

## Crafted in Japan

### New truck crane series for emerging markets

Tadano is unveiling a new series of three truck cranes designed for customers in emerging markets who want the highest quality.

The GT-750EL (75-tonne class) and GT-600EL (60-tonne class) were introduced in October 2017. The GT-300EL (30-tonne class) is available from spring 2018.

Their boom lengths are 47.0m (GT-750EL), 43.0m (GT-600EL), and 34.0m (GT-300EL). Extra reach is provided by a two-stage (9.0m/14.3m, 8.5m/14.0m) under slung jib, extending lifting heights to 61.2m (GT-750EL), 57.3m (GT-600EL), and 48.0m (GT-300EL).

In the emerging markets, there is strong demand from customers for high-quality, durable truck cranes with high lifting performance, dependable safety devices and the ability to drive both on rough roads and at high-speed on highways. These customers prefer truck cranes that are “crafted in Japan” and provide low running costs and excellent value for used cranes.

Additionally, there is requirement in countries that drive on the left for right-hand drive vehicles. Tadano is therefore providing these “crafted in Japan” truck cranes with the option for either left-hand or (from spring 2018) right-hand drive.

The carriers have leaf suspensions in front and rubber mounted suspensions, newly developed in collaboration with Hendrickson,


**GT-750EL**

**SMART  
CHART**
**GT-600EL**

**GT-300EL**

in the rear, making them both comfortable to drive and also easy to maintain. Other drive features include automatic mechanical transmission and a convenient cruise control option.

Tadano on-board technology includes the HELLO-NET telematics system – a first for a truck crane – and the fuel monitoring system with Eco-Mode for when the crane is being operated and Positive Control when the crane is on standby.

The 75- and 60-tonners also have the new Smart Chart system that extends the safe working area of the crane beyond the traditional lifting circle by calculating the real maximum safe load over the rear side, providing extended corners for lifting.

See the new truck crane series at [www.youtube.com/watch?v=CPLvVsv8Ral](http://www.youtube.com/watch?v=CPLvVsv8Ral) or search for Tadano's YouTube channel

## Largest two-axle rough terrain crane is now available worldwide

The new Tadano GR-1200XL/GR-1100EX rough terrain crane, unveiled at the Conexpo-Con/Agg 2017 trade show in Las Vegas, USA, is now available worldwide.

In North America the model name is GR-1200XL; in the global market it is the GR-1100EX, reflecting its rated capacity of 120 US tons / 110 metric tonnes.

It is the largest two-axle rough terrain crane in the family and has a main boom that extends to 56m (183 ft 9 in).

Tadano has developed the GR-1200XL/GR-1100EX


**SMART  
CHART**
**GR-1200XL/GR-1100EX**

to be both compact and high-performing. The main target market is the energy industry, where cranes are required to have high maneuverability, durability, and lifting performance under tough conditions.

A special feature of this new model is the Tadano Smart Chart system, which makes best use of every inch of the lifting chart.

# Indian customers move up to TADANO



**Tadano India commissioned Modern Cranes' ATF 400G-6**

**Hyderabad-based Modern Crane Service is the first company in India to buy a Tadano 400-tonne crane.**

Managing director Amin Ladha sees great opportunity for heavy duty lifting machinery like the ATF 400G-6 in India. "We receive a lot of inquiries for heavy lifting capacity cranes from infrastructure construction companies as there is a strong focus on infra development by the government such as metro rail, bridges, airport, industrial and township development, etc, across the country," he says.

"As a rental company we foresee huge demand for higher capacity cranes for various jobs and applications. Currently, we have a fleet of more than 60 cranes and we have now added the more advanced and heavy-duty ATF 400G-6."

He further explains that the added safety benefits of the Tadano crane were also an attraction. "With this crane we will be further increasing safety measures at project sites," he says.

"We prefer to buy new cranes that come with the latest technology and have sound safety features in place. Tadano is known for its amazing safety features, technical strength, and durability, plus their cranes are easy to operate."

**Modern Crane Managing Director Mr Amin Ladha (left) with his brothers at the Key Handover Ceremony**



**Gandhi Cranes takes delivery of its two ATF 220G-5 cranes**

**The vision and hard work of Mr Srinivas Gandhi has made Gandhi Cranes one of India's biggest rental companies and TADANO is his first choice when it comes to updating the fleet with new cranes.**

Bangalore-based Gandhi Cranes is a prominent name in the crane rental business, working on both public and private infrastructure projects including precast concrete buildings, bridges, metro rail, industrial plants, and wind turbines. It is assigning its cranes to client's projects on a daily or monthly basis and as a contract package on lump sum rental.

Tadano India handed over the keys of the two new ATF 220G-5 cranes to Gandhi Cranes at a ceremony in the company's yard in Nelamangala, Bengaluru.

Mr Srinivas Gandhi, director of the company, says: "Given the strong demand for lifting equipment, we decided to enlarge our fleet with Tadano cranes, which are known for their superior technology, user-friendliness, ease of operation, safety, and efficiency. Moreover, they provide good after-sales service. It is important that our cranes help clients to complete their projects efficiently and on time, so we need cranes we can rely on."

He says the compact five-axle design of the ATF 220G-5 is suited for projects that have space constraints. The other unique selling proposition of this crane, he says, is the Lift Adjuster control system that enhances safety on construction sites.

**Tadano India staff with Mr Srinivas Gandhi and Tadano India Managing Director Mr Shigenobu Yamazaki during the Key Handover Ceremony at Gandhi Cranes yard in Bengaluru**



# Nina knows... ...So she chooses Tadano



Tadano Faun area sales manager Thorsten Dietzel hands over the ATF 70G-4 and ATF 220G-5 to Nina Schwarze, managing director of Schwarze-ASC GmbH

## About Schwarze-ASC GmbH

With approximately 70 employees, the Schwarze Group operates in the crane, transport and container business in greater Hanover and the Brunswick region. It also provides transport all over Germany and, to a certain extent, across Europe. Founded in 1952, the company is now in the third generation of family ownership and is managed by Nina Schwarze. It has mobile cranes, trucks with loader cranes, heavy-duty logistics and rigging machinery, and also office, storage and welfare containers for hire.

**Schwarze-ASC GmbH is an industrial lifting and removals specialist based in Garbsen in the Lower Saxony region of Germany.**

It has been a Tadano customer since 2014, when it bought a 70-tonne four-axle crane. This was followed by the company's purchase of an additional ATF 70G-4 and an ATF 220G-5 in the first quarter of 2017.

Schwarze-ASC GmbH is now in the third generation of family ownership and management, with Nina Schwarze having followed in her father Walter's footsteps. As a member of the board of the Bundesfachgruppe Schwertransporte und Kranarbeiten (BSK), the German association for heavy transport and cranes, she knows all about the regulatory challenges facing her industry.

Thus, Nina Schwarze is well aware of how important flexibility is. And as new load restrictions are being imposed on more roads and bridges,

reduced crane axle loads are becoming increasingly important. The 10-tonne axle load of the Tadano ATF 70G-4 is therefore significant to the company's operations.

With the bigger ATF 220G-5, the lifting performance and counterweight configuration are also essential for Nina Schwarze. This is why it has been racking up the operating hours and bringing in new business for Schwarze-ASC.

However, it is not enough just to be busy; the cranes must also make a profit. This is ensured by the two-engine concept, which has been consistently implemented and developed by Tadano. Both the carrier and the superstructure engines are ideally sized for their different tasks, using just the quantity of fuel required.

## ATF 70G-4 for New England groundworks contractor

**Northeast Shoring Installation LLC, a US specialist groundworks contractor, has bought a Tadano ATF 70G-4 all terrain crane.**

NE Shoring is a young company, founded in 2014 in Merrimack, New Hampshire. With growing demand, a second yard was soon established in Bloomfield, Connecticut. Today the company operates across New England and eastern New York State.

The ATF 70G-4 was purchased through Tadano's new distributor for the region, Flaherty Equipment Repair in Newton, Massachusetts. Tadano's reliability, reputation and adaptability were all selling points, says NE Shoring sales manager Jim Kinch.

"Most of the shoring locations are on very rough terrain," he says. "The ATF 70G-4's ability to get to the jobsite without special transport is critical. Once off-road, the ability to traverse rough terrain enables our crew to get to the jobsite, set-up and begin work with minimal difficulty.

"But although most of our sites are off-road, it was the superb highway handling and driver-friendly suspension that were key selling points, since our crews often travel in excess of 100 miles one-way to a jobsite," Jim Kinch adds.

"The attention paid to air suspension helps reduce driver fatigue over long distance trips between jobsite and yard. The level of detail provided from the driving seat cabin to the crane operating cab is great."

# Tadano Hosts Global Customer Support Conference at Shido



Participants of the Global Customer Support Conference



**Tadano held its sixth Global Customer Support Conference at the Customer Support Training Center at the Shido plant on Thursday 7th and Friday 8th September 2017.**

The Global Customer Support Conference is held once a year and its objective is to provide high quality and consistent support to customers all over the world, through sharing the latest technical information regarding after-sales support provided from Tadano headquarters and repairing and maintenance best practice among Tadano group companies.

This time there were 22 after-sales support associates from Tadano group companies from 12 different countries at the conference, along with 50 people joining from the after-sales support department of Tadano HQ.

Special presentations from Tadano HQ at this meeting covered topics including improving spare parts delivery and an explanation of the new Smart Chart system.

In addition, the use of 3D training simulators for improving driving and operating skills was introduced by the group company.

The whole Tadano group continuously works to improve its after-sales support capability and enhance customer satisfaction all around the world. This annual Global Customer Support Conference is a major forum for Tadano and its group companies to exchange ideas and new methods to achieve this goal.

Operator Russ Marchildon raves about the crane's ability to pull onto site, back into narrow spaces and set up easily. The smooth action of the swing motor, the fuel efficiency of the Mercedes engines and the camera on the winch drum.

Anything else, Russ?  
"Definitely the air conditioning in the crane cab and heated seats for the winter," he adds.



Northeast Shoring's ATF 70G-4

# Refurbishment

## If you love your crane but it has seen better days, then consider an overhaul

Eisele AG Cranes & Engineering Group is one of Germany's, indeed Europe's, leading crane operating companies providing machinery and engineering know-how for even the most complex lifts.

Eisele had only been in business for two years when, in 1990, Tadano Ltd acquired the manufacturer Faun and established its presence in Germany. Since that time, the crane operating company and the manufacturer have cemented a deep relationship, a partnership based on trust.

The most recent evidence for this trust-based relationship is the complete overhaul of an ATF 45-3 by Tadano for Eisele.

The 45-tonne crane had clocked up approximately 17,000 operating hours and 120,000 kilometres, all without ever incurring a single significant problem. Nevertheless, the passage of time takes its toll.

However, as this Tadano model continues to meet market needs and highway regulations, there was no reason to get rid of it when it could be refurbished.

The Tadano factory in Lauf an der Pegnitz has a specialist workshop for such maintenance and overhaul services, covering an area of 2,000m<sup>2</sup>. If needed, Tadano even provides a replacement vehicle from its crane pool to cover the downtime.



Claus Eisele (left) with his grandson and his wife Angela Eisele, alongside Klaus-Peter Grabe and Norbert Bock from Tadano Faun's repair workshop

Routinely, each crane initially undergoes close examination. Based on this, a cost estimate is prepared with binding price and scheduling, so Eisele knew exactly what it would cost and how long it would take. The overhaul comprised engine, cylinders, crane body and painting, using only original spare parts according to the manufacturer's standard, making it literally as good as new for a fraction of the price.

Such was Eisele's satisfaction with the overhaul that a second of its ATF 45-3 cranes was subsequently sent to Lauf for the same treatment.

## Aerial Work Platform open day at Hong Kong film studio

The first Hong Kong Truck Mounted Aerial Work Platform Open Day was held on 7th July at Shing Fung Film Studio in Sai Kung.

Shing Fung Engineering & Equipment partnered with Crown Motors – the distributor of Hino Motors – and Tadano to promote the safe use of aerial work platforms (AWPs).

Shing Fung, distributor of Tadano AWPs in Hong Kong, presented a fleet of AT-series platforms, including AT-255CG, AT-195CG and AT-157CG models, mounted on Hino chassis.

These models have safety devices such as Automatic Motion Controllers (AMC) and boom profile monitor systems. They have a maximum working height of 27.5m, 21.5m and 17.7m respectively.

Tadano general manager Masanori Mitani (pictured bottom left) said: "By having a pre-inspection demonstration on our open day we enhanced safety awareness of aerial work platforms for Hong Kong users."



Aerial work platforms on display in Hong Kong



Shing Fung CEO Kindwind Wu added: "We are delighted to partner with Crown Motors and Tadano by offering a professional aerial work platform to the Hong Kong market. By the end of 2017, we will be launching the AT-300CG, with a maximum working height of 32m. We will continue to promote the safe use of truck mounted aerial platform to the Hong Kong market."



# Distributor focus

*Our partners around the globe*

## Vitrac: Vietnam

Vitrac was established in 1995 by Mr Nguyen Xuan Tuan, who remains the owner and president of the business today, assisted by his 31-year-old son Stephen Nguyen Xuan Thanh, who is deputy general manager.



The Vitrac team

Its core business is the lease and sale of construction machinery in Vietnam.

The name Vitrac comes from Vinh Phu Trading Company (now Corporation). Vinh Phu is the company founder's home town.

The relationship between Vitrac and Tadano began in 2007 through Itochu, the Japanese trading company. Mr Tuan visited the Tadano factory in Takamatsu as well as the Tokyo office in October 2007. Vitrac became official distributor of Tadano for Vietnam in February 2014.

As well as Tadano cranes, Vitrac also has the Vietnam agency for: Kobelco crawler cranes from Japan; Everdigm concrete pumps from Korea; DY cargo cranes, also from Korea; and Wirtgen Group roadbuilding machinery from Germany.

"We never sell any products that we wouldn't buy if we were the customer," says Mr Thanh. "That is the reason why we select leading brands for our customers, offering high quality at reasonable prices. We are oriented not to offer low quality products."

Vitrac also owns a public transport company with 165 buses and it has two compressed natural gas (CNG) stations serving Dong Nai and Can Tho.

It has five facilities in Dong Nai province, with a total estate of 50,000 m<sup>2</sup> as well as a 20,000 m<sup>2</sup> facility in Hanoi.

The company has doubled in size over the past five years. It now has a workforce of 275 employees and 2017 group revenue is set to be around US\$40m, with approximately \$8m of this coming from cranes.

As the crane market in Vietnam matures, Vitrac's business has also changed. Five years ago Vitrac sold only used cranes. Today 90% of sales are new cranes and just 10% are used.

The most Tadano popular models are the GR-300EX and GR-500EXL rough terrain cranes "because of high quality,

durability, very good lifting performance and acceptable price," Mr Thanh says.

A key part of Vitrac's strategy is to build market awareness and trust with customers. The training department has an important role, not



# Fairs & Events

*Where to meet Tadano around the world*

- ◆ **Excon**  
**12-16 Dec 2017** Bengaluru, India  
[www.excon.in](http://www.excon.in)
- ◆ **Intermat**  
**23-28 April 2018** Paris, France  
[www.intermat.fr](http://www.intermat.fr)
- ◆ **Bauma CTT Russia**  
**5-8 June 2018** Moscow, Russia  
[www.bauma-ctt.ru/en](http://www.bauma-ctt.ru/en)
- ◆ **M&T Expo**  
**5-8 June 2018** São Paulo, Brazil  
[www.mtexpo.com.br](http://www.mtexpo.com.br)

just training Vitrac staff but also the customers.

Although Vietnam has seen a lot of infrastructure construction, industrialization and urbanization in recent years, this has brought the country challenges including industrial pollution and a widening gap between rich and poor.

The move from a centrally planned economy to a more free market has brought growth but a lot of the economic progress remains fragile, Mr Thanh says.



Vitrac training

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