



Method

HIAB

Method No. 31

A magazine featuring the HIAB Method and its applications

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Cover

A consol-mounted HIAB 550, mounted on a Polish Jelcz truck with a four-wheel trailer. The loader belongs to TRANSBUD, which is the Polish state agency responsible for transportation services to the building industry.

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Interest in the HIAB Method On the Boil the World Over

In this issue of "Method" we've set out to describe a few of the many and varied ways in which the HIAB Method is applied to piece-goods handling, especially where heavy lifts are involved and in cases where the technical concept of the HIAB can be turned to profitable account by the user. As an opener, we can report that we've had an unusually copious influx of material from all round the world. That's nice. The more material we have to choose from, the better we can make our magazine.

The very fact that the supply is so plentiful constitutes in itself a source of satisfaction: it's a clear sign that the HIAB Method's potential in the way of simpler and faster, safer and cheaper handling is very far from being exhausted — indeed, we're beginning to think it's inexhaustible! For example, one story in this issue shows the HIAB Method deterring thieves and preventing pilferage. Who'd have thought it?

The versatility of the HIAB Method seems to be matched by the interest it arouses, at any rate judging by the demand for our magazine devoted to its applications. As time goes on people are asking for "Method" in more and

more languages and in bigger and bigger printings. At present we're printing about 100,000 copies of each issue in a total of six languages.

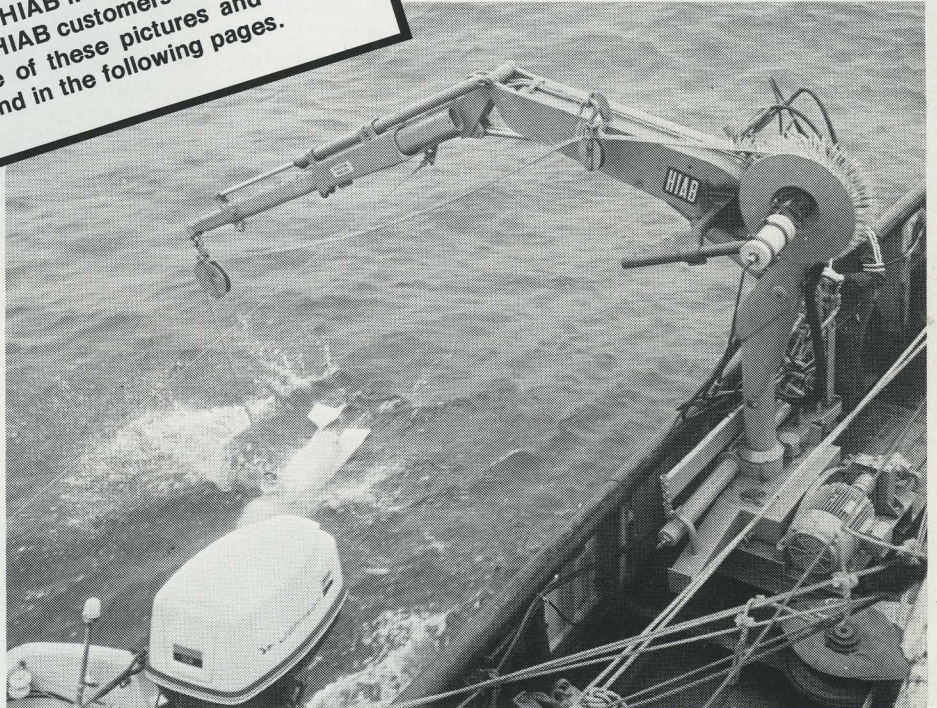
Three countries that haven't figured very often in "Method" are coming in for special attention in this issue. Two of them are Canada and the U.S., which are among the countries where the HIAB Method scored its first breakthroughs outside Sweden, but which we haven't told you very much about, at any rate in recent issues. We're making up for past neglect this time. The HIAB people in Canada attended a recent conference in force, and they put together a long list of examples illustrating the successful application of the HIAB Method in northernmost America. This issue of "Method" features some of them, beginning on the page opposite.

The third country, Poland, is something of a newcomer in "Method's" pages. There have been brief notices from Poland in earlier issues, but they haven't been frequent. For some years past, however, the Poles have been coming alive to the advantages of the HIAB Method and our centre spread this time is an all-Polish feature.

Tune in to Toronto

A sales conference was recently held at the premises of HIAB-FOCO's distributor in Canada, the Atlas Polar Company Ltd, of Toronto. Its purpose was to introduce the new HIAB crane models across Canada, and it was attended by some fifty representatives of the various Canadian dealers.

An important element in the exchange of notes at the conference was that each dealer gave an account in pictures and words of such applications of the HIAB Method as he considered would be of interest to other HIAB customers in Canada and elsewhere in the world. Some of these pictures and dealer reports will be found on this and in the following pages.



The "fish" being lowered into the water. The "fringes" of the special cable are clearly visible on the cable drum.

HIAB 550 "Fishes" for Information

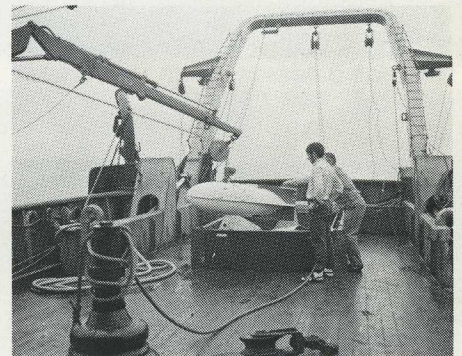
The Canadian Department of Fisheries and the Bedford Institute of Oceanography in Dartmouth, Nova Scotia, are joint owners of several research vessels equipped with HIAB cranes. One of them uses a HIAB 174 to launch, tow and recover a streamlined, instrument-packed probe known as the "fish".

The device is used to investigate currents and tides, to detect the presence of fish, and so on. The information it gathers is relayed to a computer on board the ship, which stores it for subsequent processing. The "fish" is towed using a special "flare-type" cable which drags in a straight line through the water and offers very little drag resistance.

The HIAB crane, which is mounted on a special marine base manufactured by HIAB-FOCO's Canadian distributor, Atlas Polar Company, get its oil pressure from an electrically powered pump. It is equipped with a winch having a hydraulic brake and a large aluminium

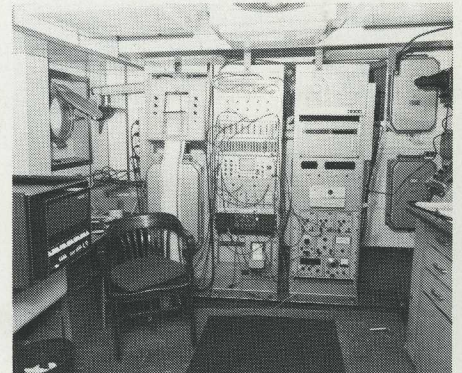
drum holding about 90 metres of the flare cable. The winch is furnished with an electric slip-ring assembly affording precise control of the cable speed.

The Department of Fisheries is more than pleased with the performance of its HIAB cranes. Its seagoing personnel are particularly happy with the HIAB's sturdy slewing mechanism, which maintains full control of the boom even when the ship is rolling in a seaway. ■ 1



The "fish" has been retrieved and is laid gently in its case on the deck.

The data gathered by the "fish" are logged in a shipboard computer.





Longer, Faster, Safer with an Extra Boom and EMPROC

In the building-supply business the HIAB Method has long been used to achieve big economies in time and labour. And with the steady development of HIAB loaders and the appearance of ever more advanced attachments and ancillaries the applications of the method have been widened and its lead over other forms of handling has grown still longer. Here are two examples from Canada to illustrate the point.

First there's the Kingdon Lumber Company of Lakefield, Ontario, which under the direction of Art Kingdon and his son Randy has specialised in the manufacture of roof trusses and is today one of the industry leaders in southern Ontario. Finding that its customers weren't content with mere de-

livery to site but also wanted the trusses hoisted into position for nailing, the company bought its first HIAB loader. That was back in 1966, and the new acquisition was a HIAB 177 fitted with a hydraulic extension by HIAB's distributor in Canada, the Atlas Polar Company of Toronto. That crane is still on the job daily during the season.

Horse-play

Okimi Ornamental Concrete, of Canada, are specialists in garden sculpture, like the horse in the picture above. Such ornaments have to be put in place very gently to avoid damage — which is no trouble for an EMPROC-equipped HIAB 765.

For the past twelve years this winch-equipped HIAB 177 has been giving faithful service at Queen Charlotte Fisheries Ltd., of Richmond, Canada, where it is used to unload fresh fish as shown in the picture below. The crane is mounted on the dockside, and during the fishing season it's in use around the clock.



Thanks to its extra outer boom the loader can reach well in over the wall to put the partition-wall frames straight into position.



The operator has stationed himself on the fourth storey, ready to receive the wallboard which the loader is sending up to him under his remote control.

In 1973 a second HIAB was added, this time a Model 970.

By 1974, with business growing rapidly, Kingdon found it needed another HIAB 970. Both these loaders were fitted with a double manually extensible extra boom, giving an out-reach of 10.9 metres and a maximum lifting height of 13 metres.

In 1975 the firm felt it was time to add a fourth crane to the fleet. The "970" had been phased out by then, so Kingdon went for a Model 765AW with an extra outer boom and manual extension. This unit has proved highly serviceable, its extra outer boom enabling it to reach well in over the house so as to put the trusses just where they're wanted.

With the advent of the HIAB 1165 the company placed an order for its fifth loader; this one is to be equipped not only with double manual extensions but also with a hydraulic universal fork for handling wallboard.

With the exception of the original HIAB 177 the entire fleet is equipped with EMPROC remote control.

"EMPROC is super," says Randy Kingdon. "Besides giving greater ease of handling and improved safety it has cut the training time of new operators by 50%.

Controlled from the window

Remote control is a very valuable aid — ask anyone who sells wallboard, which is a tough business these days. A company called Future Building Supply was determined to carve itself a piece of the market, and it chose an unusual approach which produced quick results and seems destined to be less unusual in years to come. It began by buying a HIAB 970 with an extra-long boom and an extra-long kingpost. The idea was to get the longest possible reach so that the loader would be able to loft wallboard straight in through a window or onto a balcony on the third or fourth floor. In addition, the HIAB was equipped with remote control, enabling the operator to stand at one of the upper windows and bring the wallboard up from the truck and then unload by hand. The Future Building Supply people are so pleased with their "970" that they've just bought another HIAB, this time an "1165" — complete of course with a wallboard fork and EMPROC remote control. ■ 2



The hydraulically operated wallboard fork has returned to the truck to pick up a new bundle. The operator remains where he is on the balcony.



Motorists, Insurers, the Public at Large — they all benefit from the HIAB Method

“Without our HIAB’s we simply couldn’t do our job. Before we had them it could take us three hours to clear a motorway or other major road of wrecked cars after a multiple crash. By the HIAB Method

we can remove a car in 90 seconds — and that’s no exaggeration. We were timed by the police using an official stopwatch. We were so fast that even they didn’t believe it.”

John Rogers, who runs Unity Garage Breakdown Service in Leicester, England, is one of Britain’s leading authorities on recovery engineering and is unquestionably its more articulate spokesman. John Rogers lives, eats, breathes and — quite literally — sleeps breakdown recovery: at his bedside he has four telephones and a two-way radio to ensure that he lives up to his 24-hour service guarantee. That says much for Mr. Rogers’s dedication. And even more for his understanding wife.

Unity Garage specialises in vehicle recovery — particularly on the motorway — and operates a fleet of 21 recovery vehicles, including two HIAB-equipped trucks. The company has been a HIAB user since 1971. Previously it relied entirely on standard twin-lift breakdown cranes and power winches to remove cars and light vans from accident sites on the motorway and other roads in the Leicester region.

With that equipment, getting a car out of the ditch or up off the motorway embankment could take as much as three hours, particularly if the rear axle and suspension system had been damaged, making it impossible to tow the vehicle from the site.

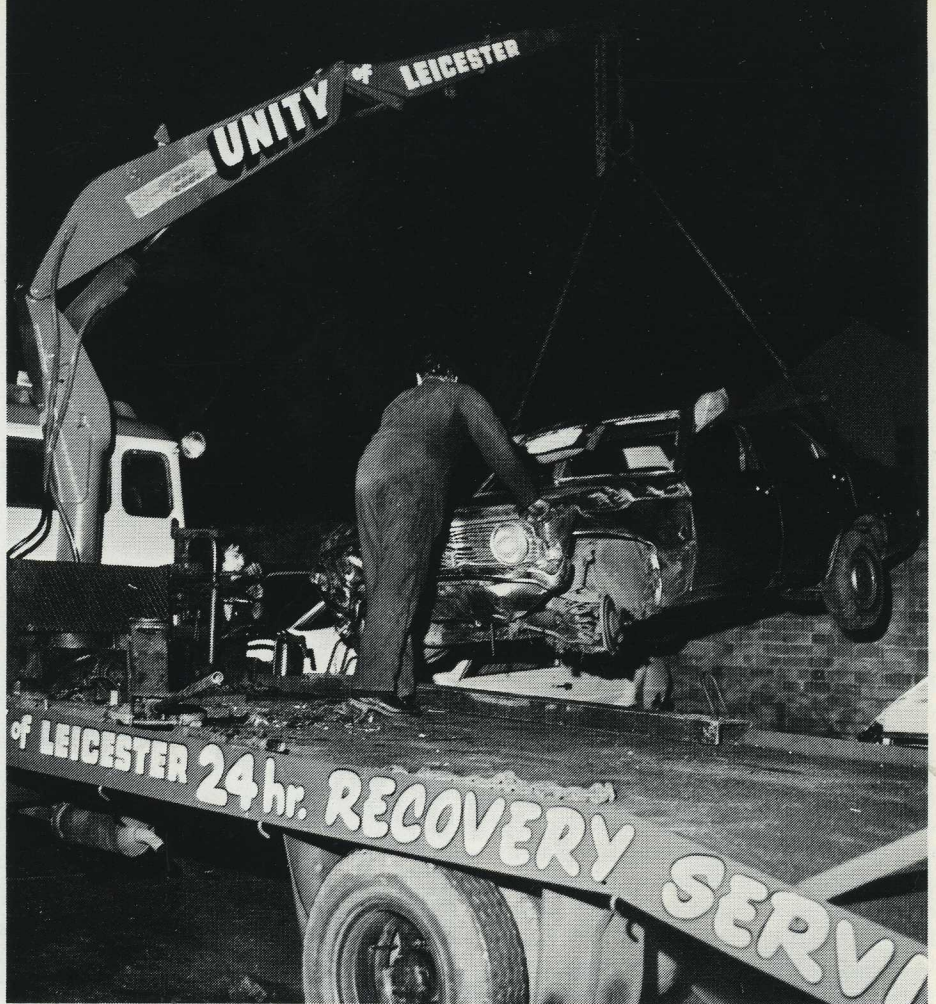
“If the car can’t move on its own wheels, then the conventional recovery system is useless,” John Rogers points out. “You can’t just tow the car away — you have to winch it onto a trailer. Remember that the car is being dragged out of a ditch or across a motorway. It’s an operation that can often do more damage than the original accident. Moreover, if the car’s lying in a ditch or has ploughed through a hedge — which often happens in icy weather, the recovery job can do a lot of harm to the hedge and to grass verges, which upsets the landowner and the local authorities and, of course, the insurance companies who have to pay for it all.

“The cost of all this secondary damage, which can be completely avoided by using a HIAB crane, is reflected in insurance premiums. With the HIAB Method you can clear the road in a shorter time **without** doing any further harm to the environment — or to the car. If anyone doubts that I’ll cheerfully lift my own car with a HIAB any time.

“A car which, using traditional recovery systems, would have been regarded as a complete write-off and which would have taken hours to clear, with heavy damage to the countryside in the process, can be recovered by a HIAB crane in a few minutes, and can be fully roadworthy again in a few weeks. Everyone benefits from the HIAB Method: the motorist, the insurance companies, and the public at large.”

Unity Garage can handle up to 100 breakdowns and accidents a day. Most of the time it’s a matter of simple mech-

A pile-up of eight or ten cars on the M1 motorway. Several of them are beyond towing. Following traffic backs up rapidly. Without the HIAB Method it would have to wait for many hours. But with a HIAB crane the hold-up is cleared literally within minutes.



anical failure, and the car can be towed to the garage. But about twenty accidents call for recovery by the HIAB Method, and among them are the multiple "pile-ups" on the motorway involving as many as ten or more vehicles. The two HIAB-equipped trucks can clear the motorway literally within minutes, reducing traffic delays to the absolute minimum.

"Road accidents are getting worse," says John Rogers. "Cars are being built lighter and flimsier. And driving standards are going down. When smashes do happen they're really bad."

The HIAB vehicles have proved their worth on the scene of motorway accidents. Always there's the urgent need to re-open the motorway as quickly as possible. Besides that, the police have now taken to removing the wheels from vehicles involved in motorway accidents, so that the tyres can be sent for forensic tests. They do that **before** the car is moved, and, as John Rogers succinctly puts it: "It's downright impossible to tow away a car without wheels. That's why I confidently state that without HIABs we couldn't do our job. I just can't understand how recovery firms who don't use HIABs manage to get by."

The HIAB cranes have been used to lift cars from embankments, ditches, canals, rivers and ponds. They've rescued yachts which had toppled from their transporters. And they're often summoned to clear the motorway of heavy freight dropped by lorries — just recently, for example, a load of 300-kg paper bales.

Unity Garage was started by John Rogers's father in 1948. Today it is one of Britain's largest specialist recovery outfits. It is included in the emergency services lists maintained by the police, the Automobile Association and the Royal Automobile Club, and it works for more than 100 garages and local authorities in the area, plus the leading car-hire organisations. ■ 3



A car has gone off the road and buried itself in the soft, wet verge. Dragging it clear with a winch would cause still more damage to the vehicle, the ground and the hedge. The HIAB crane lifts it onto the transporter without further harm. It will soon be fully roadworthy again.



Two Cranes in the Port of Hamburg

Among the harbour craft of various kinds that operate in the port of Hamburg on the maintenance of the dock installations there is a pile derrick mounted on a barge hull. It's used for such jobs as maintaining pile revetments along river banks, driving and maintaining sheet piling, and putting down "dolphins" — which are not fish in this case but permanent moorings. For taking aboard materials and supplies such as piles and oil drums it also carries its own HIAB 1560, which makes it independent of the dockside cranes and enables it to load anywhere in the port. In service only a short time, that HIAB has already made itself indispensable. Our picture shows the pile derrick in a Hamburg dockyard for overhaul. At the time, another maintenance vessel under construction in the same yard was being equipped with a HIAB 345. Its job will be to ferry supplies and equipment to dredgers, and the HIAB will be used for loading and unloading. ■ 4

This piledriving barge can load up piles and supplies anywhere in the docks, thanks to its HIAB crane. The vessel below, which is to serve as a dredger tender, will have the same advantage.





Mobile and Stationary Scrap Handling

A large proportion of the goods that Britain imports from the Continent comes in aboard lorries, and many of the latter take a return cargo of aluminium scrap with them on their way back to Germany and

Holland. Scrap-metal merchants Tom Martin & Co., of Blackburn, load them up using a mobile HIAB 765 with a cactus grab.

It used to take 3-4 men half a day to load a lorry with aluminium scrap, which consists mostly of off-cut sheets, rods, tubes and extruded sections along with swarf and cuttings. With the HIAB loader, which is mounted on a shortened Bedford chassis, one man can do the same job in less than an hour.

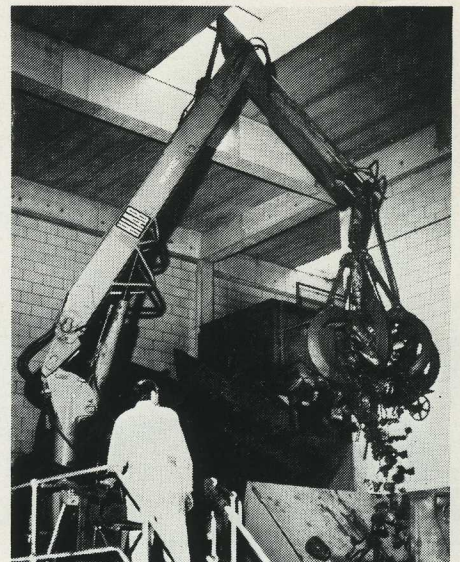
The scrap firm has thus realised very big savings in both time and labour, greatly speeded up the turnaround time of the Continental lorries, and taken pretty well all the risk out of what used to be a hazardous job.

The loader is mounted on a platform behind the rear axle of the truck. The HIAB 765 was chosen for its long outreach, which enables it to work over the tall sides of the Continental vehicles and spread the scrap evenly over the load space. Two stout flapdown outrigger legs and a 2 ½-ton counter-

weight positioned centrally on the frame guarantee good stability throughout the entire slewing arc. The combination serves as an efficient and inexpensive mobile crane that can move quickly from one loading point to another, ranging all over the northern counties to load the collecting vehicles that take the scrap to the company's yards in Blackburn.

A HIAB 970 on stationary mountings handles scrap of another kind at the Leicester County Council's refuse-incineration plant in Blaby. Ferrous scrap is magnetically sorted from the ash and carried by a conveyor belt to a bin next to a hydraulic baling press. The crane feeds up to 10 tons of scrap per hour into the press, which reduces it all to cubic-foot bales. The entire scrap-processing job is done by one man — the HIAB operator. ■ 5

One man handles all the reclaimed scrap iron and steel unaided at the incinerator in Blaby.





The state enterprise ELBUD builds the high-tension lines that criss-cross Poland. It does much of its materials handling by the HIAB Method. These pictures show the loading of pipes onto a Fiat/Unic by a HIAB 550 (above) and of transformers (below).



HIAB-FOCOs display at the Poznan Fair, which is an important channel of contact with customers in Poland.



The HIAB Method

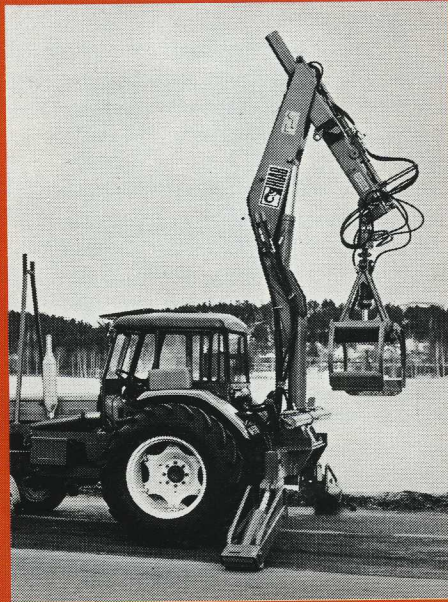
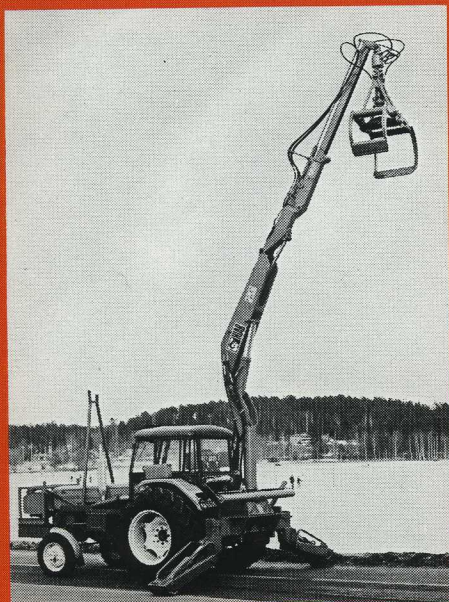
There have been occasional notices in Poland, but only in the last few years a breakthrough. ELBUD is the Polish state enterprise that builds high-tension transmission lines, and it has discovered the HIAB Method in its transport operations. The HIAB Method in haulage in the building industry, for example, the Polish Mines has likewise discovered the time and labour.

HIAB-FOCO has found it appropriate to operate direct from Hudiksvall into the Polish market. Staffers from the Head Office pay frequent visits to discuss various transport problems direct with the Polish customers, enabling optimum solutions to be worked out. A useful opportunity to stay in touch with both old and new customers is provided at the Poznan Trade Fair held in June every year.

In Poland, the state purchasing agency BUMAR is responsible for procurements of HIAB loaders. To meet the demand for service HIAB-FOCO has put together an agreement with Bumar's service department,

Efficient HIAB Outfit Handling

The Polish Ministry of Mines is successfully handling props by the HIAB Method. These pictures show the equipment used: a HIAB 550 with separate valves mounted on a Polish "Ursus" tractor. Each loader handles a 40,000 m³ of props a year, and the HIAB Method s





od in Poland

in "Method" on what HIABs are doing in has it become possible to speak of a real state enterprise that handles the building of and it makes large-scale use of the HIAB TRANSBUD, the state agency in charge of follows suit of course, and the Ministry of great scope of the HIAB Method for saving

which in its turn has set up a link with TRANSBUD in Bydgoszcz, where ample stocks are held on consignment. The servicing of HIAB loaders is looked after by specially trained fitters who have been through courses in Hudiksvall and Bydgoszcz.

In order to deal promptly with service problems arising in the field there is a well-equipped ZUK service truck on hand at all times to assist the HIAB customer with spares and repairs.

In Poland you'll find HIABs, on both trucks and tractors, engaged on general piece-goods handling and in round-wood handling.



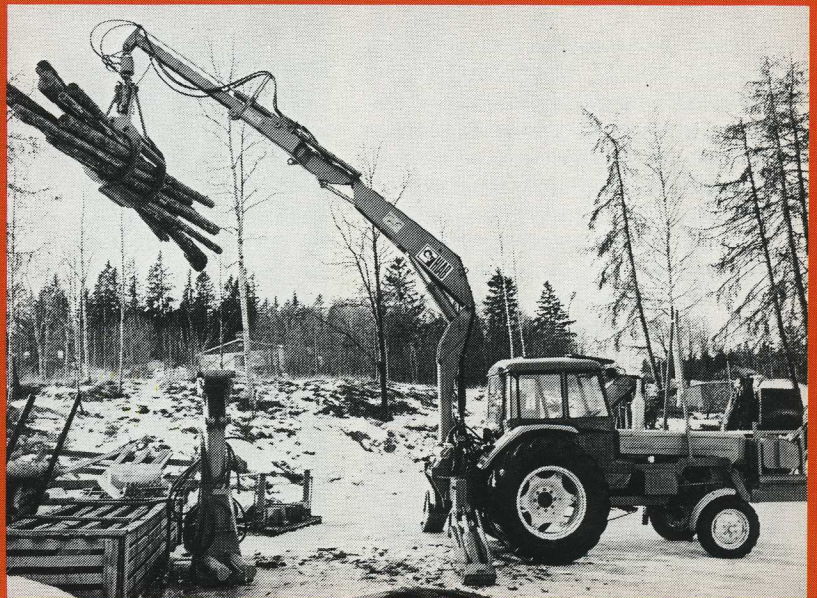
TRANSBUD, a state haulage outfit in the building sector, has tens of thousands of trucks and has adopted the HIAB Method with great success. A rear-mounted HIAB 550 is here seen handling bricks (above) and concrete building elements (right).



Prompt assistance in customers' depots and out in the field is provided by a well equipped service vehicle, seen here in front of the service centre in Hudiksvall for delivery to Poland.

les Pit-props in Poland

the labour of 5-6 men. The HIAB loaders are working so well that the Ministry has recently taken delivery of a third. From left to right the pictures show the great lifting height, the excellent close-in capability and the big reach, followed by the rig in travelling trim and on the job.





Heavy Agricultural Implements and Spares

With the progressive rationalisation of agriculture, the implements used get both larger and heavier, In the U.S. and many other countries this has created big handling problems for the suppliers of agri-

cultural machinery, both on customers' farms during delivery and service and in their own stores and yards. For a solution, of course, they've turned to the HIAB Method.

Many machinery firms in various parts of the U.S. have quickly discovered that their HIAB loader is one of their most serviceable and efficient assets. It boosts productivity and reduces the time and labour called for by machine haulage. If the truck has a HIAB it needs only a one-man crew — the driver — for loading, transportation and unloading. Comparative studies against other handling methods have established that it takes twice the time and an additional two men to get through the same job using winches or other such aids. The outcome is that a firm having one truck with a HIAB loader can polish off as much work as it used to do with two trucks.

Another advantage is that the HIAB Method is capable of much smoother and gentler handling, so that expensive

damage to implements and machinery, which used to be so common, has now been practically eliminated.

Contractors Too!

The trend towards bigger and heavier units in agriculture is if anything even more in evidence when it comes to contracting machinery. So the firms involved in servicing and repairing it have consequently encountered problems of the same kind as those faced by suppliers of agricultural machinery. Cleveland Brothers Equipment Co., of Harrisburg, Pennsylvania, are dealers carrying the responsibility for "Caterpillar" service. To cover their vast district they use 26 service trucks with HIAB loaders.

"We attach particular value to the great lifting capacity of these cranes,"

says the manager, Jay Cleveland. "And they have plenty of outreach in all directions. The precise action of the loader, its reliable hydraulics and its flexible pattern of movement enables us to manage lifts that would be impossible with a rigid-boom crane. And when the loader isn't in use it folds up right out of the way.

"Thanks to the faster loading, unloading and handling made possible by the HIAB Method we get through our work with fewer trucks, fewer runs, lower fuel consumption and above all a smaller work force. The driver alone can manage the loading and unloading of all deliveries and all service equipment with his HIAB, which in many cases is equipped with EMPROC remote control. Extra arrangements for handling are just never needed. ■ 6

Heavy Tanks for Alternative Energy



Propane is an interesting alternative source of energy, especially in certain areas on the east coast of the U.S., where natural gas is widely used both domestically and in industry. The inhabitants have cookers, ovens, washing machines, etc., that are designed to operate on natural gas. And now that natural gas is getting to be in short supply these appliances can readily be converted to use liquid propane. The same change-over can be made in industry. And the HIAB Method is playing an important part in this process.

The Shagrin Gas Company, which supplies propane to consumers, has HIAB loaders on its service and delivery trucks and uses them to handle tanks and other equipment forming part of customers' installations. Without the HIAB, this kind of handling would be very awkward and costly, since there is seldom any other lifting tackle available at the delivery sites. ■ 7



A New Role for HIAB – Pilferage

The point that the HIAB Method in many cases confers numerous advantages over and above simpler and faster handling has often been made in "Method", but this must be the first time we've reported that it also prevents theft! But that's just what it does for the Hurlock Roofing Co. of Wilmington, Delaware, which has been saving time, money and manpower into the bargain since it got itself a delivery truck with a HIAB loader.

"Our deliveries used to require two full-time drivers and two trucks," says Jack Speakman, the man in charge of the firm's operations. "But one day we happened to see how a firm delivering materials to one our sites had solved its handling problems. The driver, working alone, did the offloading with ease and speed using a HIAB crane on his truck.

"We resolved on the spot to try out the same method, and since then we've saved as least 10,000 dollars a year in manpower economies alone. Nowadays, one man and one truck are enough to handle the bulk of our deliveries.

"When the truck arrives at a site with a load of roofing material the delivery goes straight up onto the roof. The whole sequence of handling, from our yard to the point of use on the roof, is mechanized by the HIAB Method. As a rule, we load up the truck and deliver the material the day before the work on the roof is to begin. The loading job is done by the same HIAB crane that lifts the material up onto the roof — so that the roofing workers can make a prompt start first thing next morning. A five-man crew gains two hours during the first day on every job of this type. That soon adds up to a whole lot of



How To Make A Capital Saving Of £6,000

It's now an easy job for two men to unload one of the biggest transformers for the distribution grid. It used to require six — plus a mobile crane.



The Yorkshire Electricity Board has saved itself well over £6,000 in capital investment, reduced by two-thirds the manpower needed in unloading transformers and suchlike equipment, and spared itself the necessity of renting a six-ton mobile crane for on-site servicing — all thanks to the HIAB Method as represented by a HIAB 950 mounted on a Ford D1614 with a reinforced frame.

Deterrence

man-hours saved, since on average we do one such job a week through the season, which lasts about 26 weeks. So if we assume a figure of five dollars an hour it means we save 13,000 dollars a year.

"We have several sites going at once, so we mostly have to deliver the material the day before it is to be used. That used to mean leaving it on the ground overnight. It was a big temptation to thieves, who often stole material worth 1,000 dollars a month. Now that the material is delivered onto the roof it's much harder to get at, and that discourages the thieves."

The Hurlock Roofing Co. is also a wholesaler in roofing materials, which involves deliveries to other roofing firms. Needless to say, Hurlock uses its HIAB-equipped truck for that side of the business as well, and thanks to its capability for fast handling it gets through three or four such deliveries a day. They go up onto the roof just where the customer wants them — courtesy of the HIAB loader.

"That sort of service is hard to beat," says Jack Speakman. ■ 8

This economical vehicle, which is stationed at the Board's Sheffield Area Depot, carries its HIAB on a Lasses demountable tail-end consol and is equipped with double-extension outrigger legs. For the first time on such a light chassis the HIAB is fully rated to lift its maximum capacity of 5 tons at a 1.9-metre radius. To be fully rated, a crane as powerful as the HIAB 950 would normally have had to be mounted on a considerably heavier chassis costing about twice as much — some £12,000, as against £5,683 for the D1614, plus £665 for modifications and strengthening.

To reduce the stress on the chassis members the HIAB is mounted as close to the rear axle as possible. The double telescopic extension of the support legs gives an outrigger spread of 4.3 metres, compared with 3 metres for standard outriggers. The truck body is fitted with steel cross-members spaced 45 cm c/c to give added strength for carrying such items as large cable drums, which impose very heavy point loads. Alternate cross-members are fitted with steel rings at each end to provide secure anchorage points for heavy or unstable loads.

The cost of the complete rig, including the HIAB loader along with all body-

work and reinforcements, was nearly £1,000 less than the basic price of the heavier chassis originally considered. Since the loader is demountable it is not included in the taxable GVW, which entails a considerable saving year by year.

With their HIAB loader, a two-man crew — driver and mate — can offload the heaviest transformers used on the distribution grid. One such unit can weigh up to 4½ tons, and manoeuvring it into position used to necessitate a six-ton mobile crane and a crew of five men — besides the crane operator.

The HIAB loader is also used for handling overhead-line poles, cable drums and other supplies such as coolant oil for sub-stations, which is transported in tanks weighing about three tons. ■ 9

Method Hoists

Servicing the Denver — Rio Grande

The Denver-Rio Grande Railroad in the U.S. has two service trucks of this type. They're each equipped with a hydraulic winch, a containerised set of heavy tools, an air compressor and air-operated jacks that can lift an entire railroad car — and a rear-mounted HIAB 950. The crane is used for handling the heavy tool containers and also, out on the line, for lifting and changing complete axles or bogies on cars and locomotives. ■ 10



Concrete Patio Slabs and Steps

Unit Precast, of Canada, uses a rear-mounted HIAB 550 to deliver patio slabs and install entrance steps. The latest addition to their

machine line-up, a rear-mounted HIAB 950 (pictured here) is used primarily for handling septic tanks. ■ 11

Rescue in Jalasjärvi

This emergency truck, with its rear-mounted HIAB 950 and standard winch, was delivered by Finnish HIAB to the local author-

ities in Jalasjärvi. It made itself so popular that a similar one is soon to be delivered to Porvoo.

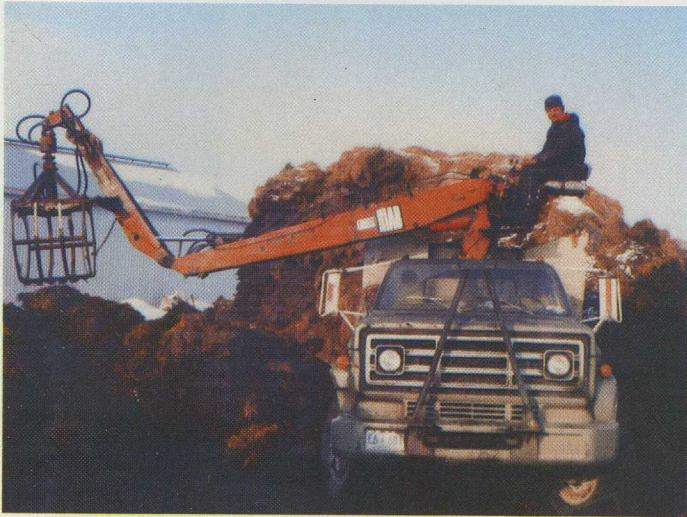


Little Lorry — Lofty Lift

In roofing operations, such as on this industrial building in West Germany, loader reach counts for a lot. Seen here is a HIAB 950 with an extra outer boom, capable

of lifting 450 kg at a 10.2-metre radius. It's mounted on a UNIMOG 425 which gets extra stability from four wide-spreading support legs.

Method Hoists



Gee Dung for Fungi

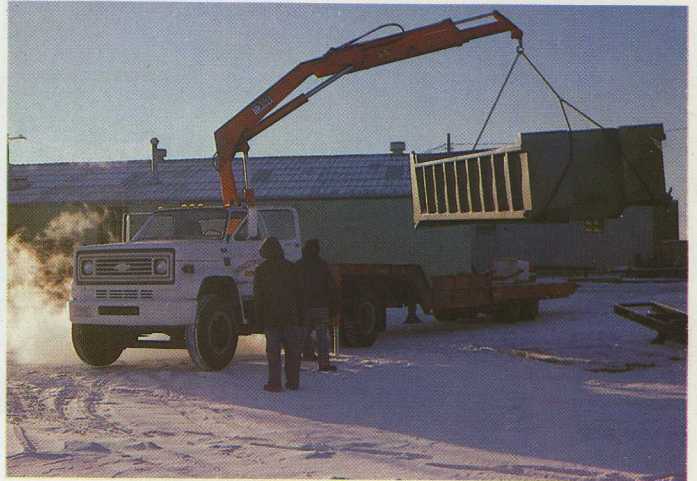
This HIAB 560 is used by Continental Mushroom of Ottawa to handle 9,000 tons of horse manure a year. The firm collects it from

racetracks and farms all over the area for use in its 16 double mushroom houses. ■ 12

Where the Mercury Freezes

Industrial Sales is both a user and a distributor of HIAB cranes in the Province of Saskatchewan, Canada. It's a location that enables the HIABs to prove their worth in extreme cold — the temperature

sometimes goes as low as -50°C . The firm's sales manager, Cal Campbell, notes that there have been times when the cold cracked the film in his camera — but the HIAB kept on working.



Deeper Drainage Ditches

By replacing its rigid-boom crane with a HIAB 174 having a clamshell bucket and mounted on a crawler tractor, Diamond Peat Moss of Ottawa, Canada, has succeeded in deepening its drainage ditches by another 2 metres or so. The firm is so pleased with the results that it has now decided to buy a HIAB 650 as well. ■ 13

German Cops Rate HIAB Tops

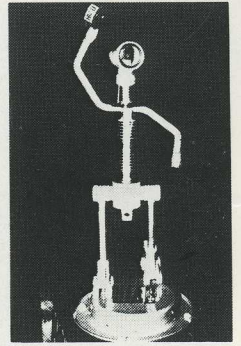
A little while back, HIAB's subsidiary in Germany delivered 26 HIAB 650s mounted on UNIMOG 416 DK chassis to the West German police force. This picture shows the whole team ready to go outside the HIAB-FOCO facility in Karlsruhe.



Section S



The picture above comes from the sales conference in Toronto, Canada, while the one below is from a product conference in Sydney, Australia, attended by some thirty participants, mostly from Australia and the Far East.



Sales Meeting in Toronto

A few months ago, HIAB's Canadian distributor, Atlas Polar Company, arranged a two-day sales conference in Toronto which attracted nearly fifty participants from all the provinces of Canada. Besides practical demonstrations the sponsors also laid on a technical and theoretical presentation of HIAB's new loaders, the "650", "850" and "1165". A point that was put across with special emphasis during the conference was that the HIAB 1165 — often in combination with EMPROC — had

conquered the Canadian market in convincing fashion within the surprisingly short time of four months.

A feature of the conference was the first award of a prize for the best sales and service performance. The trophy, pictured here, was in the form of a statuette constructed solely from HIAB parts, their total retail value being 94.45 Canadian dollars. The prize is to be awarded annually, and this year's première winner was Industrial Sales, of Saskatchewan.

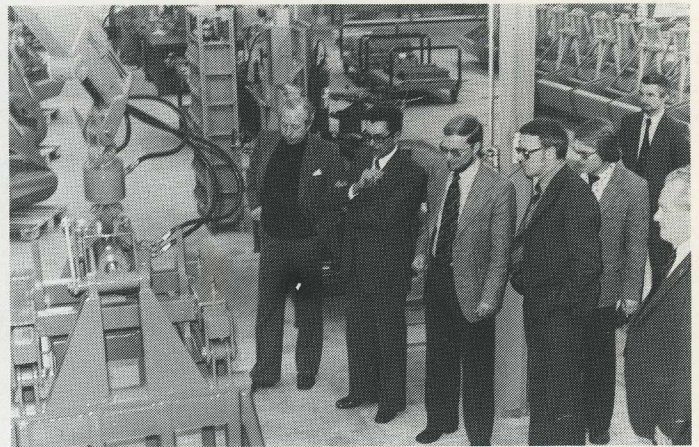
Newest Member of the HIAB-FOCO Family

The HIAB Method involves much more than merely using a hydraulic crane for heavy lifts. The idea is to build up complete handling systems in which the HIAB loader is often only one of several components and not always even the most important. Frequently, the accessories or attachments are equally vital links in the handling chain.

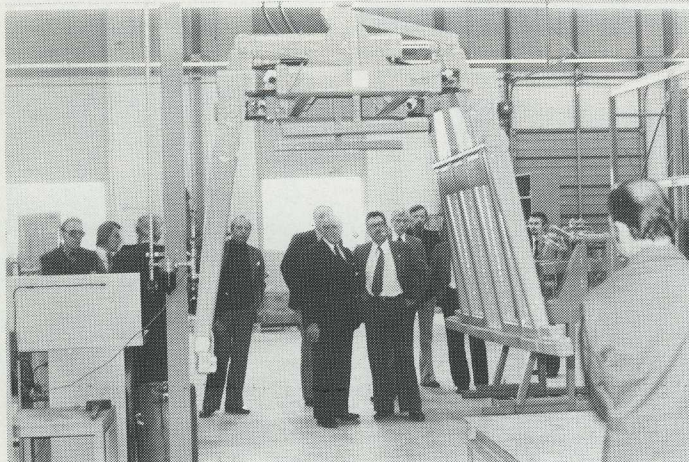
The development and manufacture of functional and reliable tackle is therefore an important element in HIAB-FOCO's business — and one that has received a significant reinforcement by the opening of HIAB-FOCO Accessories B.V., a production unit in Meppel, Holland. Items on the manufacturing programme at the new plant include clamshell buckets, cactus grabs, hydraulic

grapples of various kinds, pallet forks, mechanical rotators and rolloaders.

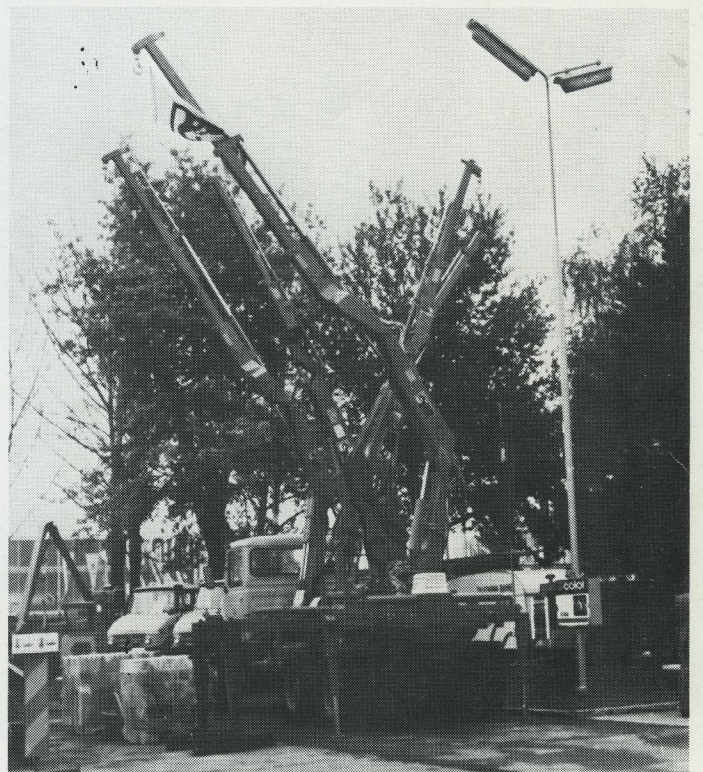
These pictures were taken when representatives from the Parent Company in Hudiksvall and from HIAB-FOCO subsidiaries elsewhere in Europe visited the youngest member of the family.



Needless to say, the company footballers fielded by HIAB-FOCO's dealer in Berlin, Hydraulik-Center, Hardtmüt Lösch, all sport HIAB-FOCO jerseys. Here is the team photographed during a visit to Munich for a match against FC Bayerland.



Section S



HIAB Draws the Crowds from Far East to Far West

Once again we're able to present a suite of pictures from some of the many exhibitions where HIAB-FOCO is on hand to spread the good word about the HIAB Method. The two uppermost pictures were taken at a very well-attended exhibition in Peking, while the photo immediately above shows a Chinese delegation paying a visit to the HIAB-FOCO stand on the same occasion. The picture on the right comes from a fair in Zagreb, Yugoslavia. Below left we see how HIAB-FOCO put itself across at Centexpo, an event held annually in the U.S. in conjunction with the AED Congress, a gathering of civil-engineering suppliers, the venue this year was San Francisco. The picture at bottom right shows an exhibition in Algiers.





HIAB 345 Gets Down To It

Using this equipment the Kimberley Municipality has realised a saving of about 50% on the costs of trench-drilling operations. It consists of a Massey Ferguson tractor carrying a forward-mounted HIAB 345. The oil pump for the crane is driven from the front PTO. The crane is used to manoeuvre a small chain-feed rock drill which gets its compressed air from a small Atlas Copco compressor driven off the back PTO (shown in the small picture). The outfit has proved so efficient and economical that the Municipality is planning to buy another like it. ■ 14

