



TADANO GLOBAL NEWS

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Biggest ever BAUMA



AlexSchelbert.de



Half a million people visited the BAUMA fair in Munich during the last week of April to see the biggest display of construction machinery that the world has ever seen.

Among the highlights of the show was Tadano Faun's new all terrain flagship, the 360-tonne capacity ATF 360G-6 with the innovative Hydraulic Telescoping Luffing Jib (see p.3 for details).

This was just one of six new models exhibited on the Tadano stand. Other new models on show were 90-, 50- and 40-tonne Global series all terrains, the GR-550EX rough terrain and the HK 40 truck-mounted crane.

The Tadano and Tadano Faun team welcomed customers, distributors and other visitors from all over the world with warm hospitality. With the sun shining brightly for much of the week, the refreshing drinks were accepted gratefully inside the air-conditioned stand.

The imaginative decor of the stand, with stars coming out in the ceiling like the night sky, drew

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- 1) Outside there were 10 cranes on display, with six new models.
- 2) Inside, from floor to ceiling, the decor reflected the slogan *The Global Design and Quality Solution... now reaching the Universe!*
- 3) Tadano President Koichi Tadano cheerfully opens the stand.
- 4) The many international visitors included these VIPs from Japan.
- 5) The new ATF 360G-6 was a highlight of the show.

How it works

Release Adjuster

Three years ago, at the last Bauma fair, Tadano unveiled the Lift Adjuster – the innovative safety technology that eliminates load sway caused by the deflection of long telescopic booms when lifting the load off the ground. By automatically adjusting the angle of the boom, Lift Adjuster compensates for this boom flex.

This year, once again using Bauma as the launch pad, Tadano has revealed the next important development in safe lifting technology – Release Adjuster.

Where Lift Adjuster addresses the problem of swaying loads suspended from the hook block, Release Adjuster eliminates the hazard of the hook block swaying when a load is landed.

When a load touches the ground the



deflected boom straightens because it is no longer holding the weight. This causes the hook block to move inward towards the crane. Operators need to take great care to avoid excessive movement of the hook block, particularly if slingers and riggers are nearby.

The Release Adjuster works in conjunction with the Tadano Automatic Moment Limiter (AML) control system. The AML detects when the load touches the ground and automatically adjusts the boom angle to mitigate inward hook block movement.

Activating the Release Adjuster function works on the same switch as Lift Adjuster. Just press the switch and both features function automatically.

Biggest ever BAUMA

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much acclaim. There were more than 3,000 exhibitors at BAUMA this year, but Tadano's stand was one of just 10 chosen by the organisers to appear as part of the official BAUMA 2007 film. Furthermore, an industry poll on the website of magazine *Cranes Today* showed that, out of six leading crane manufacturers, the Tadano stand was the clear favourite.

Feedback from visitors about the new cranes was also highly positive and, with order books already full until the end of 2008, the success of these models is guaranteed.

Customers also showed great interest in the new KranXpert lift planning software that is available exclusively to Tadano and Tadano Faun customers until mid 2008.



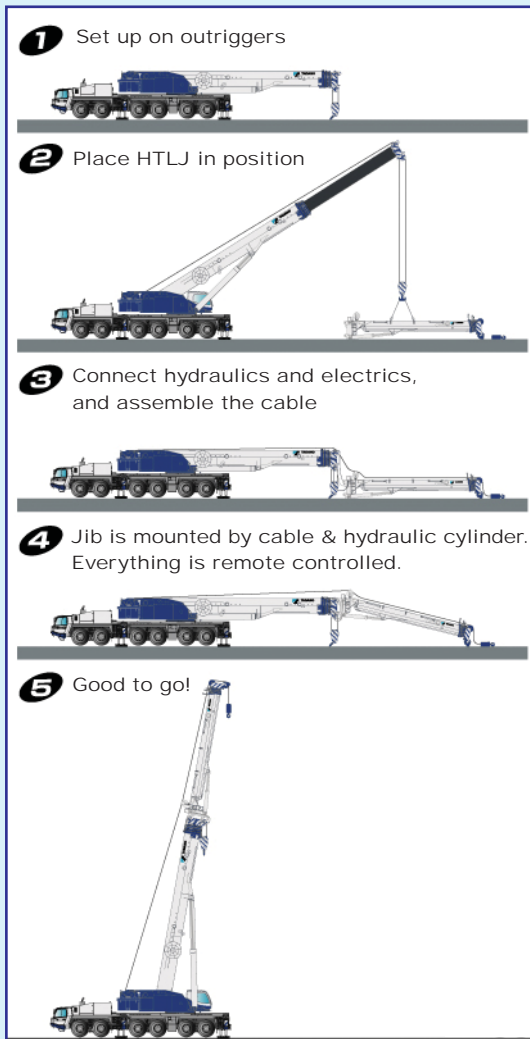
Above: The ATF 160G-5 shown in the livery of All Erection is one of 10 units ordered by the US rental company.

Right: Booms up on the Tadano stand. Left: Japanese customer Nakamoto-san (in yellow jacket), of Nakamoto Crane, had costumes for the TFG team. He has his arm on the shoulders of Masaharu Nakanishi, President of Faun Group.



Tadano unveils the HTLJ

HYDRAULIC TELESCOPING LUFFING JIB



The new ATF 360G-5 all terrain is the first crane to feature Tadano's latest concept in boom attachments, the Hydraulic Telescoping Luffing Jib (HTLJ).

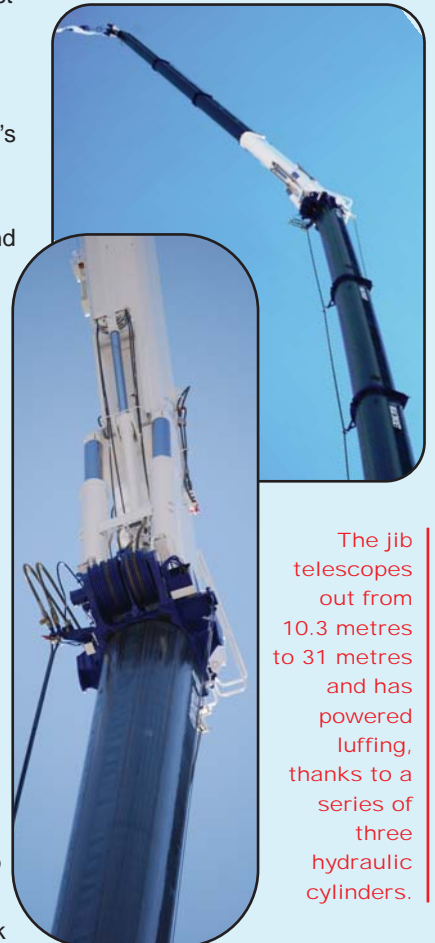
The HTLJ gives the ATF 360G-6's 60-metre main boom a further 31 metres of reach. Maximum lifting height is extended to 92 metres and maximum working radius is 65 metres.

The four-section telescopic attachment is designed to be fitted to the main boom quickly and simply by just one person, without the need for an assist crane. Attaching it and rigging it up takes just 20 minutes, thanks to the use of remote control.

By attaching the jib at ground level it also improves safety, eliminating the risks associated with working at height.

The HTLJ was unveiled at the Bauma fair in Munich in April.

Other jib configurations for the ATF 360G-6 are a fixed jib of 14 to 57 metres, or a luffing jib of 20 to 72 metres, giving a maximum hook height of 120 metres.



The jib telescopes out from 10.3 metres to 31 metres and has powered luffing, thanks to a series of three hydraulic cylinders.

All terrain features demonstrated at UAE Open House

Al Hamid Group, Tadano's distributor for the United Arab Emirates, opened its doors to customers at its Abu Dhabi premises on 23 May to demonstrate Tadano Faun all terrain cranes. The event was

hosted by Mr Joseph Mathias, General Manager of Al Hamid Group, and was attended by approximately 120 guests, including Sheikh Saif Bin Mohammed Bin Butty Al Hamid, Vice Chairman and Managing Director of Al Hamid Group.

An ATF 220G-5 and an ATF 160G-5 were displayed and Mr Takuji Murakami,



General Manager of Tadano Middle East Representative Office, described the technical and safety advantages and explained how accidents can be prevented by the use of Tadano technology such as Lift Adjuster and Automatic Outrigger Length Detector.



Visitors watch the ATF 160G-5 in action

The ATF 160G-5 was used to demonstrate the manoeuvrability offered by the Tadano steering system. The ATF 220G-5 was used to demonstrate the Lift Adjuster function. Many customers then took advantage of an invitation to try out the crane for themselves to experience the benefits of this load sway elimination feature.

Distributor focus

Our partners around the globe

QTEC: Qatar

Qatar Tractor & Equipment Co. (QTEC) was established in 1974 by Taleb Group. QTEC has been the exclusive Tadano distributor for the State of Qatar since the 1980s.

QTEC also represents a wide range of other leading construction equipment manufacturers, such as Merlo telehandlers and Schwing concrete pumps, with a fully equipped service centre and well stocked spare parts depot.

Its 18,700 square metre facility is located in the industrial area with all Qatar's other machinery agencies. The showroom is currently being renovated and is scheduled for re-opening in September.

Chairman of the Taleb Group is Mr Taleb Mohammed Al Khoori and Managing Director is Mr Mohammad Taleb Al Khoori. Mr Jayshankar Pillai is the CEO of QTEC.

QTEC also operates an equipment rental division but with crane in such demand in Qatar it currently only has three cranes available for hire.

Demand for cranes and other construction equipment has risen dramatically in Qatar since 2004, says Mr Jayshankar, and this growth is expected to continue for eight more years.

Major projects consuming cranes include the Pearl Qatar project, Entertainment City, Educational City, a new airport, a major highway and other commercial construction.

Sales of Tadano cranes grew fourfold between 2005 and 2006 and further significant growth is already assured for this year. The Tadano model most in demand is the GT-550EX truck crane, followed closely by large capacity Global series ATF all terrains.



Mr Taleb Mohammed Al Khoori, Chairman of QTEC's parent company, Taleb Group

Fairs & Events

Where to meet Tadano around the world

- ♦ **Crane Industry Council of Australia – Annual Conference**
6-8 September Adelaide, Australia
www.cica.com.au
- ♦ **BCMC – Building Component Manufacturers Conference**
3-5 October **Columbus, Ohio, USA**
www.bcmcshow.com
- ♦ **ICUEE – International Construction & Utility Equipment Expo**
16-18 October Louisville, Kentucky, USA
www.icuee.com
- ♦ **SAIE**
24-28 October Bologna, Italy
www.saie.bolognafiere.it
- ♦ **Con-Build Vietnam**
20-23 November Hanoi, Vietnam
www.conbuild-vietnam.com

Distributor Knutsen Maskin A/S of Norway has been recognised for its achievements over the years in continually securing a high market share of more than 40% for Tadano Faun in Norway, particularly with the large G series all terrain models.

At the pre-BAUMA meeting of EU distributors in Lauf, TFG President Shinichi Iimura (right) awarded a special trophy to Thor Nordahl, Sales Director of Knutsen Maskin.



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