

WUNDERBAR!

Tadano put on an impressive display of cranes at the 2016 Bauma Fair in Munich, with the German-made all-terrain family on display, along with a rough terrain from Japan and a Tadano Mantis telescopic boom crawler crane from the USA.

The weather during the week was a mix of sunshine and showers. Total attendance during the week was a record-breaking 580,000, the organisers said. Footfall at the Tadano booth was excellent, with particular interest shown in the new 600 tonner with the innovative Triple Boom technology. One Dutch crane operator told Tadano Global News on the day before the show: "I cannot wait to see it!"

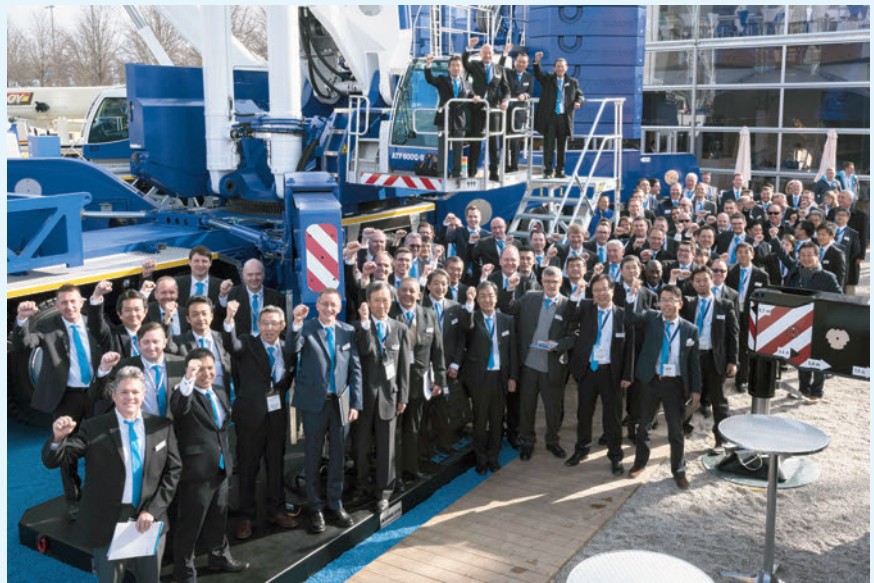
The week began for Tadano with an official booth opening conducted by President Koichi Tadano, who inspired the team to their best efforts for the week ahead.

There was innovation all around the Tadano display. With the ATF 60G-3, Tadano presented a new three-axle crane in the 60-tonne class which excels thanks to its innovative travel and crane drives.

As with the development of the new Tadano flagship ATF 600G-8, characterized by its revolutionary Triple Boom System, Tadano engineers returned to first principles when designing the new ATF 60G-3. They started by challenging core issues: is there a solution for the steel structure and drive concept that leads to a better crane? YES! The answer was to have the engine and gearbox on the superstructure instead of the carrier. This enables the carrier to be both more rigid and lighter.

Dr Bernward Welschhof, head of engineering at Tadano Faun GmbH, explains: "An engine installed in the rear part of the superstructure practically works like an additional counterweight. If, by contrast, the engine is installed in the carrier beyond the tipping line, it does not contribute to the crane's stability. Quite the contrary: it rather weakens the carrier frame as in its mounting location, it replaces the steel."

Continued on page 2



Top: The Tadano team with the ATF 600G-8

Above: Koichi Tadano

Right: A bird's eye view of the booth

Below: A visitor is clearly impressed



GR and GTC cranes joins ATF family on parade at Bauma 2016



Above: The groundbreaking new 60 tonner

With the ATF 60G-3, thanks to such re-thinking, Tadano has managed to design a powerful crane with a 48.2-metre main boom that meets 12-tonne axle load restrictions without any problems. Dr Welschof says that telescoping the boom under load is possible thanks to an extremely strong telescope cylinder. As the boom reaches 48.2 metres with seven sections, the crane itself remains remarkably compact, at 11.18 metres long and is suited for lifting in spaces subject to height limitations, such as under structures.

As previously reported in Tadano Global News, the new eight-axle ATF 600G-8 also represents a revolution in the mobile crane industry. While orders are not yet being taken for this model, many customers took the opportunity to register interest. Some had already seen it before at its factory launch in Lauf last year.

Thomas Schramm, general manager sales and marketing, told a press conference at Bauma that deliveries would begin next year. "For the main boom and the luffing jib, tests have been completed and the results have been ascertained," he said.

"At present, we are testing the tiltable



The ATF 100G-4 (above) was on its way to UK customer Hewden, while the ATF 70G-4 (below) was pre-sold to Rigar of Argentina



The ATF 130G-5 (left) and the ATF 400G-6 (right) were both in the colors of Finnish customers, namely E Helaakoski and Havator respectively



Tadano Mantis GTC-800

jib. On completion of the tests, we will take up deliveries speedily. I am confident that we will see the ATF 600G-8 successfully in operation in 2017."

Mr Schramm said that the ATF 600G-8 would have been available more quickly but converting existing models to engines meeting the new Euromot Stage IV/ US EPA Tier 4 Final emissions regulations had consumed much engineering design capacity at Tadano. "Unfortunately, the conversion of the other serial products to the new emission standard has taken more internal resources than we would have liked," Mr Schramm said. "This has affected the time schedule of the ATF 600G-8."

The new engine regulations have meant complete revision of the five-axle family: ATF 220G-5, 200G-5, 130G-5 and 110G-5. All were shown at Bauma, with new cabs and a host of new functions.

In addition, all the Stage IV/Tier 4F upgrades have the Tadano asymmetric outrigger base control feature, which maximises lifting capacities with outriggers extended to different lengths.

Revisions to the five-axle family have also included strengthening the ATF 180G-5, putting it now in →





The flagship ATF600G-8 with revolutionary Triple Boom system

the 200-tonne category and renamed as the ATF 200G-5. It can lift 200 tonnes with a counterweight of just 50 tonnes and the chart has been clearly improved in the medium radius range.

The ATF 200G-5 is also available with the option of a fully hydraulically telescoping and luffing jib, the Tadano HTLJ, which can be raised and telescoped under load. The HTLJ can also be mounted to the model ATF 220G-5, increasing its potential use within a fleet.

Also shown was the truck-mounted HK 70, an upgrade of the former HK 65 and now rated at 70 tonnes capacity and with 63.8m sheave height.

The booth also featured the GTC-800 telescopic boom crawler crane, which will be available in Europe market in 2017. This versatile 80-tonne capacity machine is able to use its strongest load charts

on slopes of up to 1.5 degrees and its double foldable jib up to a slope of 2.5 degrees. These are both features that outperform any other make. Its tracks can be extended to three different positions and it features a working range limitation with integrated soft-stop function.

Finally there was the GR-1450EX, which is still the most powerful rough-terrain crane on the market, lifting 145 tonnes at 2.5m radius.

Thomas Schramm summed up the week: "The very positive feedback of customers interested in the new ATF 60 and ATF 600 is more than promising," he said. "But we are also pleased to note that our many other all-terrain cranes

Right: German customer Schmidbauer had bought the ATF 200G-5 that was displayed

Below: The ATF 220G-5, with the new cab, sold to Welsh customer Davies Crane Hire



which have been upgraded to Euromot 4 level raised lively interest – above all the ATF 200G-5, which features higher lifting capacities than its predecessor, the ATF 180G-5."

Tadano Faun marketing manager Dr Uwe Renk, who was in charge of organizing the display, said: "Our customers and prospective customers spent valuable time in conversation with us. We express our thanks by listening attentively to them and taking on board their wishes and suggestions to further improve our products."



Above: The truck-mounted HK 70, rated at 70 tonnes

Lead role for the ATF 220G-5 in Aurachtalbrücke bridge project

Schmidbauer is one Germany's leading crane operating companies, with a fleet of 250 mobile cranes across more than 20 subsidiaries.

Therefore when it was called on to help replace an old steel railway bridge with a slender new concrete structure, it had just the right equipment – a recently purchased Tadano ATF 220G-5.

The new bridge near Emskirchen spans the valley of the Aurach river over a length of 530 metres at a height of 40 metres above ground level. The *Aurachtalbrücke* bridge was rebuilt under the management of DB Projektbau GmbH. The project is part of an improvement of the railway line between Fürth and Würzburg to take faster trains and reduce noise nuisance for local residents near the line.

To be able to secure the gigantic formwork scaffolding on the existing bridge piers, falsework was inserted in notches specifically provided in the piers. It was a task requiring precision. Once each construction stage was complete, the ATF 220G-5 was used to dismantle the falsework and mount it to the next bridge pier. In this way, the ATF 220G-5 had to change position frequently.

Crane operator Andreas Tischer says: "I even managed the ascent to the bridgehead with full counterweight and the 14.00 R25 basic tires, which I would normally have considered impossible."

In the further stages, the 68-metre boom crane demonstrated that an efficient and powerful drive system is not the only thing that counts with Tadano. On this job, the ATF 220G-5 was required to lift into position steel scaffolding sections, weighing 22.5 tonnes each, at a lifting radius just short of 18 m. According to Andreas Tischer, this was no problem for the ATF 220G-5, as the 22.5 tonnes could be released out to a radius of 24 metres.

Dismantling the previous bridge pier was trickier, however. To lift the heavy steel scaffolding part off the falsework, it was necessary to telescope under load. "The steel beam cannot be released without telescoping and it is a well-known fact that this is exactly one of the strong points of the ATF 220G-5," Andreas Tischer points out.



The ATF 220G-5 in operation on site during construction of the new Aurachtalbrücke bridge near Emskirchen

Je suis Tadano: French subsidiary operation starts up

Tadano Faun has established a new wholly-owned subsidiary operation in France.

Tadano France SAS is represented by its director, Jean-Marie Grossmann, who has many years of experience in the French crane industry and well-known by customers. He is supported by a highly-qualified technical team.

Tadano France will provide the market with a local

and direct factory-level support.

Tadano Faun says that the move into France confirms the importance of the French market to Tadano and its commitment to customers there. Furthermore, the integration of the French Tadano operations within the worldwide Tadano network ensures access is provided to all company resources for improved service.



Korean customer adds three new Tadano cranes



Osan Heavy Equipment, a major crane rental company in Korea, has added three new five-axle all terrain cranes to its hire fleet.

All five of the cranes are the five-axle Tadano ATF110G-5 all terrain models.

The ATF110G-5 has a 52.0-metre, five-section boom. With jib extension, the maximum lifting height is 84.0 metres.

Tadano held a handover ceremony for the new cranes in January at Osan's yard. It also staged an exhibition to promote the benefits of the Tadano product family.

More than 35 rental companies attended the event.

From left to right:
Tadano officer Kozo Hayashi, Osan president Yeo Woon Jin and Tadano Korea president Kang Yungchul



Visitors get a close look at the Tadano ATF 110G-5



Brand promotion across India

It may seem that in 2016 everyone has a smart phone to help organise their lives, but for some people old-fashioned pen and paper can never be improved upon.

The traditional diary, therefore, will never disappear. Tadano India Pvt Ltd (TIP) has seized the opportunity to exploit this fact and promote Tadano brand equity – it has sponsored the 2016 Diary of the Crane Owners Association of India (COAOI).

The COAOI has more than 275 member companies all over India and is the overarching body affiliated to the various state organisations, such as the Crane Association of Karnataka.

TIP has excellent relations with the COAOI management team and its members. In the past, Tadano Ltd President and CEO Mr Koichi Tadano and Executive Vice President Mr Tadashi Suzuki have met members of COAOI during the meetings sponsored by TIP.



Top picture: Tadano India managing director Chihiro Nishida (right) hands the 2016 diary to Karim Jaria, president of the Crane Owners Association of India

New president for Tadano India

Mr Shigenobu Yamazaki (shown below) has taken over as president of Tadano India Pvt Ltd.

He takes over from Mr Chihiro Nishida who was assigned this position in 2012.

Mr Nishida returns to Japan as general manager of the International Sales Division.



Distributor focus

Our partners around the globe

Biuro Handlowe Ruda: Poland



The owners: Jacek Ruda (centre) Bartek Ruda (left) and Marta Ruda

Biuro Handlowe Ruda Trading International was established by Jacek Ruda in Katowice in 1989 to supply and service mining equipment.

Early on it began representing the Finnish companies Tamrock (drilling rigs) and Nordberg (crushing and screening), with a strong emphasis on after-sales service. Rammer (breakers) and Moxy (trucks) came a little later.

When the mining industry declined in the last 1990s, Ruda began to diversify into construction machinery, gradually adding dealerships for the likes of Mecalac Ahlmann, Vermeer, Bell, Manitou, Metso and MTU. The company also developed as an original equipment manufacturer itself, producing specialized trucks for use in underground mining.

Ruda's experience of cranes began in 2011 when it became Sennebogen distributor in Poland, and its first experience of working with a Japanese company was in 2015 when it added Kobelco excavators to its offering.

Just this year, Ruda has signed up to represent Tadano in Poland to continue its growth path.

The company today has 135 employees has an annual turnover of €22m. It remains family owned, with a limited partnership structure. Jacek Ruda is president and working alongside him are his daughter Marta Ruda as vice president finance and son Bartek Ruda as vice president sales and service. The three of them comprise the board of directors and are co-owners. Janusz Widuch, manager of the construction department, has been appointed to develop the Tadano operations.

Bartek Ruda says that adding Tadano to the product offering will enable the company to challenge the current market leaders. "Although our experience with on-highway mobile cranes is limited in the moment, most of the potential customers are known to us and we can see a promising business opportunity," he says. The first goal is to take Tadano's market share in Poland to 10 or 15% within the next three years (it is currently close to zero) and push on from there.

He also sees good prospects for used cranes. "As the market is short of money we see a huge interest in second-hands units.

Fairs & Events

Where to meet Tadano around the world

- ♦ **CTT Moscow**
31 May-4 June Moscow, Russia
www.ctt-moscow.com
- ♦ **Crane Industry Council of Australia conference**
15-17 September Cairns, Qld, Australia
cica.com.au/cica-conference
- ♦ **Cranes and Transport Middle East conference**
8 December Dubai, UAE
www.catmiddleeast.com
- ♦ **Conexpo-Con/Agg**
7-11 March 2017 Las Vegas, USA
www.conexpoconagg.com

An average Polish customer is looking rather for a second-hand reputable brand than for a [new] Russian or Chinese solution."

Bartek Ruda says: "We do our best to be recognised as one of the key players on the market with every brand we represent in Poland. Our expectation is to be well recognised as a Tadano distributor in Poland and we can do this only by taking a significant part of the market share from other suppliers. Our target is to improve the almost non-existing Tadano service structure by offering to the customers our professional services. As we have also been in charge of MTU business in Poland, this allowed us to offer a full and complete service of the cranes. We would like to be customers' first choice when it comes to the new investment and the easiest way to do it is when the customer knows that he can count on us."

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