

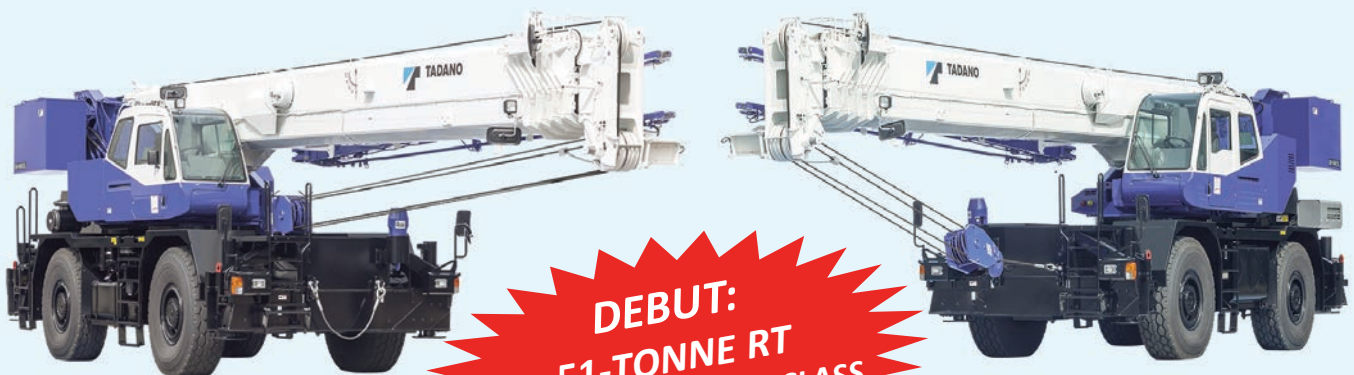


# TADANO

# GLOBAL NEWS

Issue 33: APRIL 2015

## *Cab on the left or cab on the right* Tadano now lets customers choose!



**DEBUT:**  
**51-TONNE RT**  
**LONGEST BOOM IN CLASS**

**Tadano is launching a new rough terrain crane that is available in either right-hand drive or left-hand drive configuration.**

The new GR-500EXL is rated at 51 tonnes capacity and has a 42-metre five-section boom.

With its easy maintenance, core target markets are emerging economies and those rapidly industrializing nations that require straightforward construction machinery that is top quality and has proven reliability.

Usually, rough terrain cranes have the cab mounted on the left side of the boom (from the driver's perspective), giving a clear view to the left of crane but obstructing the view to the right when driving with the boom stowed down.

In response to requests from customers in certain countries, Tadano is making the GR-500EXL available with the cab mounted on the right and the boom to the left.

Driver visibility is further improved by the use of twin hydraulic cylinders to raise and lower the boom, rather than the conventional approach of having a longer single elevating cylinder.

The cabin is also mounted further



**The GR-500EXL is available in left- or right-hand drive version**

forwards than seen on most rough terrain cranes, further optimizing visibility from the driver's seat.

Aside from this unique customer-focused offering, the crane has all the quality and performance that crane users have come to expect from Tadano.

The 42-metre boom is the longest in its class. Extra reach is provided by a two-stage 8.0m/12.7m under-slung jib that stows alongside the base boom section.

The GR-500EXL has a compact carrier to minimize setup space needed. By reducing the length of the carrier and adding more counterweight, Tadano has been able to shorten the maximum extension width of outriggers. This allows the GR-500EXL the highest possible maximum lifting capacity for confined jobsites in busy urban areas.

The use of a conventional Mitsubishi 200kW Euromot 2 engine keeps maintenance simple and reduces total cost of ownership. Operating costs are also kept down through frugal fuel consumption. The GR-500EXL is equipped with Tadano's state-of-the-art fuel monitoring system and 'Eco' operating mode.

The Tadano HELLO-NET telematics system enables the crane user to monitor crane activity, work history, machine position data and maintenance information, as well as accessing Tadano's advanced customer support.

# Bay Crane switches blades



Bay Crane Service Inc is one of the leading crane operating and heavy transportation companies in north-eastern USA.

It has a solid reputation for professionalism and service and (perhaps it is no coincidence) it also operates a substantial number of Tadano all terrain and rough terrain cranes.

A recent project for Bay Crane involved a wind energy project in the town of Hempstead in New York State. Hempstead is on Long Island and has a pioneering approach to energy generation. It has a renewable energy park with several demonstration projects, including solar photovoltaic, solar thermal and geothermal technologies and a hydrogen

Bay Crane used its ATF 70G-4 on full boom to replace the turbine blade

refuelling station powered by wind energy.

Bay Crane was called in to help change the blade of a wind turbine. Installed in 2011, the blade was due for an upgrade to improve efficiency.

Bay Crane chose its Tadano ATF 70G-4 crane for the job of removing the original 3000 lb (1360kg) blade from the 150 ft (46 metres) high turbine tower and replacing it with the new 4000 lb (1800kg) blade. The ATF 70G-4 used full outriggers and full counterweight, in addition to the full 44-metre length of the boom.

This was a precision lifting operation as the old blade had to be unbolted and carefully turned over to place it safely on the ground. The same process was performed in reverse to lift the new blade.

## New six-axle flagship for I&H Kran's fleet

Germany's I&H Kran Transport Montage Service GmbH has added a six-axle ATF 400G-6 to its fleet.

All eight cranes in the fleet of I&H Kran are from Tadano and this 400-tonner is its new flagship.

I&H Kran is based in Espenhain, near Leipzig, but it operates all over Germany, offering mobile cranes, aerial work platforms, telescopic forklift trucks, heavy haulage and heavy transport services.

Manager Nils Laumann says that the new crane is a sound investment for the company. "Normally, such a lifting capacity is only provided by a seven-axle machine, which restricts flexibility enormously," he says. "The ATF 400G-6 takes us through all roundabouts in our core area and does not need to be accompanied by escort vehicles."

On the left is Nils Laumann, member of the I&H management team; on the right is Tadano Faun area sales manager Siegfried Müller.



# New concept Triple Boom system will revolutionise crane industry

Tadano is expecting to revolutionise the crane industry with a new telescopic boom system for a heavy-lift all terrain crane that is in development.

Until now, the largest telescopic boom systems used in the crane industry have relied on boom suspension systems with complicated rigging and supporting structures such as back masts. Tadano decided these systems are too difficult to transport, too slow to set up and just too much trouble.

Instead, Tadano is unveiling the revolutionary Triple Boom system that is integrated into the crane itself and ready to go.

It has been designed to be simple and uses only Tadano technology that has been already proven.

More information about this new large Tadano crane is coming soon, but for a preview of its development see [www.triple-boom.com](http://www.triple-boom.com) or scan this QR code with your smart phone.



Scan me!

Say goodbye to complicated rigging and boom suspension systems with Tadano's new Triple Boom

## Promotions and appointments

Tadano Ltd has created the new role of Executive Vice President for Mr Tadashi Suzuki.

This is one of three promotions of senior staff within the company that took effect on 1st April 2015.

Mr Suzuki was previously Director, Senior Executive Officer. He is now Director, Executive Vice President.

Also promoted is Mr Yuji Tokuda, who



Left to right are Tadashi Suzuki, Yuji Tokuda and Yukio Gomi

becomes Officer and Assistant of the Customer Support Division.

Mr Tokuda also retains his previous responsibility as General Manager of the Service Planning Department.

In addition,

Mr Yukio Gomi has been promoted from General Manager of the Production Division to Officer, Assistant of Production Division and General Manager of Tadano's Shido Plant.

# First GR-1450EX in the Middle East

Aertssen Machinery Services has taken delivery of the first GR-1450EX in the Middle East.

The crane was delivered by United Al Saqer Heavy Equipment, Tadano's exclusive distributor for the United Arab Emirates.

The GR-1450EX is currently the biggest rough terrain crane on the market, with a rated capacity of 145 tonnes and a 61-metre main boom length. For flexible transportation options, counterweight and outriggers can easily be removed.

Aertssen Machinery Services is based in Abu Dhabi and provides crane rental services to customers across the Gulf region. It is a subsidiary of the Belgian company Aertssen Kranen.

At a handover ceremony, Tadano Officer Mr Kozo Hayashi joined United Al Saqer general manager Mr Fuad Hijazi to present the crane to Mr Tony Nuyts, branch manager of Aertssen Machinery Services.



At the handover of the GR-1450EX in Abu Dhabi were: Tadano Middle East sales manager Mr Shinya Tsutsui (left); Tadano Officer and international sales division assistant Mr Kozo Hayashi (third left); United Alsaqer Heavy Equipment general manager Mr Fuad Hijazi (fourth left); Aertssen Machinery Services branch manager (centre); and Mr A. Kabasawa, former general manager of Tadano Middle East Office (right)



## GR-1600XL/1450EX: The movie

### Model news: Skyboy

Tadano's product family of aerial work platforms includes the truck-mounted Skyboy series.



The latest collectable scale **AT-100TG** models available from Tadano are the AT-100TT and AT-100TG Skyboy aerial work platforms.

The full-size versions of these are mounted on a two-tonne truck and offer a 10m working height. The TG version is designed for general construction applications and the TT is for telecoms applications and overhead line work.

The models are 1/32 scale. Ask your distributor representative for more details.



Scan to watch

A movie has been produced to promote the benefits of the Tadano GR-1450EX and GR-1600XL rough terrain cranes.

There are three versions of the film available for different geographic markets. One promotes the 145-tonne capacity GR-1450EX international standard model for Asia, the Middle East and Oceania.

In the Americas region the crane is called the GR-1600XL, reflecting its 160 US tons capacity rating. Therefore there are separate versions of the film for North America and another for South America.

For each regional version there is a 20-minute full package edit, explaining in detail the full features and benefits of this jumbo-sized rough terrain crane, and also a shorter five-minute 'image movie' edit.

All versions of the films are available to view by simply **scanning the QR code above**. They are also on YouTube and the Tadano website at [www.tadano.com/sp/prmv/index.html](http://www.tadano.com/sp/prmv/index.html)

# New training centre opens at Shido

The new Tadano Training Centre has opened at the Shido plant in Japan.

Construction of the new building was completed in December 2014 and began operations in January, after a traditional Japanese-style opening ceremony.

The new centre provides state-of-the-art facilities, tailored for the training needs of Tadano customers.

For example, there is a simulator room with five simulators for aerial work platforms and there is a large practice room that has enough space to set up three mobile cranes inside.

The training centre is designed to help keep Tadano at the forefront of customer service and after-sales support, all guided by the core values of 'Safety, Quality and Efficiency'.

Takashi Ishikawa, manager of the Tadano Training Centre, says: "These new facilities will provide excellent and safe conditions for technical training for customer service."

At the Shido plant Tadano produces rough terrain, truck crane and all terrain cranes. The plant covers 200,000 square metres, with nearly half of this under roof.



Tadano Training Centre (above and below) is managed by Takashi Ishikawa (left). Shown below left is the traditional Japanese-style opening ceremony.



## GTC-400EX: Australian action



Melbourne marine works

Universal Cranes, one of the largest privately owned crane hire companies in Australia recently took delivery of a Tadano Mantis GTC-400EX.

The 40-tonne capacity telescopic crawler crane, delivered by Tadano Oceania, is at work in Melbourne on the East and West Swanson Wharf Upgrade Project.

It is being used as support crane for the supply of tubular and sheet piles along with associated marine protection works.

Thanks to the low ground bearing pressure and quick mobilization, the GTC-400EX is proving to be perfectly suited for the project.

# Distributor focus

*Our partners around the globe*

## Multico (M) Sdn Bhd: Malaysia

Multico has been the exclusive distributor of Tadano mobile cranes in Malaysia and Singapore since 1976.

Multico (M) Sdn Bhd was established in 1974 as the Malaysian subsidiary of Multi-Corporation (S) Pte Ltd, which was established the previous year in Singapore.

Since then, Multico subsidiaries have spread across Southeast Asia, into Thailand, Indonesia, Philippines, Myanmar, Cambodia, Vietnam, Taiwan and Laos.

Multico describes itself as highly focused on customer service with a strong emphasis on after-sales support. Its proclaimed mission is to be Asia's largest distribution network in engineering equipment.

It also represents Doosan for earthmoving machinery, compressors and Bobcat compact equipment. Other products in Multico's equipment portfolio include Morbark wood chippers, Montabert breakers, buckets and grabs, Hamm filters, Sennebogen material handling equipment and Clark forklift trucks.

However, for the past couple of years, Tadano cranes have been Multico's biggest revenue generator.

Multico (M) Sdn Bhd today has 76 employees in Malaysia and an annual turnover of US\$ 23m. The general manager is Mr Yeo Chin Seng.

Malaysian contractors and crane companies often still prefer to buy used machinery rather than new equipment, despite many advances in the market in recent years. However, when it comes to new machines, Multico is the market leader in rough terrain cranes, says CS Yeo, and also has a lot of success with Tadano truck cranes as well.

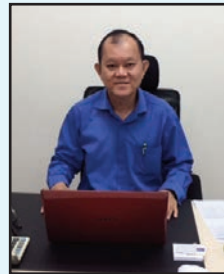
The oil and gas sector in Malaysia helps to drive demand for cranes throughout its supply chain. Multico recently sold a

package of eight GR-500EX rough terrain cranes to MMHE, which is Malaysia's biggest fabricating yard for oil & gas rigs as well as shipbuilding.

The fall in oil prices, as well as the



**Handover of eight GR-500EX rough terrain cranes to customer MMHE**



**General manager CS Yeo**

# Fairs & Events

*Where to meet Tadano around the world*

- ♦ **M&T Expo**  
**9-13 June 2015** São Paulo, Brazil  
[www.mtexpo.com.br](http://www.mtexpo.com.br)
- ♦ **Conexpo Latin America**  
**21-24 October 2015** Santiago, Chile  
[www.conexpolatinamerica.com](http://www.conexpolatinamerica.com)
- ♦ **Tokyo Motor Show**  
**29 Oct - 8 November 2015** Tokyo, Japan  
[www.tokyo-motorshow.com/en](http://www.tokyo-motorshow.com/en)
- ♦ **Excon India**  
**25-29 November 2015** Bengaluru, India  
[www.excon.in](http://www.excon.in)
- ♦ **Bauma**  
**11-17 April 2016** Munich, Germany  
[www.bauma.de](http://www.bauma.de)

imposition of a new sales tax, has led to crane sales slowing down in recent months but there are massive engineering projects under construction that are sure to contribute to an upturn before too long. For example, the Malaysian state oil and gas company Petroliaam Nasional Berhad (Petronas) is developing a US\$16bn refinery and petrochemical integrated development project (RAPID) in Southern Johor as part of the \$27bn Pengerang Integrated Petroleum Complex.



**Multico offices in Bandar Baru Bangi, on southern fringe of Kuala Lumpur**

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