

# Awards for Tadano Mantis technical innovations

Tadano Mantis has won two LLEAP Awards for its GTC-600 and OPTI-WIDTH™ asymmetric track extension system.

The LLEAP Awards, for Leadership in Lifting Equipment and Aerial Platforms, are presented by the US publication Lift & Access.

Tadano Mantis was the only mobile crane manufacturer to be recognised in the 2017 awards.

The GTC-600 telescopic boom crawler crane was awarded the Silver LLEAP award in the crane category. The OPTI-WIDTH™ system was awarded the Silver LLEAP award for category of OEM developed feature.

The GTC-600 is the third of the new design GTC

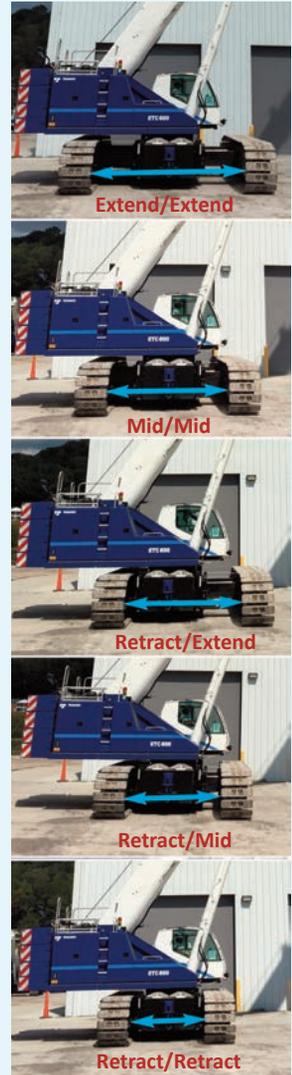


Series. The design project was managed by Tadano Mantis and included collaboration with Tadano Ltd in developing the purpose-designed, Tadano-built telescopic boom and the integration of Tadano winches, jib, hydraulic cylinders, AML-C rated capacity indicator and Hello-Net telematics.

The powerful and user friendly Tadano AML-C rated capacity indicator has afforded the capability of asymmetrical outrigger configurations on Tadano rough terrain cranes for many years. The global development coordination within the Tadano Group companies has brought this asymmetrical setup technology to the telescopic boom crawler crane product segment. OPTI-WIDTH™ is Tadano's trade name for asymmetrical track positioning on the GTC Series of telescopic boom crawler cranes. OPTI-WIDTH™ is standard on all Tadano Mantis GTC-600 and GTC-800 telescopic boom crawler cranes.

OPTI-WIDTH™ load charts for asymmetrically positioned tracks have significant lifting capacity enhancements when compared to those for symmetrical tracks.

The Tadano AML-C detects track position using robust, non-contacting, embedded position sensors. Zone optimized load charts are automatically selected by the AML-C based on the position of each track. Tracks can be extended or retracted to any width and are held in position without the use of pins to fix track width.



## Come and visit the Tadano booth at Intermat

Intermat 2018 is Europe's leading trade fair for construction machinery this year.

This year's Interimat takes place over six days, from 23rd to 28th April, at the Paris Nord Villepinte Exhibition Centre in the French capital.

More than 180,000 visitors are expected to attend, to explore the innovations presented by the



1,500 exhibitors. Tadano is among the exhibitors and invites all visitors to the fair to meet the team at our booth, in the outside area at E6 F106.

Interimat is held every three years, on a cycle with the Las Vegas Conexpo and the original Bauma fair in Munich.

The last Interimat, in 2015, saw it link up with World of Concrete Europe for the first time and this is being repeated for 2018, adding to the attractiveness of both events.





**Julie Fuller, Tadano Mantis vice president of engineering and purchasing**

# Tadano Mantis engineering VP in the media spotlight

**Julie Fuller, vice president of engineering and purchasing for Tadano Mantis, was the subject of a major interview in the October 2017 issue of American Cranes & Transport magazine.**

Not only is she one of only a very few women to have reached the upper echelons of management in the crane industry, the magazine editor noted, but she is also “one of the sharpest and smartest individuals in the business”.

Julie Fuller joined Mantis in 1995 soon after graduating from Tennessee Technological University in 1995 with a degree in mechanical engineering. She was promoted to chief engineer in 1999 and vice president of engineering in 2006. After Tadano purchased the company in 2010, she became general manager of engineering and later vice president of engineering and purchasing in 2014.

Ms Fuller explained to the magazine how the market for

telescopic crawler cranes had “developed and expanded so much in the 20-plus years that I’ve been involved”.

Over the years, she has often had to put up with customers expecting answers to technical questions to come from her male colleagues, but when she starts talking they soon realise that she speaks with profound expertise and authority. “I have been the only woman at the table in meetings for most of my career,” she says. “I rarely think about it anymore.”

She told the magazine: “I’m not what people expect when they think vice president of engineering of a crane manufacturer, so there’s often a learning curve when I make new contacts. Most people get their head around it pretty quickly when we start discussing the product, but there are always those times when things take longer than they should.... I try to keep a sense of humor about it.”

# Joining Australian industry’s annual gathering

**The Crane Industry Council of Australia (CICA) annual conference is always a popular and well-attended event.**

And with many of the country’s leading crane buyers among the 400-plus delegates, the CICA 2017 annual conference was the perfect place to introduce the new Tadano GT-600EL “Crafted in Japan” truck crane.

The event took place at the Adelaide Convention Centre, 19th-21st October.

Tadano also exhibited a rough terrain GR-130EX at the event. Both machines met with the approval of Australian experts.

There was also an indoor exhibition area where Tadano also took space, to promote the benefits of the Hendrickson rubber suspension used in the new truck crane.



**The Tadano team at the CICA 2017 annual conference in Adelaide**

# Bigge and Reynolds join US dealer network

There are new dealer arrangements in place for the southwest states of the USA and for the state of Wisconsin up in the north.

Long-standing Tadano dealer Bigge Crane & Rigging, based in California, USA, has had its territories extended to include Arizona, New Mexico, Utah, and Colorado.

Bigge, which celebrated its centenary in 2016, has been a Tadano partner for nearly three decades. With several locations across the southwest states, Bigge is a natural fit for this region and has made a significant inventory commitment to service the four states.

“For many years Tadano products have been central to Bigge’s existing crane fleet, and this agreement expands our long-term relationship with the company,” said Weston Settlemier, president and CEO of Bigge. “Having a dealer relationship is consistent with our core business and will help us continue to grow our crane sales and rental operations.”

Ron Dogotch, senior vice president of national accounts for Tadano America, said: “The long relationship our two companies have enjoyed for nearly 30 years has created a strong foundation for continued growth and expansion of both the Bigge and Tadano brands.”

Elsewhere, Tadano America and Tadano Mantis have assigned Reynolds Equipment LLC, a subsidiary of Reynolds Rigging & Crane, as their dealer for the state of Wisconsin. This is a company even older than

Left to right are:  
Tadano America president Ingo Schiller, Bigge president Weston Settlemier, Tadano America senior VP Ron Dogotch and Bigge VP Brian Noga



Below, left to right:  
Ken Butz (Tadano America VP sales), Mark Reynolds (President & CEO, Reynolds Crane & Rigging), Nathanael Reynolds (VP, Reynolds Crane & Rigging), Darren Reddekopp (VP sales, Reynolds Equipment) and Bob Krause (Tadano America regional business manager)



Bigge. Reynolds Rigging & Crane was founded in 1888 as a horse and wagon delivery service. It bought its first crane in 1946 when diversifying to provide additional services. The creation of Reynolds Equipment takes the family business into the dealer world representing Tadano products. It is led by Mark Reynolds as president & CEO with his sons Nathanael Reynolds as vice president and Nicholas Reynolds as treasurer. Darren Reddekopp is vice president of sales.

“We work hard to determine the best lifting solutions for our customers,” said Mark Reynolds. “The Tadano partnership allows us to provide the safest and highest quality cranes in the industry to ensure our customers satisfaction.”

Ken Butz, vice president of sales at Tadano America, said: “We are very proud to partner with this family-owned company that has served the Wisconsin market for six generations.”

Ed Hisrich, vice president of sales and customer support at Tadano Mantis, added: “Reynolds Equipment aligns with the core values of Tadano. Both our new dealer and our customers will experience the advantages of this arrangement as both companies continue to grow.”

## Tadano America president elected director of trade group

Ingo Schiller, president of Tadano America, has been elected as a director of the construction equipment sector board of the Association of Equipment Manufacturers (AEM).

AEM is the North American trade group for the international off-road equipment manufacturing industry, including agriculture, forestry, mining and utility sectors as well as construction.



Ingo Schiller

Its officers and directors work on behalf of all member companies to provide strategic direction in areas including public policy, market data and exhibitions, as well as technical, safety and regulatory issues and education/training.

AEM has more than 950 members companies. It is headquartered in Milwaukee, with offices in Washington DC; Ottawa, Canada; and Beijing, China.

# Overwhelming response from customers at EXCON 2017



EXCON has now established itself as India's largest trade fair for construction machinery, drawing many international exhibitors.

EXCON 2017 was held 12<sup>th</sup>-16<sup>th</sup> December at the Bangalore International Exhibition Centre. This was the ninth time that the biennial event had been held and this time it attracted approximately 40,100 visitors, the organisers report – a substantial increase on the 33,200 visitors in 2015.

Tadano was among the exhibitors. On the Tadano booth an ATF 220G-5 all terrain crane was displayed alongside a truck-mounted TM-ZT505H cargo crane on a local Tata truck. Several inquiries were made during the week, mostly for all terrain and rough terrain cranes, making it a successful event for Tadano.



**We asked EXCON visitors why they had come to the Tadano booth. Here's what they said:**

*"It is important that our cranes help our clients to complete their projects efficiently and without delays; that's why we want a crane like Tadano that we can rely on."*

*"We decided to expand our fleet with Tadano cranes because they are known for their superior technology, user-friendliness, ease of operation, safety and efficiency."*

*"We prefer to buy new cranes that have the latest technology with comprehensive safety features. Tadano is known for its amazing safety features, technical strength, and durability, plus their cranes are easy to operate. We believe Tadano and Faun have combined the best skills and knowledge to give us this incredible machine."*

## ATF 400G-6 in Qatar

One of Qatar's leading crane hire companies now has a 400-tonne Tadano.

Al Anis Trading Company is a well-known name in the Gulf state of Qatar. It has been hiring equipment to the construction industry for more than 30 years and has more than 500 heavy machines in its fleet, including cranes, excavators, dozers and crushers.

It has workshop facilities for maintenance work and spare parts storage in Doha Industrial Area as well as Al Khor in the north.

Al Anis has recently been investing in larger capacity cranes for its fleet. One of its most recent purchases is a new 400-tonne ATF 400G-6, supplied by Tadano Middle East through its local dealer, Qatar Tractor & Equipment Co WLL.

Al Anis is very familiar with Tadano machines as it already has many of them in its fleet.



**Left to right at the crane handover are: Mr Kazuumi Hiwatashi, manager of Tadano Middle East (Rep. office); Mr Fernando Wada, Tadano Middle East sales manager; Mr Mohammad Islam, Al Anis operations manager; Mr Norihiro Kawai, Tadano Middle East sales manager; Mr Raji Zacharias, Qatar Tractor & Equipment sales manager; and Mr Anil Kumar, Qatar Tractor assistant sales manager**

# Our 150-year-old customer understands fleet efficiency

**Thomas Fischer, owner and managing director of the German transport company Otto Fischer, is a man of conviction. After good experience with three Tadano cranes, his fourth had to be Tadano as well.**

Otto Fischer, based in the German federal state of Thuringia, has been moving heavy loads since 1863. Managing director Thomas Fischer represents the fifth generation of family ownership.

The company already had a 35-tonne, a 70-tonne and a 220-tonne class crane, all made by Tadano but wanted to close the gap in the lifting capacity category around 100 tonnes. The Tadano ATF 100G-4 proved to be ideally suited for this purpose, because not only could it operate fully equipped as a 100-tonner but with just four axles it is also compact and manoeuvrable enough to operate as a 60- or 70-tonne machine. For Thomas Fischer, this versatility is a real competitive advantage.

In addition to the suitable ratio between lifting capacity, boom length and the number of axles, Tadano's dual-engine concept was a key factor in choosing this model. It means that the crane uses less fuel for lifting operations and



costs less to maintain. The savings are significant for a medium-sized company such as Otto Fischer and its customers.

Otto Fischer also receives good support from the Tadano factory in Lauf, helping to keep the equipment in good order.

**From left to right:  
Tadano Faun area sales manager Siegfried Müller;  
Otto Fischer crane driver Heiko Gärner; managing director Thomas Fischer; and crane driver Marc Müller**

## Austrian building contractor adds its third Tadano

**An Austrian building company has improved the efficiency of its operations by investing in a third Tadano all terrain crane.**

Kohlbacher GmbH specialises in residential and commercial construction. It operates a couple of Tadano all-terrain cranes – it has a 65-tonner and a 70-tonner – and it has now purchased a new Tadano ATF 110G-5. This third machine is larger than its other Tadano cranes, being in the 110-tonne capacity class.

Stephan Schrittwieser, engineer in charge of purchasing at Kohlbacher, says that the extra lifting capacity offered by the new crane means improved productivity since it means that larger prefabricated concrete components can now be lifted into place.

Thus, every time the ATF110G-5 goes to work, it is saving the company, and its customers, both time and money.

Stephan Schrittwieser says that most of the servicing and maintenance is carried out in Kohlbacher's own workshop.



Should more sophisticated work be needed, telephone support from the factory in Faun is usually sufficient. Support from the manufacturer is swift and comprehensive, he says.

**Kohlbacher's  
new ATF 110G-5**

# Distributor focus

*Our partners around the globe*

## Waterland Trading: now Tadano

### Nederland BV and Tadano Belgium BVBA



Waterland Trading is, or rather it was, the authorized distributor for Tadano cranes in the Netherlands, Belgium and Luxembourg. As of this year, it is a Tadano subsidiary and has a new name.

Shortly before Christmas 2017 Tadano Faun agreed a deal to take over ownership of Waterland Trading and the transaction took effect on 2nd January 2018.

Waterland Trading was established as a used crane trading company in 1990 by Peter Bleyenbergh in Broek in the north of the Netherlands. Peter Bleyenbergh had previously worked as a sales manager for the previous Tadano Faun dealer in the Netherlands and so Waterland became the exclusive Tadano distributor in 1998.

In 2003 it expanded its territory and opened in Diest, in Belgium. It also traded used equipment to customers around the world, and so Waterland Trading became well known internationally.

More recently the Dutch headquarters has moved from Broek to a business park in Purmerend, where it has 2,500 m<sup>2</sup> of workshop and 700 m<sup>2</sup> of office space.

Today, the team of 25 has consolidated Tadano's presence in the Benelux market, securing a strong number two position in several all-terrain tonnage classes.

Since taking over ownership, Tadano has acted swiftly to restructure the business into two independent subsidiary businesses: Tadano Nederland BV and Tadano Belgium BVBA. The directors of both of the newly formed companies are Jacob Wijmker, who was formerly director of Waterland Trading, and



# Fairs & Events

*Where to meet Tadano around the world*

- ◆ **Intermat**  
**23-28 April 2018** Paris, France  
See Tadano in the outside area at booth E6 F106  
[www.intermat.fr](http://www.intermat.fr)
- ◆ **Bauma CTT Russia**  
**5-8 June 2018** Moscow, Russia  
[www.bauma-ctt.ru/en](http://www.bauma-ctt.ru/en)
- ◆ **M&T Expo**  
**5-8 June 2018** São Paulo, Brazil  
[www.mtexpo.com.br](http://www.mtexpo.com.br)



Rolf Sonntag, Tadano's director of sales, marketing and human resources, based in Lauf.

In taking direct ownership of the distribution and service operations, Tadano is demonstrating even greater commitment to the Dutch and Belgian markets, which are home to some of Europe's most prominent crane operating companies.

For contact details, see below.

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