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TADANO GLOBAL NEWS

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Tadano begins production of its own truck crane chassis

Tadano has begun serial production of its own truck crane chassis.

Previously, Tadano truck cranes have been mounted on carriers built by commercial vehicle manufacturers such as Nissan.

Tadano began production of the new carrier at its factory in Shido, Japan in January, with the first shipments in March.

Approximately 100 units are scheduled for production in 2006, for the GT-550E, Tadano's 55-tonne capacity truck crane. This model is targeted at overseas customers in the Middle East, Asia, Australia and elsewhere.

The new carrier will also be supplied to Tadano's Chinese manufacturing joint venture, BQ-Tadano (Beijing) Crane Co. Ltd., for its production in China.

Tadano decided to produce its own carrier after Yusoki Kogyo, the subcontractor of Tadano's supplier Nissan, was taken over in 2004 by Fuji Heavy Industries and stopped producing crane carriers.

Nissan Diesel Motor Company supplies the powertrain for the new Tadano carrier. The left-hand drive 8x4 carrier has a turbocharged six-cylinder Nissan PF6TB diesel engine. Maximum

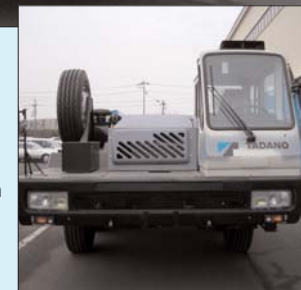


output is 257kW at 2100 min⁻¹ and maximum torque is 1460Nm at 1200 min⁻¹.

The dry single plate clutch has a hydraulically operated release mechanism with air assisted booster. The transmission has seven forward and one reverse speeds, with synchromesh on second to seventh gear and constant-mesh on first and reverse gear.

Front axles are reverse-Elliot type with leaf spring suspension. Rear axles are full floating type with equalizer beams and torque rods.

Tadano will also begin production of a carrier for the TL-300E this summer. An estimated 30 units a year will be produced.



Tadano is now producing its own carriers for the GT-550E truck crane

Expansion plans will raise output 30%

In response to customer demand growing worldwide, Tadano is investing ¥7.5 billion (US\$64 million) in a factory reorganisation and expansion programme. The initiative will increase overall production volumes 30% by 2008.

The reorganisation will result in all mobile cranes and components being produced at the Shido Plant, aerial work platforms at the Takamatsu Plant and truck loader

cranes at the Tadotsu Plant. The Tadotsu plant is currently owned by Shikoku Kiko KK, a subsidiary of Tadano that produces components and truck loader cranes. The work will be carried out in phases to minimise disruption.

New production facilities are being built at Shido to increase production of rough terrain cranes and of booms and cylinders. New assembly lines are also being

installed for truck crane carriers.

At the Takamatsu plant money is being invested in increasing production of aerial work platforms and expanding the parts centre.

At Tadotsu a new factory is being built with new manufacturing lines for truck loader cranes. The new factory will cover 18,000 square metres on two storeys. Construction begins in April, with completion in January 2007.

Norway's top choice crane

Scandinavian customers have been quick to realise the benefits of Tadano Faun's Global (G) series of all terrains. Knutsen Maskin AS, Tadano's distributor for Norway and Sweden, recorded its best ever year in 2005 and in the booming Norwegian market claimed a 40% market share for ATs.

Tadano's strong performance in Norway is at least partly due to Tom Ola Bull, whose company T.O. Bull is the country's biggest crane hire company. T.O. Bull has been a loyal Tadano customer for nearly 30 years. Tom Ola's first ever crane was a Tadano TS130 on a Volvo truck. It was delivered in 1977 and is still in operation today. The company now has a fleet of more than 120 cranes, of which 45 are Tadano models. In 2005 T.O. Bull bought nine new Tadano cranes, including three ATF 160G-5 machines.



T.O. Bull A.S, Norway's biggest crane rental company, bought three of these ATF 160G-5s last year.

'G' SUCCESS: Worldwide sales of the Global (G) series of all terrains has already passed 120 units in just 18 months.

Deliveries of the 110G-5 and 160G-5 began in mid-2004, since when they have been shipped to Japan, South Africa, the Middle East and North America, in addition to all over Europe.

The ATF 65G-4 was launched in mid 2005. Most units that have been delivered to date are now at work with German rental companies, who were among the first to recognise the benefit of the Tadano Faun 'Taxi' concept.

TM-ZR303

Aid for Pakistan

The devastation caused by a massive earthquake in Pakistan, Kashmir and northern India on 8 October last year, struck a chord with many people around the world, particularly in Japan, where there is also experience of major earthquakes.

Following discussions with the Pakistani embassy in Tokyo, Tadano has donated two TM-ZR303 truck loader cranes (*above*) mounted on a Mitsubishi chassis to help with the emergency relief work and the necessary reconstruction.

The cranes arrived in Karachi in mid February.



TM-ZR303 truck loader crane



Tadano export general manager Seiji Ozawa (*left*) with Pakistan's ambassador to Japan, Kamran Niaz

TR-500EX

Five for Argentina

Five units of the TR-500EX rough terrain crane have been delivered to Gruas Tecmaco Integral in Buenos Aires, Argentina.

As well as being one of the leading crane rental companies in Argentina, Tecmaco Integral is also the exclusive Tadano distributor.

The new 50-tonne capacity RTs have been put straight to work in the company's rental fleet, which includes close to 100 cranes of all kinds, including crawler and tower cranes as well as all kinds of rubber-tyred mobile cranes.

The TR-500EX model has a four-section main boom that extends to 35.0 metres and a 17.1 metre jib..

The 50-tonne capacity rough terrains on display at Tecmaco's premises in Buenos Aires



First Russian all terrain is attracting attention

The first Tadano Faun all terrain in Russia has been proving its value on sites across Moscow.

The 110 tonne capacity ATF 110G-5 was delivered to dealer Techstroycontract in May 2005, since when it has been operated by its rental subsidiary Ecorad.

The dealership was established in December 2004 and by April 2005 Tadano had secured the necessary Certificates of Compliance with Russian technical regulations for three ATF models: ATF 80-4, ATF 110G-5 and ATF 160G-5.

Sergei Bobkov of Tadano says that the ATF 110G-5 has attracted a lot of attention since



being exhibited at the CTT construction machinery trade fair in Moscow last year.

"The objective is to get Russian customers familiar with Tadano products and let them try our cranes in action," he says. "The Russian market is extremely conservative and penetration of new brands is slow, but the machine is doing its job well and we are confident that this strategy will see us advance in the Russian market."

To comply with Russian regulations, the crane has a data logger and working area limiter with a crane swing stopping function. Tadano also developed a system to stop the crane when the ambient temperature drops below -25 C. This is a regulatory requirement for cranes designed for comparatively mild climate conditions. The standard Russian requirement for lifting machinery is an operational temperature down to -40°C.

Russia's first ATF 110G-5 all terrain was supplied to dealer Techstroycontract with 10x8 drive, 16.00 sized wheels, two winches and a two-stage jib.

The crane is shown lifting a 10 tonne roof structure to a height of 24 metres onto a new shopping centre being built in Novoyasenevskiy Prospect 13 in Moscow.

ATF machines flow into the Middle East

The first ATF 160G-5 in Saudi Arabia has been officially handed over to the customer at an Open Day on 29 January at the workshop of Tadano distributor S&A Abahsain.

Masaharu Nakanishi, president of Faun Group and Shinichi Iimura, president of Tadano Faun, handed over the 160-tonne capacity all terrain to Arthur Watt, general manager of Rezayat Sparrow (shown right).

More than 130 guests attended the event to

witness demonstrations of the crane, including its unique Lift Adjuster anti-sway technology. The event followed the success of an Open Day to launch the ATF110G-5 in the region last year.

Other cranes handed over on the day included ATF 110G-5 and ATF 80-4 all terrains to Al-Jaber of the United Arab Emirates and an ATF110G-5 to Qatar Petroleum.



Distributor focus

Our partners around the globe

MMS: South Africa

MMS was established in 1991 as Mill & Mine Spares, selling equipment and parts to the mining industry. It began representing Tadano in 1997 and today is a specialist crane distributor.

Under the father and son ownership of Ken and Richard Terry, MMS has helped Tadano to secure approximately 50% of the mobile crane market in South Africa.

The company has 40 employees in Johannesburg, and Cape Town. Its workshops have the capability to undertake crane refurbishments as well as repairs.

Richard Terry says that approximately 40% of crane sales are rough terrain models, with 30% truck mounted cranes and 30% all terrain. Cranes in the 20 to 50 tonne capacity class are most in demand.

Usually, the ratio of new to used crane sales is about 50/50, he says. "But lately there has been a higher quantity of used," he adds. In 2005 MMS sold 20 new cranes and 60 used ones.

In general, the market in 2005 was "very good", he says with an estimated total of approximately 120 new and used cranes imported, giving MMS a market leading position.

Prospects for 2006 and beyond are also good. "We have had a good improvement in market share with all terrain cranes, especially with larger models, selling a 230 tonner and a 160 tonner within the first few weeks of launching the product."

"Expectations are that 2006 will be at the same level as 2005," he says. "South Africa has secured the 2010 soccer World Cup, so infrastructure is booming."



MMS owner Richard Terry |

Fairs & Events

Where to meet Tadano around the world

- ♦ **Specialized Carriers & Rigging Association (SC&RA)**
25-29 April Hilton Head, S. Carolina, USA
www.scranet.org/event
- ♦ **ANKOMAK**
31 May - 4 June Istanbul, Turkey
- ♦ **Construction Machinery and Technologies (CTT)**
23-27 May Moscow, Russia
www.ctt-moscow.com
- ♦ **Crane Rental Association of Canada (CRAC)**
31 May - 4 June Kelowna, B.C., Canada
- ♦ **M&T Expo**
6-10 June Sao Paulo, Brazil
www.mtexpo.com.br
- ♦ **Indonesia Infrastructure Summit**
8-10 June Jakarta, Indonesia
www.indonesiainfrastructure.com
- ♦ **New Zealand Power Crane Association (PCA)**
13-14 July Rotarua, New Zealand
www.pca.org.nz
- ♦ **Crane Industry Council of Australia (CICA)**
7-10 September Hamilton Island, Qld, Australia
www.cica.com.au
- ♦ **Bauma China**
21-24 November Shanghai, China
www.bauma-china.com

Koichi Tadano, president of Tadano Ltd, received a warm welcome from distributor James



Equipment when he made his first official visit to Australia recently. Director Brendan James, assisted by his entire team, presented Mr Tadano with a commemorative plaque to mark the event.

It was not Mr Tadano's first time in Australia, however. He told his hosts about his 1,000km cycling trip from Sydney to Melbourne as a teenager back in 1972.

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