



Big splash for ATF 180G-5

New 180-tonne all terrain

First customer deliveries have now started of the new ATF 180G-5, Tadano's new 180t all terrain crane produced by Tadano Faun in Germany.

The new model fills the gap between the ATF 130G-5 and the ATF 220G-2, which both have class-leading capacities. With just 50t of counter-weight, the new ATF 180G-5 matches the capacities of some of the 200t cranes in the market.

The first five units of the ATF 180G-5 are being shipped to customers in North America.

New features include all-wheel steering and Euromot IIIb engines with the Mercedes BlueTec clean engine technology first seen on the larger ATF 400G-6 last year.

However, the stand-out feature of this crane is the strength of the main boom, giving a load chart that rivals 200t-class machines on the market. For example, it can lift 8.2t at a radius of 36m and 13.2t at a 22m working radius.

In taxi configuration, the Tadano ATF 180G-5 can travel on the road at 60t GVW with a 13.2m boom extension, 25t hook block, 10t swivel hook, 10x8 drive and 445/95 R25 (1600) tyres. This means that it can travel self-contained to jobsites with a 73.2m boom system and meet 12t per axle road limits.

Like the ATF 400G-6 before it and other Tadano cranes, the ATF 180G-5 is one of the cleanest mobile cranes that has ever been made. BlueTec technology reduces particle emissions by 90% compared to older emission standards and the Mercedes engines already meet emissions requirements of Euromot 4. Fuel consumption is also cut by approximately 5%.

The ATF 180G-5 is equipped with the Liftadjuster safety system, which minimises any loadsway induced by boom deflection when lifting a load off the ground. This is a particular benefit if the view of the load is obstructed and/or the load is lifted from an elevated level. In such cases the operator can pay full attention to the operation rather than just relying on the radius indication of the Automatic Moment Limiter.

The ATF 180G-5 will get its first public showing at Bauma 2013, in Munich next April.



The first five orders for Tadano's new ATF 180G-5 are from North America

New branding strategy for Tadano Faun

The structure and branding of Tadano's German operations have been simplified and streamlined.

Under the structural reorganisation, the two companies Faun GmbH and Tadano Faun GmbH have been merged into a single company, called Tadano Faun GmbH.

The new branding strategy, which is a separate initiative, sees all marketing activities undertaken by Tadano Faun now branded simply as Tadano.

Faun GmbH was set up in 1990 as a wholly-owned manufacturing subsidiary of Tadano Ltd after the acquisition of the crane and vehicle divisions of Faun AG. Tadano Faun GmbH was established the following year, 1991, as a sales and marketing company.

For customers and business partners, there will be no significant change to notice. However, internal company administration and financial processes will be simplified, further improving efficiency across the group.

More noticeable is the new branding strategy, uniting the company's products behind a single, consistent and global premium brand – Tadano – resonating high quality, reliability and ruggedness.

Press installation project shows the strength of the ATF 400G-6

German lifting company Scholpp, which specialises in the installation of heavy industrial machinery, has taken delivery of its first unit of the new Tadano ATF 400G-6 and demonstrated its powers on a complex industrial project.

The ATF 400G-6 is the new 400t-capacity flagship of the Tadano all terrain product line, produced in Germany by Tadano Faun.

Scholpp's first job with the crane was installing a 100t heavy press for kitchen equipment producer Rieber. The press, used for bending and forming stainless steel into industrial and domestic kitchen appliances, had to be moved from one production hall to another.

The lift required the Tadano crane to operate in tandem with a second crane. And although the second crane was nominally rated at 650t capacity, the ATF 400G-6 proved to be just as strong at the required radius. In fact, the 650t crane had to be rigged with a Sideways Superlift boom support system to achieve the required strength.

The ATF 400G-6 was rigged with 118t of counterweight for the lift, which was at a maximum radius of 26m with a main boom length of 45.4m.

The strength of the Tadano main boom proved its benefits in shorter rigging time and reduced

Tadano power:
The boom on the left is the 400t-rated ATF 400G-6.
The boom on the right is a 650t-rated crane fitted with a boom suspension system to give it extra strength



transport costs. The ATF 400G-6 can lift loads that other cranes this size cannot lift and is compact enough to work on sites that other cranes with its capacities cannot get onto.



With no boom attachments required, the ATF 400G-6 is quick to set up



Tadano Faun hosts an Arabian Crane Day

An Arabian Crane Day was held in May at the Tadano Faun headquarters in Lauf, Germany.

The event provided some loyal customers with an opportunity to witness major structural changes that have been made at the factory in recent years to further increase product quality and performance.

Guests also got a sneak preview of the new ATF 180G-5 all terrain model on the test bed.

The occasion was an opportunity for Tadano Faun to cement customer relations and to demonstrate that Arabian customers are an essential part of Tadano's global family.



Tadano to start truck loader crane production in Thailand

Tadano plans to start manufacturing truck loader cranes in Thailand next year.

This will be Tadano's first plant for loader crane production outside of Japan.

Tadano (Thailand) Co., Ltd.

was established in April 2012 and by June 2013 plans to be producing cranes. The aim is to speed up penetration of the truck loader crane market in emerging economies, particularly in Southeast Asia.

Tadano is looking to capture at least 50% market share in Southeast Asia, the Middle East, and Africa within the next five years.

As well as ramping up production through the new factory in Thailand, Tadano is also stepping up its sales and marketing activities as well as after-sales service to support future growth.

A ceremony for laying the foundation stone of the new factory was held on 23 July, led by Mr Tamaki Okuyama, executive officer of Tadano Ltd.

The factory is on the Hemaraj Eastern Seaboard Industrial Estate, which is 50km north of Rayong and 150km southeast of Bangkok.



Tadano executive officer Mr Tamaki Okuyama conducts the foundation stone laying ceremony



Tadano (Thailand) president Mr Yasumasa Kuramae and Mr Okuyama hold the foundation stone, supported by senior managers from Tadano and Tadano (Thailand)



Artist's impression of the new factory

Service training keeps the customer king

Deliberately disabling cranes is not usual practice at Tadano factories – except in the cause of training our worldwide service partners to ensure that customers get the very best service.

An overseas distributors training course was held at the training centre of the Shido plant of Tadano headquarters over 10 days from 18 to 27 June. Service representatives attended from Tadano distributors in Saudi Arabia, Oman, Indonesia, Brazil, India and Australia, as well as from Tadano Faun in Germany.

The Tadano Advanced Training Course was run jointly with the Engine Course (Mitsubishi).

Participants studied hydraulic, electric, and pneumatic circuit diagrams relating to the steering, transmission, winch and swing system.

To combine theory with practical learning, one of the new series GR-800EX rough terrains was set up in the training area. Studying diagrams side by side with an actual machine makes it easier to get a solid understanding of the technology and design.

A particularly popular part of the course, under



Tadano training combines theory and practical sessions, including a testing troubleshooting challenge (below). Participants (below right) came from all over the world



the leadership of Mr. Takao, assistant manager of the Education Centre in the Service Planning Division, was the class on troubleshooting. Instructors deliberately programmed faults into the crane, which participants then had to identify and fix. This presented a thorough test of their expertise. For the most difficult problems they had to scrutinise bulky circuit diagrams.

The thorough knowledge gained during the course will be put to the benefit of Tadano customers around the world.

The next trouble-shooting course is scheduled for September.



ATF 40G-2 lands in Australia



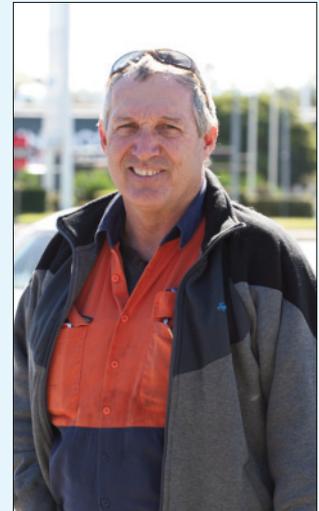
The first ATF 40G-2 in Australia is with rental company Crane Hotline, based near Brisbane in Queensland.

"We are very happy with the Tadano brand," says managing director Mr Perry Evans.

"The new Tadano 40-tonne all terrain is the ideal unit for our work in general engineering, rigging and civil construction. It is easier than a truck crane around inner city and suburban work sites. It is on a tight work site where the all terrain capability comes into its own."

Mr Evans adds: "This is the third Tadano that we have purchased and we have had a trouble-free run with all of them. They are certainly better built than most cranes and also carry a good resale price when it is time to trade up to a newer model."

Crane Hotline now runs a fleet of twelve mobile cranes, including the first 65t Tadano all terrain that was ever shipped to Australia.



Left: The first ATF 40G-2 in Australia

Right: Perry Evans, managing director of Crane Hotline

Dammam Saudi open house

Some 30 of Tadano's most loyal customers attended a Middle East open day in Dammam, Saudi Arabia in May to see the launch of the new rough terrain series in the region.

There were demonstrations of the GR-300EX, GR-500EX, GR-600EX and GR-800EX models.

There was also a comprehensive introduction to Tadano's Hello-Net telematics system that provides useful operational information such as machine position data, work history and maintenance status of the cranes.

The Hello-Net technology is expected to be particularly useful in remote locations that are hard for service technicians to reach quickly.

Visitors also saw the upgraded Tadano Automatic Moment Limiter computer system (AML-C) on these models. The new AML-C recognises outrigger formation, even when deployed asymmetrically.

Tadano customers watch the new RTs being demonstrated



Tadano Mantis piling in Quebec

Two years of research and development has gone into a new vertical travel lead (VTL) piling system, optimised for the 15010 (GTC-700EX) telescopic boom crawler crane.

The technology is the result of a co-operation between Tadano Mantis and Bermingham Foundation Solutions, a leading U.S. manufacturer of piling equipment.

Benefits of the system have been realised by Canadian contractor Icanda Corporation of Laval, Quebec. Icanda rented a 70t-capacity Tadano Mantis 15010 from dealer Cropac Equipment, along with 26.8m of Bermingham L-15 vertical travel leads, a B-21 diesel hammer and an HHH-12 hydraulic spotter.

Icanda used the crane and the pile driving system to drive 355mm pipe piles for the foundations of a bridge in Saint Méthode, Quebec. Piles were driven inside coffer dams below grade at a forward inclination, or fore batter, of 3:1 to improve the structural capacity of the foundations. They were set by the hydraulic spotter, so no template was needed for the piling job.

The unique ability to quickly adjust both the telescopic boom and spotter length enabled Icanda to perform the piling with less excavation at the worksite because the boom can be retracted and spotter extended to achieve the 3:1 fore-batter for driving piles. The boom can then be extended and spotter raised and retracted to achieve a reverse batter (thus consuming less space) while loading piles into the lead system.

No other telescopic boom crawler crane has the all-round strength and duty-cycle performance of the Tadano Mantis.



The Tadano Mantis 15010 driving 355mm piles using the new VTL system



Tadano looks forward to welcoming visitors to its booth at Bauma China, Asia's largest construction machinery trade fair, being held 27-30 November at the Shanghai New International Expo Centre.



At Booth C60 Tadano will show the 80t-capacity GR-800EX and the 50t GR-500EX rough terrain cranes. There will also be the new GT-850E, an 85t-capacity truck crane made by BQ Tadano in Beijing, and the 55t GT-550E.

All visitors are welcome to come by the booth, look over the equipment, meet the team and ask any questions.

This is the sixth time that Bauma China has been held. It takes place every two year. Last time, in 2010 (pictured above), there were more than 155,000 visitors and nearly 1900 exhibitors. This year's event is expected to be even bigger. For more information about the event, what to see and how to get there, see www.bauma-china.com.

Procuration for Thomas Schramm

Mr Thomas Schramm, who joined Tadano Faun two years ago as general manager responsible for sales and marketing, was given procuration on 1 July 2012 in recognition of his work.

With this appointment, Mr Schramm now takes on more responsibility within the company, assuming legal power of commercial representation.



Mr Thomas Schramm

Distributor focus

Our partners around the globe

Sumotori: Russia

One of the newest members of the Tadano global distribution network is Sumotori Machinery Group, which sells Tadano truck-mounted loader cranes in far eastern Russia and Siberia.

Sumotori is based in Artyom, in Primorsky region, near Vladivostok. As it is on the east coast of Russia, it is actually ten times closer to Japan than it is to Moscow.

The company began in 1998 importing heavy trucks from Japan and it is now the leader of the Russian far eastern and Siberian markets in sales and service of commercial, construction machinery and special vehicles from Japan, South Korea and Europe.

Sumotori has branch offices in all the big cities of the region. It has 520 employees in sales, service, product support, rental and operator training. President of the company is Mr Vitaly Verkeenko.

Sumotori began to represent Tadano in January 2012 and is already making great progress towards its goal of becoming number one in the region. Its most popular models are the TM-ZE294HS and the TM-ZE364HS, mounted on Hino chassis.

Director Mr Konstantin Gurkovich says that the Russian crane market is developing well, with stable growth. There are strict safety regulations for cranes in Russia but Tadano cranes fully comply with them all.

However, special modifications are required to ensure that the cranes can cope with the severe Siberian climate and these are carried out at the factory in Japan.



**Sumotori director
Konstantin Gurkovich**

Fairs & Events

Where to meet Tadano around the world

- ♦ **Bauma China**
27-30 November Shanghai, China
www.bauma-china.com
 Come see us in Shanghai at Booth C60
- ♦ **SC&RA Crane & Rigging Workshop**
19-21 September Louisville, KY, USA
www.scranet.org
- ♦ **bC India**
5-8 February 2013 Mumbai, India
www.bcindia.com
- ♦ **Bauma (Europe)**
15-21 April 2013 Munich, Germany
www.bauma.de



**A TM-ZE360
crane mounted
on a Hino truck**

New India subsidiary opens

Tadano India Pvt. Ltd. started operations as a new sales and service subsidiary on 29 March 2012.

Sustained growth in infrastructure investment is expected to generate more and more demand for cranes in India, making it an increasingly important market.

Managing director of the new company is Mr Chihiro Nishida. Tadano India can be contacted at:

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