

Debut for TM-ZX1505

Meeting demand for larger loaders

Recent years have seen the oil industry in the Middle East and Southeast Asia calling out for larger loader cranes. Tadano has answered the call.

Demand has grown for loader cranes with a load moment of 30 tonne-metres or more that also satisfy ever more stringent safety requirements.

In response to these market needs, Tadano has developed the TM-ZX1505, a high-capacity loader crane packed with Japanese technologies.

The newly developed TM-ZX1505 is the biggest model in Tadano's cargo crane family; it has a safe working load of 15 tonnes at 2.0 metres, and a maximum boom length of 18.5 metres.

It boasts the largest working area in its class with a maximum load radius of 18.07 metres and a maximum lifting height of approximately 20 metres.

The heptagonal boom made of high tensile steel has high rigidity, strong resistance to lateral deflection, and a pair of powerful elevating cylinders to take on the rigorous workloads. The crane is also equipped with rear stabilisers to ensure complete stability.

The Automatic Moment Limiter (AML) that monitors operational safety is fitted as standard. It has a 'strength monitoring' function, which makes it impossible to overload the crane, and a 'stability monitoring' function, to prevent the crane from falling over.

It is a particular feature of loader cranes that vehicle stability changes with the loading and unloading of the truck bed. This crane monitors reaction forces in the stabiliser jacks to ensure that the safe maximum working capacity is never exceeded.

The unit is loaded with equipment that keeps the operator safe and comfortable, such as a digital display that shows actual and rated loads and a central control panel with switches. There is a



The TM-ZX1505 went on sale in October 2018 and will be primarily marketed in the Middle East and Southeast Asia



working height limiter to restrict the maximum boom height for when working under power lines, indoors or in other height-restricted areas. The 'Hook-In' system enables the hook block to be stowed with the flick of a switch. And an anti-two-block device prevents the boom and hook block from coming into contact during winching.

The optional remote control uses a large-screen and power-saving color LCD display.

It has a feature that can customize speed

adjustment for various operations, and has an emergency stop switch in

addition to displaying actual load, rated load, and load moment ratio.

The newly developed 'load weight' function

calculates and displays load weight during loading and unloading, enabling work progress and the load weight on the vehicle to be monitored, which also prevents vehicle overloading. These features contribute to not only to safe lifting but also to the safety of the vehicle on the road.

Also in this issue:

New Global Parts Center



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Tadano forms Indian JV with Escorts

Tadano has established a joint venture in India with local crane manufacturer Escorts Limited.

The two companies plan to co-operate in the promotion and production of Tadano cranes in India.

As part of its quest for global market leadership in the lifting equipment industry, Tadano established Tadano India Pvt Ltd in 2012 to sell Tadano products and provide services for them in the Indian market. Tadano India Pvt Ltd sells and services Tadano mobile cranes in the region.

Escorts is a prominent Indian manufacturer of agricultural and construction equipment, with sales in 2017 of nearly 51bn Indian Rupees (US\$690m).

Through the JV, Tadano aims not only to increase the sales of Tadano products but also to enhance its competitiveness by designing and manufacturing products in India.

Tadano Escorts JV began operations in December



2018 in Faridabad, in the state of Haryana, India. It is 51% owned by Tadano and 49% by Escorts. The sales target of the JV is 1,215 million Indian Rupees (approximately US\$16.5m) in 2023.

Escorts Chairman
Nikhil Nanda and
Tadano President
Koichi Tadano

Global Parts Center opens in Singapore

New strategy for faster customer support

Tadano has opened a new parts center in Singapore to speed up the delivery of spare parts to distributors all around the world.

The Tadano Singapore Parts Center is housed in a 4,750 m² warehouse run by Nippon Express (Singapore) Pte Ltd, a specialist in international logistics. Nippon Express will look after all aspects of logistics, including warehouse work.

Work related to distribution, including shipping and export documents, will be handled by Nippon Express sister company Nittsu Shoji (Singapore) Pte Ltd.

One of Tadano's core aims is the continuous improvement of customer support. The goal is



sustainable growth to become 'No.1 Worldwide in the Lifting Equipment Industry' with 80% of sales outside of Japan.

At present, parts sold outside of Japan are shipped directly from the Tadano Global Parts Center in the port of Kobe, Japan. Setting up a warehouse in Singapore will reduce delivery times and shipping costs, resulting in faster support to distributors and ultimately an even better service to end-user customers.

Representatives from Tadano at the opening included Tadano Asia Managing Director Kozo Hayashi (front left), Tadano Executive Vice President Tadashi Suzuki (front, third left) and Officer Yuji Tokuda (fifth from left)

With in Australia



Australia's only annual crane conference hosted by the Crane Industry Council of Australia (CICA) was held in Melbourne this year from the 17th to 19th of October, and did not disappoint.

With the exhibition and crane display located together inside the walls of the Melbourne Convention & Exhibition Centre (MCEC) the atmosphere and collection of crane industry owners, buyers and enthusiasts was busy and alive.

Tadano's booth included a full-sized display of the current Hendrickson suspension model, found in Tadano truck cranes, a GR-200EX and a GT-300EL. The GR-200EX on exhibit was successfully sold at the conference and the GT-300EL, looking great in customer's livery, was handed over to a proud Tadano owner. The Tadano booth grabbed attention throughout the conference and Tadano Oceania was presented with the *People's Choice Best Booth* award.

The annual customer dinner was packed full of entertainment and well received by all who attended. Tadano has been participating in this conference for eight years and continues to maintain close relations with crane owners and users in Australia.

The Tadano team and their prize-winning booth in Melbourne



Tadano's People's Choice Best Booth trophy

New man in Brazil

Mr Masatoshi Hirano has been appointed Managing Director of Tadano Brasil Equipamentos de Elevacao Ltda.

Mr Hirano has been in Beijing for seven years and takes over from Mr Yasuaki Kishimoto, who has devoted himself to expanding business in Brazil for the past seven years.



Participation in the Specialized Carriers & Rigging Association

Tadano America and Tadano Mantis participated in the Specialized Carriers & Rigging Association's (SC&RA) 2018 Crane & Rigging Workshop.

This industry-wide event provides a gathering for crane and rigging professionals to connect, problem solve, exhibit, and discover industry best practices.

More than 600 attendees from around the world attended the 2018 meeting, which was held over three days in late September in Louisville, Kentucky.

One of the North American crane industry's largest trade associations, SC&RA continually excels at engaging and connecting members. The First-Timers Briefing welcomed a few new Tadano employees along with more than 100 other new attendees. It was a opportunity to meet officers and staff of the association, to learn about its education and advocacy work, and network with other members.

This was followed by the Welcome Reception, providing networking time for repeat attendees to meet with customers, suppliers and colleagues.

President and CEO of Tadano America, Ingo Schiller (pictured above right), is a member of the board of directors of SC&RA. He also currently serves as the vice chair of the Crane & Rigging committee and is scheduled to take on the role of Chair and host next year's Crane & Rigging Workshop. During the workshop, Mr. Schiller was the Master of Ceremonies for two of the breakout sessions covering lifting solutions and crane safety. In addition, Mr. Schiller was a presenter at one of the Leadership sessions.

On the last day of the workshop, members participated in an expo day. During the sold-out event, more than 90 booths displayed the latest products and services of the industry. Tadano marketing and sales staff connected with customers and shared product information at the Tadano booth. While much business was conducted, there was also fun with competitive games. TAC's Regional Business Manager for the western North America, Justin Andrews, took first place as the winner of the Exhibit Center Strongest Punch game.

Tadano appreciates the hospitality of the Crane & Rigging Group and looks forward to upcoming SC&RA Events.

Simulating real scenarios is key to Tadano's group training philosophy

Central to the safe and effective operation of cranes is a team of people that is fully trained to operate them, service them, maintain them, and, when necessary, repair them.

As a leading manufacturer of mobile cranes, training is a core function of Tadano's business.

Firstly, Tadano has a comprehensive training function to give its own employees the skills they need to design and manufacture cranes.

Then there are the Tadano service teams all round the world, fully factory trained on all aspects of repair and maintenance of the whole product line.

Then there are Tadano sales and service representatives employed by distributors in all corners of the world. Tadano makes sure that they too are fully competent to stand behind the Tadano brand.

Lastly, but certainly not least, is the end-user customer that Tadano wants to ensure gets the most from the safe operation of their crane.

Tadano's training programmes are wide ranging, taking place sometimes in the factory and sometimes in the field, and often exploiting simulation technology.

In October, three service experts travelled to Japan from Tadano subsidiaries in the USA and Australia for an advanced level training course on the GR-1600XL/GR-1450EX rough terrain crane. The training was very hands-on, examining potential issues that have arisen in some of the early units. The course attendees discussed the best approaches for minimizing crane down-time for customers. The training programme included the use of virtual reality (VR) to enable participants to experience simulated crane accidents using VR headsets. This led on to discussion about how to avoid such accidents and how to raise safety awareness among stakeholders, since 'safety first' is the number one priority for Tadano.

Simulators are also used by Tadano Asia Pacific (TAP) in



Above: Training in Japan
Below: Tadano Faun's HyDrive HHT2 module



Singapore, which recently held a course for distributors across the region. There were 10 participants, coming from Vietnam, Thailand, Philippines and Malaysia, as well as from Singapore. Maintenance and issues were explained using circuit diagrams and problems were mocked up and rehearsed using a special simulator.

At Tadano Faun in Germany, the training department has special training modules supplied by HyDrive International, a well-known manufacturer of automotive components. Tadano has a close and long-term partnership with HyDrive and uses various HyDrive hydraulic components in its cranes.

Tadano Faun currently has 29 apprentices and these devices enable them to try out the handling of hydraulic components. HyDrive designed the HHT2 hydraulic training module for the practical simulation of typical real-life tasks.

Martin Übler, head of the apprentice workshop, believes in the importance of practical experience as well as theoretical knowledge. "We can use the hydraulic trainer to present a variety of scenarios, which the trainees will come up against in their daily work," he says. "The HHT2 also enables us to simulate and rectify different types of problems."

As modern cranes are so dependent on sophisticated hydraulic systems, disseminating core knowledge on this technology is one of the most important aspects of training within the Tadano organisation. And Tadano's training provision in Lauf an der Pegnitz attracts attention from local colleges and training organisations in the region.

In October, for example, Tadano Faun hosted a visit of staff from Industrie- und Handelskammer (IHK), the German chamber of commerce, along with teachers from the automotive guild and local technical colleges seeking to learn about its training programme. The visitors witnessed how Tadano teaches through practical application scenarios using the new HHT2 modules.

Quality and value turn Sin Leng on to GTC-800

Singapore heavy lifting contractor Sin Leng Industries has added a Tadano GTC-800 telescopic boom crawler crane to its equipment fleet.

“The GTC-800 is a new model and we are interested to see how the cranes will fit into the Singapore market and its application in the Singapore construction landscape,” says Operations Manager Ang Dun Hao.

Sin Leng Industries has a fleet of more than 30 cranes, including rough terrain and truck cranes, and both telescopic and lattice boom crawler cranes. This is its first Tadano crawler crane, although it has had Tadano rough terrain cranes in the past and so knows the quality of the brand.

“We purchase Tadano because of the long history of the brand and its cranes and its association to quality. Its resale value, in our experience, is better than other brands,” says Mr Ang.

He adds: “The sales team from [local dealer] Multico and Tadano has been fantastic and the after-sales support from Multico has always been praised by other crane companies in Singapore.”

Mr Ang continues: “What I like about the GTC-800 is the simplicity of operating the crane. The LMI system is easy to operate. For example, the operator does not have to individually select the boom sections and extend/retract. It is all determined by the computer. Also, we find that the in-built cameras are high quality and make it



Sin Leng takes delivery of GTC-800

easy to see the surroundings of the crane. Last but not least, I find the hydraulic cylinders and the general build quality of the crane to be of a higher standard than its competitors.”



With demand growing for telescopic boom crawler cranes in Singapore, Mr Ang expects the GTC-800 to find plenty of work. “There is a trend shifting towards crawler telescopic cranes, due to site constraints,” he says. “Having mobile and rough terrain cranes with outriggers make it inefficient as most sites require the cranes to shift along the access in between lift. Also, it does not require an assist crane to erect it, and the ease of mobilisation makes it much more attractive to employ in a job site.”

New RTs for Japan loaded with technology

GR-1000N and GR-600N debut

Tadano has launched two new models of rough terrain crane for the Japanese domestic market, the GR-1000N and GR-600N – and they are packed with new features.

The Smart Chart system, already available on rough terrain crane models for markets outside of Japan, is installed on these new models for the first time for the Japanese market.

Smart Chart expands the working area shape from a circular cone to a square pyramid, maximising crane performance in any outrigger set-up.

Lifting capacities are also improved by the self-removable counterweight function.

They are the first Tadano rough terrain cranes to adopt a single telescopic cylinder to extend and retract boom sections, as seen on the all terrain cranes of Tadano. This lightens the boom and improves capacity, particularly at larger radius.



The four-axle GR-1000N (shown) is rated at 100 tonnes safe working load, while the three-axle GR-600N is rated at 60 tonnes

The new multi-axle models have radio controls to extend and retract the outriggers and jacks, and also to install and stow a jib to the crane.

This saves time for the operator and reduces exposure to accident risk.

Tadano never forgets about operator comfort. The large touch-screen color display gives the operator a clear overview of working conditions. The levers are also new, with improved touch thanks to modifications to the electric system.

The new operator seat has a head rest designed to give a better fit to the back of your head when wearing a helmet.

Other new technologies added here include the Tadano View System and Human Alert System.

No other rough terrain cranes have this kind of safety-enhancing technology. Tadano View has a ‘Wide Sight View’ function to give a bird’s-eye view of the crane and its surroundings. The Human Alert System checks the front-left blind spot and sounds an alarm when a person comes close to the crane.

Distributor focus

Our presence around the globe

Chaika Service: Russia



With 433 employees, the Chaika-Service Automobile Plant is defined by the Ministry of Industry of the Nizhny Novgorod Region as a big business.

Established in 1993, Chaika produces various kinds of industrial and commercial vehicles, including tow trucks, truck-mounted concrete pumps and aerial work platforms. It sets out to produce international standard machinery

The director general and the owner is Evgeny Ganin.

Since 2009 Chaika has had a distribution agreement with Tadano for cargo cranes. It mounts Tadano loader cranes on different types of chassis – such as GAZ, Kamaz, Isuzu, Fuso, Hino and JAC – for customers across Russia and the CIS. It supplies public utilities and construction contractors as well as energy, telecoms and oil & gas companies, and is supported by a network of more than 80 service partners.

Tadano cranes account for just over 10% of Chaika's special equipment sales, and around a third of its crane business.

Over the past 10 years, Chaika has typically averaged between 50 and 60 sales of its Chaika-Tadano truck-mounted cranes each year, but this has risen substantially in the past year.

Most of the sales are made by through its established sub-dealer network, occasionally in substantial batches. Orders this year have included one for a batch of 14 units of Chaika-Tadano cranes and another for a batch of eight units.

There are cheaper local alternatives to Tadano cranes on the Russian market, and these find their market, but there are also buyers that recognise the benefit of buying top quality machinery like Tadano.

Two of the biggest challenges facing a company like Chaika are completely outside of its control: geography and climate. Russia is a vast country, hence the large service network. Chaika's service and repair crews always have to be prepared to travel long distances whenever required.

It also has extreme weather conditions, with temperatures ranging from -40°C to +40°C. Cranes and vehicles have to be able to cope with this. So far, there have been no claims against Chaika-Tadano in this regards and no complaints about the extreme weather resilience of the cranes.



Fairs & Events

Where to meet Tadano around the world

- ♦ **Bauma ConExpo India**
11-14 December 2018 Gurgaon / Delhi, India
www.bcindia.com
- ♦ **BAUMA**
8-14 April 2019 Munich, Germany
www.bauma.de
- ♦ **SC&RA Annual Conference**
23-27 April 2019 Carlsbad, California, USA
www.scranet.org
- ♦ **Bauma CTT Russia**
4-7 June 2019 Moscow, Russia
bauma-ctt.ru

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