



JAMES EQUIPMENT

C U S T O M E R N E W S

Tadano Takes Technicians Back to School



**Far Left: Mr. Hajime Sasaki
(Tadano - Group Manager Service Division)
3rd From Right: Mr Hidetoshi Ozawa
(Tadano - Engineer Service Division)**

World class crane equipment demands world class operation and servicing from highly skilled operators and technicians. To ensure that all Tadano cranes sold through James Equipment receive the very best technical servicing, the retailer has developed the Tadano Training School.

The first Tadano training event was conducted at the James Equipment head office in Brisbane. A total of 8 participants from James Equipment, GM Baden and CTE in Western Australia spent the day learning new skills including the Load Moment Indicator (LMI) computer system.

LMI computer systems are an essential piece of technology designed to monitor safe crane loading and prevent the crane operating outside of its lifting capabilities. LMI's are a standard feature on all Tadano Rough Terrain and Hydraulic Truck cranes.

Two specialist staff from Tadano Japan were on hand to conduct the in-house training which was run over a one week period. As well as computer training using the latest synthetic training tools and simulators, the training school also covered crane trouble shooting and general crane operation and servicing.

Stay tuned to James Equipment to find out when the next Tadano Training School is underway.

Midweight Tadano ATF Bound for Oz

The sales success of Tadano All-Terrain cranes in Australia is set to increase with a new mid-weight ATF crane due to arrive on Australian shores early in 2008.

Set to replace the compact ATF 45-3, the new ATF 50G-3 brings a 50 tonne lifting capacity from a compact, Mercedes Benz powered carrier and is set to deliver outstanding power to weight lifting solutions across Australia's thriving industrial markets.

The new Tadano's all-terrain capability is driven by a 6 wheel drive carrier.

Powering the ATF 50G-3 is a 6 cylinder Mercedes Benz water-cooled diesel delivering a staggering 240kW of power and 1300Nm of torque.



The lifting credentials of the ATF 50G-3 are impressive with a 5-stage telescopic boom capable of lifting 50 tonnes at 10 meters. Controlled using a three circuit diesel hydraulic system, the boom is connected to the carrier by a single-row ball-bearing slewing ring with external gearing for 360° continuous rotation.

The superstructure cab is comfortable and spacious with panoramic safety glass windows, hydraulically cushioned adjustable seat and independent hot water heater.

It's a New SANY

James Equipment is preparing for the arrival of the 150 tonne Sany crawler crane. The powerful SCC1500C is loaded with features to get the job done fast and hassle free. REXROTH hydraulic components and a German-built Zollen gearbox are matched to a Cummins engine from the USA for unprecedented reliability.

Using a variable flow pump and an advanced load sense control system, the REXROTH hydraulics enable the use of higher power and adjustable speeds when in operation. The 150 tonne SANY also features an independent closed-loop hydraulic swing mechanism for an extremely stable swing, quicker feedback, lower heat radiation and longer life.

Saving valuable time on the ground, the SCC1500 utilises a patented crawler dismantling and assembling structure and A-shaped foldable structure to allow the crane to be transported either fully assembled or in parts. The SANY also offers self-loading and unloading functions for dismantling and assembling.



GM Baden Opens Its Doors

Highly regarded crane service business GM Baden recently opened its doors to their NSW crane customers for the launch of the first Tadano Faun All-Terrain crane in NSW- the ATF-65G.

Invitations were cast right across the state for the open day with solid numbers turning up to the late June event. The gathering proved the ideal way to introduce existing crane customers to the new Tadano crane as well as follow up on client progress.

The open day event proved a success with a great deal of positive feedback on the new crane topped by a number of new ATF-65G crane orders on the books.





The Ultimate Service Package

With specialised service branches now in Brisbane, Perth, Sydney and Melbourne, James Equipment offers the ultimate in crane service support. Specialised crane technicians at each centre have the expertise to ensure your next routine service is on time and on budget.

Minimal downtime is a key issue for crane operators and an ongoing commitment for all James Equipment service staff. With full access to James

Equipment's own in-house parts division, each service department can easily coordinate a range of services or repair projects from small scissor lifts to 220 tonne mobile cranes.

Large undercover working bays with all the latest diagnostic equipment are a key feature of each James Equipment service centre around Australia. Service staff are regularly informed of technical service updates across a range of crane brands and undertake regular skills

development programs to maintain the highest standards of service.

Routinely servicing a crane not only guards against costly breakdowns, but also increases the resale value when it comes time to upgrade. For new Tadano crane owners, be sure to book in your new Tadano crane for scheduled servicing by a team of Tadano servicing specialists.

A Key Part of James Equipment

A crane fleet is only as good as the quality of its parts. James Equipment understands this sentiment and is dedicated to maintaining a premium inventory of parts for a broad range of crane equipment.

Answering the parts call from right around Australia, James Equipment also specialises in Tadano parts for both new and older crane models. Their association with Tadano also extends to direct online access to the Tadano parts system in Japan.

Such is the efficiency of the online Tadano parts database, availability can be checked online with international air freight able to have the parts in the Melbourne, Perth or Brisbane office in three to five working days.

The James Equipment parts supply service has added depth with new recruit joining Paul O'Loughlin in the spare parts division.

Daniel Di Giorgio is assisting with telephone sales and general parts warehouse duties ensuring the inventory is well stocked and ready to field any request from James Equipment customers.

Minimise the risk of crane downtime by relying on James Equipment for all your crane parts.

Tadano Hydraulic Truck Cranes Are Real McCoy

The quality of the Japanese engineering behind the Tadano range of cranes is without question. This point was certainly not overlooked by the James Equipment team when the decision was made to become the Australian distributor of the brand and neither by proud new Tadano crane owners.

But when a new Tadano Hydraulic Truck Crane is stacked up against a competitive crane brand, the differences in quality become apparent.

The main reason is that many competitive hydraulic truck cranes utilise a carrier chassis built in China, not in Japan like the carrier proudly built into the Tadano Hydraulic Truck Cranes.

Japanese built cranes have always been a sign of quality, craftsmanship and durability which is why the Tadano name is respected around the world.

So when customers look to James Equipment for a premium hydraulic truck crane product, they can rest assured that they are only buying the best Japanese engineered crane that money can buy. And the sales figures tell the story.



ABC Crane Hire's Tadano GT-550EX on the job in WA

James Equipment Big on Used Cranes

James Equipment was built on the backbone of a solid used crane business and their commitment to providing high quality used cranes continues to this day. With used crane retail outlets in Brisbane, Sydney, Melbourne and Perth, James Equipment is well placed to provide fully refurbished and affordable cranes to industry across Australia.

James Equipment's ongoing commitment to used cranes is reflected in their current listing which boasts a selection of some of the best crane brands in the world. With a host of international buying contacts at their disposal, James Equipment can easily source the right crane for all budgets and time constraints.

Experience and diversity are hallmarks of the used crane service on offer at James Equipment. Decades of experience in buying used cranes from a range of established overseas networks means customers can have access to very competitively priced cranes.



All-Terrain Crane Numbers Booming



James Equipment was always confident that the local Australian market would embrace their new range of Tadano All-Terrain cranes. But to have sold 18 cranes in just over 12 months is a remarkable achievement for both the brand and the company.

The current market has principally focussed on the upper end of the Tadano ATF crane spectrum with the majority of crane models sold between the 65 tonne and 220 tonne lifting category.

Longstanding James Equipment customer, Hinspeter Cranes stole the spotlight when it took delivery of the flagship Tadano All-Terrain crane, the ATF 220G-5. The 220 tonne monster was enlisted to help meet demand in the booming crane industry throughout northern Queensland.

"Our purchase decision was based on the performance, hand in hand capability and versatility of the ATF 220G-5," said Greg Hinspeter

"The length of boom and compact nature of the design was also a selling point. The only other All-Terrain crane which came close to the Tadano was a Grove but this 220 tonne model did not suit our specifications."

Local refinery maintenance projects will make up the bulk of the work for the new Hinspeter Tadano, but the new 220 tonne crane will carry out a more general lifting role at the Currajong based crane hire business.

"The feedback so far from the drivers has been excellent," said Greg Hinspeter.

"Even though the European inspired layout will take us a little while to get used to, the ATF 220G-5 is already proving to be a very user friendly machine. Our drivers are saying it is very good to operate."

At the other end of the All-Terrain scale, the versatile ATF 65G-4 made quite an impression at its new home in the Crane Hotline garage in Ipswich.

"We were initially looking at a 100 tonne crane that I thought would cover our general lifting requirements from 50 tonne to 80 tonne loads," said Perry Evans, Managing Director of Crane Hotline.

"However, when David 'Chalky' White from James Equipment came up and talked to us about the Tadano 65 tonne ATF, the lift chart capacity and manoeuvrability of the ATF caught our eye. The Tadano ATF can be used as a stand alone crane for 50 tonne lifts and has a comparable lift chart with most of the 80 tonne cranes on the market in its road going (taxi) configuration. We can cover all bases with just one crane."

A significant difference between the new Tadano ATF crane and the intended 100 tonne competitor is the ability to operate with minimal counterbalance weights. To operate a 100 tonne crane, a separate semi-trailer also needs to be employed to carry the counterweights, therefore increasing time and cost to a project. A point not overlooked by Perry Evans.

"The time and money I will save by investing in the more versatile Tadano All-Terrain is significant. The Tadano stands alone without the need for huge counterweights and is nimble enough with the crab steering to manoeuvre in tight project sites. It's as good as an 80 tonne Demag with little difference between the lift charts."

"The time and money I will save by investing in the more versatile Tadano All-Terrain is significant. The Tadano stands alone without the need for huge counterweights and is nimble enough with the crab steering to manoeuvre in tight project sites. It's as good as an 80 tonne Demag with little difference between the lift charts."



DTMT Construction over in WA has also secured the services of a new Tadano ATF 110G-5 all-terrain crane to boost the lifting capabilities of the booming civil and mining construction specialist.

"The Tadano ATF met all our lifting requirements as we continue to undertake a range of broad scale commercial and mining construction projects," said DTMT Operations Manager, Paul Dujmovic.

"We are currently mobilising the new ATF to assist with the Fortescue Metals Group Cloud Break Project in the Pilbara region. The versatility of the Tadano means it can easily perform taxi crane duties for us when it arrives back in Perth."



Tadano GT's Pave a Clear Way Through Sydney



Bossley Park Crane Hire's new GT-550EX

Tadano's popular hydraulic truck crane, the GT-550EX, is leading the way for mobile crane operators in Sydney. In the past, mobile crane operators with a rear crane width of more than 3 metres have had access restricted to urban travel zones throughout Sydney, Newcastle, Gosford and Wollongong.

Enforced by the NSW Road and Transport Authority, the restricted travel times are between 7am and 9am in the morning and 4pm till 6pm in the evening.

To counter this problem, James Equipment has introduced a newly packaged GT-550EX crane that operates within the RTA compliance guidelines for heavy vehicle travel. The GT-550EX cranes have a 2.9m wide rear width, which allows crane operators to gain unrestricted 24 hour travel registration.

Part of the RTA approved GT-550EX package is a fitted GPS tracking unit onboard. Keven Coubrough from the James Equipment team explains.

"The GPS tracking units fitted to our GT-550EX save crane drivers a lot of time and hassle in logging travel details with the RTA," said Keven.

"At the end of the shift, crane drivers can download their daily movements from the GPS to the RTA for compliance. RTA can now track the GT-550EX movements and be assured that each crane operator is adhering to the current travel zones and guidelines. It has also opened up more alternative routes of travel."

The GPS tracking units are not a foreign concept to James Equipment cranes with all new Tadano ATF cranes fitted with these devices. However, the installation of GPS tracking units to GT-550EX cranes and the subsequent RTA 24 hour travel compliance means crane operators have a much broader choice for lifting solutions in and around suburban NSW.

"We've opened the door wide open for crane operators in Sydney," said Keven.

"Not only can they have the best hydraulic truck crane on the market, they can also operate it without any travel restrictions. We have already had success with a number of clients including Botany Cranes in Sydney, Bossley Park Crane Hire in Wetherill Park, North East Cranes in Lismore and Turner Crane Hire in Lithgow. We also have another GT-550EX underway in Newcastle."



New GT-550EX for North East Cranes

James Equipment Big on Repeat Business

Customer satisfaction has always been at the heart of the James Equipment retail operation with ongoing sales figures backing up this attitude. A significant percentage of crane sales over the last few years have all been generated by repeat business.

So much so, one high profile WA customer's crane tally bought from James Equipment totals a staggering 15 new and used cranes. And this achievement is not limited just to one client.

Across in the east, several customers are adding James Equipment cranes to their operations from compact pick and carry cranes to large All-Terrain heavyweights.

A standout best seller for the James Equipment team is the Tadano GT-550EX hydraulic truck crane. Popular for its lift chart capability and Japanese build quality, the GT-550EX is racking up big numbers over in the west and in the booming northern states of Australia.

JAMES EQUIPMENT

Tel: 07 3363 6100
Fax: 07 3267 0433
Sales & Product Support: 07 3363 6100
Spare Parts: 03 9369 3499
Web: www.jamesequipment.com.au
Email: info@jamesequipment.com.au

Brisbane (Head Office):

Lot 4, 457 Tufnell Road, Banyo
Queensland, AUSTRALIA 4104
Tel: 07 3363 6100 Fax: 07 3267 0433

91 Magnesium Drive, Crestmead
Queensland, AUSTRALIA 4132
Tel: 07 3803 1599 Fax: 07 3803 1036

Sydney: (GM Baden Pty Ltd)

43 Holbeche Road, Arndell Park
New South Wales, AUSTRALIA 2148
Tel: 02 9672 1551 Fax: 02 9672 1546

Melbourne:

8-12 Baldwin Road, Altona North
Victoria, AUSTRALIA 3025
Tel: 03 9369 6823 Fax: 03 9369 1777

Perth:

13 Vostan Road, Canning Vale
Western Australia, AUSTRALIA 6155
Tel/Fax: 08 9455 3187

David "Chalky" White

0400 141 775 (QLD)

Graham Cooper

0417 693 364 (NSW)

Keven Coubrough

0416 059 998 (NSW)

Stuart Amore

0417 873 730 (VIC/TAS/SA)

Terrie Dinnison

0400 141 552 (WA)

