.

As usual, at this year's show from 5 to 7 June, Tadano Faun Group exhibited with its long-term customer Bäsman Kran- und Transport, based in Buelstedt in north Germany.

With many years experience in the business, Wilhelm Bäsman Senior has developed various special attachments, branded as "TFF", to make the recovery of vehicles easier, quicker and safer. These were exhibited alongside an ATF 65G-4, which was officially handed over at the show to its new owner, the German hire company Völkl, from Straubing, Bavaria.



Hans Asam (left) of TFG hands over the ATF 65G-4 to Rudolf Völkl Jr and his wife Sonja. On the right are Rudolf Völkl Sr with his wife Mariele.



Many customers were welcomed to the stand, but none had travelled further than Hiroshi Nakamoto, who runs a crane hire company in Hiroshima, Japan. He has six cranes up to 60 tonnes – all of them from Tadano. A regular visitor to European shows, he often also visits not only the Lauf factory but also Tadano Faun customers. This time he headed north after the IFBA to visit his new friends from the company Bäsman.

Hiroshi Nakamoto and Werner Willenbrock of Bäsman

Distributor focus

Our partners around the globe

Cranes UK: United Kingdom

Cranes UK was set up in 2001 by Joe Lyon, who moved from South Africa where he was with MMS, the Tadano distributor there. The UK distributorship had become available after the previous dealer had decided to focus on earth moving equipment rather than cranes.



Managing director
Joe Lyon

"In the first year we sold nine cranes," Mr Lyon recalls. "Now we average 45 new cranes a year and could sell more if there wasn't so much competing demand for cranes everywhere else in the world."

Cranes UK sells mostly Tadano Faun all terrains. "We have also sold about three Tadano RTs a year and would like to grow that more, but the UK is not traditionally an RT market," he says.

This year has seen a significant downturn in commercial and residential building work in the UK, a knock-on from the global credit crunch that was sparked by the sub-prime mortgage crisis in the USA. However, public sector infrastructure work has kept demand for cranes strong. "The downturn hasn't affected us one little bit at the moment," he says. With construction needed for the 2012 London Olympics and plans for new power stations, he remains optimistic. "Our order book is full to the end of 2010 and I can't see that changing at all."

In June, Cranes UK exhibited an ATF 50G-3 and an ATF 65G-4 at Vertikal Days, a cranes and access exhibition held at Haydock Park racecourse. "These are the sizes that customers want the most," he says, and Tadano Faun has

exactly the right products – a genuine 50 tonner and a 65 tonne taxi crane with two engines to save fuel. With diesel in the UK costing more than 130 pence a litre these days, equivalent to US \$2.60, that feature has never been more important.



Cranes UK exhibited two cranes at Vertikal Days in June

Fairs & Events

Where to meet Tadano around the world

- ♦ **Kazkomak**
17-19 September Kazakhstan
- ♦ **Specialized Carriers & Rigging Association (SC&RA) annual conference**
18-20 September Toronto, Canada
www.scranet.org
- ♦ **Building Components Manufacturers Conference (BCMC)**
1-3 October Denver, Colorado, USA
www.bcmcshow.com
- ♦ **SAIE 15-18 October** Bologna, Italy
www.saie.bolognafiere.it
- ♦ **Bauma China**
25-28 November Shanghai, China
www.bauma-china.com

Enka at Turkey's Ankomak exhibition

Tadano's dealer for Turkey, Enka Pazarlama, had a busy week at the end of April, exhibiting at Ankomak 2008 in Istanbul. It showed several machines from the various construction machinery lines that it represents, including a Tadano GR-300EX rough terrain crane.

Enka's stand, one of the biggest at the show, was decorated with a Japanese-style *Shinto* gateway at its entrance. With Turkey's economy booming, demand for equipment is high and attendance at the show was strong.



GR-300EX at Ankomak

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