

GR-1200XL makes debut at ConExpo



New-style ATF 110G-5



Compact GR-150XL Off Road Industrial

The new GR-1200XL will be introduced at ConExpo 2017 in March, along with a new version of the ATF 110G-5 and two new telescopic boom crawler cranes.

With a rated capacity of 120 US tons, the GR-1200XL is now Tadano's largest rough terrain crane on two axles. It has a 183ft 9in (56-metre) six-section boom, with a 33ft 2in (10.1-metre) to 58ft 1in (17.7-metre) jib. Outside of North America it is the 110-metric-tonne GR-1100EX.

Tadano's GR series rough terrain crane line-up now has seven models ranging from 15 to 160 US tons (12 to 145 tonnes). These cranes have become mainstays in the energy, petrochem and construction sectors thanks to their reputation for reliability, safety, power and low operating costs.

"We are particularly eager to unveil this new crane at ConExpo that fills the gap between our popular and market leading GR-1000XL and GR-1600XL models," says Ingo Schiller incoming president of Tadano America. "Tadano continues to lead the rough terrain crane market by building high quality cranes that have the lifting performance and ease of transport that our customers need."

The ATF110G-5, rated at 121 US tons (110 tonnes), has been upgraded to include multiple counterweight configurations for ease of transport and the new AML-F load moment system that includes full on-board diagnostics.

"The former ATF 110G-5 was one of our most popular cranes," says Mark Krajci, all terrain crane product manager. "We have been looking forward to the new model introduction and the improved ability to work and transport the machine in multiple counterweight configurations."

Tadano will also be displaying three other rough terrain cranes at the Las Vegas Convention Center showground: the compact GR-150XL Off Road Industrial; the GR-1000XL, which dominates the 100-ton class rough terrain crane market in North America; and the three-axle GR-1600XL, whose new boom and jib combinations now offer a maximum lifting height of 302.5 feet (92.2 metres).

From the all terrain series there will be the ATF 70G-4 and the flagship ATF 400G-6, that was also shown at ConExpo 2014.

Tadano will also show the new GTC-800 and GTC-600 telescopic boom crawler cranes, rated at 80 and 60 metric tonnes, with full pick-and-carry capability.

The design project was a collaboration between Tadano engineers in the USA and Japan to develop the telescopic boom, integrating Tadano winches, jib, hydraulic cylinders, AML-C and Hello Net telematics.

Both GTC models have the new Opti-Width track positioning system that allows both symmetrical and asymmetrical track positions during reduced track width operation to optimise lifting performance at any track width. It can improve capacities by up to 50% over symmetrical, reduced track width configurations.

GR-1200XL/
GR-1100EX

ConExpo-Con/Agg takes place in Las Vegas, USA, from 7-11 March 2017. Tadano will be in the Gold Lot at booth G4137.

The new GTC-600 has a 4-section 37.7 118.1 ft (11.5-36.0 metre) full power hydraulic boom



Henneberger impressed by ATF 220G-5

German logistics company Henneberger OHG has been thoroughly satisfied by the performance and versatility of its new flagship crane.

In May 2016 Henneberger OHG purchased its first Tadano crane, a new ATF 220G-5, which became the largest crane in its equipment fleet. It has since been deployed on dozens of lifting operations and proved its value every time.

Henneberger OHG is an owner-operated mid-sized logistics company that operates from three locations: in Thuringia, in Upper and Lower Franconia and in adjacent Hesse. The company operates a broad range of mobile and truck-loader cranes as well as various semi-trailers.

“Our choice of the ATF 220G-5 was based on the fact that the crane could be designed in the configuration we needed, with size 16 tyres, 10x8 drive and in compliance with the specified axle loads,” explains Mario Henneberger, managing partner and commercial director of the company. “Moreover, the 68-metre main boom, a comparably low total counterweight of 71 tonnes and the excellent lifting capacity ratings, especially in the partial counterweight range, result in a very convincing total package which has proved its worth many times over so far.”

As soon as the new crane arrived from the factory, there were bookings for it. “For construction work requiring cranes, for lifting of plant constructions or for positioning prefabricated concrete parts, the crane has shown excellent operability and – especially in the terrain of our central German



uplands – it is very efficient and flexible to manoeuvre thanks to its excellent chassis. The proven two-engine concept and reliable service provide additional support for the economically efficient operation of the machine,” says technical director Hubert Henneberger.

Besides its power to lift heavy loads, the ATF 220G-5 is also notable for its new driver's cab. New seats and panoramic windscreen add to ergonomic comfort. And the same multifunction touchscreen has been integrated in the carrier cab and the superstructure cab, making the transition from driving to lifting operation totally smooth.

Lifting versatility is enhanced by the ability to extend outriggers asymmetrically, and have the automatic moment limiter automatically adjust the load capacity in each separate zone around the crane. This means that the crane can be safely used to its limits where set-up space is restricted.

Open House at Tadano Mantis

Tadano Mantis Corporation recently welcomed customers and distribution partners to an Open House at its final assembly plant in Richlands, Virginia.

It was an opportunity to show TMC's expanded facilities, and to demonstrate the features that set Tadano Mantis telescopic boom crawler cranes apart from the competition.

The Open House festivities started with a dinner reception at the Holiday Inn Bristol Conference Center, where guests were welcomed to Virginia by Koichi Tadano, President and CEO of Tadano Ltd, and Shiro Morita, COO of Tadano Mantis.

Tadano Ltd officer Kozo Hayashi also travelled from Japan with Mr Tadano for the event, while Tadano America president and COO Yo Kakinuma and executive vice president Ingo Schiller were also on hand.

The next morning, customers and distributors were able to tour the Richlands plant, where assembly, testing, calibration, final assembly and shipping take place. Tadano Mantis vice president of plant operations, Nobuhiko Hattori, welcomed everyone to the plant and explained the manufacturing and safety methods used by his team each day.

Ed Hisrich, vice president of sales and customer support, then gave a presentation on the company's history and the benefits of the GTC Series cranes, reminding customers that the GTC-800 and GTC-1200 use the best technology from Tadano group companies, have full load chart 'pick and carry' capabilities, incorporate Tadano Hello-Net telematics and have full functionality of the Tadano AML-C rated capacity indicator.

After plant tours and lunch, visitors witnessed live demonstrations of the machines.



Above: Mr Koichi Tadano welcomes visitors



The demonstrations promoted features including:

- The GTC's ability to be **assembled or disassembled quickly**, without the use of any tools or a support crane.
- The **radio remote control package** that is available for Tadano Mantis cranes, able to control all crane functions, including travel, boom hoist & extend, and winch operation.
- **Pick and carry capability:** The 15010 was shown simultaneously lifting, carrying, and even slewing a 6010LP weighing 67,000 lbs (30.4 tonnes); the GTC-1200 lifted a model 9010 weighing 99,500 lbs (45.1 tonnes) and also demonstrated the automatic out-of-level load-chart switching and external light bar.
- The **infinitely variable and asymmetrical track positions** that are available with the GTC-800, thanks to the robust design of the hydraulic cylinders, position feedback transducers and hydraulic locking valves coupled with the power of the Tadano AML-C.
- **GTC-1200 jib deployment:** The jib was deployed using its hydraulic assist cylinder and pendant radio remote control. Tadano standard telescoping pins can be activated from the ground to lock the jib in position, removing the need to climb ladders or walk the boom.



The Tadano Mantis GTC-1200

Mantis in Oman

Oman-based Sinan Heavy Lift has added a Tadano Mantis GTC-700EX to its equipment fleet.

Sinan uses the crane for pick & carry work, pipe laying, foundations and assembly of bigger lattice boom cranes.

Mr Sinan Al Harthy says that the crane has enabled his company to target niche markets where other types of cranes fail to perform. "Although our experience with telescopic boom crawler cranes is new, it has already completed some challenging jobs successfully and that has opened the door for many more opportunities," he says.

He also says that the certified work platform supplied with the crane has further increased its productivity and profitability. "It is definitely a versatile piece of equipment," he says, "satisfying both the requirements of a construction site work platform and a crane."



Mr Sinan Al Harthy

The Open House concluded that evening with a dinner and reception at Bristol Motor Speedway. Although there was no race that night, it was an opportunity to see behind the famous NASCAR facility that recently hosted a world-record American football crowd of more than 156,000.

Training in Cuba



Crane training in Cuba has taken a step forward, as Yuri Garcia of BDC International SA explains.

In an unprecedented development for Cuba, BDC International S.A, official distributor for Tadano cranes in Cuba was joined by Tadano specialists to organize a general training course for mechanics and operators. It is the first step in what is expected to be a long-term business relationship.

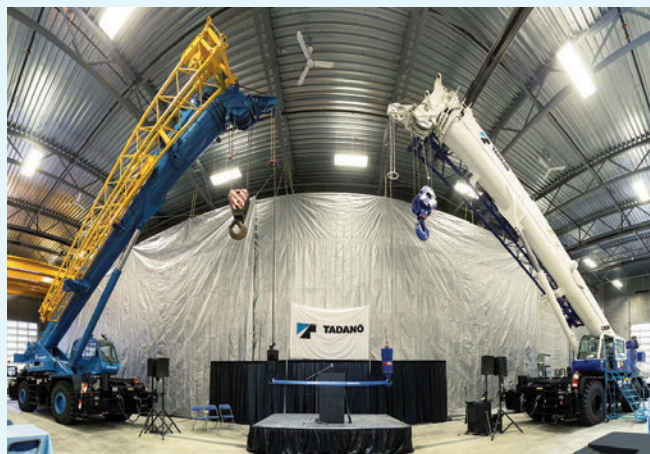
The training course took place at BDC International's offices in Havana and was led by Tadano's Takahiro Miyazaki, manager for Latin America, and Tadano America Corporation engineer Tomas Morell. The course was specific to the existing Tadano crane fleets in Cuba, as well as new technologies and safety procedures. Attendees included mechanics, operators and specialists from different Cuban companies that already work with Tadano cranes.

"We decided to give a basic training course to all of the clients that use our equipment in order to expand their knowledge of the proper use of the cranes and the importance of regular maintenance to ensure a safe and long life of the machines," says Tomas Morell.

BDC International's chief technical specialist Luis Dueñas also brought along to the course several mechanics from BDC LOG, one of BDC International's sister companies that provides after sales services for all of the equipment sold in Cuba to ensure that they too are up to date on latest Tadano guidance.

This training course is only the first step for Tadano and BDC in getting closer to Cuban customers. Future courses will allow Tadano to introduce the newer models of as well as help clients with repairs and maintenance. Jorge Reyes, a spare parts specialist at BDC International, explained that several Tadano cranes in Cuba are more than 20 years old and clients would like to overhaul them to keep them up and running.

BDC International reports that it is on a steady growth course for 2017 to consolidate Tadano's position in the market.



New Canada branch opens its doors



Robin Bailey of Procrane (right) joins Tadano's Shinichi Iimura (centre) and Yo Kakinuma for the ribbon cutting

The Canada branch of Tadano America Corporation moved to new offices in December 2016.

The new Tadano headquarters for Canada office are in Leduc, Alberta. The 11,830m² facility with 1,926m² building provides much more space than before and includes a training room, plenty of workshop space and a spare parts warehouse – all to the benefit of customers as Tadano expands its sales in Canada.

Tadano held an opening ceremony for the new office on 8th December with more than 80 guests from 28 companies. As well as touring the new facilities, guests were shown the latest cranes and fed Japanese sushi.

Robin Bailey, president of Procrane Ltd, assisted with the ribbon cutting and joined Shinichi Iimura, executive officer Tadano Ltd, and Yo Kakinuma, president of Tadano America Corporation, in making speeches.

"Many guests came to the ceremony from a variety of companies," says Kyle Saunders of the TAC Canada office.

"It was an opportunity for us to offer them our thanks and to show how we have grown our presence in Canada. On the back of this, we are looking forward to further growth opportunities."



Monark flies Tadano flag at PhilConstruct

Philconstruct is the biggest construction equipment and building materials exhibition in the Philippines.

It is an annual event, which is held in three major cities – Manila, Cebu and Davao. The biggest of the three is the Manila leg, which was held most recently from 9th to 12th November 2016 at the World Trade Center in Pasay City.

Tadano's Philippine distributor, Monark Equipment Corp., annually joins all three exhibitions; and in Manila it was on of 1,813 exhibitors. Monark Equipment's main objective is to promote its position as a one-stop-shop of premium heavy equipment and material handling products and services, and as the largest network in the industry, with 14 branches nationwide.

During the four-day event in Manila, Monark Equipment displayed a Tadano Hydraulic Rough Terrain Crane GR-600EX along with its other products, and was awarded the second runner-up prize for "Best Outdoor Display".

It was a successful event for Monark Equipment with booth visitors increased by 60% compared to 2015.



Left: Monark showed the Tadano GR-600EX

Below, left to right: From the Monark and Tadano team at PhilConstruct are Michelle Salanguste, Patrick Ordiz, Amalea Azul, Jaizalene Geronimo, Raymund Panis, Crystel Villordon, Anthony Bayani, Julie Pacites, Taro Hamada, Marimel Michael and Moe Anan



Technical information exchange with Hino

Representatives from the overseas sales division of Japanese commercial vehicle manufacturer Hino Motors visited Tadano's Chiba plant recently to learn more about mounting Tadano loader cranes and aerial work platforms (AWPs) to trucks.

Hino Motors is one of the largest truck manufacturers in Japan and its sells its trucks to all over the world.

The delegation of 27 visitors from Hino Motors were given a presentation on Tadano loader crane and AWP products before having a tour of the Chiba Plant, where they studied the truck mounting process.

This was followed by product demonstrations and then a question-and-answer session.

As one of the visitors from Hino Motors explained: "Hino Motors has a philosophy of total product support, which includes supporting all processes related to Hino products from purchasing to scrap. The truck includes not just the truck itself but also



Visitors from Hino Motors at Tadano's Chiba plant

any mounting or specialized products. Therefore we have to work closely with the specialized vehicle makers to achieve 'total support' for our customers."

Distributor focus

Our partners around the globe

Arnab Kran & Lift AB: Sweden

Arnab Kran & Lift AB has been the distributor for Tadano in Sweden since 2003. The company is owned by Viggo Lund, who also owns Knutsen Maskin A/S, the Tadano distributor for Norway.

Since April 2015, the chief executive of Arnab Kran & Lift is Jimmy Berntsson, while in charge of sales is Martin Andersson, who has been with the company since it started selling Tadano cranes.

The company is now active in Denmark as well as Sweden as its customers often work across borders. Arnab cooperates with other Tadano distributors across northern Europe to provide a comprehensive support service for Tadano products regardless where they are bought.

At the outset, the main product for Arnab Kran & Lift was the popular Tadano GR300EX rough terrain crane as it used to be legal to drive rough terrain cranes on public roads in Sweden. However, with the advent of new road regulations, demand for RT cranes fell away; in their place, truck-mounted cranes have risen in popularity, and demand has grown for all terrain cranes too. Arnab has had a lot of success with three- and four-axle Tadano all terrain models and it has also sold several of the HK models. Today, however, the five-axle ATF 130G-5 and ATF 220G-5 are the best sellers, says Martin Andersson.

"We have also received very good feedback from the customer who has bought the six-axle ATF 400G-6," he adds.

Hopes are high for 2017 as the construction industry in Sweden is currently enjoying better times and Arnab has carved out a strong market position for itself by focusing on developing its after sales and service department.

"We think it is realistic to aim to achieve a market share in Sweden of approximately 40%," says Mr Andersson. "Arnab Kran & Lift AB now has the most competent service department for mobile cranes in the country."

Among satisfied Arnab customers in the past year are two of the biggest players in the crane business in Sweden – Havator and BinSell.

Havator has its



Sales manager Martin Andersson

One of Havator's ATF 400G-6 cranes at work in Sweden



Fairs & Events

Where to meet Tadano around the world

- ◆ **Conexpo-Con/Agg**
7-11 March Las Vegas, USA
www.conexpoconagg.com
Visit us in the Gold Lot at booth G4137
- ◆ **CTT Moscow**
30 May – 3 June Moscow, Russia
www.ctt-moscow.com
- ◆ **Crane Industry Council of Australia (CICA)**
19-21 October Adelaide, Australia
www.cica.com.au
- ◆ **Excon**
12-16 December Bengaluru, India
www.excon.in

headquarters in Finland but operates across Scandinavia and the Baltic States, with 13 locations in Sweden. Last year Arnab Kran & Lift, in cooperation with the Finnish Tadano distributor Rotator Oy, delivered several five- and six-axle cranes to various Havator rental yards. Havator had initially chosen to buy just one ATF 400G-6 but its positive experiences prompted the decision to invest in more of Tadano's larger all terrain cranes.

Stockholm-based BinSell is the largest crane operating company in the Swedish capital, with a fleet of more than 70 mobile cranes, and is also now a customer of Arnab Kran & Lift. In 2016 BinSell chose its first Tadano cranes: an ATF 130G-5 and an ATF 220G-5.

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