



Las Vegas highlights

Owners and representatives of many of the world's leading crane operating companies came to Las Vegas, 10-14 March, to visit the 2017 ConExpo-Con/Agg trade fair, North America's largest construction machinery event.

Official attendance figures show a total of 128,000 attending the fair over the course of five days, which is close to the attendance figure in 2014, the last time the triennial event was held. The weather was warm and bright and reports suggest that good business was experienced by many of the 2,800 exhibitors – Tadano included.

Machine handover ceremonies were a regular occurrence at the Tadano booth during the week as cranes of all type appeared to be greatly in demand.

In this issue of Tadano Global News we report on some of the all terrain, rough terrain and telescopic boom crawler crane sales that were completed in Las Vegas during the week.

Tadano's booth
at ConExpo



GR-1600XL for Scott-Macon

Scott-Macon Equipment, a full-service Tadano dealer located in Texas and Oklahoma, took delivery of the GR-1600XL rough terrain crane displayed at ConExpo.

The 160-ton, three-axle machine will join the company's growing rental fleet of Tadano cranes.

Pictured here are: (top row, from left) Scott-Macon president Al Scott and Tadano America president Ingo Schiller. Middle row: Danny Eastep, Alex Scott, Brad Thompson, Anita Woodruff and Mike Petrey from Scott-Macon. Bottom row: Danny Magee, Allan Woodruff and William Dimmitt, all from Scott Macon, with David Green and Ken Butz from Tadano.



Second ATF 400G-6 heads to Southwest

Southwest Industrial, a full-service industrial rigging company located in Phoenix, Arizona, was handed the keys to its new Tadano ATF 400G-6 all terrain crane during the 2017 ConExpo.

Harry Baker, Southwest Industrial's owner, said: "I have bought and will continue to buy Tadano products because of their superior reliability and low owning and operating cost. The Tadano line has served me well and I am looking forward to the addition of our second ATF 400G-6."

At 450 US ton capacity (400 metric tonnes), the ATF 400G-6 with updated Tier IV-Final engine is the flagship of Tadano's all terrain series.

Left to right in the photo are Tadano America marketing & sales executive VP Jay Shiffler, Mike Madge and Harry Baker from Southwest Industrial, Tadano America president Ingo Schiller and general manager of sales Ken Butz.



Sims adds ATF 70G-4 to its fleet

Sims Crane & Equipment Company is a full-service Florida crane rental house with 13 locations including its headquarters in Tampa. Sims operates the largest Tadano all terrain crane fleet in North America.

The handover of a new Tadano 75-ton (70-tonne) all terrain crane took place at ConExpo.

"Tadano products have added great value to both Sims and our customers," said Dean Sims, owner of the company. "The reasons that Sims is the largest Tadano all terrain crane fleet owner in North America, and chooses Tadano crane products, is because Tadano manufactures safe, reliable and high quality cranes that maintain maximum uptime and provide us with a good return on our investment."

Shown above with the ATF 70G-4 are, left to right, Ron Dogotch (Tadano America senior VP of national accounts), Jerome Willis and Dean Sims of Sims Crane, and Tadano America president Ingo Schiller.





Empire Crane responds to rising crawler demand

New York-based Empire Crane Company has ordered new Tadano telescopic boom crawler cranes, including the new 88-ton (80-tonne) capacity GTC-800 and the 77-ton capacity 15010 model.

Empire founders Luke and Paul Loneragan said: "Having seen an increase in rental utilization and quoting activity with the Tadano Mantis product, we saw the need to position ourselves to better meet the customers' requirements in the northeast. The new GTC-800's market-leading boom length in the under 100-ton class, along with the cutting edge features such as Opti-Width and superior out-of-level charts, make the GTC-800 a definite winner in comparison to our competitors."

Empire Crane was founded by the Loneragan brothers in January 2002 in North Syracuse, New York. It has a full sales, parts and service facility in central New York, with branches in Boston, Massachusetts, metropolitan New York, and New Jersey.

Pictured left to right are: Paul Loneragan of Empire Crane, Shiro Morita (Tadano), Jonathan Shufelt (Empire), Julie Fuller (Tadano), Katie Pharoah (Empire), Greg Etue (Tadano), Justin Melvin (Empire), Luke Loneragan (Empire) and Jamie Land (Tadano).



Tele-crawlers for Scott Powerline and Scott-Macon

Tadano had two telescopic crawler cranes on display at ConExpo 2017 and handover ceremonies were held for each of them during the week.

The GTC-600 was bought by Scott Powerline & Utility Equipment of Monroe, Louisiana and the GTC-800 by Scott-Macon Equipment Company of Houston, Texas.

Pictured above is the Scott Powerline handover showing (left to right): Jonathan Parker and Jeff Johnson of Scott Powerline; Ed Hisrich and Greg Etue of Tadano and Shiro Morita of Tadano.

Pictured below is the Scott-Macon photocall, showing (left to right): Brad Thompson, Robert Dimmitt, Alexander Scott and Allan Woodruff of Scott-Macon; Shiro Morita of Tadano; then Al Scott, Karey Parfait and Anita Woodruff of Scott-Macon, with Tadano's Ed Hisrich on the far right of the photo.



Courting the press

Aside from customers and potential customers, another key stakeholder audience at major trade shows like ConExpo is the trade press.

Tadano hosted a dozen editors and reporters from trade magazines to introduce them to the stand-out features of the new cranes on display and explain the Tadano philosophy of 'Safety, Quality and Efficiency'.

The Tadano press conference was held first thing on the Thursday morning of the week and was followed by a tour of the booth hosted by product marketing specialists.



GR-1200XL

The GR-1200XL (GR-1100EX outside of North America) is the largest two-axle rough terrain in the Tadano range.

It is designed to combine maximum lifting power on most compact carrier, which is almost the same dimensions as the GR-1000XL / GR-800EX.

Maximum lifting capacity is 120 US tons (110 tonnes) and the main boom extends with a single telescopic cylinder to 183.7 ft (56 metres).

Extra reach is provided by a jib which extends the lifting height to 241.4 ft (73.6 metres, with a load radius reaching 153.8 ft (46.9 metres).



GR-150XL Off-road Industrial

This workhorse of refineries, industrial installations and confined urban construction sites has been upgraded to include additional ground clearance and offer a more aggressive tire tread for better off-road performance.

The six-section full power synchronized telescoping boom has a maximum length of 78 ft (23.8 metres), complemented by either an 11 ft 8 in or 18 ft (3.6- or 5.5-metre) two-staged off-settable jib. Just like all Tadano rough terrain cranes, the GR-150XL is equipped with an on-board self-diagnostic AML system, Tadano's exclusive asymmetrical outrigger set-up and the Hello-Net telematics system.



ATF 110G-5

The ATF 110G-5 has undergone detailed updating in line with the transition to Euromot IV / EPA Tier 4F.

This 120-ton (110-tonne) crane has been upgraded to include several new and enhanced features including multiple counterweight configurations for ease of transport and the new AML-F load moment system that includes full on-board diagnostics.

The new driver's cab offers enhanced all-round visibility, ergonomic quality seats which provide especially high long-term seating comfort and a new multifunction touchscreen.



ATF 70G-4

The long boom version of the ATF 70G-4 all terrain crane was another Tadano model that received its North American premiere at ConExpo.

This 75-ton (70-tonne) class crane is now available in both standard version, with a 144 ft (44-metre) main boom and in long boom version, with a 171 ft (52.1-metre) main boom. Up to 52 ft 6 in (16 metres) of boom extension is available, giving a maximum sheave height of 233 ft (71 metres).



GTC-600

The GTC-600 is a 66 US ton (60-tonne) capacity crawler crane with a full power four-section telescopic boom that extends to 118 ft (36 metres).

Operating load charts for the GTC-600 are available for up to 4° slope with automatic out of level load chart switching. The 'level' ground load charts feature Tadano's market leading 1.5° slope allowance.

With the GTC-800 and the GTC-1200, this is the third model in the new GTC series to be developed since Tadano's acquisition of SpanDeck Mantis in 2009.



Smart Chart

OPTI-WIDTH™

Tadano's new Smart Chart technology represents the latest evolution in lifting technology, allowing a crane to reach its fullest potential in every corner of the lifting chart.

In 1991 Tadano led the industry by introducing an innovative control system that allows safe crane operations with outriggers set up asymmetrically, thanks to sensors that detect outrigger extension width and the automatic moment limiter (AML) calculating safe limits.

Now this technology has evolved into Smart Chart, which delivers further improved performance whether outriggers are fully or only partially extended.

By refining the calculations relating to lifting over the outriggers, Smart Chart expands the safe working area of the crane from a circular cone shape to a square pyramid, as the diagrams here show.

The first Tadano crane to feature Smart Chart is the new rough terrain GR-1200XL (GR-1100EX in markets outside of North America). It is a standard feature on this model. Future new models will also incorporate the technology.

On the GR-1200XL / GR-1100EX, with the main boom fully extended to 183ft 9in (56 metres) and outriggers fully out, Smart Chart extends the load radius from 137.8 ft (42 metres) to 155.8 ft (47.5 metres), which is an extra 18 ft (5.5 metres) of reach – a 13% increase. At the same time, lifting capacity increases from 1950 lb (900kg) with conventional controls to 3500 lb (1600kg) with Smart Chart – a 78% improvement.

Where there is not space to deploy outriggers, Smart Chart calculates the full safe working limits accordingly, similarly maximizing the performance of the crane.



Tadano has introduced the new OPTI-WIDTH™ track positioning system for the GTC-600 and GTC-800 telescopic boom crawler crane.

The technology allows both symmetrical and asymmetrical track positions during reduced track width operation to provide optimum lifting performance at any track width. Track width is continuously monitored by the machine and the data is fed into the AML-C moment control system. The optimal track width operating load chart is chosen by the AML-C based on each side

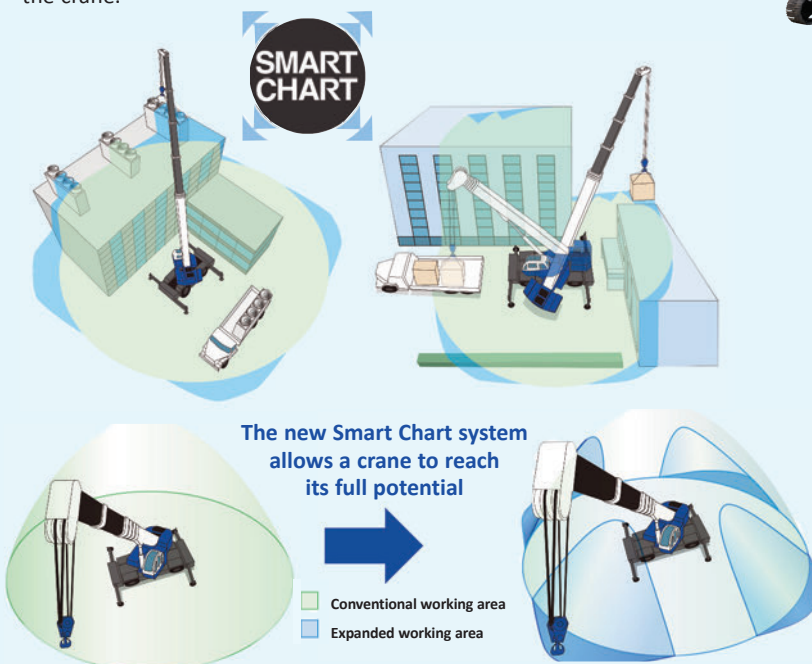
track position.

OPTI-WIDTH™ asymmetric track position set-ups can improve lifting capacities by as much as 50% over symmetrical, reduced track width configurations.

This Tadano innovation is the ideal solution for cranes working in congested job sites at less than full track width. The crane undercarriage has sufficient hydraulic track power to extend and retract the tracks on demand, and the tracks do not require pinning in position once set to the operating width.

The system allows for an infinite combination of track positions. Continuous position data of each track frame relative to the crane centerline is provided to the AML-C. The AML-C chooses the correct load chart based on track position of each track frame so that the capacity of the crane is optimized through 360 degrees. Zoned load charts are provided based on asymmetrical track position set-up, and the slewing soft-stop safety function is used when the load reaches the edge of the safe lifting zone.

When the GTC-600 or GTC-800 tracks are set at the four-metre (13.5 ft) middle track width position, Opti-Width asymmetric retract/extend track positions use a zoned load chart with up to 50% higher capacity than the same track width with a symmetrical mid/mid track position.



Officer announcements

New CEO for Tadano America

Mr Ingo Schiller has become Deputy for North American Operations and President & CEO of Tadano America Corporation.

Mr Schiller joined Tadano as an executive vice president and CEO-designate in mid 2016. He took over at the top on 1st April 2017 on the return to Japan of his predecessor, Mr Yo Kakinuma..

Mr Schiller said: "The fortunate thing for me is that, in joining Tadano, I've stepped onto a train that is moving in the right direction and accelerating.

He added: "I am benefitting from all that has been done to get the Tadano products to this point and from the positive outlook for the market. My job is to make sure we have in place the people to expand our sales, service and parts, and ultimately to expand our customer base."



Ingo Schiller

New set-up for Southeast Asia

Tadano Ltd has named Mr Koza Hayashi as Deputy for Southeast Asian Operations and Managing Director of Tadano Asia Pte Ltd, based in Singapore.

Tadano Asia Pte Ltd is being separated from the International Sales Division and re-established under the new Southeast Asian Operations.

Mr Hayashi said of his new role in the company: "Southeast Asia is one of the largest potential markets for the crane business. Tadano already has high brand value in this area thanks to high quality products, used equipment from Japan, and high level customer service from distributors with whom we have a long-standing good relationship. We know that our customers have very high expectations of the Tadano brand. We will seek to improve our business in Southeast Asia at the front line of the market by listening closely to customers' needs and requirements."



Koza Hayashi



For I&H Kran, trust is born from experience

I&H Kran-Transport-Montage-Service GmbH is a long-established crane service company operating all over Germany from its headquarters in Espenhain near Leipzig.

I&H Kran has been impressed by the performance of its new ATF 220G-5

When people hear Nils Laumann, a member of the management team, talk about his company's fleet of cranes, they know immediately: Tadano is the brand he trusts.

I&H Kran has recently bought its 12th Tadano crane, an ATF 220G-5. A significant factor in this decision was the performance of the five-axle crane for I&H's core business, concrete construction. The rugged boom extends from 13.2 to 68 metres. "At such working heights, we require a really powerful boom for lifting operations," says Nils Laumann. "What is especially important for us are the mechanical strength and the capability of moving the material by crane without the jib."

He says that another key advantage of the Tadano crane is its having two engines. Both are Mercedes Benz Stage IV/Tier 4f engines; 390 kW (530 HP) for the carrier and 145 kW (197 HP) for the superstructure. The separate recording of crane hours and driving hours helps with the preventative maintenance regime and maximizes resale value.

The operators are also happy with the choice, thanks to the comfort of the new-look driver's cab, with wide-vision panoramic windscreen, ergonomic seats made by Recaro to prevent fatigue and the multifunction touch display that is identical to the one in the superstructure cab.

The final ingredient is the back-up that I&H gets. "The service provided by Tadano is simply great," Mr Laumann says.

Tadano (Thailand) spreads its wings...

... into Indonesia ...

Tadano (Thailand) Company Limited has opened two new offices, one in Jakarta and one in Dubai.

The opening ceremony of the Indonesia office was held on 8th December 2016 at the headquarters of PT United Tractors, the Tadano distributor for Indonesia that is hosting the new office.

Tadano (Thailand) Co., Ltd. is extending its co-operation with PT United Tractors to strengthen its sales and service of cargo cranes (straight boom truck loader cranes) in Indonesia. About 100 invited guests came to the ceremony and witnessed demonstrations of traditional Japanese drumming as well as new 10-tonne and 5-tonne class cargo cranes (*pictured below*).

With a population of 250 million, Indonesia is the biggest country in Southeast Asia and rich in natural minerals, including oil, gas, coal, nickel and tin. There is a lot of infrastructure development going on and trucks fitted with cranes are in great demand.



Above: Tadano and PT United Tractors join hands in Indonesia

... and into the Middle East

The Middle East Representative Office of Tadano (Thailand) Co. Ltd. opened on 27th February 2017 in Dubai, United Arab Emirates.

The office manages sales and marketing of cargo cranes across the GCC region from factories both in Thailand (where cranes of five tonnes and bigger are made) and in Japan (three tonne cranes).

Head of the Tadano (Thailand) Middle East office is Shigeki Nozawa (*pictured left*).



Middle East distributors meet in Japan

Representatives from distributors of seven countries across the Middle East visited Tadano in Japan for three days in March.

The 13 distributor personnel travelled with staff from Tadano Middle East office for a packed programme of meetings and visits from Wednesday 15th to Friday 17th March.

After arriving at Kansai International Airport, the group visited Kobe Global Parts Center and took a tour of the warehouse facilities and parts shipping operations.

The delegation then traveled to Takamatsu for the Middle East Distributor Conference at Shido factory on 16th and 17th March, which was the main purpose of the visit.

It was the second time that this event had been held in Japan since 2008. Personnel from Tadano Faun Group in Germany as well as from Tadano in Japan and the Middle East office joined the conference with the distributors.

At the conference, a wide range of issues were



Distributors from across the Middle East met at Tadano's Shido factory

discussed relating not only to products, parts and manuals, but also to service and training systems.

In addition, Mr. Nagai of the Japanese petroleum company Idemitsu Kosan Co., Ltd participated as a guest and explained the benefits of using Tadano Genuine Hydraulic Oil.

Fairs & Events

Where to meet Tadano around the world

- ♦ **Vertikal Days**
24-25 May Silverstone, UK
vertikaldays.net
- ♦ **CTT Moscow**
30 May – 3 June Moscow, Russia
www.ctt-moscow.com
- ♦ **Crane Industry Council of Australia (CICA)**
19-21 October Annual conference
Adelaide, Australia
www.cica.com.au
- ♦ **World Crane & Transport Summit**
7-8 November Amsterdam, Netherlands
www.khl-wcts.com
- ♦ **Excon**
12-16 December Bengalaru, India
www.excon.in

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