



## Tadano is ready for ConExpo

### *Pride of place for new three-axle RT*

The biggest event in the USA's construction equipment calendar is coming up and Tadano is planning to make some noise.

The ConExpo-Con/Agg exhibition takes place every three years in Las Vegas and the next one is nearly here, taking place from 4 to 8 March 2014.

Tadano America Corporation will show seven mobile cranes including the largest RT on the market – the new GR-1600XL-2 – which will get its official launch at the show although it has already been racking up orders from US crane buyers.

“ConExpo provides the perfect venue to showcase Tadano’s core values of safety, quality and efficiency in our products and services,” says Tadano America president Yo Kakinuma.

“Our goal at ConExpo is to give our dealers and the end-users of our equipment the opportunity to see for themselves the attributes of our cranes and the intrinsic quality built into these state-of-the-art machines.”

He adds: “At ConExpo, we will give our customers the opportunity to meet other Tadano crane owners from around the world as well as our management team.”

As usual, the Tadano booth will be in the outdoor area (Gold Lot 2101). “Our cranes will be a highlight of the Gold Lot,” Mr Kakinuma predicts.

Tadano America’s 2225m<sup>2</sup> booth will feature five rough terrain and two all terrain cranes:

- Two of the **GR-1600XL-2** (160 US ton capacity)
- **GR-1000XL-2** (100 US ton)
- **GR-750XL-2** (75 US ton)
- **GR-150XL-1** (15 US ton)
- **ATF 400G-6** (450 US ton)
- **ATF 220G-5** (250 US ton).

Tadano Mantis Corporation will also exhibit a **GTC-1200** telescopic boom crawler crane.

“ConExpo 2014 is the official unveiling of Tadano’s new GR 1600XL-2, 160 ton, three-axle rough terrain,” says Tadano America general manager Ron



The Tadano GR-1600XL

Dogotch, who is also vice president of sales. “However, this new model has already received unprecedented market acceptance in North America in the form of many purchase orders.”

The new model is Tadano’s first rough terrain crane with three axles. Outside of the Americas, it is badged as the GR-1450EX with a rated capacity of 145 metric tonnes.

Of the two GR-1600XL-2 cranes on Tadano’s booth, one will be configured showing the crane in the transportation mode with the quick self-removing front and rear outriggers. The second unit will be rigged as a general purpose RT.

The biggest machine on the stand will be the all terrain ATF 400G-6, which is also sure to get plenty of close scrutiny from crane buyers at ConExpo.

“The ATF 400G-6 is another best of class crane from Tadano,” says Ron Dogotch.

“This crane has the capacity, reach, safety features and ease of operation not found in most ATs on the market. This crane was designed to beat the competition in every arena and it lives up to our claim.”



ATF 400G-6

# Sales of ATF 400G-6 spread around the world

## First in the Middle East

After two years on the market, the 400-tonne class Tadano ATF 400G-6 all terrain is now reaching more and more parts of the world.

Early sales to rental companies in Germany, Spain, UK and Belgium have now been followed by deliveries to South Africa, Japan and Australia. Recent months have also seen deliveries to the USA and the Middle East.



The first ATF 400G-6 in the Middle East was delivered to M/s Sayed Kadhem Al Durazi & Sons by Tadano's distributor in Bahrain, YK Almoayyed & Sons. Tadano president and CEO Mr Koichi Tadano attended the official handover ceremony.

Sayed Kadhem Al Durazi was established in 1963 in Bahrain, providing civil construction services, ready-mix concrete supply and fabrication. It is now setting up a heavy-lift crane hire division and has also bought an ATF 220G-5 and two units of the ATF 110G-5.

"We are proud to present the first ATF 400G-6 crane in the Middle East to Mr Al Durazi, along with one 220-tonne and two 110-tonne all terrain cranes," said Gopi Subramanian, general manager of YKA's Heavy Equipment Division. "We at YK Almoayyed & Sons' Heavy Equipment Division have built a sufficient spare parts inventory and have conducted technical training courses on these specialty cranes to better support our clients. Our technicians have been trained by engineers from Tadano's factory over the past month on various operations of these highly advanced machines, from regular maintenance and fault finding to diagnosis and rectification of hydraulic, mechanical and electrical systems," he said.

Sayed Kadhem Al Durazi & Sons was impressed by the excellent main boom lifting capacities on the 400-tonne class ATF 400G-6 (even without the guy system), as well as a compact tailswing for such a large a six-axle crane and its easiness to move and set up.

Due to the integrated torque converter, the ZF-TC-Tronic HD gearbox of the ATF 400G-6 can exploit its full power at a very low speed, enabling the vehicle to drive safely around construction sites with a counterweight of up to 118 tonnes.



## First in North America

When the first Tadano ATF 400G-6 landed in North America in August, there were people from both Tadano America Corp and the customer, Barcelona Equipment Inc, at the dock to greet it.

The 400-tonne crane landed at the port of Brunswick in Georgia and was driven to Barcelona Equipment's office in Clearwater, Florida, a journey of 300 miles (480km).

Within days, it was out on its first job. Hammer Haag Steel wanted the crane to load equipment onto a barge that was heading to Louisiana.

The crane was then brought back to Barcelona's yard for two weeks of training with Tadano service technicians. Since then it has been much in demand and is featured on the cover of *Crane Hot Line* magazine's January 2014 edition (pictured above).

Barcelona president Bob Steiner says that he chose Tadano on the recommendation by crane dealer Jack Swan of Exact Crane & Equipment. He visited Tadano America's offices in Houston with his son Justin Steiner (who is Barcelona's sales manager) and Jack Swann. He liked what he saw.

"We are particularly impressed with the three back-up systems for the boom telescoping," Bob Steiner says. "For example, if the AML screen should go down, the remote and display sticker on the glass would determine how and where the boom is locking with the cylinder. If total failure of the AML screen and telescoping display occurs, the yellow ID box in the cabin would show all details over the tele-system so the boom could be retracted safely. This is an excellent safety feature."

There is plenty more he likes about it too. "The main boom capacity is much stronger than comparable cranes. And its quick assembly and road ability separate it from the competition," Mr Steiner says.

**Below (left to right): Barcelona Equipment sales manager Justin Steiner and president Bob Steiner with Jack Swan of Exact Crane & Equipment and Tadano America Corp VP of sales Ron Dogotch**



# Special visit from Laos prime minister

Prime Minister Thongsing Thammavong of the Lao People's Democratic Republic tours the TADANO Shido plant

On Monday 16th December Prime Minister Thongsing Thammavong of the Lao People's Democratic Republic (Laos) toured the Tadano Shido Plant.

Prime Minister Thongsing was visiting Japan to attend the ASEAN-Japan Commemorative Summit that was held in Tokyo on Saturday 14th December. After the summit, he took a two-day tour of Kagawa, during which he visited Tadano Ltd. and several other companies in the prefecture.

On the day of his plant visit, the Prime Minister learned much about Tadano's products. He was guided through the rough terrain cranes' final assembly line by the company officer in charge of the Production Division, and he got an up-close look at the AR-5500M, the highest-capacity all terrain crane manufactured in Japan, which boasts a lifting capacity of 550 tonnes.

Prime Minister Thongsing and members of his delegation all showed a keen interest in Tadano's manufacturing process and they asked many questions during the Q&A session that followed the plant tour.



Above: The delegation of the Lao People's Democratic Republic with company officers of Tadano Ltd. Prime Minister Thongsing is sitting in the centre of the front row.

## Tadano cranes help Laos dam project

CH Karngchang Public Co. Ltd is one of largest general contractors in Thailand.

It took delivery of 44 new Tadano cranes in 2013, including ATF 220G-5 all terrain, GR-600EX rough terrain and GR-300EX rough terrain types.

It has now ordered another rough terrain and more all terrain cranes for a large hydro electric power project in Laos.

This latest order was followed by key personnel from the company making a visit to Tadano's offices in Tokyo and to the Shido and Tadotsu plants in Kagawa prefecture.

CH Karngchang is building a dam in Laos that will create a reservoir with 1.3 km<sup>3</sup> of gross storage capacity and a surface area of 49 km<sup>2</sup>. Scheduled for completion in March 2020, the power plant is designed to generate 1200MW of electricity.

Mr Sittidej Trivisvanet, executive vice president purchasing, explains: "We select Tadano cranes because our crane operators strongly recommended them and because we have found them to be more reliable and more durable than other cranes."

He adds: "Tadano safety features are also a deciding factor for us. The AML system for boom and outriggers has a user-friendly display and ensures we have safe and efficient crane operation. We are also very satisfied with Tadano's customer service."



Above: Tadano cranes on the dam construction project



Right: Karngchang personnel during their recent visit to Tadano's Shido plant

# Multico celebrates 40th anniversary in style

**Multico, one of Tadano's long-serving distributors, has celebrated its 40th anniversary.**

Multico was established in Singapore and has been with the Tadano network since 1976. It is the official Tadano distributor for the countries of Singapore, Malaysia and Brunei.

The company held several events during 2013 to mark its 40th year, culminating in a gala dinner at the five-star Regent Hotel in Singapore for all employees. They were joined by staff from Multico subsidiary companies across the region and by senior representatives from Tadano and other manufacturing companies that Multico represents.

There were more than 300 people at the celebration, including Tadano senior executive officer Mr Tadashi Suzuki and Tadano Asia managing director Mr Hisashi Miyazaki.

Multico Equipment & Parts Pte Ltd also sells Bobcat skid-steer loaders, Clark forklifts, Massey Ferguson tractors and Almgig compressors, among others. However, Tadano is the biggest part of its business.

There were also other events during the year for customers, including a special cruise to the paradise island of Redang, off the northeast coast of Malaysia.



**Above: Multico chairman Mr Benny Subianto (seated) and managing director Mr H.J. Hendra (right) welcomed guests including PT UT president director Mr Djoko Pranoto (second from left), PT UT vice-president director Mr Gidion Hasan (left), Tadano senior executive officer Mr Tadashi Suzuki (second from right), and Tadano Asia managing director Mr Hisashi Miyazaki (centre)**



**The Redang cruise party**



**Tadano cranes in Multico's yard**

## Seven GT-550E-2 truck cranes for Iraqi ministry

**The Republic of Iraq's Ministry of Water Resources is responsible for looking after an extensive system of irrigation canals and dams.**

It works to balance the competing demands of irrigation, municipal and industrial water supply, hydropower, flood control and environmental requirements.

Not least among its challenges is the restoration of the Mesopotamian marshes. The former regime drained more than 90% of the original 20,000km<sup>2</sup> that made up the

Hawizeh and Hammar marshes, driving many thousands of people from their homes.

Tadano distributor United Iraqi Trading Equipment Company (UITECO) has delivered a shipment of



seven truck cranes to the Ministry of Water Resources to support its work.

The cranes are GT-550E-2 truck cranes, manufactured in Beijing by the BQ-Tadano joint venture. This model has a 42m boom, a safe working load of 55 tonnes at 3m radius, and it can travel at 75km/h.

Three went to the General Commission for Operation of Irrigation & Drainage Projects; two to the General Commission for Groundwater; one to the State Commission for Dams & Reservoirs; and one to the Department of General Estuary.

**Above: In the centre is Mr Saad Jassam Hamadi, deputy manager of warehouses for the Ministry of Water Resources. UITECO general manager Mr Jamal Tahir Yahya is second from the right, and his product support manager Mr Amer Ali Hasan Al-Turaihi is on the right**

# Making an impact at Excon

**India's largest exhibition for construction equipment is held every two years in Bangalore.**

The 2013 event took place from 20th to 24th November, with 715 exhibiting companies covering a space of 220,000m<sup>2</sup> at the Bangalore International Exhibition Centre in India. There were more than 35,000 visitors to the event.

India is Asia's third largest economy and economists predict that it will become the world's third largest by 2050. The Planning Commission of India estimates total infrastructure spending of about US\$ 428bn during the 11th Five-Year Plan (2007-11), doubling to approximately one trillion dollars for the 12th Plan (2012-16). It is therefore an increasingly significant market for construction equipment producers such as Tadano.

Among the exhibitors at Excon 2013 was Tadano India, which had an 1100m<sup>2</sup> booth right in the centre of the outdoor exhibition area to display a GR-800EX rough terrain crane and an all terrain ATF 220G-5. The latter was the biggest mobile crane at the show.

During the week a total of 1,101 customers and potential customers were recorded as visiting the Tadano booth to take a closer look at the cranes and meet the Tadano team. On 21st November Tadano held an evening reception and welcomed customers.



Above: The Tadano ATF 220G-5 was the biggest mobile crane on show in the Bangalore



Left: The Tadano India team at Excon

## BQ Tadano at BICES exhibition

**BICES – the Beijing International Construction Machinery Exhibition & Seminar – is China's longest established trade fair for construction equipment.**

These days it is held every two years at the Beijing Jiuhua exhibition centre. The 12th BICES took place 15th-18th October 2013 with 1,000 exhibitors occupying 186,000m<sup>2</sup> of show space. The 120,000 visitors came not only from China but also from across Asia, the Middle East and Japan, the organisers reported.

There was an also an international presence among the exhibitors, including Japanese construction equipment producers Hitachi and Kobelco, although not Komatsu.

Chinese producers were also out in force, even though some of the largest companies had smaller booths than at the previous BICES in 2011.

Tadano's manufacturing joint venture BQ Tadano is based in Beijing and so it is a regular exhibitor at BICES. This time it displayed a GT-1000E truck crane, which at 100-tonne capacity is the largest crane that BQ Tadano produces.

BQ Tadano cooperated with Beijing Jingcheng Heavy Industry (JCHI) for BICES 2013 to share a



720m<sup>2</sup> booth, which recorded more than 1,000 visitors during the four days of the show, with a lot of interest shown in the truck crane.

BQ Tadano's BICES team in front of the GT-1000E



# Distributor focus

*Our partners around the globe*

## HCKK: Kazakhstan



Some of the people who make HCKK a national 'Leader of Industry'

**HCKK was established in Kazakhstan in 2003 by Kyuyong Seong, an immigrant from South Korea.**

The company was set up as the sole dealer for Hyundai commercial vehicles and construction equipment in Kazakhstan. Kyuyong Seong owns 95% of the business and his local partner Li Valeryi Sidinovich owns 5%.

After getting enquiries from customers for mobile cranes, HCKK began importing from China but it found that the after-sales and spare parts support from the Chinese manufacturer to not meet the expectations of either HCKK or its customers. HCKK has always prided itself on the service it offers.

Therefore it approached Tadano and began discussions about becoming its dealer. In 2007 it imported its first Tadano crane from Japan.

Kazakhstan is the ninth biggest country in the world. HCKK's head office is in Almaty in the south but it also has a service training centre in the capital city, Astana, in the north as well as two other branch offices. The service training center offers courses for all clients who use Tadano and Hyundai equipment. Every two months HCKK invites 15 or 20 companies for a three-day training programme, with technical, theoretical and

### Customer training



# Fairs & Events

*Where to meet Tadano around the world*

- ◆ **ConExpo-Con/Agg**  
**4-8 March 2014** Las Vegas, NV, USA  
[www.conexpoconagg.com](http://www.conexpoconagg.com)  
(See us in the Gold Lot, booth 2101)
- ◆ **CTT**  
**3-7 June** Moscow, Russia  
[www.ctt-moscow.com](http://www.ctt-moscow.com)
- ◆ **Bauma China**  
**25-28 November** Shanghai, China  
[www.bauma-china.com](http://www.bauma-china.com)
- ◆ **bC India**  
**15-18 December** Delhi, India  
[www.bcindia.com](http://www.bcindia.com)

practical exercises, with free accommodation and meals. The fifth floor of the training centre building is a hotel.

Sales director Adlet Shakerov says that the central Asian market is very much in the development phase for Tadano, so education and training are important parts of the marketing strategy. Sales in 2013 include two GR-800EX rough terrain cranes to Ariadna, a construction contractor working for the oil company Tengishevroil (TCO).

HCKK has also launched all terrain ATF 110G-5 in Kazakhstan. This crane was exhibited at the Kazkomak 2013 exhibition in September, which is the country's primary trade fair for construction machinery. HCKK won the prize for the best outdoor stand at the show. It was a special year for HCKK in 2013 – it also won a national 'Leader of Industry' award from the government, which is given only to the top companies in each economic sector.

## Tadano worldwide

### TADANO Ltd

#### International Headquarters (Japan)

phone: +81 3 3621 7750  
email: [tdnihq@tadano.co.jp](mailto:tdnihq@tadano.co.jp)

[www.tadano.com](http://www.tadano.com)

### TADANO America Corporation (USA)

phone: +1 281 869 0030  
email: [sales@tadano-cranes.com](mailto:sales@tadano-cranes.com)

[www.tadanoamerica.com](http://www.tadanoamerica.com)

### TADANO MANTIS Corporation (USA)

phone: +1 615 794 4556  
email: [sales@mantisranes.com](mailto:sales@mantisranes.com)

[www.mantisranes.com](http://www.mantisranes.com)

### TADANO FAUN GmbH (Germany)

phone: +49 9 123 1850  
email: [info@tadanofaun.de](mailto:info@tadanofaun.de)

[www.tadanofaun.de](http://www.tadanofaun.de)

### BQ TADANO Ltd (Beijing) Crane Co Ltd

phone: +86 10 8949 8703  
email: [sales@bq-tadano.com](mailto:sales@bq-tadano.com)

[www.bq-tadano.com](http://www.bq-tadano.com)

### TADANO Ltd Middle East Office (Dubai)

phone: +971 4 887 1353  
email: [tadano@tadano.ae](mailto:tadano@tadano.ae)

### TADANO Asia Pte Ltd (Singapore)

phone: +65 6863 6901  
email: [tdn-crane@tadanoasia.com](mailto:tdn-crane@tadanoasia.com)

### TADANO Korea Co Ltd

phone: +82 2 714 1600  
email: [tadano@korea.com](mailto:tadano@korea.com)

### TADANO Oceania Pty Ltd (Australia)

phone: +61 7 3120 8750  
email: [info@tadano.com.au](mailto:info@tadano.com.au)

### TADANO (Beijing) Ltd (China)

phone: +86 10 5190 9026  
email: [beijing@tadano.co.jp](mailto:beijing@tadano.co.jp)

### Taiwan TADANO Ltd (Taiwan)

phone: +886 2 2754 0252  
email: [tadano@ms18.hinet.net](mailto:tadano@ms18.hinet.net)

### TADANO America Corp Panama Office

phone: +1 281 869 5803  
email: [sales@tadano-cranes.com](mailto:sales@tadano-cranes.com)

### TADANO Brasil Equipa. de Elevacao Ltda

phone: +55 11 4024 4118  
e-mail: [tadano@tadanobr.com](mailto:tadano@tadanobr.com)

### TADANO India Pvt Ltd

phone: +91 80 4093 1566  
e-mail: [info@tadanoindia.com](mailto:info@tadanoindia.com)

### TADANO (Thailand) Co Ltd

phone: +66 33 010 939