



Spring launch for Tadano Faun's two new five-axle machines



On the occasion of the European Distributor Days 2009, at the factory in Lauf in March, Tadano Faun launched two new five-axle cranes, the ATF 130G-5 and the HK 70.

With a rated capacity of 130 tonnes, the ATF 130G-5 extends the G series family of all terrains and closes the gap between the ATF 110G-5 (110-tonne capacity) and the ATF 160G-5 (160-tonnes).

The chassis is available in either 10x6x10 or 10x8x10 drive/steer configuration using the well-proven Faun steering system.

With all wheel steering as standard, there is no need to lift an axle when in crab mode. The first and second axles are steered mechanically, while the rear three are electro-hydraulically steered.

Using the single cylinder telescoping system that is usual in this class, the six-section boom extends to 60m in about 400 seconds. The strong chart shows it can lift 10.6 tonnes at 18m radius and 2.2 tonnes at 56m radius, both through 360°.

Boom extensions are available from 10m/18m to 32m in mechanical or hydraulic version. This is the first five-axle model in the family to have the option of the hydraulically powered jib, previously only on the four-axle models. The ATF 130G-5 extensions also integrate a 3.8m heavy duty jib, which has a maximum capacity of 40 tonnes.

The 'Cockpit' upper cab, the easy operable Tadano AML and the Lift Adjuster safety feature

Above: The new ATF 130G-5 all terrain from Tadano Faun – shipments begin in the second half of the year

Above right: The truck-mounted HK 70

Below: Participants at the European Distributor Days, who were the first to see the two new models

all come as standard. A new feature on the cab are electrically extendible walkways to ease access to the superstructure areas.

After final tests in Lauf, the prototype will be shipped to Japan to be introduced globally. First shipments of European units are expected later this year.

The new HK 70 is a 70-tonne capacity truck-mounted crane and the only German-made five-axle truck-mounted crane on the market.

It was developed on request from, and in co-operation with, the Dutch rental company Mammoet. It is now also available for other customers. The superstructure is based on the ATF 65G-4, with its 44m single-cylinder boom. It is mounted on the customer's choice of a conventional four-axle truck (seen here on a Mercedes Actros), plus a tag axle.

The HK 70 carries a maximum 15 tonnes of counterweight, a 9m/16m jib, a 32-tonne hook block and 10-tonne swivel hook and still has a gross vehicle weight of only 52 tonnes.

The superstructure is powered by a 90kW (122hp) four-cylinder Mercedes Benz Diesel engine and features a separate 200-litre capacity fuel tank.

As with the HK 60, the HK 70 is fitted with the 'Cockpit' cab as well as the Tadano AML.



Tadano Group announces management changes



officer of Tadano Ltd. He returns to Germany after seven years in Japan, having been in charge of the overseas sales operations as officer.

The management changes in Germany also see the appointment of Mr Satoru Oyashiki as president of Tadano Faun GmbH, the sales, marketing and service organisation of the Tadano Faun Group.

Mr Oyashiki took over in April from Mr Shinichi Iimura, who has returned to Japan for his new assignment as officer in charge of the overseas sales operations of Tadano Ltd.

In North America, Mr Yo Kakinuma has succeeded Mr Kenichi Sawada as president of Tadano America Corporation. Mr Sawada has returned to Japan as officer in charge of customer support operations of Tadano Ltd, but remains president of Tadano America Holdings Inc.

Also in North America, Span Deck Inc., the telescopic boom crawler crane manufacturer that joined the Tadano Group in last December, has changed its corporate name to Tadano Mantis Corporation, with Mr Shiro Morita from Tadano as CEO. As a Tadano Group company, Tadano Mantis will focus more on production and exports strategy.

In Dubai, in the United Arab Emirates, Mr Arihito Kabasawa has taken over as general manager of the Middle East office. He succeeds Mr Takuji Murakami, who has overseen the growth of the Middle East office since its establishment in 2003.

Several changes to the management of global operations have been made to broaden and add resilience to Tadano's global strategy.

Mr Alexander Knecht, one of the most experienced crane industry executives in Europe, joined Tadano on 1 May as CEO and President of the Tadano Faun Group in Lauf, Germany, in succession to Mr Masaharu Nakanishi who returns to Japan as full-time corporate auditor of Tadano Ltd. Mr Knecht also joins the main board of Tadano Ltd in Japan as Executive Officer.

Mr Minoru Sakuta has been appointed vice president of Faun GmbH, holding the post of

Tadano President
Koichi Tadano
with the new
President/CEO of
Tadano Faun Group,
Alexander Knecht



Satoru Oyashiki
President
Tadano Faun GmbH



Yo Kakinuma
President
Tadano America Corp.



Shiro Morita
CEO
Tadano Mantis Corp.



Arihito Kabasawa
General manager
Middle East office

Product support campaign success in the Middle East

Tadano distributors in the Middle East region conducted a one-month Product Support Campaign during February and March in collaboration with the Tadano Middle East office in Dubai and head office in Japan.

The purpose of the campaign was to raise awareness among customers about the proper maintenance and inspection procedures for their cranes, and to highlight the support that Tadano and its distributors offer.

A Crane Clinic seminar was held for



The Crane Clinic seminar was part of the campaign

customers, during which the importance of using only genuine Tadano parts was explained – along with the dangers of using counterfeit parts. As part of the campaign, a special discount was offered on spare parts, prompting many customers to take the opportunity of stocking up on them.

Customers were also visited and their cranes were inspected by Tadano engineers, who then advised what maintenance work was required. On several cranes, distributors carried out the work there and then.

CREVO 700

Four-axle RT for the Japanese market

Japan is one of the few crane markets in the world where, under certain conditions, rough terrain cranes can travel on public roads.

Specifically for the domestic Japanese market, Tadano has introduced the new 60-tonne capacity CREVO 700 rough terrain crane that has four axles instead of the more usual two. This is to reduce axle loadings for travelling on roads and over bridges. Axle loadings are nearly half that of conventional RTs in this class.

As a result, owners of this crane can obtain travelling permits for driving routes that would otherwise be closed to them. This improves the efficiency of operations of crane owners and may open up new opportunities for expanding their field of activities.

Despite doubling the number of axles, the CREVO 700 remains remarkably compact, with the overall length increased only by approximately 500mm. With an overall width of just 2.78m, it is actually even narrower than conventional two-axle RTs in this class.



The CREVO 700, an RT with four axles instead of two



Left and below: The new JC-Tadano hydraulic components factory in Beijing

New component factory in Beijing

JC-Tadano (Beijing) Hydraulic Company Ltd, a joint venture company established in China, began full-scale operations in January.

It was established in November 2007 to contribute to cost reductions and improved product quality at BQ-Tadano (Beijing) Crane Company Ltd.

JC-Tadano will begin by producing hydraulic parts such as piping, hoses and rotary joints, for BQ-Tadano. New equipment came on stream in February for making slide cylinders for outriggers and other components.

There are plans for JC-Tadano to improve its product quality to international standards in the near future, enabling it to export its products to other members across the Tadano group.



Right: Kam Tong's new ATF 220G-5 at work in Hong Kong

ATF 220G-5 seen at bauma China is now at work in Hong Kong



Hong Kong-based Kam Tong Crane Hire Ltd reports no shortage of work for its new Tadano Faun ATF 220G-5 all terrain.

The 220-tonne capacity crane is seen here assembling and erecting tower cranes at a swimming pool construction jobsite in Hong Kong.

This is the very same machine that was on show at the bauma China 2008 in Shanghai last November. Visitors to the event are likely to remember the brightly coloured paintwork.

After the exhibition, the crane was transported to Hong Kong and is currently playing an active part in various construction projects in the region.

Kam Tong is a major crane rental company in Hong Kong, where the company is well known as a specialist in bridge assembly work. This ATF 220G-5 is the company's first Tadano Faun all terrain crane.

Distributor focus

Our partners around the globe

Telcon: India

Telco Construction Equipment Company Ltd (Telcon) is a subsidiary of TATA Motors, itself part of the TATA Group, India's largest industrial conglomerate.

Telcon was incorporated in 1999, but its roots date back to 1961 when TATA Engineering & Locomotive (TEL Co.) set up an Excavators Division in Jamshedpur, in eastern India, to manufacture crawler cranes and rope shovels in collaboration with P&H of the USA.

Today, Telcon has more than 53% market share in hydraulic excavators in India, as well as a major share of the markets for crawler cranes, wheel loaders and backhoe loaders.

Telcon is also the Tadano distributor for India, a market that is dominated by local manufacturers. Mr Ravishanker, Senior General Manager (Sales and Marketing), explains: "Indian customers are highly price sensitive. Any new equipment imported into India will attract 21% import duty, making imports costly. The cranes produced by local manufacturers in India meet the basic requirements of the customers and are 40% cheaper than the imported cranes. This makes selling imported cranes challenging."

However, Telcon has had success selling Tadano RTs to companies working on special projects that make them



Mr Ravishanker,
Senior General
Manager (Sales
and Marketing)

Telcon's factory in Jamshedpur,
in eastern India



Fairs & Events

Where to meet Tadano around the world

- ♦ **CTT Moscow**
2-6 June Moscow, Russia
www.ctt-moscow.com
- ♦ **ConExpo Russia**
15-18 September Moscow, Russia
www.conexporussia.com
- ♦ **SC&RA Crane & Rigging Workshop**
17-19 September Milwaukee, Wisconsin, USA
www.scranet.org
- ♦ **ICUEE**
6-8 October Louisville, Kentucky, USA
www.scranet.org
- ♦ **World Crane & Transport Summit**
22-23 October Amsterdam, Netherlands
www.khl.com/wcts
- ♦ **SAIE**
28-31 October Bologna, Italy
www.saie.bolognafiere.it

exempt from import duty, and to those customers willing to pay premium for a global brand. For example, M/s. Jaiprakash Associates Ltd of Delhi has bought four GR-700EX and two GR-550EX Tadano cranes in recent months.

Mr Ravishanker says that RTs account for two-thirds of the mobile crane market. Most are locally made and no more than 40-tonne capacity. Truck cranes account for most of the other third. With cheap imports from China now dominating this sector, local manufacturers are stopping production, he says.

The all terrain market is still very small - just 2% of the total. "It is at the initial stages of growth and is set to grow in the future," Mr Ravishanker says.

Imports account for just 6% of the RT market, he says, but Tadano is the market leading import brand. "Our focus in the coming years is to concentrate on the RT and AT market segments and consolidate our position," he says, adding that the target is to have 10% of the total wheeled mobile crane market by 2012.

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