



Meet the new generation of clean, green GR roughridders

Four new generation GR rough terrain crane models were launched by Tadano in November, to provide customers around the world with a complete series of eco-friendly RTs with low emissions, low fuel consumption and low running costs.

The new models are designed for worldwide distribution but share many features of the two units launched earlier in the year for the North American market.

Tadano launched the GR-1000XL-2 and GR-750XL-2 at the Las Vegas Conexpo trade fair in the USA in March 2011 (see TGN Issue 20). Also now available in North, South and Central America are the GR-550XL-2 and the GR-350XL-2.

Following on, the four new models available for other markets are:

- **GR-800EX**, lifting 80,000kg at 3.0m
- **GR-600EX**, lifting 60,000kg at 3.0m
- **GR-500EX**, lifting 50,000kg at 2.5m
- **GR-300EX**, lifting 30,000kg at 3.0m.

Aside from class-leading performance and reliability that is synonymous with the Tadano brand, has numerous stand-out features, including:

- Upgraded Tadano Automatic Moment Limiter computer system (AML-C) that recognises outrigger formation, even when deployed asymmetrically.
- Added height safety features, including non-slip surface strips on the new flat deck and wider ladder steps for easier access.
- The new Hello-Net remote crane management system.
- Positive Control System: When the crane is on stand-by, fuel consumption is reduced by 20% by keeping hydraulic pump discharge to a minimum. When operating, hydraulic pumping is proportionate to pressure on lever control.
- Eco Mode, to control engine speed: Eco mode 1 reduces fuel consumption and CO2 emissions by



See p3 for a report on the launch event



GR-600EX
Lift capacity: 60t @ 3m
Boom: 11.0m - 43.0m
Jib: 10.1m, 17.7m

22%; Eco mode 2 reduces fuel use and emissions by up to 30%. All of these features comes as standard on every new generation Tadano GR rough terrain crane.

Each new model has the longest boom in its class and all except the GR-300EX have a rounded boom profile, made from high tensile steel.

Major markets for these cranes are expected to be in the energy sector (especially in North America, the Middle East and Russia) and mining (South America, South Africa, Australia and Russia).

The Hello-Net service was developed with these industries particularly in mind, as their job sites tend to be in remote locations that can take time for distributors to reach.



GR-800EX
Lift capacity: 80t @ 3m
Boom: 12.0m - 47.0m
Jib: 10.1m, 17.7m



GR-500EX
Lift capacity: 50t @ 2.5m
Boom: 10.7m - 34.7m
Jib: 8.8m, 15.2m

New 400-tonne AT proves itself on site

Tadano Faun's new flagship mobile crane, the 400-tonne capacity ATF 400G-6, has completed its transition from test-bed to jobsite, proving its exceptional class-leading lifting strength and all-terrain manoeuvrability.

The Tadano ATF 400G-6 was unveiled in prototype form at the factory to customers in May. Since then, testing has been completed, confirming its ability to safely lift 54.5t at 20m radius. This makes it 15% stronger than its next nearest competitor in the 400 tonne class.

The ATF 400G-6 achieves this without a boom suspension system, so it is easier to transport and quicker to set up, although a boom suspension system is also available if required.

Crane hire company Mayer, based in Burgberg in southern Germany, provided Tadano Faun with an early opportunity to test the crane in real site conditions. Mayer had the difficult job of replacing the starting ramps from a ski jump in Oberstdorf in the Bavarian Alps.

The excellent lifting capacities and logistical benefits of the ATF 400G-6 lent itself to this assignment. The journey to the jobsite was a challenge, through narrow alley ways of Oberstdorf and hairpin bends up the steep mountain, but the chassis handled as smoothly as a sports car.

Once on site and rigged up, the lifts went perfectly. The job was to work with two other cranes in the 200-220t class, and lift the ski jumps at the Erdinger Arena. When one of the 200t cranes broke down, the Tadano Faun team on site was reassured to see that its replacement was a Tadano ATF 220G-5 from crane rental company Glass Bau, based not far away in



The ATF 400G-6 has made its jobsite debut, lifting ski-jump ramps at the Erdinger Arena in Oberstdorf, Germany. The new crane worked in tandem with an ATF 220G-5



Mindelheim. The two Tadano cranes took the weight of the new ski ramps at the top end, while the third crane acted as tailing crane.

The calculated load was 100t. The ATF 400G-6 was positioned at a radius of 28m and lifted its part of the load with 35.2m of main boom extended. In this configuration, the ATF 400G-6 has a lifting capacity of 36.9t, comfortably within the margins required for the job.

Rotator celebrates 40 years with Tadano

In 1971 Rotator sold its first Tadano crane to its customers in Finland. Since then, it has sold more than 250 Tadano cranes to the Finnish market.

The 40th jubilee of this relationship was celebrated at the Maxpo 2011 exhibition, 8-10 September 2011, at Hyvinkää Airfield close to Helsinki. Mr Thomas Ahman, managing director of Rotator, was presented with a special plaque from Tadano Faun chairman Mr Satoru Oyashiki.

In a speech Mr Ahman attributed the success of the relationship to the quality of the cranes and the good support provided by Tadano.



Satoru Oyashiki (right) presents a gift to Thomas Ahman

The celebrations were accompanied by the sale of three Tadano all terrain cranes (ATF 220G-5, ATF 90G-4 and ATF 70G-4) to a Finnish customer.

Today Rotator employs 136 people. The company is made up of two headquarters, in Pirkkala and Vantaa, plus six subsidiaries and 14 service dealers spread across Finland.

As well as cranes, Rotator distributes a wide range of construction machinery as a distributor for Hitachi, JLG, Nissan and Merlo. For more information please visit www.rotator.fi.

Tadano is proud to work together with Rotator and looks forward to the next 40 years of cooperation.

Indonesian exposition



TM-1052 demonstrated at customer day in Pekanbaru

Indonesia is a growth market for infrastructure investment and its economy grew by 6.5% in the first half of 2011.

The country plans to increase oil production to one million barrels per day. Tadano was thus an enthusiastic participant at the Oil & Gas Exhibition in Jakarta. In Jakarta Tadano displayed a TM-ZE303MH crane, enabling customers to get up close to Tadano technology and quality.

A week later, Tadano then held a private customer gathering in Pekanbaru at the Grand Elite Hotel, bringing together companies in the oil and gas sector with crane rental companies. For this event, a TM-1052 was demonstrated.

Tadano has a great reputation in Indonesia and this event, was an opportunity to bring customers up to date on the latest



technology, and to present the service and spare parts network of Tadano Asia Pacific and Indonesian distributor PT United Tractors.

Tadano team with TM-ZE303MH at the Oil & Gas Exhibition

GT-600EX

Coming to Australia



The new GT-600EX truck crane was put on display at the annual meeting of the Crane Industry Council of Australia (CICA), held 14-16 September in Gold Coast, and got a really positive reception from those attending the event.

Although Tadano Oceania Pty Ltd only started operations in 2010, it has been busily working to meet customer needs and forge a name for itself.

The GT-600EX was shown to potential customers in advance

of its launch on the Australian market next year. This model has been newly designed to meet Australian bridge formula and, judging by the feedback from visitors to the CICA conference, it looks like being a real winner. The Tadano

Oceania team was repeatedly told that this was exactly the high quality, Japanese-made truck crane for which Australian customers have been waiting.

The GT-600EX for the Australian market has a 43m boom, a safe working load of 60 tonnes at 3m radius, and hydraulic/pneumatic suspension with hydraulic lock system and level adjustment. On the highway, it can be driven at speeds of up to 84km/h.



The Tadano Oceania team

Celebrations mark launch of new RT series

To celebrate the launch of the new Tadano rough terrain family, the press was invited to witness demonstrations of the cranes.

The event was held at the Shido plant in Kagawa prefecture on 2 November.

The ceremony began with briefings given by Mr Shinichi Iimura, junior executive officer of Tadano. He showed photographs of the cranes operating on construction sites and outlined market trends in global demand. Mr Iimura explained that Tadano expects demand for RT cranes to increase. Against a backdrop of a continuing worldwide rise in the price of natural resources such as crude oil, RT demand will be driven by projects related to energy generation and minerals extraction, he said.

This was followed by a briefing from the product



Above: This is the design team responsible for the new RT series

Top right: TV news interviews Mr Iimura



development division on the features of the new models. Emphasis was placed on how the design was informed by Tadano's strategy of combining high quality and

high functioning products with environmentally friendly features.

Highlight of the day was the demonstration of the capabilities of the new machines. The event was covered by television news channels and received significant space in the next day's newspapers.

Distributor focus

Our partners around the globe

Al Hashar & Co: Oman

Al Hashar & Company has represented Tadano in Oman for more than 25 years. Oman is an oil rich country on the eastern tip of the Arabian peninsula, neighbouring Saudi Arabia, UAE and Yemen, and has more than 2,000km of coastline.



Darrel Pereira

Al Hashar is a trading conglomerate with interests across many industries, including tourism, electronics, domestic appliances, pharmaceuticals and automobiles. Its trucks, cranes and construction equipment division is headed by Darrel Pereira, who has been with the company for nine years. Mr Pereira says that the total mobile crane market in Oman is around 100 units a year. Truck cranes are most in demand, with approximately 55 new and used units imported to the country in 2011. There were a further 35 new and used rough terrain cranes and approximately 10 all terrains.

Traditionally Tadano has had a strong market position in Oman, Mr Pereira says, and the brand is well recognised and respected. In recent times there has been strong competition from Chinese manufacturers offering lower priced products in the truck crane market. Additionally, in the rough terrain market, US manufacturers have benefited in 2011 from a weak dollar that has given them a price advantage.

Despite the competitive pressures, Mr Pereira is satisfied that business is good and that there enough 'A-class' customers, as



Al Hashar & Co. has recently delivered a GT-800EX 80t truck crane to Premier Logistics Muscat LLC in Oman. This is the second GT-800EX sold in Oman.

Founded in 1978, Premier Logistics is one of the most experienced providers of total supply chain management and logistics services in the oil sector in Oman. It already owns a fleet of six Tadano rough terrain cranes.

Mr M. Bheemshankar, group general manager of Al Hashar & Co., handed over the GT-800EX to Mr Sebastian Joseph, general manager of Premier Logistics Muscat.

Mr Joseph said: "After looking at the various options in the marketplace, our company settled on the Tadano GT-800EX because of our experience with Tadano and Al Hashar. We know that the Tadano brand is very reliable and can deliver unmatched performance and safety."

Fairs & Events

Where to meet Tadano around the world

- ◆ **Specialized Carriers & Rigging Association (SC&RA) - annual conference**
17-21 April Austin, Texas, USA
www.scranet.org/meetings
- ◆ **CTT/Conexpo Russia**
29 May - 2 June Moscow, Russia
www.conexporusia.com
- ◆ **Bauma China**
27-30 November Shanghai, China
www.bauma-china.com

he categorises them, who will not settle for anything less than premium quality products like Tadano.

The market has been picking up steadily, he says, and several major infrastructure projects that were put on hold in 2009 after the global credit crisis took hold have now been re-started. For example, the OMR 55m (\$143m) first phase of the Al Batinah

coastal highway is under construction and the OMR 41m (\$106m) second phase has just begun. The main highway from Sur to Bidbid is also being upgraded to dual

carriageway at a cost of OMR 45m (\$117m); and BP Gas has started a new \$120m development project.

"We see the market moving in the right direction, right now," Mr Pereira says. "The only thing we have to worry about is the meltdown in Europe and the appreciation of Japanese yen.



A 70t rough terrain GR-700EX

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