

method

HIAB LOAD HANDLING MAGAZINE 2.2008 English

Well thought-out
solution reaches the

target



HIAB

IN FOCUS: Services – Concept truck – Hooklift strengths

Ready to service



Services and close partnerships with our customers are vital elements to Hiab's business today – they are key elements in the basis of our strategy of being close to our customers.

We at Hiab and Cargotec Corporation see a continuous and steadily growing demand for maintenance services among our customers.

Hiab is continuously developing its load handling solution and service portfolio, as Jukka Ruotsalainen, Hiab's Vice President in Service Business, elaborates on page 6 of this magazine. Utilising synergies of the Cargotec Corporation's Services know-how over its three business areas gives us further opportunities to meet customers' individual needs globally.

One good example of new innovative ways of close partnerships is the customised solution Hiab has developed together with Veho, a utility vehicle importer in Finland. Starting on page 10 you can see how the energy industry customer gets the equipment that fills their needs exactly and brings a good return on their investment.

Pekka Vartiainen
President, Hiab

BEHIND THE COVER



A big boost for aerial work

Distribution Network Technician **Marko Siira** installs a 20-kilovolt interconnector line in Nurmes, in Finland's North Karelia. Siira, a seasoned professional of nine years, thinks the vehicle Voimatel Oy acquired a few months ago is a big advancement in field work.

Designed for mounting on Mercedes-Benz Atego's 13-tonne four-wheel-drive chassis, the superstructure is standardised for energy industry applications. The precision that went into planning the design is visible in details.

"This is really an awesome vehicle for this work. Now it is easy to hoist the supplies, like the lever hoists", Siira notes.

He says the vehicle purchase makes the work go faster and improves the working conditions.

"Now the work up there can be done much quicker than when we had to scale the pole with our climbing irons. Plus, the vehicle is easier on the worker. And the work position is so much better than before."

Read more about the truck package standardised for the energy industry on pages 9-11.

Trade shows

Come and meet us at trade shows. For more information, please visit www.hiab.com.

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 Increase productivity of crane investments

METHOD – LOAD HANDLING MAGAZINE

is Hiab's customer magazine with a circulation of approx. 70,000.

The Hiab company's product brands are HIAB loader cranes, MULTILIFT demountables, LOGLIFT and JONSERED forestry and recycling cranes, ZEPRO, AMA, WALTCO, DEL, ULTRON and FOCOLIFT tail lifts, and MOFFETT and PRINCETON PIGGY BACK® truck-mounted forklifts.

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*If you
have tried
ToolXChanger
once, you cannot do
without it.*



INCREASE PRODUCTIVITY of crane investm

More and more crane operators are aware of the potential for increasing productivity by fitting cranes with various accessories. The time when cranes were only used for lifting with hooks is past – today an increasing number of applications can be addressed.



It's possible to increase productivity by fitting cranes with various accessories. Here a 122BS crane is fitted with a brick stack grapple.

ents

With a rotator and tool attached to the tip of a crane, the crane can be quickly transformed into a small excavator, for example. The crane vehicle can excavate a hole where needed, without damaging surrounding ground covering. In addition, the crane operator can quickly put new ground covering in place, when the material is already on the platform upon arrival – and excess material can be removed when leaving the worksite. More and more municipalities have already become aware of the many advantages of having a truck with a clamshell bucket-equipped crane do the work of a number of other machines.

Productivity increasing couplers

By equipping a crane with Hiab's unique parkable ToolXChanger quick coupling, tools suited for different tasks can be switched over quickly. Just think how efficient it would be to switch between lifting hooks, different kinds of clamshell buckets or a pallet fork in just a few seconds.

"If you have tried it once, you cannot do without it – the quick coupling pays for itself quickly", says operator **Claes Wallberg**, Stockholm.

Problems related to trying to steer in and insert rotator axles into the nose of the boom system have been eliminated – as has the difficult and messy operation of connecting the hydraulic hoses. With ToolXChanger, the same rotator is always used, and as usual together with a hook for lifting, or whatever tool is needed at the time.

If you are not ready to step all the way up to ToolXChanger, efficiency can still be increased through changing tools. MultiCoupling is a hydraulic quick coupling that can couple/uncouple a number of hydraulic hoses in the tip of a crane. Hiab's MultiCoupling has a built-in pressure compensator that enables coupling/decoupling of hydraulic functions at full pressure. By ordering a crane already fitted with MultiCoupling, or by mounting MultiCoupling afterwards on an appropriate setup, tools can be switched easily and efficiently.

The difficulties involved in coupling/decoupling traditional, messy, icy or poorly accessible hydraulic couplings are just a memory. In addition, problems involving contained pressure where, for example, a tool or crane has stood in the sun or cold, are eliminated.

Hiab also offers a larger MultiCoupling

model that can be used, for example, with console-mounted cranes, where being able to couple to and decouple easily from the crane's or truck's hydraulic system is necessary.

Faster deliveries of goods

If material, for example, is often delivered high up on a structure, the crane can be furnished with a hoist for an easy increase in productivity. Because of the hoist's high speed and precise operation, material can quickly be transported a number of levels up from the ground. Instead of raising the



crane's boom system up and down to fetch and deliver goods, the crane boom can be left pointing up the whole time and use can be made of the hoist's speed. Hiab's program includes a number of versatile hoists featuring different capacity levels.

When weight matters

Where it is important to keep track of what loads actually weigh, Hiab has the solution – almost to the kilo. Load cells are available both in hook form and for mounting on rotators – perfect for seeing how much has been loaded on the platform in order to avoid overloading.

Other areas of use involve determining whether loads really weigh what the customer has stated – operators can still be paid for "unnecessary" runs if loads are shown to be much heavier than specified and beyond the capacity of the crane. But the major gain is the safety involved in actually knowing how much is hanging from the tip of the crane and being able to carry out lifting in a risk-free manner.

In addition, a number of Hiab's weighing systems are fully certified for use in providing invoicing documentation in connection with, for example, recycling management. ■

Text: Per Herdegård

Photos: Lasse Klint

Support throughout the life cycle

Service trend continues to bloom as companies look for stable partnerships in maintenance. As an answer to the customers' needs, Hiab broadens its maintenance services offering.



“When we are able to pool the maintenance personnel of the different Cargotec companies in certain cases, we can better serve customers”, Jukka Ruotsalainen crystallises the new approach for developing services.

Jukka Ruotsalainen, Vice President, Service Business, sees the growth in demand for Hiab's maintenance services as part of a broader business trend in which companies want to focus more closely on their own core business.

"Our customers are of the 'I do', 'we do' or 'you do' type – and more and more often they are saying 'you do'. The bigger companies in particular are turning to a partner to take responsibility for maintenance", he crystallises the customers' approach to equipment maintenance.

"This means that our maintenance services meet the needs of each customer group."

A full-range portfolio

"Hiab is the world's leading supplier of load handling equipment, and services are a natural supplement to our solutions offering. We are developing different levels of services – from comprehensive packages and preventive maintenance to spare parts offering. Hiab is a recognised brand with quality that customers trust. So customers can also be confident in the quality of the maintenance services we offer."

Ruotsalainen emphasises that a globally operating company needs standardised service products so that customers operating in several countries can get the same service everywhere. But local, special conditions must be taken into consideration as well, so there are some variations in the maintenance service portfolios

and the entire Cargotec Corporation based on the performance of these technicians. He also points out the challenging nature of every customer encounter; from the customer's perspective, the grounds for an encounter are always negative – equipment is in need of servicing and is not being used productively.

When we are able to pool the maintenance personnel of the different companies in certain cases, we can better serve customers", Ruotsalainen says, and offers a formula of why it is feasible also in terms of cost efficiency to utilise maintenance know-how between the companies: "70 percent of the equipment maintenance consists of similar mechanics, automation, pneumatics and hydraulics. On top of this, we need application know-how related to different equipment."

Good engineering forms the foundation

One of the biggest challenges in growing the maintenance business is that it is strongly based on human performance, and skilled professionals are definitely a scarce resource.

"Finding, training and retaining talent are big issues that we have invested in at Cargotec. We have established our own training system to make sure we have cross-skilled maintenance professionals that are able to work across business boundaries."

Jukka Ruotsalainen emphasises the significance of each and every service technician because customers form their opinion about Hiab

Our maintenance services meet the needs of each customer group.



between different countries.

This requires operations to be restructured. Ruotsalainen says that while development of maintenance services has taken place mainly locally, from here forward the aim is to better utilise the entire company's know-how across country and product line boundaries. Instead of just equipment sales, load handling solutions will be supported – and that can include equipment, maintenance and possibly even financing.

Cargotec enables better use of global Hiab network

The development of Hiab's maintenance service business is related to the parent group Cargotec's strategy alignments. The group is building country organisa-

and the entire Cargotec Corporation based on the performance of these technicians. He also points out the challenging nature of every customer encounter; from the customer's perspective, the grounds for an encounter are always negative – equipment is in need of servicing and is not being used productively.

Part of successful maintenance, lists Ruotsalainen, is that a skilled service technician arrives on site quickly and with the necessary parts, that Hiab's equipment is durable, and that it is engineered for easy maintenance.

"Engineering makes important decisions. If decisions aren't correct, the ball game is over. The dialogue between aftersales marketing and equipment engineering is of crucial importance in making Hiab's solutions feasible for the entire life cycle of the equipment." ■

Text: Compositor/Sami Laakso

Photo: Jyrki Vesa

HOOKLIFT SERIES HIGHLIGHTS

3 strengths

1 VERSATILITY of the MULTILIFT XR Power hooklifts stems from their technical solutions.

- XR S hooklifts feature a sliding hook-arm: low operating height during body change.
- XR T hooklifts have a tilting horizontal movement and a turning pivot point, reducing the number of wear parts and increasing power when moving a load.
- XR Z combines the features of the two other models: a hookarm that both slides and tilts. Thanks to its long horizontal sliding movement, it easily handles demountable bodies of different lengths. The hookarm's sliding and tilting functions give the equipment a low lifting angle during body change, making it an ideal solution for working in spaces with low clearance.

All models are available in either 21- or 26-tonne capacity. Trucks equipped with the XR Power hooklift have high uptime because the demountables enable usage of the truck for a variety of applications. Downtime and loading times are short because other transportation jobs can be taken care of while the demountable bodies are being loaded, and loading is easier when the demountable bodies are on the ground.

2 OPERATING SAFETY has been a priority in the design of the hooklifts.

The optimised design makes it easy to hook to a tank, demountable body or container, so XR Power hooklifts can be used also by operators with less experience. Stability and a low centre of gravity have been achieved with a low installation height. Safety features include an automatic, mechanical tipping lock and the hydraulic system's load-holding and hose-failure valves. The driver can control the loading/unloading process from the cab, further increasing work safety.

3 ADAPTABILITY ensures that MULTILIFT XR Power Range hooklifts can be used at different work sites. The PLC (Programmable Logic Control) system makes the hooklifts ideal for a range of applications. It also minimises downtime and enables quick and safe operations, regardless of the payload weight.

PLC makes it possible to add new functions to the equipment to facilitate daily load-handling work. Among the features included with the basic equipment are 2-speed control, automatic relief when lowering the demountable body on the chassis, and main cylinder flotation. Optional features include e.g. automatic control, fast speed, proportional fast speed and the load relief in horizontal movement. Combining the additional options to be controlled from the highly ergonomic in-cab control unit makes the equipment suitable for a variety of applications. ■

MULTILIFT XR Power Range

Vehicle type	3- or 4-axle
Gross weight of vehicle (t)	26–32
Lifting capacity (t)	21–26

ADDITIONAL INFORMATION

www.hiab.com/products



Customized
solution for the

energy industry



There's no need to re-invent the wheel, the saying goes. And there's no need to re-invent a vehicle that serves the energy industry's needs in the best possible way – now that Hiab and Veho have standardised it.

V

ehicles for the energy industry, just like those for other sectors, have been heavily customised. This means that when buying vehicles, solutions for the same challenges have been looked for time and time again. And many companies have been using vehicles that have been customised in different ways, even though it isn't financially feasible.

Hiab and Veho, the importer of Mercedes-Benz utility vehicles in Finland, have standardised a truck concept with optimised efficiency for use by the energy industry.

"We want our customers in the energy industry to be able to focus on their core business instead of on the design of vehicles", says Hiab's Regional Manager **Börje Laakso**.

He emphasises that the development work is based on long-term experience in the energy sector and a continuous dialogue with vehicle users. Sales Manager **Risto Eränen** also emphasises the importance of knowing the customers' needs. He heads Veho's Powerline unit, which specialises in vehicles for the energy industry.

"We play a consulting role because energy companies typically don't have professionals specialised in vehicle procurements. The customers know what they need the vehicles for, and we know what solutions the vehicle must have to handle the jobs", Eränen notes.

Fit for the task

The solution developed through several years of Hiab and Veho collaboration is a superstructure concept designed for the four-wheel-drive 13-tonne Mercedes-Benz Atego chassis. ▶



The solution developed through several years of Hiab and Veho collaboration is a superstructure concept designed for the four-wheel-drive 13-tonne Mercedes-Benz Atego chassis.

► The standardised, multipurpose vehicle with carefully designed details is used mainly by energy companies in distribution network maintenance tasks, for minor construction work and in the laying of new power lines, so the vehicle must have off-road capabilities.

”The main frame of the superstructure is standardised, and customers can still choose from a countless number of options to customise the vehicle for their own needs.

For example, they can choose the crane’s lifting capacity, reach and accessories”, Börje Laakso says, and notes that the HIAB 088 HiDuo has proven to be the most suitable crane for this size-class of vehicle. The 088 HiDuo can perform a variety of tasks, like lifting reels and transformer installations.

Laakso points out that the standardisation of the superstructure concept has resulted in shorter lead times at the factory and significantly shorter vehicle delivery times for customers.

Higher uptime

The collaboration between Hiab and Veho was very tight during development. For example, Hiab’s experts had a direct online connection to Mercedes-Benz’s database of superstructure manufacturers. When asked

about the smoothness of the collaboration, Laakso and Eränen admit that at times the work pace was hectic and the hours long. A good mutual understanding and a common goal have driven the work forward, and, the



When the uptime is high, the return on the investment is good.



A well thought-out concept

"We save time and expenses and the quality is spot on", Markku Manninen explains why Voimatel Oy ended up choosing a vehicle with a superstructure standardised for power grid construction, repairs and maintenance.

Voimatel Oy, a specialist in building and maintaining electricity and telecommunications networks, significantly increased its heavy-duty fleet. Before, it had two big trucks, but now the company purchased seven 13-tonne Mercedes-Benz Ategos with standardised superstructures.

In all, Voimatel Oy has about 150 vehicles, and there has been an increasing focus on managing the fleet portfolio. According to ICT and Logistics Manager Markku Manninen, the vehicle and load-handling suppliers' efforts to standardise solutions are very compatible with this.

"The way of operating streamlines the whole life cycle of the vehicle and improves overall cost efficiency. We try to choose product solutions that have already been well thought out in terms of the different business functions' needs. It's great that manufacturers are standardising their solutions already at the factory."

He notes that the main factor in Voimatel Oy's latest purchase decision was the fleet's capacity to operate in all terrain and weather conditions not only in Central and Eastern Finland, but also elsewhere in the nation-wide area of operations.

"The conditions are often very demanding, especially when repairing power lines", Manninen says, and adds that, in addition to off-road capabilities, they also looked at the multipurpose factor to keep the utilisation rate high.

Purchasing made easy

Solutions that are standardised to meet the sector's needs facilitate vehicle purchases. Manninen points out that it can become very expensive to start designing different solutions from scratch every time you make an equipment purchase.

"It is very time consuming. And, ultimately, you might end up with the same result as the standardised solution. On the other hand, if multiple people participate in customising the different vehicles, it is expensive, the vehicles differ from each other, and the result isn't necessarily the best possible."

"Now, all seven of the vehicles we purchased were made based on the same concept so we know exactly what we are getting. They all have the same functionality in all operating conditions, and employees within the company can teach each other. We can be confident also that the quality of the superstructures is good and that the solutions will not have to be modified later. What's more, the delivery times for the standardised vehicles are shorter", Manninen notes. ■

Text: Compositor/Sami Laakso
Photo: Pekka Nurmi

men agree, it also shows in the end result.

Laakso emphasises that vehicles are often acquired for a long period of time so they must be versatile in order to perform the widest range of tasks possible.

"Now companies in the energy sector can buy vehicles that are compatible with their needs; and transferring these vehicles between sites and from one operator to another is easy. At the same time, the vehicle manufacturing processes become faster and more efficient", Laakso notes, adding that listening carefully to the users has brought added safety and ease of use to the vehicles.

"We have also been able to increase vehicle uptime through product development. When the uptime is high, the return on the customer's investment is good", Eränen sums up. ■

Text: Compositor/Sami Laakso
Photos: Pekka Nurmi and Risto Eränen



Outpacing the competition with drivers

Hiab's Swiss customer Schwab Transport AG sets itself apart from the competition with its competent drivers. If needed, they can also offer advice in choosing and using construction materials, and they can do it in at least two languages.

Family-owned Schwab Transport AG specialises in transports to construction sites. The tenacious Swiss founders established their company in 1941 in the middle of a war-enraged Europe. Initially, they transported fuel by tanker trucks, but later the focus shifted to transports to construction sites. Trucks bearing the company's logo are a familiar sight at Swiss construction zones.

The Head Office is located in Zollikofen, in the heart of the German-speaking area of Switzerland. The entire country, however, is the company's market area, so the language issue can't be avoided. This alpine country has four official languages: German, French, Italian and Romansh.

"Language skills are taken into consideration in recruiting. However, it is seldom the decisive factor, since everyone learns German and French in school. But when I hear Italian on the phone at the office, I quickly

defer to **Karin**, who does everything I can't do", laughs Schwab Transport AG's Technical Manager **Matthias Weyeneth**.

In addition to Weyeneth, the founder's grandsons **Bernhard** and **Daniel Schwab** are responsible for running the company, which has 35 employees and the same number of vehicles.

Any load anywhere – even in tight spots

In developing its transportation operations to construction sites, the company also invested in cranes. The latest step was taken in 2006–2007 when the company acquired three HIAB loader cranes – two XS 322's and one XS 422 equipped with a jib and a hoist. The company has eleven loader cranes with lifting capacities ranging between 9–42 tonne-meters.

Customers on the crane side mainly include small companies that build houses, and family-owned enterprises.

"Our customers value the knowledge our drivers have about materials, and that gives us a significant competitive edge. They can recommend construction materials that are suitable for different uses and calculate how much materials are needed", Weyeneth says.

Schwab is known for its reliability and

flexibility. To live up to this reputation, all the equipment used at construction sites must be functional in all conditions. In a mountainous country, the weather and the terrain can sometimes be a surprise.

"The demands of the crane customers are just as tough as any. Materials must be placed in the precise spot they are ordered for – and at a reasonable cost. The clear trend is that demands of customers of all sizes are continuously growing", Weyeneth says.

What Weyeneth especially likes about the Hiab cranes is their precision, stability and lifting capacity.

"Cranes can be installed on any vehicle. This, combined with excellent reach, provides the necessary flexibility. In fact, our cranes can lift any load anywhere, and often in very cramped construction sites."

The Technical Manager values the cranes' optimised power-to-weight ratio. The cranes are light compared to their lifting capacity, making it possible to take a bigger load on a semi-truck.

"Hiab's engineers have clearly put their heads together when designing the cranes. Models are upgraded all the time, and each detail is carefully considered. However, what really sets Hiab apart from the competition is its comprehensive service. Hiab provides outstanding service in conjunction with the crane purchase, but even more importantly, it provides the same outstanding service afterwards."

Schwab Transport AG has been a Hiab customer for decades, and it's a partnership that is expected to become even closer.

Our customers value the knowledge our drivers have about materials, and that gives us a significant competitive edge.



Competent people a competitive edge

Weyeneth isn't worried about the tight competition in the construction sector. Competent people will ensure that virtually anything is possible for Schwab Transport AG.

"Our most important competitive edge in this industry where flexibility is required is our competent drivers. In special transports, drivers encounter tough challenges, but our team tackles them head on."

Communication with customers must flow smoothly, and the drivers must also get along with others working at the construction sites.

"Communication with customers must also be smooth out in the field. It's easy for me to order the right vehicle for the right place at the right time, but if the on-site communication with the customer doesn't work, we are in trouble. Our drivers are our company's business card at the job sites."

Many Schwab drivers enjoy spending free time with each other as well, something that

often helps things run smoothly also at work. The company trusts its drivers, and thus they don't really have to be told what to do. The best workers are attracted by the work atmosphere and the fair treatment.

"Our employees like working here, and they talk about it with their friends who are in the same industry and who then apply for a job with us. What we do is offer fair terms of employment. When the terms are right, it isn't hard to get drivers to put in overtime, for example, and that allows us to offer our customers added flexibility", Weyeneth explains.

The Technical Manager points out that it is increasingly difficult to find good workers. This could become the worst bottleneck if operations are expanded.

The future of construction site transports

For now, Switzerland is experiencing a construction boom. The expected turnaround

in the trend doesn't concern Weyeneth. The company is planning on further developing the service offering in the construction site transport business. Marketing relies on reputation.

"In the construction sector, word of mouth is the best marketing there is. Building contractors chatting over a pint of beer after work is the best way to get a message out – both the good and the bad. So far, we have been successful in this, and we have all the requisites necessary to continue along the same road." ■

Text: Minna Kalajoki

Photos: Schwab Transport AG, Stockxpert



Load handling for the defence forces

Equipment flexibility and reliability ensure operational readiness of the defence forces in all situations and missions. Hiab's loader cranes and hooklifts are bringing efficiency to the Danish defence forces' logistical solutions.

The Danish defence forces fleet will soon gain a considerable number of brand new vehicles manufactured by MAN. According to the agreement signed last year, the vehicles will be outfitted with 22 loader cranes and 133 hooklifts, which Hiab will supply to MAN together

hooklifts specially designed for the defence forces and with a lifting capacity of 16.5 tonnes will be serving in the Danish defence forces. These hooklifts are provided with a container-handling unit and a stowage unit so it can handle flatracks and 1C and 1CC ISO containers. The hookarm is controlled by Hiab's military proven SPACE4000 control system.

The defence forces set extreme quality requirements on the equipment.




with its Danish importer SAWO. Some of the trucks are already being used by the defence forces, and the deliveries are scheduled to be completed by 2009.

With the order, HIAB XS 099 B2 loader cranes and MULTILIFT MSH-165-SC


The light capacity range loader cranes have a lifting capacity of 8.9 tonnes and an outreach of 7.8 meters. They feature the HIAB V80 control valve and the HiDuo control system; the cranes can be operated either by radio remote control, for tactical



MULTILIFT MSH 165 SC hooklifts specially designed for the defence forces and with a lifting capacity of 16.5 tonnes will be serving in the Danish defence forces.



The ease of use is a big plus. Even inexperienced operators have no problems using the control systems without compromising safety.



► circumstances by cable remote control or manually with hand levers.

The HIAB XS 099 B2 loader crane is special in that it can be moved from one vehicle to another in under an hour. The fast changeover makes its use very flexible, so the defence forces can configure the hooklift vehicles for the specific operations.

Added value from flexibility and ease of use

Versatility and operational safety top the list when talking about the key attributes of the products purchased by the Danish defence forces.

“Hooklifts and loader cranes have made the defence forces more flexible because the vehicles can be used for multiple tasks. Logistical efficiency has improved”, says **Keld Andersen**, a technician working with the Danish defence forces’ vehicle procurements

and operator training for the new equipment.

“The ease of use is a big plus. Even inexperienced operators have no problems using the control systems, and that means we can get by with less training without compromising safety”, he adds.

According to Andersen, the criteria for the military’s choice of equipment were the handling capacity of ISO containers and the flexible load-handling solutions that meet military standards. The tough requirements ensure reliability and operability of the equipment in all conditions.

“We need vehicles to transport troops and for other logistical tasks in all our operations”, Andersen crystallises.

Cooperation spanning several decades

The Danish defence forces has been an important customer for SAWO for a long

time: Its tow trucks have been delivered by SAWO since 1985. At the turn of the 21st century, the defence forces’ equipment orders expanded to include Hiab’s products.

“We have been supplying the defence forces with hooklifts and demountables as well as various load-handling solutions since 1998. Additionally, MOFFETT truck-mounted forklifts have been on the supply list for a long time”, says SAWO’s Managing Director **Ivan Chrost**. The loader cranes installed on MAN trucks are new to the defence forces.

The defence forces’ requirements differ in some respects from a company’s load-handling needs, and that in turn affects the cooperation. For this reason, after a few years of negotiations, the agreement for the new loader cranes and hooklifts was made in a somewhat unusual manner.

“These kinds of agreements are typically made directly with the defence forces. This time, however, the defence forces had the truck manufacturer negotiate the agreement because of the required structural modifications to the vehicles: The defence forces set extreme quality requirements on the equipment and it needed them to have certain special functions”, Chrost says.

Important functions for the defence forces include e.g. the capacity to handle ISO containers, customised automated control systems, and electromagnetic compatibility to ensure reliable operation of the equipment and minimal interference caused by other equipment. For the defence forces, the absolute reliability and functionality of the equipment are literally safety factors. ■

Text: Compositor/Sami Laakso
Photos: Per Nielsen

SPECIAL KNOW-HOW FOR DEFENCE FORCES

Hiab has solid experience in load-handling solutions designed for the national defence forces of multiple countries, and it is actively seeking to develop and increase the cooperation.

“The Danish defence forces’ order is very significant for Hiab. We have ongoing customer relationships with defence forces, and we continuously monitor what is happening in the field”, says Frank van Dongen, Regional Sales Manager for Hiab Europe and the one in charge of Hiab’s defence force projects in Europe. He points out that the goal has been to reach potential customers and original equipment manufacturers directly – without any middlemen.

“Our advantage is that we are the only global company offering load-handling solutions for the needs of the defence forces”, van Dongen adds.



NEW REGULATIONS REQUIRE CONTOUR MARKING OR OUTLINING OF VEHICLES

MANY COUNTRIES HAVE already introduced requirements for contour marking, or outlining, of larger vehicles. In the remaining European countries, the requirement will be introduced for new trucks and trailers no later than July 10, 2011.

The marking shall be approved and installed in accordance with applicable regulations. White colour on the marking may only be used frontwards of the vehicle, red colour only backwards. Yellow colour may be used in all directions.

In the true Hiab spirit of being in the leading edge of development and promoting safety, Hiab is already offering retroreflecting safety stickers. The sticker material has the same florescent high-intense reflection and quality as modern road markings and those used by emergency vehicles.

For loader cranes, this primarily entails marking of the crane's outriggers and support legs, which can constitute a hazard to other motorists when they are deployed. Kits for retro-fitting are available for all crane models in the XS family, but can be mounted on all models of loader cranes.

Hiab also has retro-fitting kits available for the extension system, to additionally promote safety around the crane. The reflector stickers allow crane drivers to better see the location of the crane booms in poorly lit areas, and dangerous situations can be avoided since the surroundings better become aware of the crane boom and its movements.

HIAB OPENS WORLD'S MOST ADVANCED CRANE TESTING CENTRE

HIAB HAS OPENED a state-of-the-art crane-testing centre at its loader crane production facility in Hudiksvall, Sweden. The centre delivers Hiab and other business areas of the Cargotec Corporation the opportunity to test more and longer cranes and components as well as ensures more precise testing than ever before.

The centre will also be used to test the quality and performance of parts delivered by sub-suppliers from around the world to Hiab and other business areas of the Cargotec Corporation.

"The equipment and layout of the new test centre will enable us to evaluate 10 years of real-life work environments, in any part of the world and in any environmental conditions, in just 3-4 weeks", says **Mattias Berglund**, head of the test laboratory at Hiab Hudiksvall.

Hiab believes future technical development in the load handling business will revolve around such factors as getting more power output from existing engines, providing more comfort and safety for crane operators and reducing CO₂ emissions. One key role of future research at the Hudiksvall test centre will focus on achieving more lifting power from the same steel structure with less fuel.



Hiab acquires tail lift companies in North America and Europe

HIAB HAS SIGNED an agreement to acquire UK-based DEL Equipment (UK) Limited and US-based Ultron Lift Corp. The companies owned by Militello Holdings, Inc. manufacture tail lifts in the UK and US. DEL is the market leader in the UK and Ultron is the market leader in Canada. The sales of the companies in 2007 were approximately EUR 23 million in total and the companies employ 164 persons. The current management will continue in their positions in both companies.

The acquisitions will complete Hiab's tail lift product range, which after the acquisitions will be the most comprehensive. The acquisitions further strengthen Hiab's position as a global market leader in the tail lift industry.

Hiab increases its presence in South Africa

HIAB HAS CONCLUDED an agreement to acquire the majority of the operations of South African Bowman Cranes (Pty) Ltd., which is Hiab's long-term agent in the region. Hiab and the current main owner Phakisa Fleet Solution (Pty) Ltd. will together form a joint venture under the name of Hiab (Pty) Ltd.

Bowman Cranes is the market leader in truck-related load handling in South Africa. The company supplies, installs and services truck-related load handling equipment. Its turnover in 2007 was approximately EUR 18 million and it employs 70 people.

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*MOFFETT
M5 20.3 with
a Lift Assist
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side.*

The demand for the patio pavers and edgers and cement and clay blocks made by the Italian Sbarbati Pavimentazioni is steadily growing. In the intensifying competition, quick service has proved to be important.

The city of Macerata is located in an idyllic setting in the Marche region in Central Italy. The town has a long history: It was built between the 5th and 6th centuries by inhabitants of a nearby Roman colony who were escaping the conquerors. Sbarbati Pavimentazioni, which has established roots in Macerata and elsewhere in Central Italy, is celebrating its 35th anniversary this year.

The past years have brought success: "Our business has grown and we have acquired new customers. Currently we employ ten people", says the owner of the company, **Francesco Sbarbati**, the one in charge of products and sales.

Sbarbati Pavimentazioni's main products include patio pavers and edgers, and cement and clay blocks. The portfolio also includes a variety of services. In addition to technical consultation and guidance in choosing materials, the company also offers installation services.

Quality as a competitive advantage

The company has an efficient sales network covering Central Italy. "Our customers include construction companies and private individuals", Sbarbati says.

Competition in the sector has intensified in recent years, and Sbarbati says the quality of services has become a factor that distinguishes them from the competition. In fact, the desire to offer better and faster services is one reason Sbarbati Pavimentazioni has invested in Hiab products. The company's products are very heavy, so it is important that the transportation equipment has enough lifting capacity to handle the loads. And the expansive area of operations also requires high-quality transportation equipment.

One of the company's two trucks has had a HIAB 166 loader crane with a remote control system in operation for three years now.

"A year ago we also acquired a MOFFETT M5 20.3 PL, a truck-mounted forklift with a Lift Assist system. It makes for really quick deliveries because the truck can be loaded and unloaded from one side", Sbarbati praises. "It also makes it easier to work at construction sites", he adds.

Sbarbati Pavimentazioni is planning the future with enthusiasm. "Our goal is to improve the quality of our products, and we are also investing in new product development", says Sbarbati about the company's upcoming challenges. "This way we can meet our customers' needs in the best possible way." ■

Text: Compositor/Julia Kristensen

Photo: Sbarbati Pavimentazioni

Bullet speed demands quality

China's economic growth is propelling people and products. The construction of a railroad network for bullet trains crisscrossing the country is also advancing fast.

China has been called the world's largest construction site. Expansion of the railroad network is keeping pace with the demands of economic growth. Of the eleven railroads under construction for high-speed trains, the Wuhan-Guangzhou section in Canton is the longest. Connecting twelve cities, construction of the railroad started in 2005, and the project is making good progress: The 935-kilometre railroad for bullet trains is expected to be ready by the end of 2009.

The completion of the railroad will revolutionise travel in China. Right now, it takes more than ten hours to travel from Wuhan to Guangzhou, but the bullet trains travel up to 350 kilometres an hour and can make the same trip in four hours. The passenger capacity of the route will climb to 80 million a year, with the

workers travelling from inland to the growth centres making up the majority of those passengers.

Outstanding performances in difficult terrain

From the windows of the bullet trains, passengers can admire the plains, hills and mountains speeding by. The diverse terrain has forced the construction of numerous tunnels and bridges. The railroad's longest tunnel is just over ten kilometres, and the longest bridge is just shy of that.

The 75 loader cranes delivered by Hiab put in long hours at the construction site. The 25 HIAB XS 288 loader cranes at the railroad construction feature the SPACE 4000 safety system and XSDrive remote control system. Additionally, the support legs were removed for better integration with the frame. Due to the challeng-



Remote-controlled loader cranes were the best solution because of the uneven terrain.

ing terrain conditions, 50 HIAB XS 066 loader cranes were fitted with the longest support legs available.

"Remote-controlled loader cranes were the best solution because of the uneven terrain. The speeds of the bullet trains put tough demands on the track, and precision is of crucial importance when laying the track sleepers. The remote control XSDrive system ensures precise operations because it responds to even the smallest movements of the controls", says **Frank van de Weem**, Managing Director of Hiab Load Handling Equipment in Shanghai. ■

Text: Compositor/Julia Kristensen
Photo: Crestock

