

Method

HIAB

METHOD No. 23

A magazine featuring the HIAB Method and its applications



MARINE EQUIPMENT

Hiab-Foco Hydraulic Cranes

When the Swedish companies Hiab and Foco amalgamated in 1967, the resulting increase in capacity and output made Hiab-Foco a leading manufacturer of hydraulic loading cranes. While they were independent, both companies started the production of hydraulic loading cranes between 1944 and 1945, and in the early days most of the equipment was mounted on lorries.

The compact, efficient and easily-operated hydraulic

crane is now being used in a wide range of marine applications, from lifting crabs and fish to bunkering lighters, ferries and sea-rescue services. The cranes are built with a capacity of up to 15 tons and the company's annual production capacity is about 10,000 cranes.

Service vessels need their own equipment for loading and unloading machinery spares and supplies, and bunkering lighters use the crane for slipping of drums. For dealing with oil slicks, Swedish coastguard vessels have special equipment, including booms, and oil collecting units. The illustration shows one hydraulic crane controlling the operation of the equipment.

For dealing with oil slicks, special equipment, including booms and oil-collecting units, is needed—and can be handled by the Hiab-Foco crane.



The value of the deck-mounted hydraulic crane is fully appreciated where supply vessels and ferries call at jetties and quays not served by cranes. Vessels serving the small channels off the Norwegian coast are fitted with Hiab-Foco equipment, and suitable equipment such as domestic refrigerator can now be landed without risk of damage.

Fishing has always been a hard and hazardous business, but the problems have increased with the use of vessels and fishing gear. Modern fishing vessels now use the Hiab-Foco crane to reduce the work associated with handling the nets and in the unloading of catches when the fishing vessel reach port.

Marine divers and the builders of harbours and jetties often operate from pontoons, dredgers and tugs, and the hydraulic crane simplifies the handling of equipment and material. Sand cones and cement tests are examples of craft with bulk cargoes which

can be handled by the hydraulic crane fitted with suitable equipment such as a clamshell bucket or specially-designed grabs.

Among the growing fleet of oil-prospecting vessels, many are fitted with Hiab-Foco cranes, and these units are also fitted on lighthouse tenders and small naval vessels. For the larger ships the rapid handling of stores and equipment can be carried out with one of the hydraulic cranes which are produced with capacities ranging from 2 to 15 tons and standard boom lengths of 4.5 to 6.0 m. Using the extra extension boom

the maximum boom length ranges from 6.0 to 8.0 m. Hiab-Foco, in the North of Sweden, employs more than 2,000 people and a further 400 are employed in subsidiary companies abroad. During 1972 the company had a turnover of \$30,000,000, and 90 per cent of the crane production was for export.

Marine Engineers Review

Europe's largest circulation marine technical monthly

Since 1961, however, Hiab-Foco cranes have found a number of marine applications in ship handling, deck, cargo and repair service work. In the latter and repair service work, the Hiab-Foco crane is used to lift and lower cargo, such as oil tanks, which require special lifting gear, and to carry out such tasks as loading and unloading equipment, and to assist in the repair of a vessel's deck.

Hiab-Foco cranes have also been used for work on the deck of ships, such as the loading and unloading of cargo, and for the repair of a vessel's deck.

In the present issue the most powerful Hiab-Foco crane is featured, with a capacity of 15 tons. It is the most powerful crane in the Hiab-Foco range, and is 2 1/2 m wide, with a height of 14 m.

AUGUST 1973

Equipment Developments

For further details of any of the items mentioned in this feature, use the Reader Reply Service.



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HIAB Method No. 23

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Cover

The HIAB 765, the latest addition to HIAB's loader range, is a powerful yet light and compact piece-goods loader fitted as standard with a double hydraulic extension that gives it great reach.

Translator: *D. Simon Harper*

Printing: AB ÖPE-Tryck, Östersund, 1974

Another New Loader

IT ISN'T ONLY "METHOD" that writes about the many possible uses of HIAB loaders. In spreading the word about the HIAB Method it not infrequently happens that we get a helping hand from other newspapers and magazines all around the world—which we're only too pleased to accept.

In most instances the attention of our press colleagues has been attracted by a HIAB loader doing a novel kind of a job or by striking savings of time and labour that have been achieved with the HIAB Method. On this page, however, we present two cuttings—both from magazines having nautical connections—which deal on a broader front with HIAB loaders and with the HIAB Method and its potential. ONE OF THE CUTTINGS refers to HIAB-FOCO's comprehensive range of loaders. Which is our cue to report that it has now been joined by yet another model. This issue of "Method" presents

the new loader, the HIAB 765. It epitomises HIAB-FOCO's striving to keep its programme in line with developments. The HIAB 765 is a strong yet light and highly adaptable loader built to meet the need for a more powerful piece-goods loader for the relatively large type of truck that is now becoming standard in international haulage. With its lifting moment of 7 ton-metres it fits neatly into the HIAB-FOCO programme in the interval between 5 and 9 ton-metres. SECTION S, in which we bring together news items that are concerned not so much with the HIAB Method and HIAB loaders as with the firm of HIAB-FOCO and its operations in various parts of the world, has turned out bulkier than we'd counted on—in this issue just as in the last. Among other things we can pride ourselves on numerous exhibition successes, a new subsidiary company, and even on a spectacular performance in a car race.

The Silva's HIAB loader is used for such jobs as gathering timber from bundles that have come apart and recovering sunken logs from the lake bed. The loader has a 1,100-kgm winch.



Work of a Thousand Trucks in the Land of a Thousand Lakes

One glance at the map of Finland reveals that most of the lakes in the "Land of a Thousand Lakes" lie in the south-eastern part. There, too, are many of the best forests in Finland—which could equally well be called the "Land of a Thousand Forests". The two are so intermingled, and the lake system is so extensive, that few trees grow more than a few kilometres from the nearest waterway. This makes floating—or driving as forest people say—the natural means of getting the raw material from the forest to the mills in the area.

The Metsäliitto Group, whose shares are held by 130,000 private forest-owners, drives large quantities of sawlogs and veneer timber from the forests around Kuopio, Joensuu, St. Mickel and Nyslott in the northern part of the area to its mills in Punkasalmi

and Villmanstrand in the south. One of the tugs which the firm uses here on the Saima lake system is the modern M/s *Silva* of Savolinna, which was delivered in 1972 from Rauma-Repola Oy's shipyard in Pääskyniemi. On every swing across the lakes she tows along rafts equivalent to a thousand truckloads on the average, and in a single season—from May to November—she moves about 6 million cu. ft. all told. And she manages it on 400 shaft-horse-power of engine output!

21 Days' Work, 2 Days Off

The *Silva*, which at 19.75 metres overall is the firm's largest tug, has a six-man crew. They have to work hard in the towing season. The average transport run is 150 km and each tow takes three or four days—largely depending on the wind. The crewmen

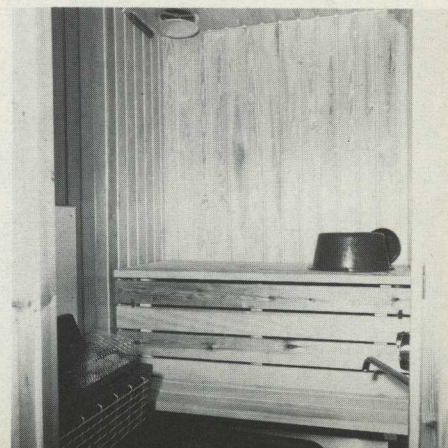
work four-hour shifts for 21 days, and then have two days off. In compensation, they have plenty of spare time during the many months when the inland lakes are icebound.

The ample technical equipment aboard the *Silva* includes echo-sounding gear, radar and two-way radio for the navigation, a hydraulic winch with a pulling force of 6,000 kgm and a HIAB 550 with a 1,000-kgm winch. The HIAB loader is used for such work as recovering "sinkers" and gathering together bundles of timber that have broken apart, for launching and shipping small boats and for loading oil drums and other supplies. The loader and the big winch are connected to the same hydraulic system, the pump of which is driven by vee belt from the ship's engine. ■ 1



During the season, the *Silva* and her crew are on the job without a break for 21 days, with the crew working four-hour shifts, before they get two days off.

To compensate for the hard work the crew has every comfort. In Finland, needless to say, that includes a sauna on board.





Thanks to its HIAB loader the lorry need never wait for the stationary crane at the collection site. Working alone, the driver loads up 16 tons in less than 30 minutes.

Faster Scrap Handling with the HIAB 970

When the first haulage outfit equipped with a HIAB 970 went to work for one of the largest scrap merchants in England a substantial increase in transport capacity was at once apparent. This loader, which has top-seat controls and is fitted with a rotator and a five-tine polygrip grapple, is mounted behind the cab on an eight-wheel 30-ton Foden tipper lorry which is stationed at the depot of C.F. Booth Ltd. in Rotherham.

Collecting and processing scrap from coalmines is an important element in the activities of Booth's, a 50-year-old firm that heads a group of companies with an annual turnover of some four million pounds. The HIAB outfit, which takes a load of 14-16 tons depending on the make-up of the scrap, has reduced

handling time at several different points in the job of collection and haulage. At some coalmines the scrap is loaded using a stationary crane with a grapple or magnet, and it's not unusual to find as many as eight lorries queueing up for loads. But the HIAB outfit is never among them. With no help but his HIAB the driver can load up 16 tons in less than 30 minutes. And he can even use it to load another one or two lorries from Booth's that are waiting at the same point. This substantially shortens the round-trip time for several of the firm's vehicles, with a corresponding increase in the transport capacity.

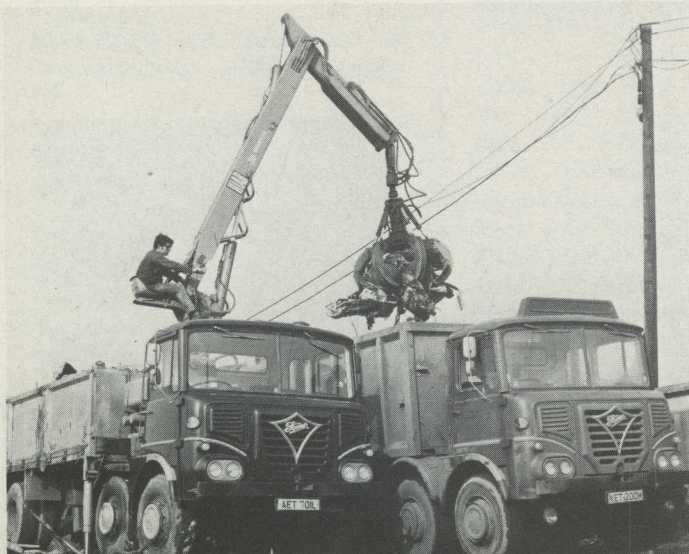
Unloading Too

Booth's often realises additional time savings in unloading at its depot. Many

of the loads consist of scrap which cannot be tipped off the lorries because of the risk of damage to their aluminium decks. And if the load doesn't consist of iron scrap it can't be taken off with a magnet crane either. At one time, the only way of unloading a cargo like that was to do it by hand, a laborious job carrying a serious accident hazard, but now eliminated thanks to the HIAB 970.

Some of the scrap arrives at the depot on board other vehicles than the company's own, and it often has to be forwarded straight away to some other destination. If it isn't iron, then Booth's are faced first with the problem of unloading and then with the even bigger problem of loading it again. The HIAB solves both problems at a stroke by cross-loading the scrap straight from one lorry to the other. Two jobs become one—and no depot space is needed to hold the scrap between times.

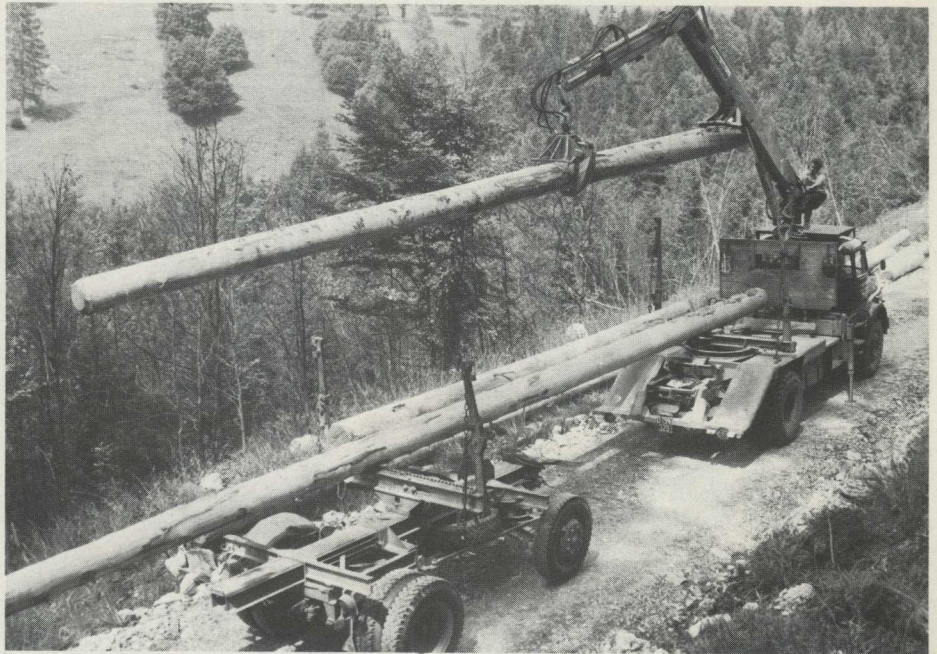
This HIAB 970 was supplied to Booth's by North Riding Garages Ltd. With its great lifting capacity—3 tons at 2.8 metres' radius and 1050 kg at 7.1 metres—it is particularly suitable for scrap handling where the material to be handled varies widely in size, weight and shape. A large number of stationary-mounted loaders of this type are already in operation at scrapyards in various parts of Britain. ■ 2



If one of Booth's other lorries should call at the same point, it too can be loaded with ease by the HIAB-equipped lorry.

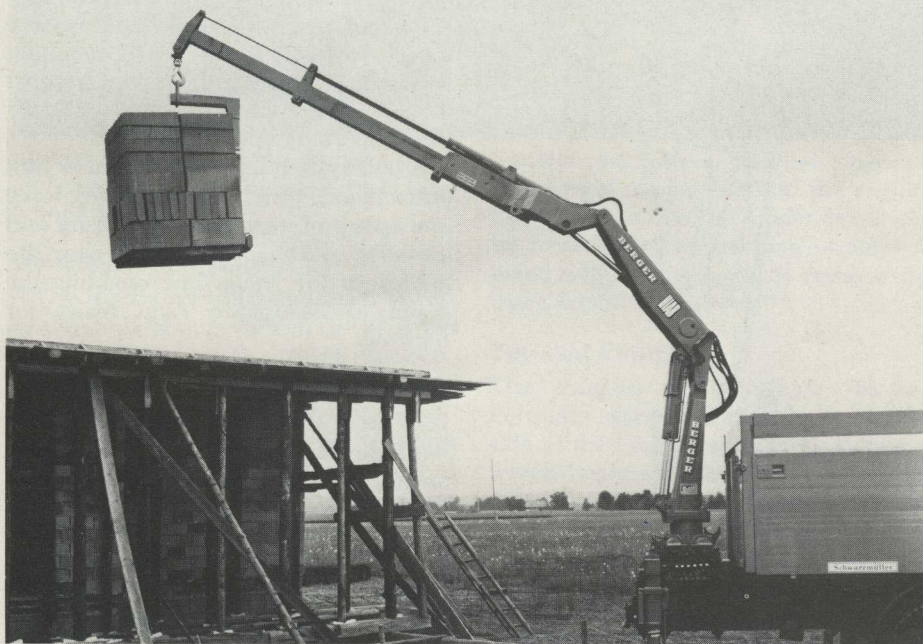
One Truck Keeps the Mill Going

By itself, this truck keeps a sawmill in Austria fully supplied with raw material—some 10,000 cu. metres of it a year. The timber comes in as trunks up to 22 metres long, cubic content up to 3 cu. metres. The outfit takes about 50 cu. metres per load and usually gets through two round trips a day. The average transport run is 65 km. Crewed by one man, the outfit is loaded and unloaded with a HIAB 970 as shown in this picture. An extra advantage is that thanks to the great lifting height of the HIAB the timber can be offloaded onto high, space-saving stacks. ■ 3



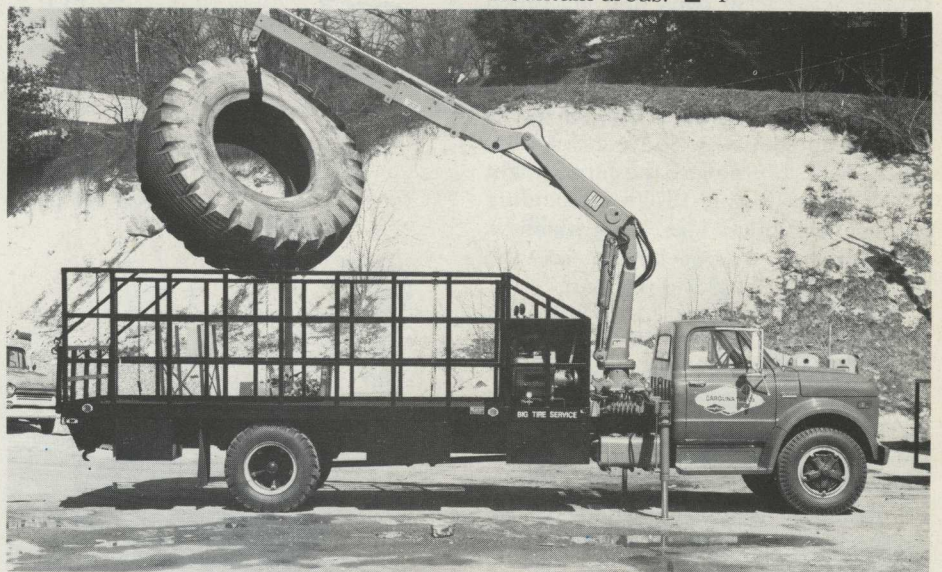
HIAB 950 Copes with the Alps

The HIAB Method has given excellent results and established itself firmly in the Austrian building-material trade. The powerful HIAB 950, rear-mounted on a bracket on the big six-wheel truck-and-trailer rigs used in this business, has made itself very popular thanks to its great reach and the long, all-hydraulic extension. Service in the Alpine regions also makes heavy demands on the strength and durability of the loader, but with its double slewing cylinders, its double-acting inner-boom cylinders and its stoutly dimensioned boom the HIAB 950 has proved to be dependable and long-lived even in the most remote and rugged mountain areas. ■ 4



Well-equipped Service Trucks

This is one of several well-equipped service trucks belonging to the Carolina Tire Co. which drive around on—and frequently off—the roads of North Carolina. Besides a HIAB 950 for handling heavy tyres for contractor's machinery, the vehicle has an air compressor and a generous reel of compressed-air hose on the deck, while under it are no less than five well-stocked tool boxes and a reserve fuel tank holding nearly 250 litres. Among the firm's other outfits are a bogie truck carrying a HIAB 550 and even more tool boxes and a four-wheeler with a HIAB 550, an air compressor, valving equipment and special tools. ■ 5



HIAB 765

Meets the Bill

The HIAB 765 has been designed with an eye to the development that has taken place in trucks and truck-transported goods and has created a demand for an up-to-date loader in the capacity class between 5 and 9 ton-metres. With its lifting moment of 7 ton-metres it has the optimal capacity for the class of truck that is now becoming standard international equipment. And with its two different boom systems the new loader is remarkably easy to adapt to different requirements as to reach, different kinds of work and different mounting alternatives.

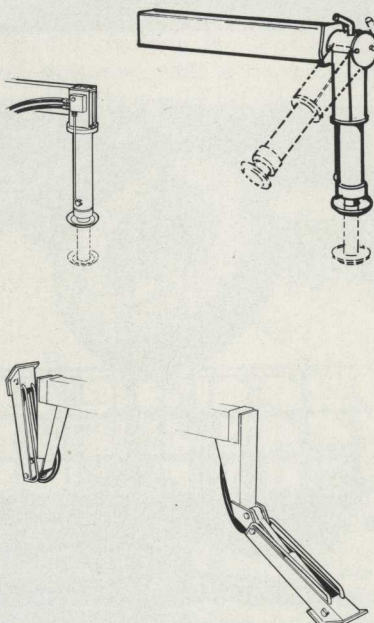
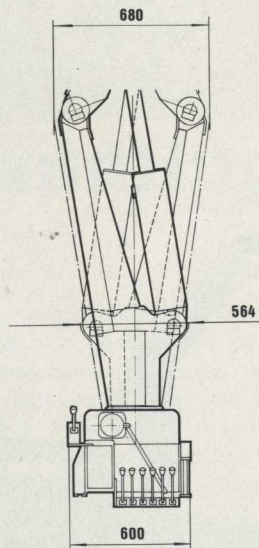
Three-metre Hydraulic Extension

Boom system "A", which has a maximum standard reach of 6.5 metres, has a double hydraulic extension working between 3.5 and 6.5 metres. At a radius of 3.5 metres it will lift 1075 kg with the extension right out and 2000 kg with the extension fully retracted. The heaviest lift possible with boom system "A" is 4 tons at 1.7 metres' radius.

Thanks to the long extension it has proved feasible to pack that big reach into a loader that can be parked just as conveniently and compactly as the widely successful HIAB 550. Whichever boom system it has the HIAB 765 needs only 62 cm between the cab and the truck deck. Moreover, the tare weight of the loader is only 1370 kg, including extensible support legs. That means a minimum of encroachment on the truck's cargo space and payload.

Boom for Rear Mounting

Boom system "K" has a longer inner boom and a maximum outreach of 7.1 metres including the hydraulic extension which stretches from 5.8 metres. This system can manage 975 kg at maximum radius, 2000 kg at 3.5 metres and a maximum of 2800 kg at 2.5 metres.



The "K" boom is especially suitable for rear mounting. From that position it commands both loading areas on an outfit consisting of a six-wheel tractor truck and a four-wheel trailer of normal length, without the need to uncouple the trailer. Thanks to its big slewing angle of 410° it can work just as easily on either side of the outfit.

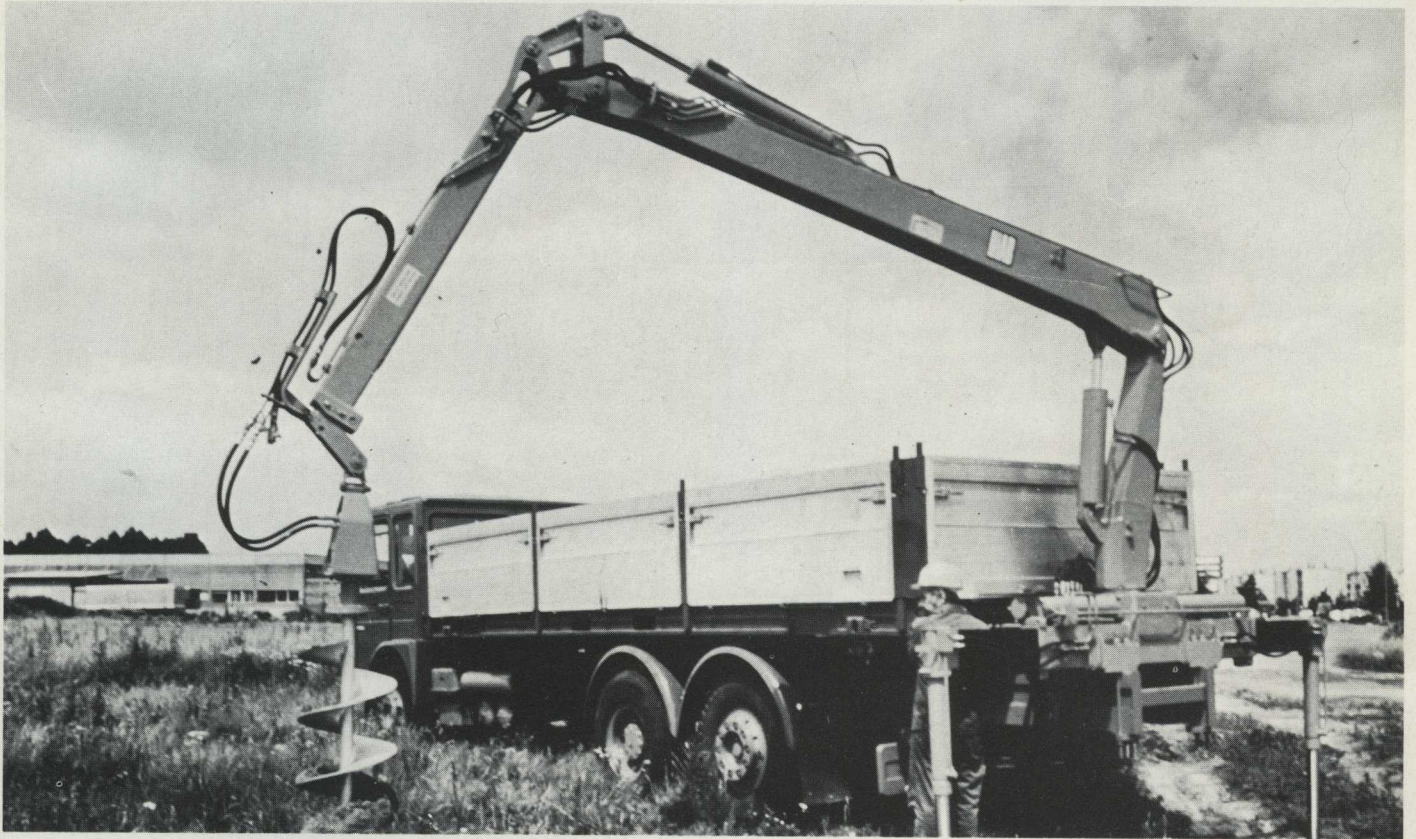
A link system between the inner and outer booms gives a steady lifting force and speed of movement in raising and lowering and facilitates work near the loader, at the same time enabling the boom to be folded right away for parking.

Broad Support Base

Like most of the HIAB loaders the 765 has a slewing angle of 410°. The slewing torque is 1000 kgm and the slewing speed is about 19° per second, which means that a full circle takes some 19 seconds. The slewing speed can be varied from 0 to 19° per second by means of a special piston in the hydraulic valve of the slewing cylinder.

Both variants of the HIAB 765 can be furnished with three different outrigger-leg arrangements, all of which, with their broad support base, guarantee good stability and take the strain off the chassis and suspension in all working positions.

One type of leg is fixed but is manually extensible to a distance of 3.3 metres between the support points. The second type is swivelling legs which can be extended in the same way. The third is hydraulically swivelling legs of the "flap-down" type which in the lowered position give a distance of about 4.2 metres between the supporting surfaces. These outrigger legs are particularly suitable for rear mounting. All types have pilot-operated check valves which prevent the outfit from tipping over and



protect the chassis from damage if the oil pressure is lost because of a hose failure.

Double-acting Cylinders

All hydraulic cylinders on the HIAB 765 are double-acting, which is of great value in work with gravel buckets, grapples, earth augers and similar attachments that have to be "crowded" against the ground or other resistant material. The downward thrust is about 30% of the lifting force at the same radius. The inside surfaces of the hydraulic cylinders are finished by roller-polishing and all piston rods are hard-plated.

To go with both boom systems there are extra hose kits for two extra hydraulic functions, e.g. controlling a clamshell bucket with a rotator.

For boom system "A" there is also an extra manual extension boom which increases the maximum outreach to no

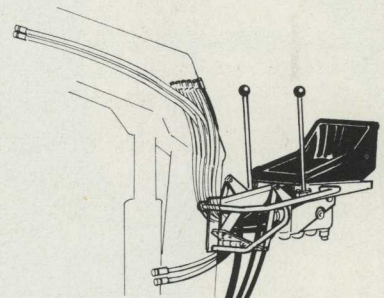
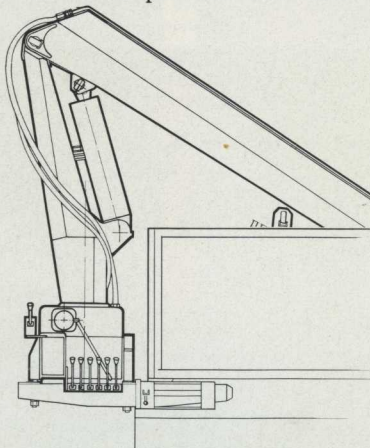
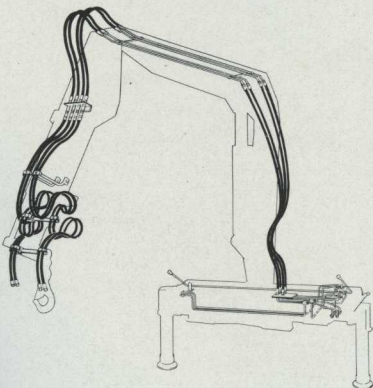
less than 8.3 metres. This extra boom is completely retractable into the regular extension, so that the loader boom can be folded into the parking position as usual without the need to remove the extra boom.

Top-seat Controls

The controls of the HIAB 765 are normally sited horizontally on either side of the loader body. Irrespective of which boom system is used the HIAB 765 can also be fitted with an arrangement whereby the operator sits in a seat at the top of the body and manoeuvres the loader with two pedals and two combination levers, each of which controls two hydraulic functions.

Needless to say, the HIAB 765 is provided with the customary safety devices in the hydraulic system to prevent any harm to the operator or the goods. Hose-failure valves arrest the oil flow so as to prevent the load from

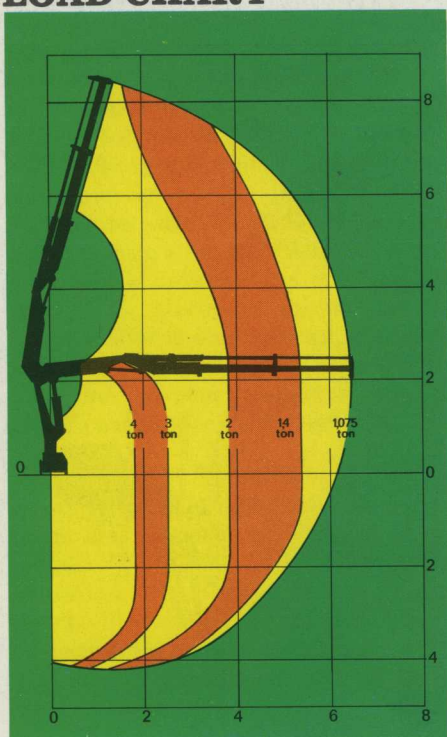
dropping if a hydraulic line is damaged, the lowering speed is regulated by a constant-flow valve so that the boom system, whatever the load, cannot be lowered too fast, and relief valves limit the pressure in the cylinders so that the loader and the chassis are not overloaded. In addition, the extension cylinder can be fitted with an extra pilot check valve which prevents the extension from being moved if a hydraulic line is damaged. The operator and the loader can be further safeguarded by an extra overload protector. It functions in such a way that when the maximum working pressure has been reached the loader can only be operated in a manner that will reduce the load and thus lower the pressure. Once this has been done the loader can be used normally again. ■ 6



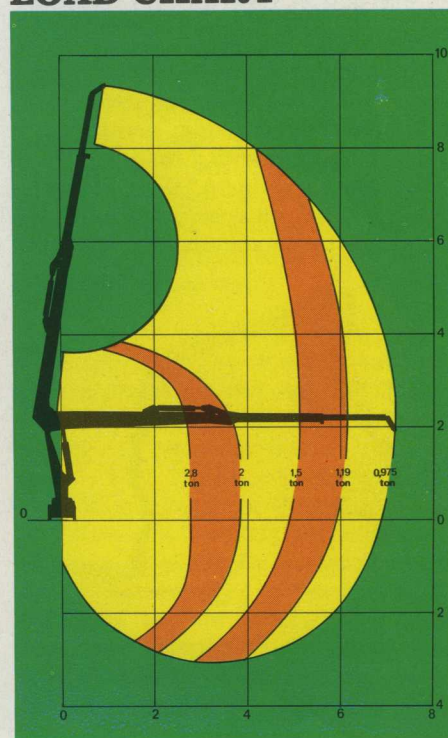


The HIAB 765 is a powerful loader. With its lifting moment of 7 ton-metres it can hoist weighty loads even on a long boom and to a great height.

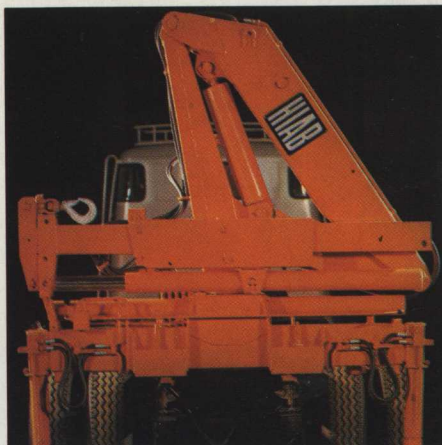
HIAB 765 A MOVEMENT AND LOAD CHART



HIAB 765 K MOVEMENT AND LOAD CHART



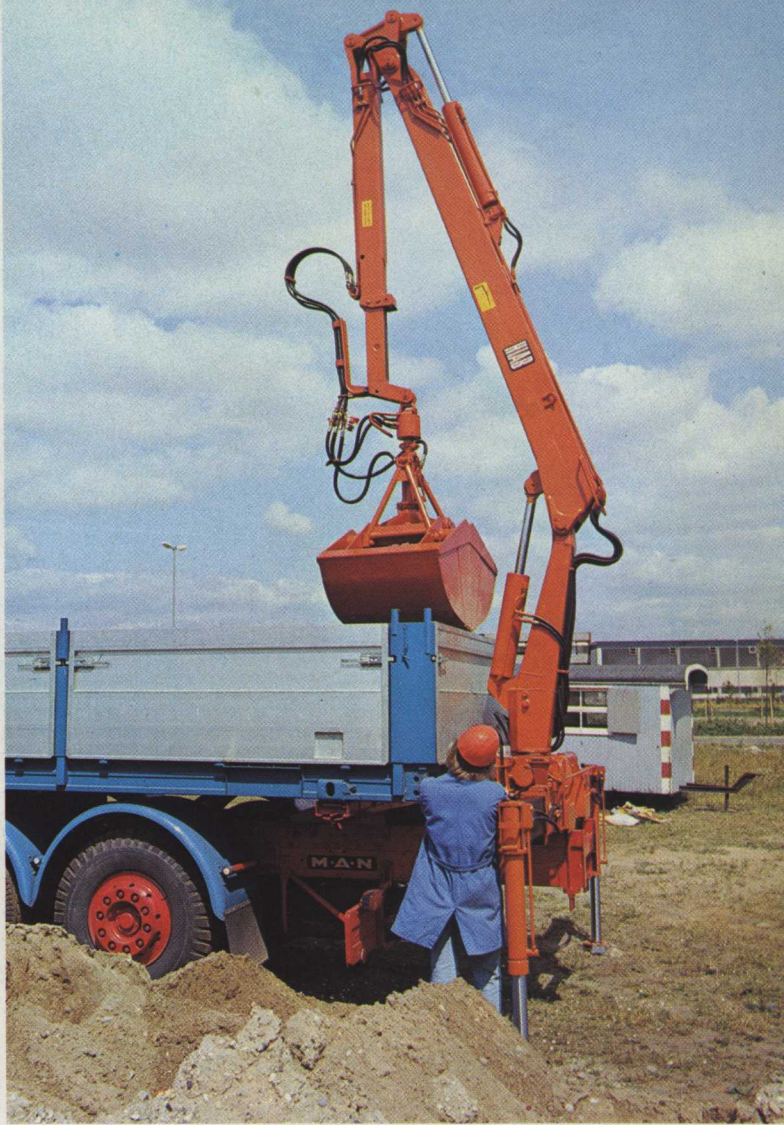
The HIAB 765 requires only 62 cm between the cab and the front flap of the deck, and in the parked position its overall dimensions are only 2.30 x 2.05 metres.





HIAB 765 A at close range

The minimum working radius of the HIAB 765 A is 65 cm from its slewing axis. The distance to the front wall of the body is then only about 35 cm. The lifting height in this area is about 2.3 metres, which means that the loader can do an effective job right up to the front edge of the deck.



HIAB 765 A at close range

Thanks to its long boom the HIAB 765 K has an extremely high working area right next to the loader body. This greatly facilitates the loading of high bulky goods right next to the loader.



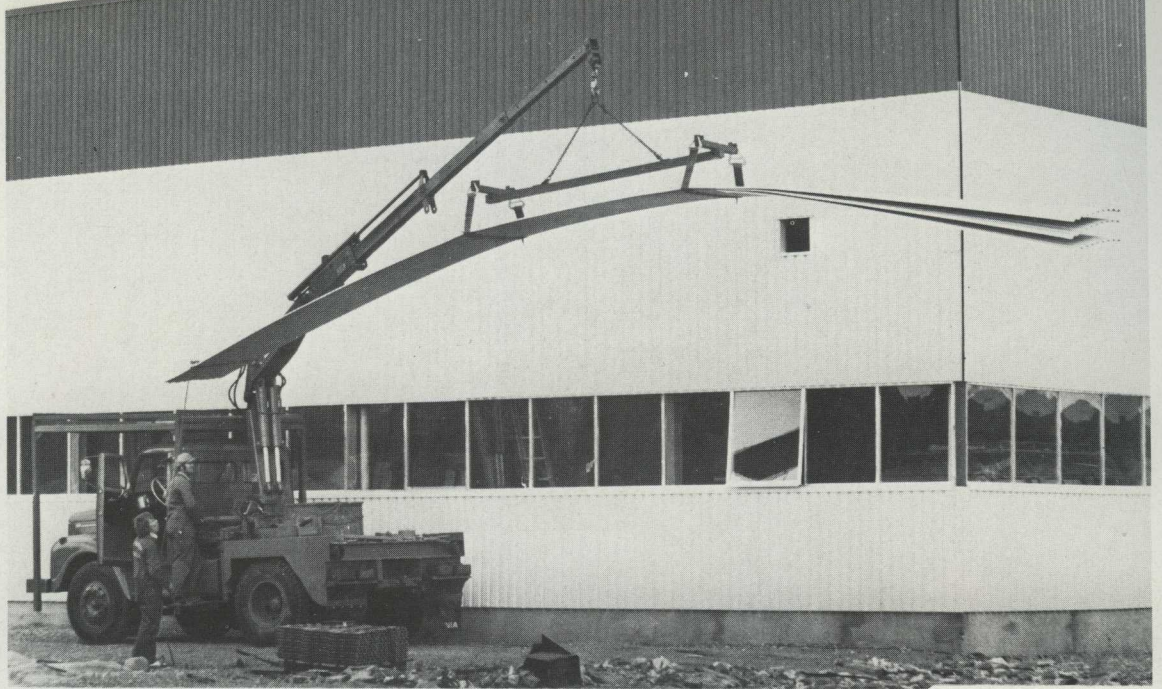
HIAB 765 A at full stretch

Thanks to the double hydraulic extension, which works from 3.5 to 6.5 metres, the HIAB 765 A has a tremendous reach despite its small dimensions in the parked position. With a manual extension boom it can be increased still further to no less than 8.3 metres.



HIAB 765 K at full stretch

The long boom gives the HIAB 765 K an impressive reach—a full 7.1 metres. Rear-mounted as shown here, it can easily command both loading areas of a big outfit comprising a six-wheel tractor truck and a four-wheel trailer.



The HIAB 950 has such reach and lifting capacity that its owner seldom needs help from any other crane. Putting the roof sheeting onto a factory bay of this size is a job it can tackle with ease.

Rationalised Building with the HIAB Method

With prefabricated steel structures you can build speedily and efficiently. The method is used above all for industrial buildings, warehouses, garages and so on. If the great advantages of the method are to be fully utilised, however, it is absolutely essential to have suitable handling equipment on the site and to be able to transport the structural units quickly and economically from the factory to the point of erection.

Västanfors Industrier, which has long experience gained in the course of putting up more than 2000 steel buildings in Sweden, has chosen the HIAB Method for handling the units both in erection and during the transport stage. It has steadily expanded its loader fleet and now has eleven HIAB 950s for erection work. All

of them are mounted on older truck chassis which in addition to the loader also carry a working deck that can be mechanically raised and lowered. Most of its haulage rigs are also HIAB-equipped.

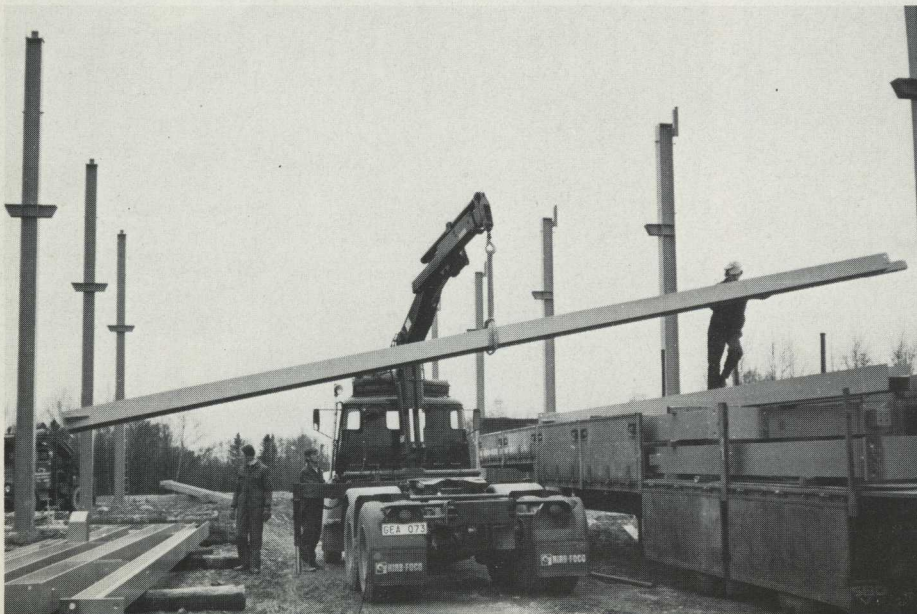
The prefabricated units—columns, beams and wall units—are of a size and weight that suits the powerful HIAB loader nicely. Occasionally, of course, the firm does have lifts that are too much for a loader of 9 ton-metres, but they are pretty rare. They are handled by a mobile crane which is hired for the time it is needed, usually a few hours. Most of the buildings can be erected using the HIAB loader alone. Since the firm has a large number of loaders which can be rapidly redeployed it can easily concentrate several of them to one site

at the stage of erection when the demand for lifting capacity is at its peak.

In the loader/working-deck combination the firm has a very versatile and effective aid to erection work, which at the same time is far cheaper than any other conceivable equipment. To begin with, Västanfors tried out several different hydraulic cranes on erection work, but since the erection crews don't always have the same crane rig from day to day it was preferable to have the same equipment on all of them. The firm finally settled on the HIAB 950 as the most suitable solution. ■ 7

Most of the trucks that transport the building units from the factory also handle their cargoes by the HIAB Method.

Many buildings are erected throughout by HIAB loaders, from the first post in the framing to the last wall sheet.





Working alone by the HIAB Method the driver can offload 10,000 bricks within 30-45 minutes—and without any of the damage that is so prevalent in manual loading.

HIAB 550 Unloads for Half the Price

The costs of unloading bricks have dropped by half at Alan Messenger's haulage firm in Otley, Yorkshire, England, since HIAB 550s were mounted on the semitrailers used for transporting them. Now, the driver himself can offload a delivery of 10,000 bricks in from 30 to 45 minutes. The same job used to occupy a crew of six men for at least four hours and the cost ran to £25-30.

The HIAB Method has thus brought about savings in both time and costs, primarily for the addressee who used to have to pay for the labour. A bonus is that damage to the bricks, which with manual handling used to affect at least

5% of every load, has been completely eliminated. The bricks are mostly shipped in banded parcels on pallets. One pallet-load weighs up to 1250 kg and is unloaded whole by the HIAB, which is equipped with a rotator and a special hydraulic grapple. Previously, every parcel had to be split up before the bricks could be unloaded by hand.

To simplify unloading still further, the most recently delivered HIAB loaders have modified controls. One of the two sets of levers normally mounted at either side of the loader body has been moved up so that the driver can stand on the deck of the lorry and operate the loader. His view of the deck

and of the spot where the brick pallets are to be deposited is now better than it used to be when he stood on the ground beside the lorry.

Greater Diversification

The firm now has 22 HIAB loaders, all midpoint-mounted on 10-metre semitrailers. This arrangement has many advantages in Alan Messenger's opinion.

"With the loader mounted at the midpoint its five-metre boom commands the whole deck," he points out. "Besides that, we don't need to have extensible outrigger legs for a midpoint-mounted loader, which makes the equipment cheaper. A drawback with midpoint mounting is that we can't carry long items on these outfits, but in view of the many advantages of the HIAB Method I don't think that matters so very much."

And the versatility of the HIAB Method has in fact made it possible for Alan Messenger to diversify his operations. He's already established in tanker haulage, but with his HIAB-equipped semitrailers he can now handle numerous different types of goods. This has in turn helped to solve the problem of the wide seasonal variations from trade to trade.

"It's a big advantage," he says, "to be able to switch from oil to bricks or other freight when demand falls off. Nowadays, besides oil and bricks, we can also haul such things as concrete blocks, pipes and fertiliser." ■ 8

Moving the controls up so that the driver can stand on the deck while he unloads has given him a good view on both sides of the vehicle.





Mobile Press for Scrap Cars

A mobile plant for dealing with scrap cars has been put into commission by the firm of Maull, based in Merzig near Saarbrücken. It is built on a semitrailer. Each wreck is fed in by a fork-lift truck and is squashed flat by powerful press plates exerting a total pressure of 280 tons. Then when the press opens, a HIAB 550, which is equipped with a rotator and grapple and is also mounted on the semitrailer, transfers the compacted car to a vehicle standing beside the press. At the same time the fork-lift truck comes up with the next "patient". Pressing proceeds with scarcely a break, and the outfit gets through a considerable number of "treatments" per hour.



...And A Stationary One

In Fulda, also in West Germany, the firm of Döring has a stationary scrap press and a HIAB 1560, with a rotator and polygrip grapple, which feeds it

with scrap cars, machine components and suchlike indigestible junk. The loader is remotely controlled from the operating cab of the scrap press. ■ 9



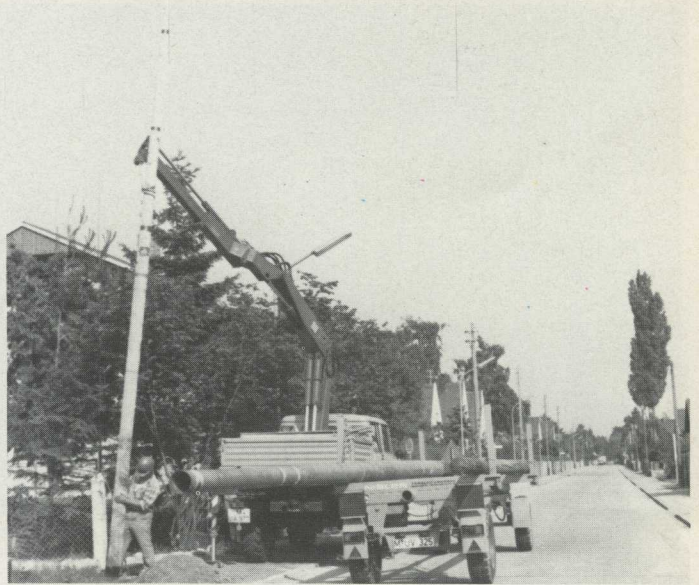
Method Hoists

Special Outfit for Posts



The lightweight outfit can also handle the loading of the posts onto a trailer.

The firm of Nibbler in Munich raises lamp-posts for the city's electricity board, among other things, and every day there are damaged posts that need to be changed and new ones put up in their place. So the firm got itself a handy special outfit for the job. It consists of a Unimog with a double cab equipped with a HIAB 950. At the board's depot the posts are loaded onto a light trailer which the Unimog hauls along to the workplace. The posts are handled with the simplest tackle imaginable—a sling near the C.G., and with the great lifting capacity and reach of the loader the two-man crew can be relied on to make a quick and easy job of both loading and raising the posts. ■ 10



Precision Job

The laying of gas mains is a ticklish precision job, but, given a HIAB 950 with an extra extension boom mounted on a Unimog, two people can manage it with ease. For travelling, the loader is parked over the double cab as the small picture shows. The outfit is to be found in Kaiserslautern, West Germany. ■ 12



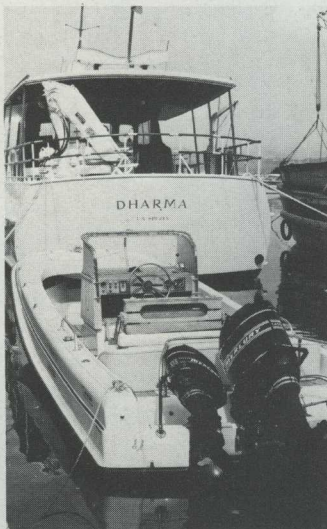
Recovering Windfalls

This HIAB 670, seen transferring whole trunks to a rail freight wagon, has done yeoman work in recovering windthrown timber in Lower

Saxony, Germany. On the average the outfit moves five loads a day, taking a good 20 solid cubic metres per trip. ■ 13

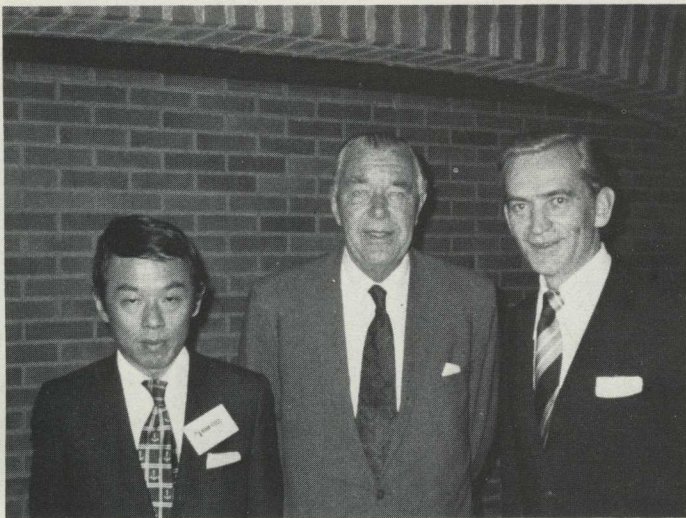


"Dharma's" Davit



The owner of the 22-metre M/y *Dharma* appears to be a seasoned sailor who never leaves anything to chance. His dinghy—if that is the right word for the craft in the foreground!—ought to ferry him rapidly ashore, since it's powered by a Mercury outboard motor rated at a whopping 140 h.p. And should this main motor ever let him down he has a 20-h.p. reserve unit of the same make. It goes without saying that a man like that chooses a HIAB 550 as his ship's crane. Besides launching and recovering the "dinghy" the HIAB is used for taking equipment and supplies on board, for putting down the gangway and so on. ■ 11

Section S



Left to right: HIAB-FOCO's general manager in Japan, Hiroataka Yuki, H.R.H. Prince Bertil and HIAB-FOCO's Managing Director Bengt Hökby.

Prince Bertil Opens HIAB Exhibition in Tokyo

Prince Bertil recently opened a comprehensive exhibition of HIAB loaders in Tokyo which was shown during the autumn to hundreds of customers and experts from all parts of Japan.

"At the present time, Japan is unquestionably the most expansive market we have," said Mr. Bengt Hökby, HIAB-FOCO's Managing Director, who also took part in the opening ceremony. "Next year we expect to sell more loaders in Japan than in Sweden, and just now we're tuning up the personnel at the forty service shops around the country that have been signed up by the Company's central office in Tokyo and the eight branch

offices in other leading industrial centres.

"Japan nowadays runs its economy according to three-year plans and is redeploying its resources to important sections of the nation's life. We're particularly pleased about that," says Mr. Hökby, "since housing construction and roadbuilding schemes open up new market prospects for us. We're also counting on a demand for our products from the forestry sector. Japan has roughly as much forestland as Sweden does, and the fact is that in this country our grapple loaders are a novelty."



"670" in Yugoslavia

The latest forestry loader from HIAB, the HIAB 670, was recently demonstrated in Yugoslavia. It was unveiled at the Novisad forestry fair, where HIAB-FOCO was awarded a diploma for its active contribution to the

mechanisation of forestry. Later, the exhibition outfit toured some twenty of the country's forest administrations, where its demonstrations were received with great interest as this picture shows.

Subsidiary in Belgium

At the New Year, 1974, another link was forged in the chain of HIAB-FOCO's wholly owned subsidiary companies when HIAB-FOCO SA/NV went into business in Belgium. The managing director of the new Belgian subsidiary is Mr. F.J. Penninckx and the chief administrative executive is Mr. Christer Holm, a commercial-science graduate who joined HIAB-FOCO's central market section in Hudiksvall in 1969 but has served since the autumn of 1973 as regional manager in Belgium, stationed in Brussels.

HIAB-FOCO has been selling loaders in Belgium since 1966. The Company's distributor has been Ets. G. Lambert & Cie, where the new managing director Mr. Penninckx has been responsible for sales of HIAB loaders. HIAB-FOCO is now taking over the office and service premises in Brussels where the former distributors had their business. But plans to erect a new sales and service

centre are already well advanced. The chosen site is at Wauthier Braine, 19 km from the centre of Brussels in the direction of Paris. The new premises are scheduled to be ready for occupation in the autumn of 1974.

HIAB-FOCO SA/NV of Belgium will start off with some 25 employees. Most of them are transferring from the former distributor.

"Belgium has a central position in Europe and with all the foreign business that's established there it's emphatically an interesting market," says HIAB-FOCO's chief market executive Mr. Bertil Bredinger. "Starting a subsidiary company in Belgium is right in line with HIAB-FOCO's policy of routing sales in strategically interesting markets straight from the Parent Company to the customers. The most effective means to this end is a HIAB-FOCO subsidiary with its own resources."



HIAB Day in Pittsburgh

A "HIAB Day" was recently arranged in Pittsburgh, U.S., at which the entire range of piece-goods loaders was put on show. The numerous guests were treated to demonstrations, film shows and refreshments.

"Our Man in Pittsburgh", Norman Farrish, hosted the event, which was held at the Hospitality Motor Inn and resulted in a good many new HIAB loaders being put to work in the Pittsburgh area.

First Far East Conference

In decidedly exotic surroundings for the Swedish participants, the distributors of HIAB loaders in the Far East gathered in Singapore last autumn for their first conference. It was attended by representatives of the HIAB-FOCO distributors in Thailand,

Malaysia, Australia, New Zealand, the Philippines, Hongkong, Taiwan, Japan, Indonesia and of course Singapore, and also by a flying delegation of HIAB sellers from as far away as Johannesburg in South Africa.



Diploma in Moscow

In September, 1973, HIAB-FOCO exhibited at an international fair in Moscow devoted to machinery and equipment for forestry and wood processing. Among exhibitors from 21 countries, including 36 Swedish firms, HIAB-FOCO was one of the few to be honoured with a diploma. The prominent visitors to the Swedish pavilion included the Soviet Forestry Minister, Nikolai Timofeyev, the Swedish Ambassador Gunnar Jarring, and ministers and export delegations from various countries in Eastern Europe.

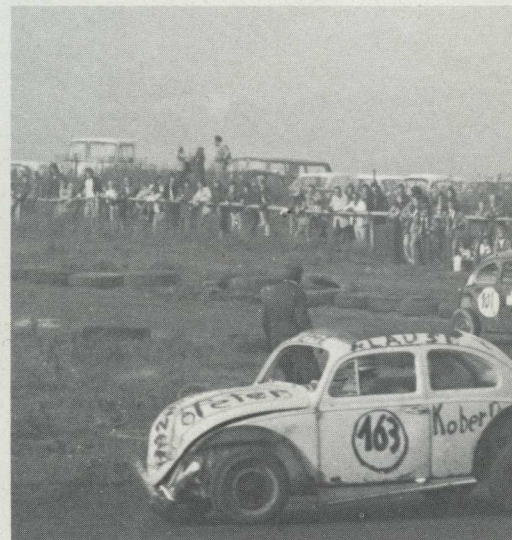


The Soviet Union has 900 million hectares of forestland—more than any other country in the world. The products of the Russian forest-based industry are exported to some 70 countries around the globe.



Double Victory for HIAB-FOCO

HIAB-FOCO's dealer in Koblenz, West Germany, fielded a powerful team at the international stock-car meeting recently held there. Against fierce competition they not only took first and third places in the race but also walked off with the gold medal in the competition for the entry with the most attractive and well-matched décor. Another proof that if you back HIAB-FOCO then you're backing a winner. "Method" extends its cordial congratulations to the victors.



Japanese Tour

The Japanese forest harvest is considerable—some 60 million cu. metres a year, setting the stage for keen Japanese interest in the technique of efficient roundwood grapple handling developed by HIAB-FOCO. And sure enough, Trucker Bert Backman from Sweden had no difficulty in riveting the attention of the onlookers as he demonstrated, with practised hand and foot, what the HIAB 670 can do. He and his team toured some twenty places in Japan.



Grapple Loading in Portugal

Some time ago, a HIAB-FOCO group toured Portugal giving practical demonstrations of the advantages of grapple loading by the HIAB Method to representative gatherings of Portuguese forestry people. The

onlookers in this picture are getting an idea of the HIAB 560's capabilities in off-road loading. The demonstration outfit is all-Swedish, the loader being mounted on a Volvo-BM TC 860 forwarder.



This forwarder, a Volvo-BM TC 860, is equipped with a HIAB 670. The outfit is intended for loading and moving timber or pulpwood straight from stump to mill when the distance is less than 20 km. Over more than 10 km it is sound practice to augment the machine with a 10-ton trailer. ■ 14

