



Method

HIAB

Method No. 30

A magazine featuring the HIAB Method and its applications



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Cover

The HIAB 1100 is one of the new production loaders from HIAB-FOCO. It is seen here performing one of its staple tasks as a mobile loader for roundwood. The ancillaries include a new low-built grapple with a built-in continuous rotator and a swing damper.

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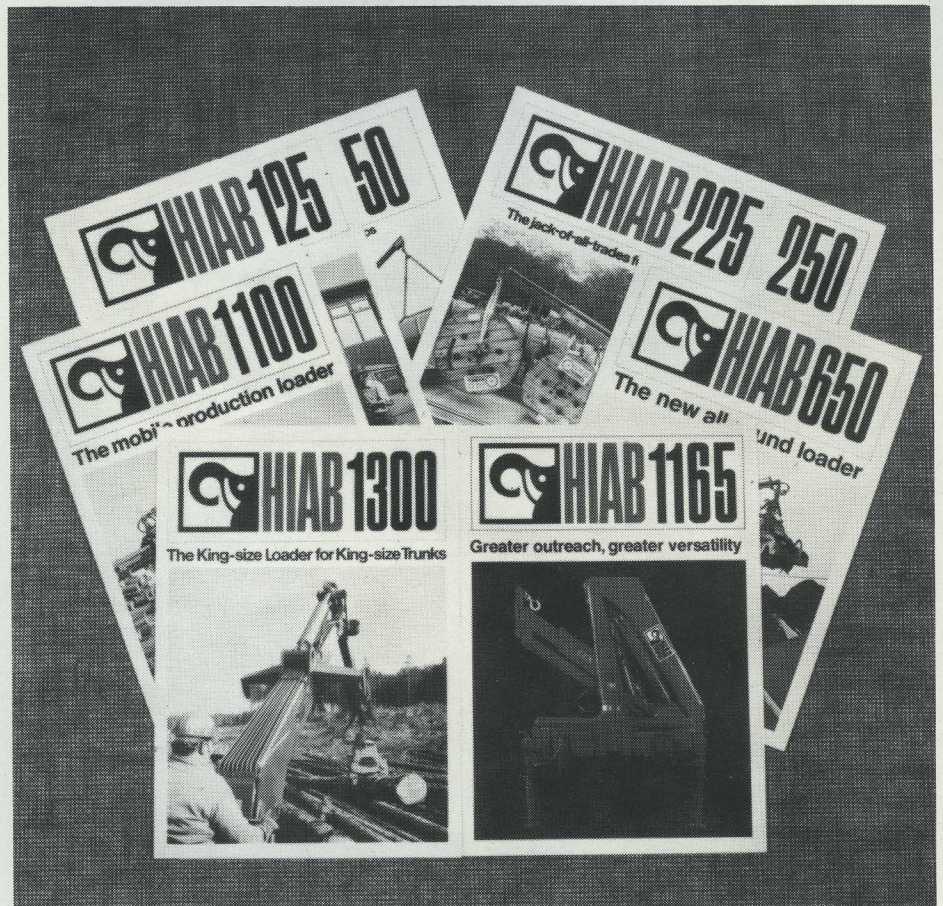
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More News Than Space

Method No. 30 is unusually voluminous - in more than just the number of pages. Never before have we had so much news to report. HIAB-FOCO has developed a whole raft of new loaders - big ones of 11 and 13 ton-metres and a whole series of small, light ones for small, light trucks. And the "world champion loader", the HIAB 550, which is the world's most-sold vehicle loader, has been further developed into the HIAB 650, with greater lifting moment and greater reach.

The concept of production loading, which the article opposite discusses in detail, is also new to "Method", though scarcely for HIAB loaders as such. HIAB-FOCO has long been making loaders intended for production loading. What's new is that two of the machines dealt with in this issue are specifically labelled "production loaders" to mark them off from the rest of the HIAB-FOCO loader range.

Just now there are so many new things coming out of HIAB-FOCO that one issue of "Method" isn't big enough for detailed treatment of them all, even though we've more pages than usual. In consequence we can accord no more than a passing mention to a whole new generation of grapples and other attachments, along with a new, low-built continuous rotator and a "swing damper" to go with them. We'll have more to say about them in coming issues.

Heavy-duty Loaders

All jobs cannot be done with all loaders - and it isn't just the requirements as to lifting capacity and outreach that vary. For certain tasks, which are becoming ever more common as hydraulic loaders go into service in ever more fields, it's another factor that makes the decisive difference. Let's call it simply performance, because what it comes down to is the ability of the loader to perform numerous lifts or working cycles, often uninterrupted over long spells of work - and frequently in consecutive shifts.

It goes without saying that you have to apply much stiffer specifications to a loader doing a job like that than you do for example to one on a delivery truck doing a relatively small number of lifts. Take a forestry crane, serving as a mobile loader. It's on the go pretty well non-stop, handling maybe 600-800 tons in two shifts. And some loaders on industrial service may have to get through several working cycles a minute, for hours and days at a stretch.

It would be unrealistic to dimension piece-goods loaders for that kind of work, even if they have both the reach and the lifting capacity for it. It would merely make them needlessly heavy for the kind of handling they do.

Two Types

It's possible, then, to distinguish two types of loader on the basis of duty and working intensity. One type - which is by far the more numerous - is used more or less like the piece-goods loader we spoke of just now, i.e. as an aid or adjunct on a truck, a boat, a tractor or some other main item of equipment.

The other type is not so common. Loaders in this group **are themselves** the main item of equipment, used for jobs where the actual handling takes precedence. A frequently encountered example would be the mobile loader. With such a rig, the loader itself does the real work; the chassis on which it's mounted serves merely to move it around as needed.

Production Loaders

Recognising this difference between the ancillary purposes and main purposes to which hydraulic loaders can be put, HIAB-FOCO has long been developing loaders of two distinct kinds: piece-goods loaders, used for the great majority of handling tasks, and special production loaders, intended to meet very strict specifications as regards durability in continuous service, fast working cycles and outstanding performance. The two new loaders presented in this number, the HIAB 1100 and the HIAB 1300, mark yet another step along this path of development. The HIAB 1300 is a high-performance machine for large mobile loaders and processors, while the HIAB 1100 is designed for heavy-duty handling of whole stems and sawlogs.

The new machines are thoroughgoing production loaders with an advanced degree of adaptation to their respective duties.

While still at the drawing-board stage the designers set themselves specifications and engineering standards far different from those applying to piece-goods loaders. Components are dimensioned with considerably greater safety factors. Welds are subjected to critical measurements and computer check-outs.

The laboratory people, too, have taken a tough line in their fatigue tests, demanding considerably more working cycles to failure. And HIAB-FOCO's production and quality control, which is strict enough in the normal way, has been made still more stringent for these loader series. The inspectors take out a higher percentage of the production for checking, and the firm has invested in an X-ray installation of its own for examining the welded joints, which are the decisive factors in the durability of the construction.

The Overall Approach

In order to make the new loaders still better fitted for their tasks and to enhance their performance HIAB-

FOCO has developed an ample range of ancillaries. Not content with achieving the best possible lift as such, the engineers have taken an overall approach to the entire handling problem. In line with this, they've developed a new grapple with a built-in, continuous rotator and a swing damper. They've evolved new outrigger support legs calculated to stand the strain even if a whole timber pile should collapse onto them. They've designed a new top-seat control setup that is free to swivel, so that the operator can position himself where he has the best view. And for mobile loaders they've built a special auxiliary frame that gives adequate stability irrespective of what chassis is used. Great pains have been taken over the hose layout, the siting of the controls and so on.

The "1100" and "1300" loaders have lifting capacities of 11 and 13 tonnes respectively - enough and to spare on all their assignments. And their double slewing cylinders, delivering a slewing moment of no less than 3,300 kgm, are a guarantee that they'll be able to handle heavy sawlogs and whole stems without undue strain even when they're working on a slope.

By making both piece-goods and production loaders HIAB-FOCO is able to cover the whole spectrum of demand and to meet most current customer requirements. The "piece-goods" programme comprises nine loader models while the "production" programme has four basic models, of which two, the "1100" and "1300", have been newly introduced. ■ 1



The New Production Loaders HIAB 1100 and HIAB 1300

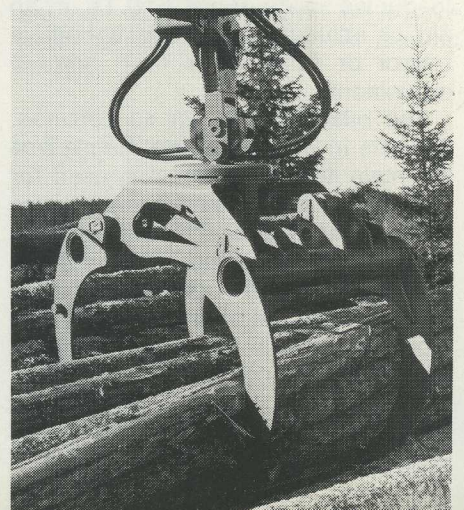
The HIAB 1100 and HIAB 1300 are two very special production loaders with comparatively limited fields of application. But within their limits they can work all the harder. Their commonest assignment is round-the-clock loading or handling - which is precisely what production loaders are built for. Their work is not only intensive but also heavy -

often involving a ton or more in each lift. But they're built for that, too.

We illustrate here some applications in which the HIAB 1100 and HIAB 1300, thanks to their capacity and their superior specifications, can turn in an impressive performance.



In the top picture a HIAB 1100 is mounted on a processor; the picture on the left shows one serving as a mobile loader. Both of them are engaged on very intensive handling. Below is the new mobile-loader grapple, with inbuilt continuous rotator and swing damper.



(Right:) A HIAB 1300 for whole-stem loading. The picture at the foot of the page shows a moment of peak exertion - the trunk being swung up with the aid of the cross-bar on the inner boom.

Josef Strotmeier: "I've Taken My Winch Right Off . . ."

A man who knows a lot about heavy lifts is Josef Strotmeier, of West Germany. For more than 18 years he's been engaged in timber haulage, mostly moving heavy sawlogs in felled lengths. For some considerable time he's been using the new HIAB 1300 whole-stem loader, and here's what he had to say about it to "Method's" correspondent in West Germany, Wolf Spoddeck.

"The loader has plenty of lifting capacity even at maximum radius - which is more than eight metres. And it works fast, thanks to the dual circuits of the hydraulic system. It also has a good pattern of movements and a big slewing moment, which means a lot when you're pulling up felled trunks. With the swivelling control seat, you can always get a good view of things. Another important point is that it doesn't take much headroom when you fold it away for travelling. The hoses and pipes run well out of harm's way. The continuous rotator, too, is well protected."



"When you had a smaller loader you often had to resort to the winch for loading the heaviest trunks. How often do you need to do that now that you have a HIAB 1300?"

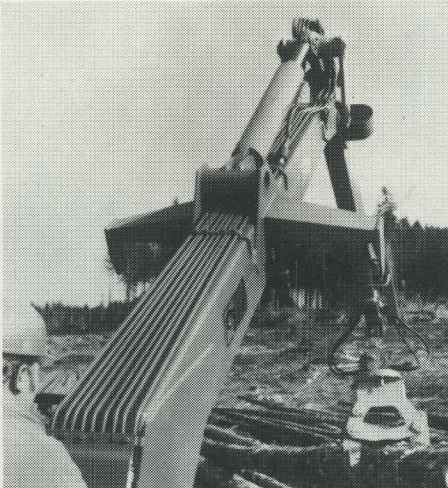
"I never have to use a winch at all these days. In fact I've taken it right off, since the new loader can manage any trunk you like. It's even strong enough to lift my trailer, which I haul up onto the tractor truck when I'm running empty. And getting rid of the winch has made my payload that much bigger."

"What has the new and more powerful loader done for your loading time?"

"Whole stems can be handled much faster by the loader than by the winch, which means that I can load them in a lot less time than when I had to winch them up. So when the haulage run is short I can get in another load per day. Thanks to the greater reach of this new loader I don't need to move the outfit so often while I'm loading, which also saves a good deal of time." ■ 2



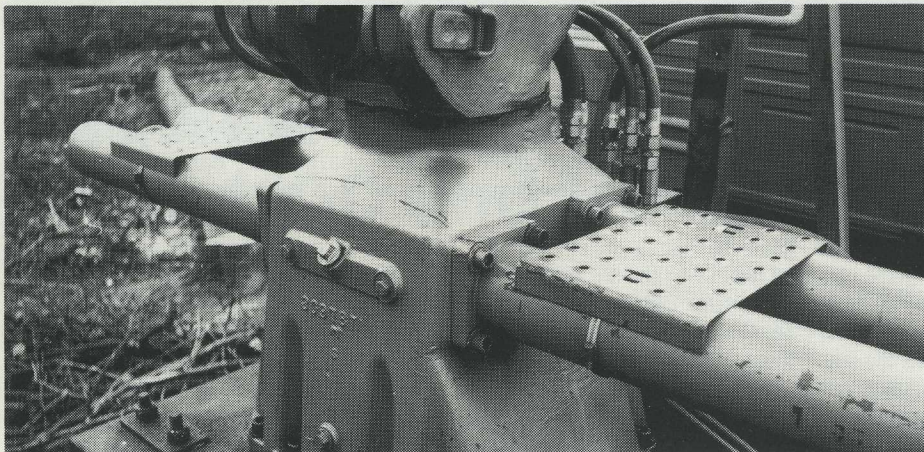
The New Production Loaders



The outer-boom cylinder and the hydraulic lines are located well out of harm's way on top of the boom system (above).

The HIAB 1300 is a big loader, yet it takes up little room when parked (right).

Double slewing cylinders (below) give a slewing torque of 3,300 kgm and guarantee that the loader will do a good job even when working on sloping ground.



The control seat can be swung to one side so as to give the operator a better view of the working area.

To ensure stability and durability HIAB-FOCO has developed a special auxiliary frame for the HIAB 1300 when it is used as a mobile loader.

HIAB 1100 and HIAB 1300

Link System Gives Faster Handling

The link system in the joint between the inner and outer booms is a tried and tested HIAB design that gives faster boom action and a better pattern of movement, especially close in to the body.

Swing Damper

The new grapples that have been evolved for HIAB's production loaders have a suspension device with a built-in swing damper which effectively arrests unwanted swinging in the grapple and load.

Dual-circuit Hydraulic System

HIAB's production loaders have hydraulic systems that guarantee an oil flow sufficient for hard continuous working of several functions simultaneously. They both have dual-circuit systems with duplex pumps that each deliver an oil throughput of about 70 litres per min. Oil coolers prevent overheating of the oil under prolonged heavy loading.

Double Slewing Cylinders

Double slewing cylinders give a slewing moment of no less than 3,300 kgm, guaranteeing swift, sure handling with unimpaired performance even when the loader is working on a slope.

Sturdy Support Legs

Stability is important in production loading. For use with HIAB's production loaders there are several different support-leg arrangements with a maximum spacing between support points of up to 4.7 metres.

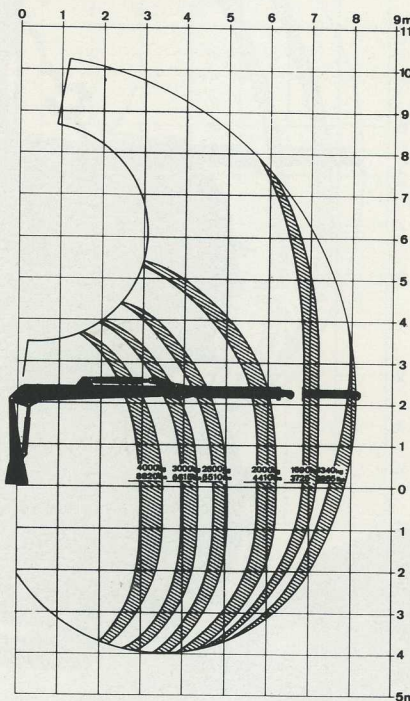
Booms

Bounce Bumps

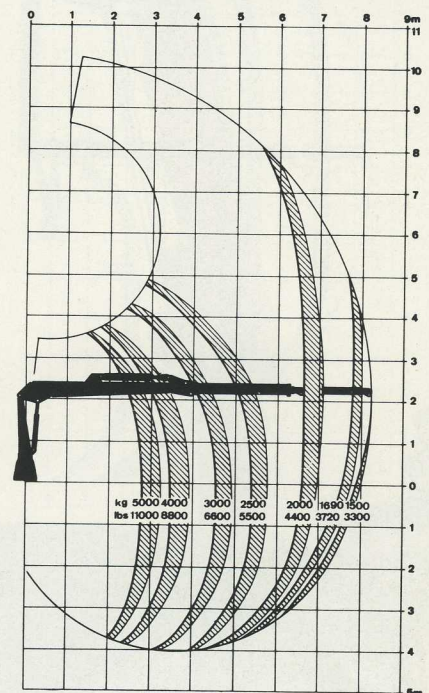
The upper-side mounting of the outer-boom cylinder makes the HIAB 1100 and HIAB 1300 very resistant to damage from loads that bump against the boom system. The hydraulic lines, too, are out of harm's way inside or along the back of the boom.

Range and Load Diagrams

HIAB 1100



HIAB 1300



Technical Data

| | HIAB 1100 | HIAB 1300 |
|--|---------------|---------------|
| Capacity | 11 ton-metres | 13 ton-metres |
| Max. standard reach | 8.17 m | 8.17 m |
| Hydraulic extension | 1.6 m | 1.6 m |
| Lifting performance | | |
| at 2.5-metre radius | 4,400 kg | 5,000 kg |
| at 4.0-metre radius | 2,750 kg | 3,250 kg |
| at 6.6-metre radius | 1,690 kg | 1,920 kg |
| at 8.17-metre radius | 1,340 kg | 1,530 kg |
| Slewing angle | 410° | 410° |
| Slewing torque | 3,300 kgm | 3,300 kgm |
| Slewing speed at recommended oil flow | 25°/sec. | 25°/sec. |
| Weight, net | 1,840 kg | 1,950 kg |

HIAB 1165



A big new loader of 11 ton-metres' capacity (above) is HIAB-FOCO's response to the demands of commercial hauliers for greater strength and reach.

The HIAB 1165 reaches both far out and close in (left). By utilising the diagonal, the long loader boom can be parked within a width of only 230 cm.



A Big New Truck Loader

The constant pressure to cut turnaround times for the ever larger and costlier outfits now being used in mixed haulage is throwing increasing demands onto piece-goods loaders. Bigger and heavier unit loads call for greater lifting performance, as also do the relatively heavy grapples and other special attachments that are becoming increasingly common for numerous different types of goods. And bigger rigs demand a longer reach if the loader is to command the entire load area. At the same time, the weight of the loader must not take too much of a bite out of payload.

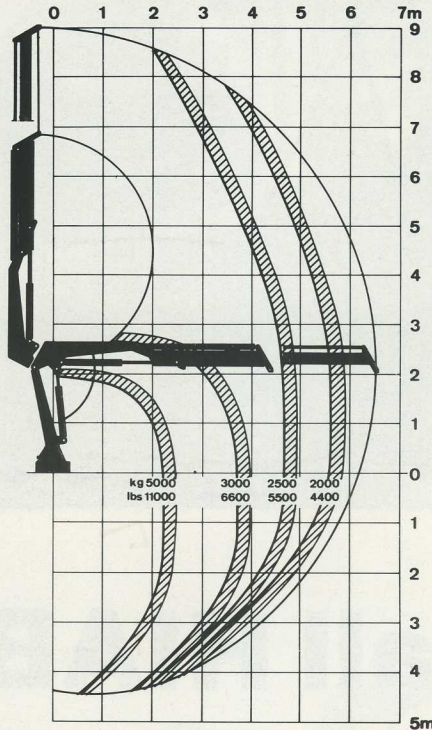
HIAB's answer to these stepped-up demands is a big new piece-goods loader that is available in two versions, the HIAB 1165 A and 1165 AW. Both have a lifting moment of 11 ton-metres, while the standard reach is 6.5 and 8.45 metres respectively. The outer boom takes up a diagonal position when parked, enabling both versions to be folded away within a vehicle width of 230 cm and a height of 224 cm above the frame - despite their long reach.

Apart from the small measurements as parked and the low weight, 1620 and 1750 kg respectively, the most striking features of the new piece-goods loader are the double hydraulic extension of the AW version, which has the extension cylinder located on the mid-section and hydraulic pistons acting in both directions, and the fact that you hardly see any hydraulic hoses anywhere on the machine. To the greatest possible extent the oil lines are run inside the loader base, the body and the box-girders of the boom system.

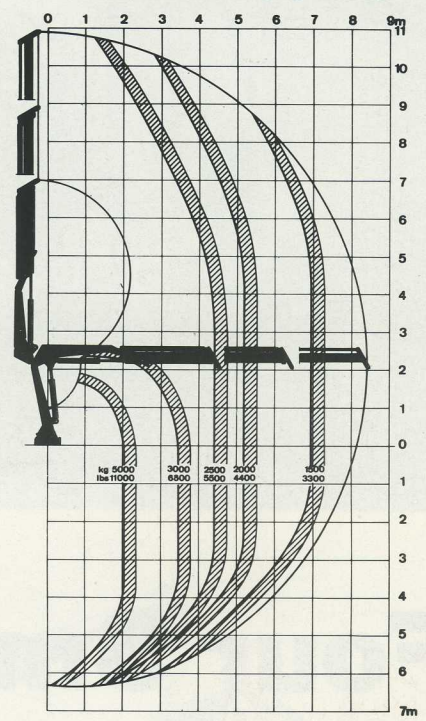
The bulky hose loops that are needed on other models for carrying the oil to the extension cylinder and to the rotator, grapple or other hydraulic tackle at the tip of the boom have been eliminated by the use of two spring-loaded hose reels that pay out and retract the hoses in step with the movements of the extension. The oil pressure is transmitted through swivel couplings. ■ 4

Range and Load Diagrams

HIAB 1165 A



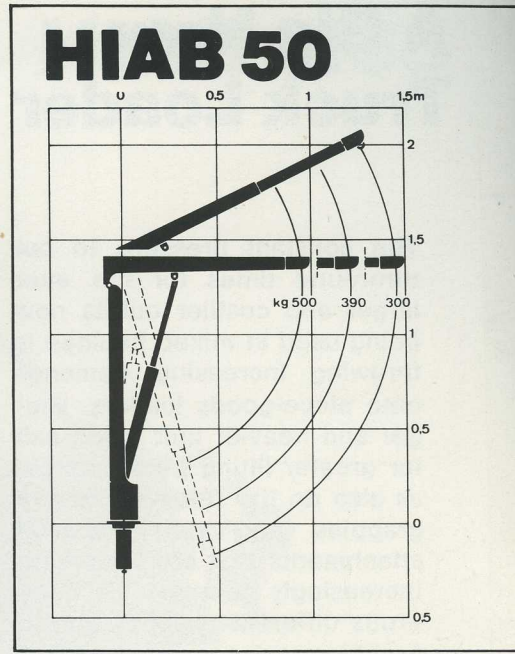
HIAB 1165 AW



The double hydraulic extension of the "AW" version gives a standard reach of no less than 8.45 metres.

Technical Data

| | HIAB 1165 A | HIAB 1165 AW |
|---------------------------------------|---------------|---------------|
| Capacity | 11 ton-metres | 11 ton-metres |
| Standard reach | 6.5 m | 8.45 m |
| Max. reach with normal boom extension | 13 m | 12.5 m |
| Lifting performance, in tons | | |
| at 1.8-metre radius | 6 | 6 |
| at 2.1-metre radius | | 5 |
| at 2.2-metre radius | 5 | |
| at 4.3-metre radius | 2.65 | |
| at 4.4-metre radius | | 2.5 |
| at 7.6-metre radius | 1.35 | |
| at 8.3-metre radius | | 1.25 |
| at 9.6-metre radius | | 0.95 |
| at 10-metre radius | 0.95 | |
| at 12.5-metre radius | | 0.6 |
| at 13-metre radius | 0.6 | |
| Slewing angle | 410° | 410° |
| Slewing torque | 1950 kgm | 1950 kgm |
| Slewing speed at recommended oil flow | 21°/sec. | 21°/sec. |
| Weight with support legs | 1620 kg | 1750 kg |



Four Small HIABs

Small, lightweight trucks play an important part in transportation, especially in goods distribution and express haulage, accounting for a large proportion of total movements - even though they generally

do short runs. And it is in fact the short-haul nature of their work that explains why loading and unloading bulks larger in their performance and economy than it does in longer-distance trucking.

Yet most of these lightweight trucks lack any crane or other load-handling aid, even though their unit loads are often just as heavy and awkward as those carried by the larger piece-goods trucks, on which a loader is nowadays pretty well self-evident. One obvious explanation for this is that the hitherto smallest and lightest of the HIAB loaders, the "345", is needlessly big and heavy for the goods to be handled. Another is that lightweight trucks often lack a power take-off or other means of driving a loader's hydraulic pump.

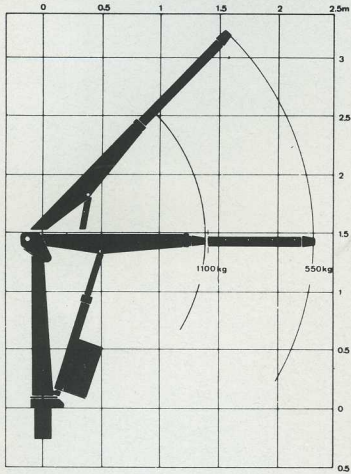
HIAB-FOCO has now rectified the situation by introducing a loader series specifically matched to small, lightweight trucks. It comprises four models: HIAB 50, HIAB 125, HIAB 225 and HIAB 250. They can all be run without a power take-off, either manually or by electricity drawn from the normal truck system.

The smallest loader, the HIAB 50, has a capacity of 0.5 ton-metres, while the largest, the HIAB 250, is of 2.5 ton-metres. A point shared by all four "babies" is low weight. The HIAB 50, manually operated, weighs only 70 kg,

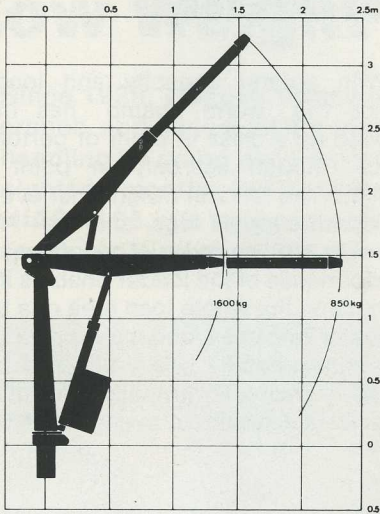
while the largest of them weighs 300 kg including support legs. The three smallest models have a simple boom system with only one lifting cylinder, while the HIAB 250 is a small articulated-boom machine having both inner-boom and outer-boom cylinders. All except the smallest can also be fitted with a hydraulically operated extension. All are side-mounted; the HIAB 125 and 225 may have support legs as extras, while the HIAB 250 has them as standard.

| Technical Data | HIAB 50 | HIAB 125 | HIAB 225 | HIAB 250 |
|--|----------------------|---------------------|---------------------|-----------------------------|
| Capacity, ton-metres | 0.5 | 1.6 | 2.4 | 2.5 |
| Lifting performance, tons/ radius in metres | 0.5/0.95 0.39/1.2 | 1.1/1.42 0.8/1.8 | 1.6/1.42 1.2/1.8 | 2.0/1.25 1.65/1.5 |
| Weight, kg electric manual | 85 70 | 150 145 | 190 185 | 300 (incl. support legs) |

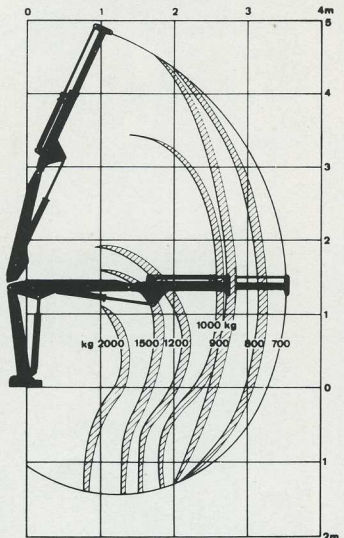
HIAB 125

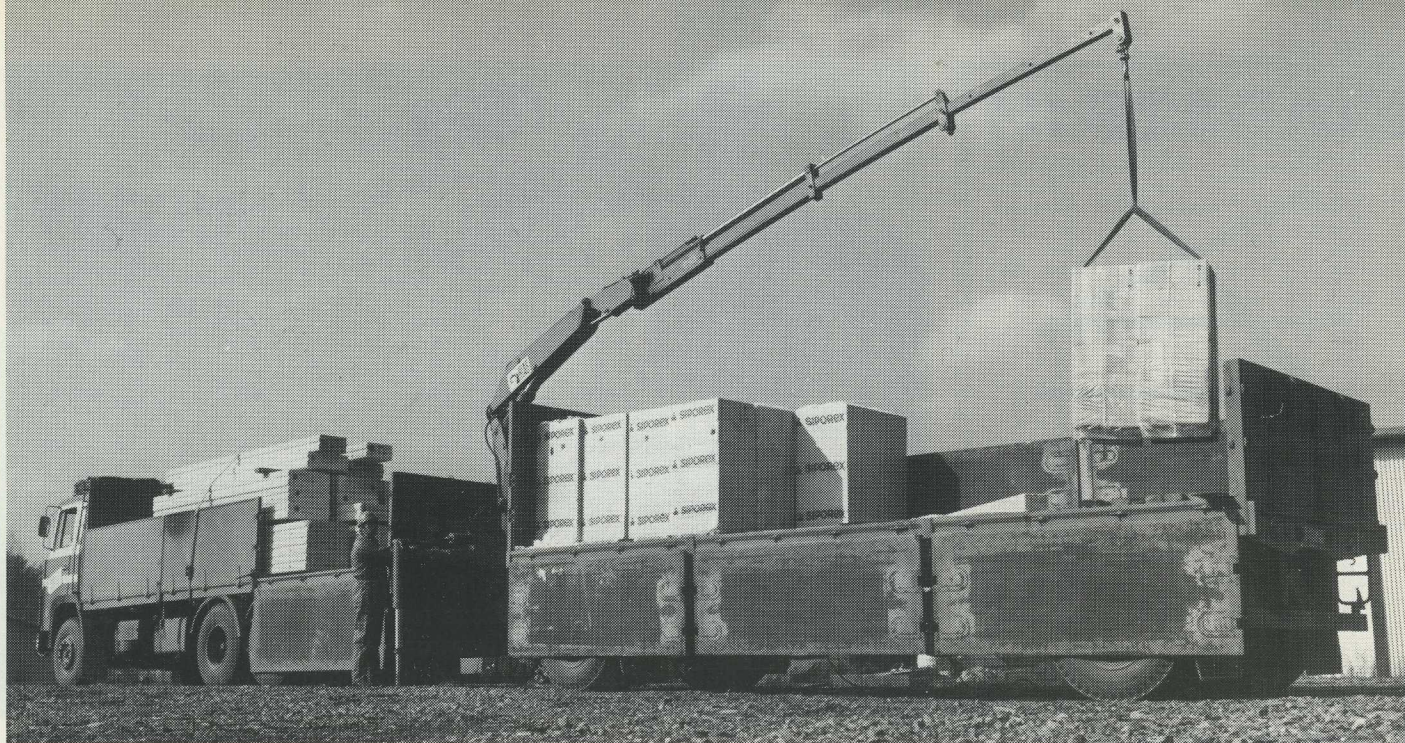


HIAB 225



HIAB 250





HIAB Upgrades World Champion

On several occasions in earlier issues of "Method" we've dubbed the HIAB 550 the "world champion loader", quite simply because it's been sold in greater numbers than any other hydraulic vehicle loader. And when you have a model that's so popular and sells so well and gets through so much work as the HIAB 550 there's no reason to make any changes - at any rate not in the basic design.

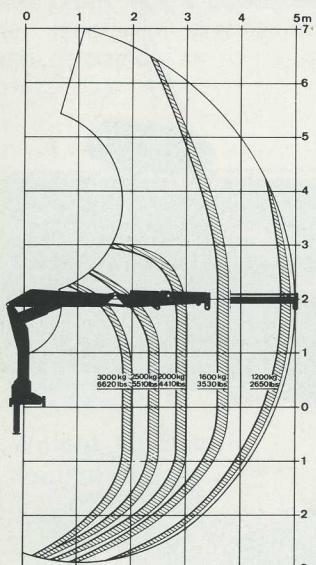
All the same, HIAB-FOCO has now brought out a further development of the "550". Its model designation is

HIAB 650, which tells you straight away that the capacity has been raised to 6 ton-metres. But besides that the new loader is made in two versions, the HIAB 650A and the HIAB 650 AW. The latter has a double hydraulic extension and a standard reach of 6.5 metres, while the reach of the "A" model is unchanged at 5 metres. Both can be furnished with a manually extensible boom lengthener which gives the "A" model a maximum reach of 8.9 metres, while the "AW" model can reach no less than 10 metres.

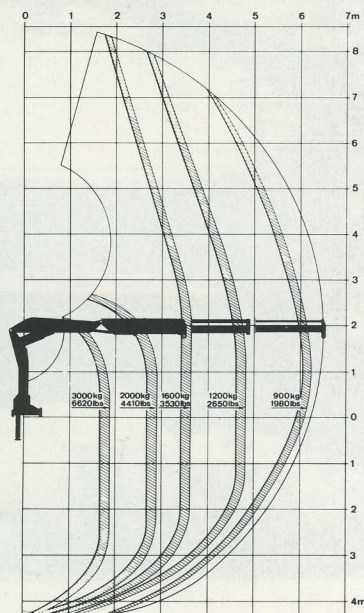
With greater capacity and longer reach the "world champ" has thus moved up a class in point of performance, though scarcely in point of weight. The "A" still weighs just over a ton, with support legs, and the "AW" version 100 kg more. The enhanced performance of the loader enables it to command the whole load area of a six-wheeler with ease, and makes it strong enough to handle heavy lifts and big, weighty hydraulic grapples and other special tackle without overstrain. ■ 6

Range and Load Diagrams

HIAB 650 A



HIAB 650 AW



Technical Data

HIAB 650 A HIAB 650 AW

| | | |
|---------------------------------------|--------------|--------------|
| Capacity | 6 ton-metres | 6 ton-metres |
| Standard reach | 5 m | 6.5 m |
| Max. reach with manual boom extension | 8.9 m | 10.0 m |
| Lifting performance, in tons | | |
| at 1.7-metre radius | 3.5 | 3.4 |
| at 2.4-metre radius | 2.5 | 2.4 |
| at 3.5-metre radius | 1.7 | 1.64 |
| at 5.0-metre radius | 1.2 | 1.14 |
| at 8.9-metre radius | 0.35 | — |
| at 9.9-metre radius | — | 0.28 |
| Slewing angle | 360° | 360° |
| Slewing torque | 1100 kgm | 1100 kgm |
| Slewing speed at recommended oil flow | 22°/sec. | 22°/sec. |
| Weight incl. support legs | 1045 kg | 1145 kg |



Low Weight Weighs Heavily With Waage

Since 1939, Tryggve Waage of Oslo has owned around ten hydraulic cranes, and almost all the transport jobs he gets are ones in which handling by crane plays a prominent part. He had a HIAB 950 for eighteen months, but he recently traded it in for the powerful new HIAB 1165. His long experience of truck loaders entitles him to speak his mind about his new acquisition.

"When you're dealing with a loader of this size the weight has a very important bearing on vehicle payload," he says. "That being so, it's a great advantage that the HIAB 1165, despite its great lifting performance, weighs no more than 1,620 kg. That's actually lighter than all competing loaders in the same size bracket, and it's even lighter than the HIAB I had before, although this one is 20% stronger.

"Big capacity is always important to me. Most of the time I'm transporting big portable workshops, 20-foot containers, compressors and generating sets, and the great lifting performance of the new loader has expanded my options. I notice it particularly when I'm moving workshops and containers - lifting height close to the loader makes all the difference on such work.

"We also do quite a lot of erection jobs, and then it's very useful to have the big reach and the ample strength right out to an 8.5-metre radius. And with an extra boom extension we can reach as far as 12 or 13 metres. With a loader like that we can do practically anything. And yet, despite its tremendous performance and huge reach, it folds away into a compact little package behind the cab. This bigger and stronger loader actually takes up less room on the truck than the one I had before.

"If you ask me to sum up my impressions of the HIAB 1165 under three headings, the things I appreciate most are

- a) the low weight
- b) the great reach
- c) the compact parking." ■ 7



With a HIAB and a hydraulic clamp the driver can discharge a full load in 25 minutes.

A new type of concrete block, designed to meet the latest building regulations covering thermal and acoustic efficiency, proved to be a handling headache for the manufacturers, Newlay Concretes Ltd., of Dewsbury, Yorkshire, England. The new block, known as the Tacbloc 440, has triple cavities and is therefore relatively fragile. The firm sustained heavy losses through damage during loading and unloading.



Less Breakage, More Haulage

Newlay Concretes, like so many others, solved their problem by the HIAB Method. They equipped their delivery lorries with HIAB 550s, fitted with a hydraulic grapple which can take stacks of blocks five layers deep with 18 blocks in each layer. This equipment not only minimises breakage but has also cut offloading time, so that each lorry now gets through more delivery runs per day.

Within nine months after their first HIAB purchase Newlay had equipped their fleet with another four. The latest is a HIAB 550 centre-mounted on a 30-ton lorry. It can lift 1.6 tons at 3.4 metres radius, enabling the driver - unaided - to discharge a full load in as little as 25 minutes.

Once their plant reaches full production Newlay expect to turn out 5000 m of the new blocks per day. They also

produce concrete lintels and beams for housebuilding, and a sister-company, Newlay Engineers Ltd, supplies engineering equipment to the building industry. In these sectors too, the HIAB Method plays an important part in the business of loading and unloading concrete units and handling machines, both in the works and on site. ■ 8

HIAB 950 with Vacuum Lifter



A great deal of pipeline building is done out in the wilds far from metalled roads. The individual lengths of pipe, which in the case of heavy-gauge lines possess considerable weight, are awkward to handle and usually have to be cross-loaded from highway trucks to off-road vehicles for the last leg of the journey to the site. The firm of Ing. Wilhelm Linke, KG, of Detmold, West Germany, became interested in the attendant transportation problems. Its solution was an outfit built on a



Through an opening in the exterior wall the slurry can be passed straight out to a waiting lorry.

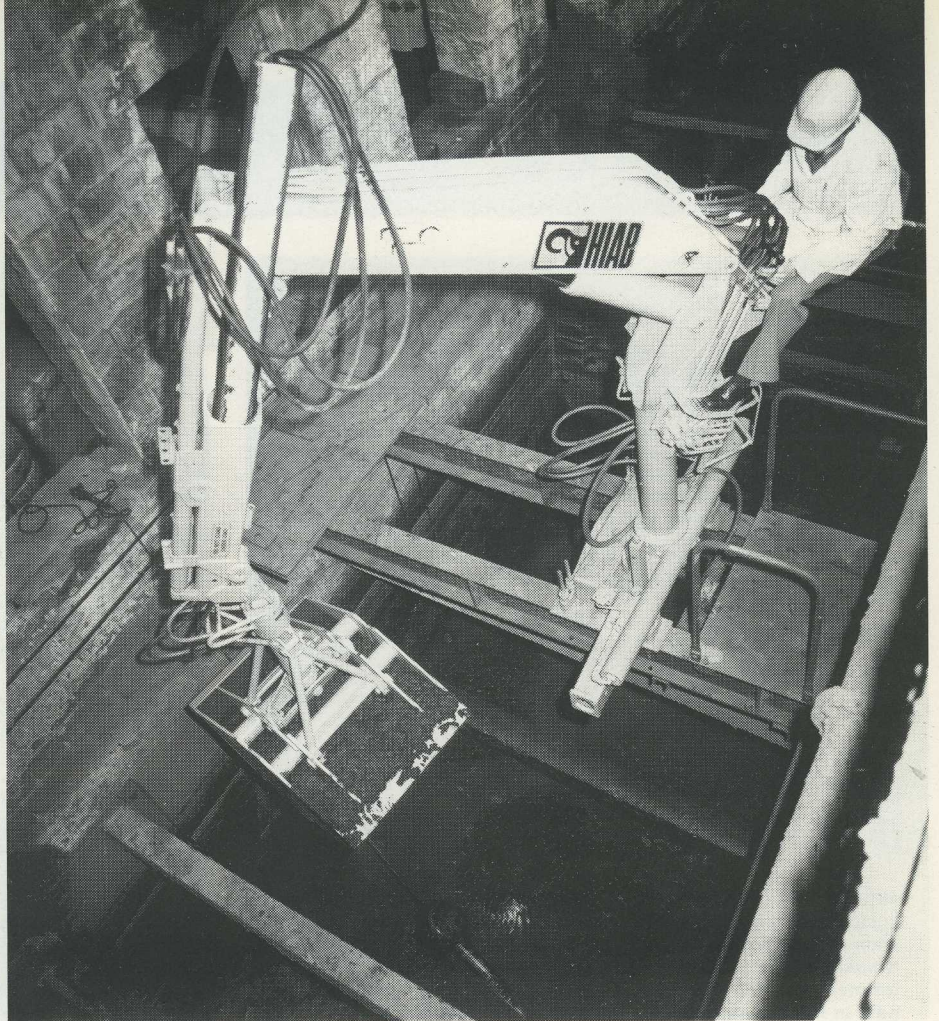
HIAB 550 Makes Clean Sweep of Dirty Job

Emptying slurry from mill pits has never been a particularly popular job, but at Clough Lee Mills, a wool-scouring plant in Marsden, Yorkshire, England, the HIAB Method has transformed this classic example of dirty work into "pure" routine.

What used to be a lengthy chore for an eight-man team using shovels and barrows is now an easy 3-4 hour task for one man at the top-seat controls of a HIAB 550 equipped with a hydraulic grab.

The slurry - mainly soil, sand and grease - accumulates in a 5.5-metre-deep pit fed by a series of scouring tanks in which raw wool undergoes cleaning and purification. The huge pit requires emptying every 14 days or so.

The family concern of J. Bailly Ancion Ltd., which runs Clough Lee Mills, moved to Marsden from Belgium in 1934. In seeking a solution to the



problem of slurry handling they decided to try out the HIAB Method. Installing the HIAB called for some structural alterations to the building housing the slurry pit. A girder on which to mount the loader was positioned above the pit, and the roof was raised so that the boom would have free play. A large opening was also made in the exterior wall so that the HIAB could discharge direct into a lorry outside. This opening was provided with sliding doors.

"It was well worthwhile," says the Managing Director Mr. G.E.G. Bailly. "The initial outlay on the HIAB and on

structural alterations to the pit house has paid off handsomely. The emptying of the pit is now a quick and easy operation, and the men who used to loathe the fortnightly task of shovelling the slurry can now be more agreeably and gainfully employed elsewhere in the mills."

Clough Lee Mills, which employ some 75 people, have built up a solid reputation for wool scouring. Last year they handled several million kilos of raw wool from numerous countries including Australia, Mongolia and China. ■ 10

Solves Pipeline Handling Problems

Tatra chassis, with four axles and all-wheel drive, which travels just as well across country as on the highway. That eliminated the business of cross-loading. For handling the lengths of pipe the firm chose a side-mounted HIAB 950 with a rotator and a special vacuum attachment which sticks to the pipe like a powerful suction cup. An extra diesel engine powers the oil pump of the loader and the vacuum pump for the lifter. ■ 9



Section S



Some twenty servicemen attended a service course held recently on the Ivory Coast of Africa.

Product Conference on Home Ground

At times when new HIAB products are being introduced HIAB-FOCO customarily arranges product and sales conferences. On earlier occasions they have been held in Germany, France, Switzerland, Singapore, Finland, the Philippines and elsewhere. The 1976 conference, at which the new production loaders were presented, was held in Hudiksvall, enabling the firm to show what the new loaders are capable of in modern, highly mechanised forestry,

Also unveiled at the conference were four small models, the HIAB 50, 125, 225 and 250, which are primarily intended as small-truck loaders.

Other items on display were the HIAB 650, the heir to the Company's bestseller, the HIAB 550, and a successor to the "950" - an entirely new loader in the 11-tonne class, most impressive in its construction, design and technical data.

During the conference HIAB-

FOCO also showed new accessories such as a series of grapples with an inbuilt, continuous rotator and a swing damper for various types of roundwood handling, along with new grabbing and lifting attachments for special purposes, made at the firm's Dutch factory. The conference drew some fifty participants from HIAB-FOCO's subsidiaries and distributors in the Nordic countries, the rest of Western Europe, North America and South Africa.

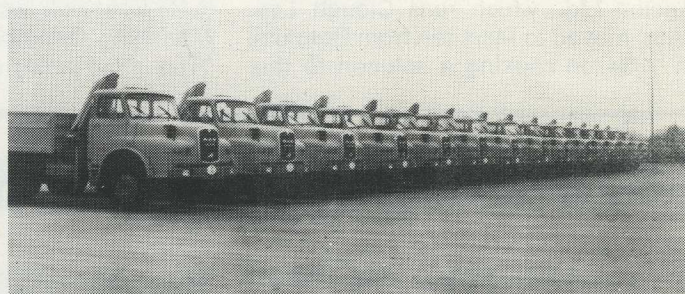
Service Courses Around the World

HIAB-FOCO's service and spare-part organisation among distributors and subsidiaries constitutes an extremely important element in the marketing of HIAB-FOCO's products.

Factors such as repair facilities, spare-part supply, guarantees and so on often count for just as much as reach and lifting performance. But service also extends to preventive measures such as technical information, training, instruction manuals, spare-part publications and so on. As part of HIAB-FOCO's drive to further expand and improve the already

worldwide service network its customers have at their disposal the firm conducts continuous courses on its products. Service courses are arranged at frequent intervals in collaboration between HIAB-FOCO's service department in Hudiksvall and the affected distributors and customers all over the world.

Big Delivery in West Germany



HIAB-FOCO's subsidiary in West Germany recently delivered a large number of loaders to one of the country's major building contractors. This is the entire fleet at the time of delivery.

900 HIABs to Scania

HIAB-FOCO's sales company in Södertälje, Sweden, has received an order from Scania for 900 hydraulic vehicle loaders - modified standard HIABs in the 1.6-ton-

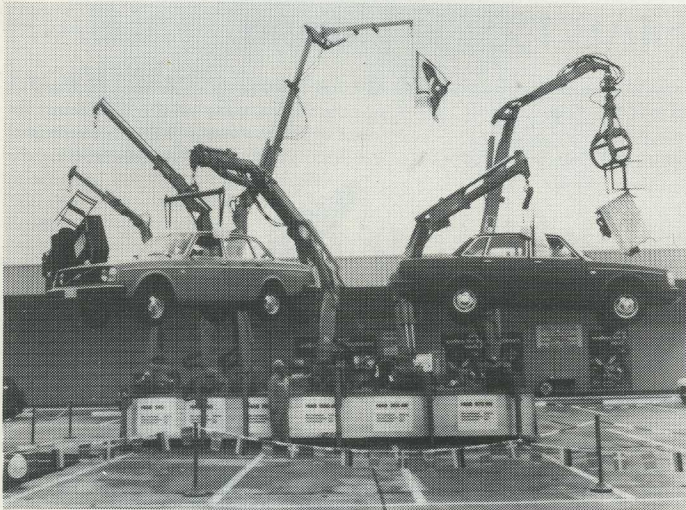
metre class. They'll be mounted on Scania off-road trucks for the Swedish defence forces. Deliveries will be spread over a two-year period.



Seen above listening to the presentation are some of the fifty or so HIAB salesmen from all over the world who attended the product conference. Below are the new products that were presented.



Section S



HIAB-FOCO On Display The World Over

Exhibitions and trade fairs are important aids in spreading the HIAB Method, and HIAB-FOCO products are surefire attention-getters at such events in various corners of the world. The picture at top left comes from a "Swedish Week" at a spot near Hanover, in West Germany, while the one to the right of it shows HIAB-FOCO products at an indoor exhibition in Holland. The picture opposite shows a HIAB 345 on a Unimog - an outfit which won a gold medal at Grenoble, France. The forest of HIABs below left are on display in Paris, and the ones shown below right are reaching for the sky over Caracas, Venezuela.



Method Hoists

HIAB 950 in Senegal

The electricity works in Dakar, Senegal, on the west coast of Africa, has plenty of lift to its el-

bow in this HIAB 950, mounted on a Ford tractor and provided with stout flap-down support legs.



HIAB 1560 in Iceland

The picture below shows the first HIAB 1560 to be delivered to Iceland. It has top-seat controls and is mounted on a quay where it is used for such jobs as handling the equipment of fishing-vessels and sometimes - as shown here - for launching and recovering small fishing-boats.



Building in Dubai

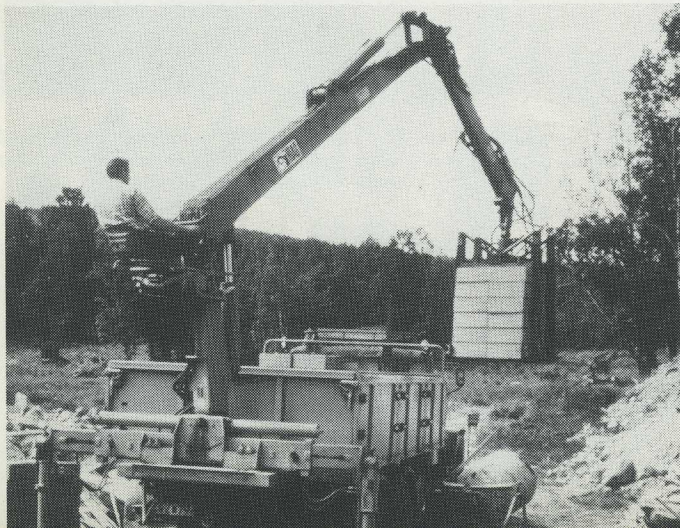


In Dubai, the Pan-Gulf Corporation is building 3,000 new dwelling units to Government order. Twelve HIAB 550s, mounted on Bedfords and supplied by HIAB-FOCO's agent in Dubai, M.A.R. Albahar, are taking part in this giant contract.

12 Tons Offloaded in 20-25 min.

BlixboCementvarufabrik, of Sundborn in Sweden, discharges concrete blocks using a HIAB 765 and a special clamp of its own manufacture. One load, usually comprising ten pallets each

weighing 1.2 tons, is loaded or unloaded in 20-25 minutes. The transport run is generally from 20 to 50 km, enabling the truck to handle 4-5 loads a day.



Shop Window in Hudiksvall

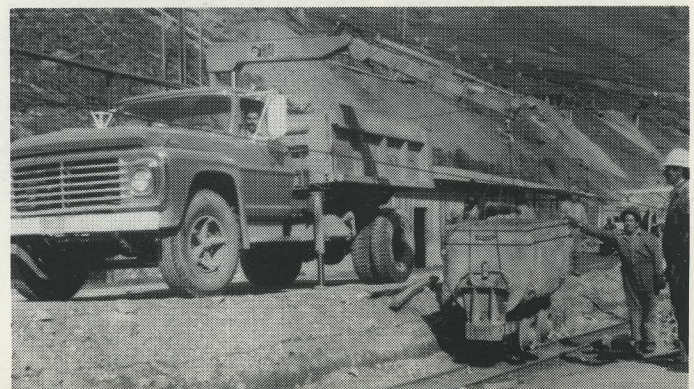


Naturally enough, there are HIABs at work in Hudiksvall as well, even if you don't see them so often in "Method". Here is a stay-at-home HIAB 345 installing a shop window not far from HIAB-FOCO's Head Office.

HIAB 245 Switches Mine Trains

Compania Minera Milpo SA, a mining company in Peru, uses a HIAB 245 mounted on a Ford truck for such jobs as moving mine wagons from one track to another.

The wagons, with a tare weight of about 500 kg, can be placed precisely on the track with no trouble, thanks to the loader's hydraulic extension.



Method Hoists

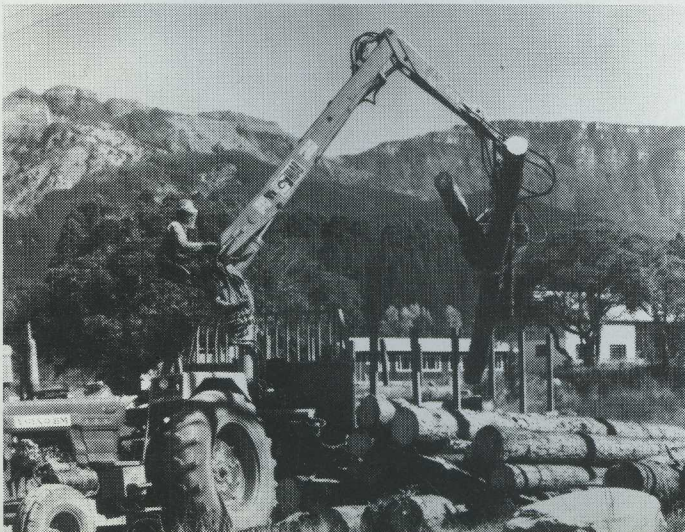
HIAB in Hongkong

In earlier issues of "Method" we've shown several examples of HIABs at work in the port of Hongkong. They're now becoming an increasingly common sight in the teeming streets of the city.



HIAB-Volvo-BM in Africa

This all-Swedish outfit is engaged on roundwood haulage at Nelspruis, in a thickly forested area on Africa's east coast. It consists of a Volvo-BM tractor and trailer, which are loaded and unloaded by a HIAB 560.



HIAB 950 Handles Mine Drill

This HIAB 950 is used for handling equipment of all kinds at a copper mine in Zambia. It's seen here

loading a drill rig - an easy lift for a loader as strong as this one.





Readier Rescue Rig

HIABs are by way of becoming standard equipment on vehicles for fire-fighting and rescue work, and this one is no exception. It was mounted on a Mercedes-Benz chassis by a firm in Austria called Rosenbauer, which specialises in vehicles of this type. In this case the HIAB is used not only for lifting in connection with rescue and recovery work but also to broaden the field of application of the vehicle.

The more equipment you can get on board the truck, the better its chances of doing a quick job in various situations. But the equipment must be easy to get at, which means that it has to be near the periphery of the vehicle, while the space towards the middle of the truck is hard to reach and therefore cannot be used.

Rosenbauers have solved the problem by positioning a special con-

tainer packed with rescue equipment in the middle of the truck. When an item in the container is needed the whole thing is lifted off by the HIAB loader and placed on the ground beside the vehicle.

Another advantage of the container idea is that you can have several containers, packed with different things, on the same truck. When you're called out to an oil spill you load up a container of equipment for dealing with oil; when there's a gas leakage you take along a container for gas decontamination, and so on. Another point is that the equipment in a container can quickly be transferred to another conveyance, e.g. to a boat, or to a helicopter as shown in this picture, for ferrying to the scene of an accident which the rescue truck can't reach. ■ 11