



TADANO GLOBAL NEWS

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International launch for new Tadano Mantis series

The Tadano Mantis telescopic boom crawler crane range will be officially launched to global markets at the Bauma fair in Munich, Germany, on 19-25 April.

The Mantis tele-crawler crane has been established in its native USA since 1979. It was acquired by Tadano in 2008 and formally joined the Tadano family in May 2009 when it was re-launched as Tadano Mantis Corporation.

Tadano and Tadano Mantis exhibited together at a US exhibition for the first time in October 2009 (see below). Bauma will be the first time for Tadano Mantis exhibiting outside of the USA.

Tadano Mantis cranes are built like no other. They are totally purpose designed and able to pick and carry their entire maximum capacity through 360°. They can also telescope or lift the boom with full load on the hook.

At their heart are massive steel fabrications, over-sized to handle the toughest jobs. Powerful state-of-the-art hydraulics coupled with diesel engines available in a choice of sizes meet the most rigorous of project demands. Tadano Mantis works with contractors and project engineers to develop customised lifting solutions that meet the most unusual project challenges. Thanks to the versatile combination of heavy duty telescopic



For more on Bauma, see p.3

The Tadano Mantis GTC-700EX, now available for global markets, can pick and carry 70 tonnes

booms, hydraulically extendable crawlers, and extremely compact dimensions, Mantis cranes can often get closer to a job than bulkier, fixed length lattice boom crawler cranes or rubber-tyred cranes that need outriggers to work at optimum capacity.

On show in Munich will be the 70t capacity GTC-700EX, the first model in the range to be CE marked. This crane can pick and carry 70t at 3m radius through 360° with the tracks fully extended to 5.69m. Its tracks can retract to 3.81m width if necessary and to 3m for transport. With a maximum counterweight of just 15.9t and a low centre of gravity, steep grades are handled with ease with no stability problems over the rear. This together with the 194kW (264hp) Cummins engine and high pressure hydraulics gives the GTC-700EX an extraordinary gradeability of 68%. The 34m boom, 9.1m extension and 6.1m jib combine to offer a hook height of 49.4m.

After Bauma, the GTC series will be CE marked sequentially and launched into the EU market.

Already available for global markets outside of the EU, as announced by Tadano in January, are models rated at 27t, 40t and 90t, as well as the 70t model. For full line up, see page 2.

... but ICUEE visitors saw them first!

Telescopic boom crawler cranes in Tadano colours were seen for the first time at the International Construction & Utility Equipment Exposition (ICUEE) on 6-8 October 2009 when Tadano America Corporation and Tadano Mantis Corporation exhibited together.

ICUEE is a North American trade fair held every two years in Louisville, Kentucky, USA. Around 800 companies exhibited at the latest event, attracting more than 16,500 visitors.

Tadano America Corp. showed three boom trucks: the TM-1052, TM-1882 and



Tadano Mantis and Tadano America Corp. at ICUEE

TM-35100.

Tadano Mantis demonstrated the capabilities of three telescopic boom crawler cranes: the 10010Mx, 15010 and 20010, rated at 50, 77 and 100 US tons respectively.

This is the US designation for these models. Different models, with different names, are available for global markets. (See page 2.)



Tadano Mantis Meet the family

Global model designations of the new Tadano Mantis telescopic boom crawler crane product range



Model name	GTC-300EX	GTC-400EX	GTC-700EX	GTC-900EX
Maximum lift capacity	27ton @ 3.0m	40ton @ 3.0m	70ton @ 3.0m	90ton @ 3.0m
Maximum boom length	24.4m	32.0m	34.0m	39.0m
Maximum jib length	12.2m	15.2m	15.2m	18.3m

UK contractor opts for rough terrains

The UK is not normally considered a market for rough terrain cranes. Truck cranes and all terrains, mostly owned by hire companies, are the rubber-tyred machine of choice.

However, Kier Group, one of the UK's top five construction contractors, might start a new trend, having invested in three new Tadano RTs this year.

In January Kier took delivery of a 55t-capacity GR-550EX and two units of the 30t-capacity GR-300EX from Tadano distributor Cranes UK.

Ian Gordon, managing director of Kier Plant, the company's equipment division, says that the cranes will be initially used on infrastructure projects for defence company AWE Aldermaston in Berkshire, where Kier has a long-term contract.

Kier chose RTs instead of truck or all terrains for three reasons, Mr Gordon explains. Firstly, they will be on site for two years, and therefore they will not need frequent transportation back to a depot. Secondly, there was a pick-and-carry requirement for part of the job. Finally, they were also less expensive than all terrains.

Mr Gordon says that research into Kier's likely long-term equipment needs has shown a requirement for RT cranes on future projects and so further units may well be added to the fleet.

He says that Kier prefers to purchase only the leading brands. He explains: "Firstly we look at quality, then long-term residual values, then there is capability – and then eventually the price, of course."



This GR-550EX is one of three new Tadano rough terrains purchased this year by Kier Plant of the UK

Egypt seminar

A Tadano Product Seminar was held at the Cairo Marriott hotel in Egypt on 9 December 2009.

It took place in association with Ragab Motors Co. (distributor of Tadano in Egypt), Itochu Corporation, Tadano Middle East and Tadano Japan.

More than 60 participants from 30 companies attended the seminar, which was led by Mr Toshiaki Yamamoto of Tadano Ltd.

The main purpose of the seminar was to enhance the presence of Tadano cranes in Egypt by revitalising sales and service activities. The seminar explained the technical advantages of the different types of Tadano cranes and the excellence of the product support. There was also a warning about the influx of fake cranes and the dangers of using counterfeit parts.



Iraq sales training

United Iraqi Trading Equipment Co. (UITECO), Tadano's sales and service agent in Republic of Iraq took the five-day sales training course for the first time in December 2009.

The training was for reinforcement of local sales and product support activities in the developing Iraqi market.

Tadano has delivered more than 2,000 units to Iraq, mostly in the 1970s and '80s. In the past 10 years 33 truck crane units have been delivered in spite of social unrest.

Iraq claims to have the world's largest oil reserve and is starting development to expand production. This would generate huge demand in the future.

The Talimu Oilfield Desert Transportation Company, a subsidiary of Petro China, operates in the Taklamakan desert in western China. To cope with some of the toughest working conditions in the world, it buys its equipment only from world-leading manufacturers and specifies only the most rugged and reliable of machinery, including Tadano rough terrain cranes.

At the end of December 2009 it took delivery of four GR-550EX units and four GR-300EX units. This followed the delivery six GR-300EX RTs in June 2009. Two further units of the GR-550EX were delivered to the same customer directly to one of its projects in Niger, Africa.

As this photo show, the remote desert landscape really tests the limits of any kind of machinery, as well as the ability of suppliers to offer a comprehensive after-sales service and product support. However, Tadano cranes and Tadano team members are proving themselves up to the challenge and a strong working relationship with this special customer is the result.



An easy choice for the toughest desert challenges

The Tadano Mantis GTC-700EX featured on the front page is just one of 10 cranes being displayed by the Tadano Group at Bauma 2010 in Munich, Germany.

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Stand F1205 will be the same size as last time in 2007, with a spacious two-storey air-conditioned pavilion. Also on show will be: a Tadano rough terrain GR-300EX, Tadano Faun all terrain models ATF 50G-3, ATF 65G-4, ATF 90G-4, ATF 130G-5, ATF 160G-5 and ATF 220G-5; and Tadano Faun truck-mounted HK 40 and HK 70 units.

New features being promoted include hydraulic jibs that are now available for all G series models in the ATF range from the ATF 65G-4 upwards. The availability of the popular 'Liftadjuster' safety feature has also been extended to the ATF 65G-4 and ATF 90G-4, thanks to the easy to handle Tadano AML.

The ATF 65-4 is Tadano Faun's best selling crane ever. Since its introduction as the ATF 60-4 in 1998, featuring the two engine diesel-saving Taxi concept, far more than 700 units have been sold worldwide. However, the ATF 90G-4, launched as the ATF 80-4 in 2004, might soon catch up as more than 500 units have been supplied internationally.

The ATF 130G-5 and HK 70, introduced in 2009, are making their international show debuts at Bauma. The HK 70 will be shown in the livery of Mammoet, which substantially supported the design of the first and only five-axle German-made truck-mounted crane. For model enthusiasts, the HK 70 is also available at Bauma in 1:50 scale, in either Mammoet or Tadano Faun livery.

A new feature for the ATF 220G-5 is a telescoping 8.5m/ 20.9m luffing jib for safe and quick "one-man" set-up, even in narrow spaces.

The ATF 220G-5 was voted Crane of the Year in its class by readers of Germany's *Kranmagazin* in 2008, matching a similar accolade for the ATF 160G-5 on its launch three years earlier.

In another desert...



Students from across the EU competed in February for the 4L Trophy, a charity car rally across the Moroccan desert.

Competitors had to drive a Renault 4L and carry 50kg of aid for children, such as school books and clothing. A team sponsored by French crane hire company Mediaco was given extra support from Tadano Faun, with the company logo on the car.

Tadano America expands territories

Responsibility for sales, spare parts and after-sales service across Central and South America, including the Caribbean, has been transferred from Tadano Ltd in Japan to Tadano America Corporation in Houston, USA.

The change, which took effect on 1 October 2009, enables Tadano to offer customer a faster response to communications and parts requests. Tadano also plans to strengthen the distributor network across the region.

Distributor focus

Our partners around the globe

Italthai Industrial: Thailand

For more than 40 years Italthai Industrial Co., Ltd. has played a major role in Thailand's rapid industrialisation through its Machinery Solution Group. This part of Italthai is a major heavy equipment supplier and solution provider to Thailand's construction, mining and other key industries. The business is centred around four major exclusive distribution agreements with Tadano, Volvo Construction Equipment, Atlas Copco Construction & Mining and Doosan-IR Portables and Bobcat compact equipment.



Italthai Industrial staff, led by Mr Somkieat Jiviriyawat, Dept. Manager and Mr Puchong Sripawatakul, Parts Sales & Marketing Manager of Machinery Solution Group, at the 2009 meeting of Thailand's Professional Crane Association

The Machinery Solution Group is headquartered in Mahachai, 26km south of metropolitan Bangkok, in a large purpose built facility. As well as a large spare parts depot and service areas, there are fully licensed and certified assembly facilities. It has branches in Lampang North, Korat North East, Hat Yai South, Surattani Mid South and Phuket, the southern island.

Italthai Industrial sells to all of Thailand's main civil contractors, mining firms and industrial manufacturers. It has extensive contacts with various government agencies and municipal authorities.

Italthai Industrial has been the Tadano distributor for Thailand for many years, selling hydraulic mobile cranes, truck-mounted cranes and aerial work platforms. Recent deliveries include an ATF 110G-5 and ATF 160G-5 to Thai Leamchabang Terminal, and ATF 160G-5 to TPI PL (Cement Industry). In addition to these, Italthai Industrial sells numerous

Fairs & Events

Where to meet Tadano around the world

- ♦ **SC&RA Annual Conference**
6-10 April Orlando, Florida, USA
www.scranet.org
- ♦ **BAUMA**
19-25 April Munich, Germany
www.bauma.de
- ♦ **Expo Proveedores del Transporte**
19-21 May Monterrey, N.L., Mexico
www.expoproveedores.com.mx
- ♦ **CTT (with ConExpo Russia)**
1-5 June Moscow, Russia
www.mediaglobe.ru
- ♦ **SAIE**
27-30 October Bologna, Italy
www.saie.bolognafiere.it
- ♦ **Bauma China**
23-26 November Shanghai, China
www.bauma-china.com



Mr Sarun Veangsong, VP of Italthai's Machinery Solution Group, delivers an ATF 160G-5 to Mr. Preecha Kaewkaw, Assistant VP of TPI PL

rough terrain and truck cranes every year and around 30 of the TM series truck-mounted cranes.

Although the economic downturn has slowed sales, the company continues to improve its after-sales support. A dedicated Tadano service department takes care of Tadano products and a new workshop specifically for Tadano products was set up last year.

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