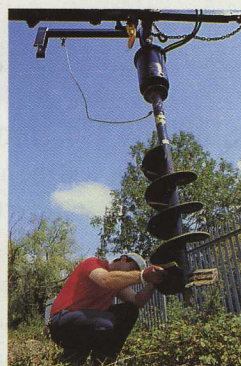




METHOD

FEATURING THE HIAB METHOD AND ITS APPLICATIONS



METHOD No.41: Looking at a lot of new products

During the last year HIAB has expanded its range of general cargo cranes considerably. Therefore we've devoted a lot of space in the 41st issue of Method to seeing how these new cranes are working in the field. There's a special report from Holland on the 450, HIAB's new 45 tonne metre crane, and the new HIAB 290. There's also a feature on the HIAB 2640, which was specially designed to handle wallboard, from North America. And we've given you the opportunity to take a brief look at three new Light Cranes — the latest members of the HIAB family.



Göran Wiklund
Publisher

METHOD

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THE HIAB 290: 175 years of experience has taught Lafeber the importance of investing in quality

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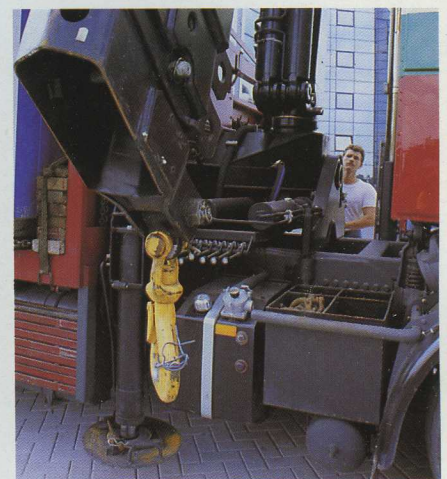
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HIAB helps brighten up Blackpool,
and light up London

Page 8



LOS FUNCTION:
Increases lifting capacity and
service life

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HIAB LAUNCHES THREE NEW LIGHT CRANES

In September this year, HIAB Export A/S in Denmark launched three new Light Cranes, featuring the most advanced crane technology money can buy.

Technology that has been developed by Hiab-Foco, and is based on the knowledge the company has acquired by building and servicing over 300,000 hydraulic cranes in the last 40 years.

The smallest of these new HIAB Light Cranes is the HIAB 015, probably the most compact 1.5 tonne metre crane ever built.

The long standard boom reaches more than 4 metres up over the platform (5.1 metres with the optional extension fitted).

And to minimize weight and increase stability, the entire boom system is made of hexagonally-profiled sectional steel which is something special for a crane in this capacity class.

Other new features include a slewing gear that is enclosed in a cast iron base to prohibit dirt and water from getting in and causing damage — a base that takes up only 900 sq cm.

For a piece of equipment that requires so little space the HIAB 015 gives drivers a lot of independence. No more wasted time waiting for a fork lift, or extra help.

The second of the new Light Cranes, the HIAB 020, has been described as one of the most interesting HIAB cranes ever built.

It's been designed to allow one man to load and unload medium-heavy goods at building sites, or other spots where handling the material is normally difficult.

And in spite of having a lifting capacity of 2 tonne metres and a working range of 4.7 metres (5.7 metres with an optional extension) this HIAB 020 is very compact when in a parked position — less than 1.5 metres high and 1.65 wide.



The HIAB 015 is probably the most compact 1.5 tonne metre crane ever built.

To increase safety, the crane's load plates as well as the control lever symbols are easily visible. And it can be equipped with cross mounted controls so that the operator can work on either side of the truck.



The new HIAB 025 is a real work-horse that will provide high performance, day after day for years.

The largest of the new light cranes is the HIAB 025 which has a lifting capacity of 2.5 tonne metres and a long standard boom which reaches to almost 5 metres above the truck platform.

It's an exceptionally sturdy crane with the design work and strength calculations carried out in accordance with the German DIN standard 15018, crane group B2.



The HIAB 020 has a working range of 5.7 metres with an optional extension.

Connected to the power take-off of the vehicle the HIAB 025 is a real work-horse that will provide high performance hour after hour, day after day for years.

Like the HIAB 015, and the HIAB 020 it's been built to be able to load and unload material quickly in environments where fork-lift trucks are unavailable and pallet trucks inapplicable.

And it's geared to the customer who has found that personnel costs are becoming increasingly expensive.

The HIAB 2640

A Superior Combination Of Weight, Boom Length, And Lifting Capacity

Specifically designed to handle wall-board and stacked sheet materials like panelling and plywood, the HIAB 2640 is a powerful crane featuring a superior combination of weight, boom length and lifting capacity.

Edward Watras, owner of Inter Country Building Materials in New York operates two 2640s, and he's very happy with their performance.

He draws particular attention to the fact that the crane has a 4000 lb (1800 kg) lifting capacity from 40 ft (12.2 m) horizontally to over 52 ft (approx. 16 m) vertically.

And fully extendible outrigger legs that stabilize the truck.

Canadian HIAB customers like Russo Building Supplies of Oshawa, Ontario have been equally enthusiastic.

HOUSING BOOM

The Southern Ontario region of Canada has been experiencing a housing boom for over five years.

It's mostly single family homes that are being built and the interior walls are covered with drywall, wallboard or plasterboard, throughout.

Most of the building is done by major developers and schedules are tight. Fragile drywall and other building materials must be delivered from the wholesale warehouse to the building site on time, and undamaged.

Activity on these building sites is usually hectic. There's a clutter of materials spread around and it isn't always easy to manoeuvre a truck to the best place for unloading.

With the HIAB 2640, the drywall is lifted off the truck deck and raised to the upper storey windows where it is then

manually carried and placed into the roughed-in rooms.

If a crane is used that cannot put the board in the proper place, it takes an enormous amount of work to move it. The crane operator and a helper are forced to carry the board by hand which weighs up to 120 lbs per sheet.

This takes a lot of time, so there are fewer deliveries per day and that costs money. Using a HIAB 2640 however,



The HIAB 2640, a specialized crane optimized for drywall delivery, combines the traditional HIAB reputation for toughness and reliability with an all new boom system for unmatched efficiency.

most suppliers can deliver three to four full loads per day. The HIAB 2640's long reach allows drywall to be spotted where it's needed, even on difficult sites where optimum truck placement is impossible.

5th FLOOR

And it has the capacity to allow a full load of drywall to be lifted to a full 40 ft (12.2 m) reach and 52 ft (approx. 16 m) height. That means that with multiple story buildings there's no problem lifting drywall as far as the 5th floor.

Equipped with a special hydraulic wall-board fork the 2640 lifts the drywall flat off the truck deck and then tips it on edge to move it and place it into door and window openings using a continuous rotator to position the fork.


However, it is the unique boom system that is one of the most important features of the HIAB 2640.

The balanced length of the inner and outer booms means the truck can be set up close and does not interfere with the building or overhead obstructions when unloading and manoeuvring the drywall.

CLEAN BOOM

It also has the fast extension speed necessary to get the load quickly to the window or door opening.

And the 2640's clean outer boom design, without hose reels or trays, means there are no protrusions to be damaged by contact with window openings or overhanging roofs.

Smooth, precise control is also essential to unload without damaging the board. Therefore the 2640 is equipped with a fully proportional remote control so the operator can control the crane from inside the window where the drywall will be offloaded. 



Russo Building Supplies located in Oshawa, Ontario, the centre of one of the highest growth areas of subdivision housing in Canada has a fleet of three HIAB 190s and a new HIAB 2640 that are all used to deliver drywall.



Raymond Ekkelboom unloads a workers' hut with Lafeber's new HIAB 290.

175 years of experience has taught Lafeber the importance of investing in quality

Gouda, HOLLAND — When E. Lafeber BV International Transport, Holland began business 175 years ago their "fleet" consisted of a dozen horses which were used to pull barges along the Dutch canals.

Today Lafeber, which is located in Gouda, a suburb of Rotterdam, is still run by descendants of the original owners.

Four years ago two brothers, Ed and Kees Lafeber, their sister Ineke and their cousin Ed Lafeber took over the responsibility of running the firm from their fathers.

And they made a decision to concentrate on buying bigger vehicles and bigger cranes to handle heavier loads.

Now they have 27 employees, and a fleet of 19 trucks with a capacity to carry loads from 22 to 95 tonnes.

Plus two HIAB 140s, a HIAB 260 and one of the latest members of the HIAB family — a HIAB 290.

The HIAB 290 is a further development of the 260 with increased capacity.

Its increased power has been achieved

by means of a modification to the hydraulic system called the LOS (Load Operated Speed) function, developed by HIAB.

By reducing the lifting speed, the LOS system increases the crane's maximum capacity.


Lifting speed however, isn't reduced until the crane is loaded to over 80% of its maximum capacity. With loads of up to 23 tonne-metres it moves as quickly as the 260.

Why HIAB?

"It's something we've learned from experience," says Kees Lafeber "We've been using HIABs for years, worked them hard and never had any serious problems."

"And when we needed spare parts, they were always delivered quickly. With other cranes we've bought we'd sometimes have a unit down for a week or more waiting for spares."

"And that's expensive."

"So, even if a HIAB costs more initially, in the long run its more economical than any other crane on the market." 



THE HIAB 450

An Effective And Less Expensive Alternative To Mobile Cranes

Rotterdam, HOLLAND — In most places in the world today there's an increasing demand for larger capacity cranes.

And to meet that demand, last October HIAB introduced a new 45 tonne metre crane — the HIAB 450, an effective and less expensive alternative to mobile cranes.



Arno Wielemaker of Wielemaker Transport in Koudekerke, Holland was sincerely impressed with the speed the firm's new HIAB 450 lifted and loaded this 40 ft container.

One of the first companies in Europe to take delivery of a new HIAB 450 was Tracon Transport BV in Rotterdam, Holland.

Mounted on a DAF four-axled truck, it's used primarily to load and unload huts that are used for temporary offices, canteens, changing rooms, etc at construction sites.

RIGHT EQUIPMENT

"Huts, and containers," says Tracon's managing director, Hans W. Nijman. "Rotterdam is the world's largest seaport and there's a lot of work available handling containers if you've got the right equipment."

Tracon has a total of 14 drivers and all of them have considerable experience working with hydraulic cranes. But it's

Andries Mak who's been the given the job of operating the new HIAB 450.

"It's a pleasure to work with", he says. "Smooth."

ENTHUSIASTIC

Arno Wielemaker of Wielemaker Transport in Koudekerke, Holland was even more enthusiastic.

"Fantastic," he beamed after watching the company's new 450, which is mounted on the rear of three-axled Mercedes truck, lift a 40 foot container weighing nearly 4 tonnes in no time at all.

To save time Wielemaker has installed the outrigger legs of the crane, normally mounted in an upwards position, in an downwards position so all the operator has to do is slide them out and put them on the ground.

Arno Wielemaker, one of three brothers who run the firm, says that time is of the utmost importance and as a result every movement that can be saved pays off in the long run.

"And it's got to pay," he adds.

Most of Wielemaker's business is concentrated in the province of Zeeland where their depot is located, but they also do a lot of work in Belgium, and France.

IDEAL CRANE

That means, in addition to the original expense of the vehicle and the crane, a lot of money has been invested in getting the certification necessary to obtain approval to operate in these countries.

This involves rigorous testing to




Tracon's Managing Director, Hans W. Nijman.

ascertain both the crane's capacity and the stability of the unit.

To guarantee stability requirements are met, the HIAB 450's support leg spread is 7 metres. (An extra pair of support legs are usually installed at the rear of the vehicle.)

And it's lifting capability means that heavy lifts can to be carried out at the boom tip and the lifting curves are virtually straight.

That makes the HIAB 450 an ideal crane for lifting heavy machinery, containers and huts in areas with limited accessibility. 



HIAB HELPS BRIGHTEN UP BLACKPOOL . . .

Every year from 1 September to 5 October the Blackpool Borough Council puts on one of the most spectacular illumination displays in the world.


It stretches for over five miles along this famous English North West Coast resort's boardwalk and features huge sparkling diamonds mixed with giant sunflowers, daffodils, tulips, pansies and brightly lit butterflies.

There are also large jigsaw puzzles portraying scenes from well-known theatrical shows, a Santa's workshop and glamorous Japanese geishas, as well as familiar storybook figures like Thomas The Tank Engine and The Three Little Pigs.

In fact, altogether there's a total of 60 large tableaux, 500 scenic features and 1,000 decorative designs on display. And they're lit with over 500,000 lamps.

At one time it took a large workforce working all year round to get everything in place because the illumination features, the tableaux and the poles and mountings that supported them were hoisted by hand.

Today, the Blackpool Borough Council's Lighting and Electrical Department has three HIAB cranes (a HIAB 070, a HIAB 100 AW with three manual boom extensions, and a HIAB 140) that do most of the heavy work.

And the job can be done with a lot fewer people. 




... AND LIGHT UP LONDON

To provide service in one of the most densely populated areas of England, Eastern Electricity operate over 4,500 vehicles — everything from a moped up to a 38 tonne truck.



Plus one of the biggest HIAB fleets in the country.

Several HIAB 650As, 070As and 071As are used on clamshell duty, hook duty on street lighting and column work while others are fitted with earth augers for boring holes and installing poles.

And two HIAB 260 AWWs fitted with DigiDrive remote control are used for loading and unloading large transformers. 



Eastern Electricity has several HIAB cranes fitted with earth augers that are used for boring holes and installing poles.



Transformers are loaded and unloaded with HIAB 260 AWWs.



Four trips a day


Four years ago Tony Bennett, who'd been working in the brick and block industry since he left school, decided to start his own business.

Today Benmark Haulage is one of England's leading haulage contractors in the industry.

Over 12 million bricks are stocked in the company's yard which is strategically located in Essex, within easy reach of where

work has already started on the channel tunnel.

And twenty vehicles mounted with HIAB 070ANs, 071ANs and 080ANs make as many as three to four trips a day.

Benmark is soon opening another depot however, and within the next year Mr Bennett plans to have doubled the size of his fleet. 

They know what customers want

The Enfield based Tipper Division of England's Wheels Van & Truck Rentals Ltd has recently purchased five new HIAB cranes, two HIAB 070s and three HIAB 071s, as part of a policy of providing customers with the type of vehicle and equipment they want.

Four of these cranes have been fitted to the company's 17 tonne Leyland Freighter tippers and one to a 24 tonne Leyland Constructor tipper. All of them have been equipped with clamshell buckets.

Wheels Van & Truck's Tipper Division, which was formed in 1986, currently has a fleet of 115 vehicles covering a wide spectrum of applications.

Speaking about his latest investment in HIABs, divisional manager, Alan Eames said, "We choose HIAB because they have a good reputation."

Mr Eames also added that knowing HIAB provided dependable back-up service was also important.

"If a hose has to be replaced, for example, it is essential that this can be achieved with the minimum of delay and inconvenience to the customer."

"Of course we carry a certain number of spare parts," he added. "But it's not economically viable to tie up too much capital with large stocks of parts which may seldom, if ever, be needed."

"The support HIAB provides eliminates that need anyway."

At its other depot in Barking, the Van & Truck Division has another six vehicles equipped with HIABs (five HIAB 070s, and one HIAB 071).


These are all hook loaders fitted to 17 tonne GVW Leyland Freigh-

ters and intended for general lifting and loading duties.

Being able to offer customers the right kind of vehicle, when it was required, has been the key-



stone of Wheels Van & Truck Rentals success.

Choosing HIAB it sees as a means of enhancing the extent of that service. 

LOS FUNCTION INCREASES LIFTING CAPACITY BY 10 TO 15%

In October 1988 in Zaragoza, Spain, a new HIAB crane was officially launched — the HIAB 290, a further development of the HIAB 260 with increased lifting capacity featuring the most modern crane technology available.

The increased capacity was made possible by means of HIAB's recently patented LOS (Load Operated Speed) function, a modification to the hydraulic system.

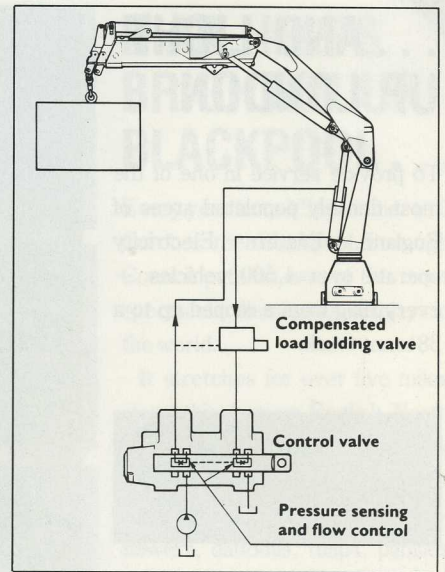
This is an innovation that not only increases lifting capacity by 10 to 15% but

which makes handling safer and gives longer service life.

A crane's service life is not solely dependent on its lifting capacity but also on the dynamic forces to which it may be subjected.

Such dynamic forces have an important influence on the product's life because material that is subjected to frequent variations in tension soon becomes fatigued.

Two parameters are always included when HIAB calculates a crane's material



strength, i.e. the load and the dynamic hoist factor, two parameters that give a constant.

This means that the only way of increasing the load is to reduce the dynamic hoist load factor.


How does the LOS function affect this?

When the crane, fitted with the LOS system, lifts to about 80% of its maximum capacity, the LOS function cuts in to limit the maximum oil flow to the inner and outer boom cylinders.

This reduces the speed of the lifting or lowering movements to about 20% of the speed with a normal hydraulic system.

Since slower lifting and lowering speeds give a lower dynamic hoist load factor, and the product of the parameters load multiplied by the hoist load factor are constant, the remainder of the crane's allowed material stresses can be used to raise the lifting capacity.

This is an automatic operation via the LOS function fitted into the control valve's spools and does not require any special action by the crane operator.

The only difference the operator notices is that when handling very heavy loads, the crane moves more slowly than when moving less heavy items. 



The recently patented HIAB LOS (Load Operated Speed) function on the new HIAB 290 makes material handling safer and increases lifting capacity by 10 to 15%.



GERMANY

New Rainbow Warrior Armed With A HIAB

In July this year, the environmental group Greenpeace launched their new Rainbow Warrior in the port of Hamburg.

The boat, which was previously used as a fishing trawler in the North Sea, is 55 metres long and 8.5 metres wide and has been fitted with the most modern technique by Jöhnk-Werft of Hamburg.

SPECIAL EQUIPMENT

This includes special equipment that was developed in Hamburg's shipbuilding laboratory such as the "Indo Sail Rigg" which allows, by using a dual motor system, a speed of 10 knots with a fuel saving of 60 to 80 per cent compared to older systems.

There's also water purification system on board, equipment that uses the sun's rays to warm water, plus a heating system using warmth generated by the boat's engines.

HIAB 120

And a HIAB Sea Crane 120 is mounted on deck, equipped with both a winch and DigiDrive, for

most of the loading and unloading aboard the Rainbow Warrior.

In addition to launching the boat's rubber rafts which often make front page news around the world.



The new Rainbow Warrior has a HIAB 120 on deck.

The crane's HIAB 2-tonne winch is ideal for launching these rafts in high seas where speed and performance is of essence.

600 KILOS

HIAB's Sea Crane 120 has a hydraulic reach of 8.2 metres and is equipped with two manual extensions which give it a total reach of 12.7 metres.

With these extensions the crane can still lift up to 600 kilos.



Aponte Construction's new HIAB 071 is much more cost-effective.

USA

Pipeline to profits

Aponte Construction of Piscataway, New Jersey previously used a forklift truck in their yard to load large bundles of plastic pipe, cast iron pipe and auxiliary components.

A forklift was also used to handle restoration equipment and materials such as valves, masonry products, wire and lumber.

This material was then offloaded at the jobsite with whatever manpower and lifting equipment was available.

COSTEFFECTIVE

Not only did this way of working tie-up manhours, but it invariably resulted in some damage to the material and equipment.

Aponte's new HIAB 071 is much more cost-effective, and loading and off-loading is handled quickly and efficiently. Aponte is able to make more scheduled deliveries on-time.



USA

An oil field service and supply company in DuBoise, PA uses their HIAB 090 to load and off-load piping, valves and other service equipment related to oil field operations.



MAROCOCO

In Morocco good irrigation is essential. Water is usually carried by cement pipes which are often damaged and have to be replaced immediately. This is a job that's done quickly and effectively using a HIAB 050 mounted on an agricultural tractor and a HIAB 260 on a heavy truck.

USA

Higher Reach, And Greater Capacity

Standard Roofings, Inc is a building material distributor which operates eight branches in the North Eastern United States.

Their need for more diversified delivery equipment became apparent as the market demanded higher reach with more capacity.

time, not only because of the crane's speed of operation but because it is so easy to set up.

The outriggers are hydraulic out and down and are selflocking. The boom unfolds completely in less than a minute and can be controlled from either side of the truck, or



HIAB's DigiDrive offers the operator full mobility for an unobstructed view of his lifting operation.

So Standard Roofings, Inc turned to a HIAB 260 AWV with a jib.

Equipped with the Digi Drive remote control, the HIAB 260 can overcome the most difficult delivery obstacles.

Off-loading is carried out by one man and can be completed in less

within a 50 ft (15 m) radius by remote control.

Ideal for industrial, office or residential deliveries, the HIAB 260 is positioned so that roofing materials can be lifted to virtually any location on the roof.

IVORY COAST

In Abidjan on the Ivory Coast, Palmindustrie uses a HIAB 031 A with a centred column to harvest oil palm fruit. Altogether the company has 250 HIABs (mostly HIAB 345s and HIAB 445s) mounted on a variety of vehicles, and each unit collects about 30 tonnes of oil palm fruit per day.



FRANCE

Reliable Service at Lowest Possible Price

Albert, a building materials supplier in Nancy, France has just become the proud owner of a new crane — a HIAB 090 AW.

Their fleet now consists of 10 HIABs.

Why HIAB?

Because 20 years ago, the firm's founder, Mr Albert decided that to be successful it was necessary to invest in quality equipment so that he could provide his customers with reliable service at the lowest possible cost.

DENMARK

HAPPY ANNIVERSARY!

This year E. Trasborg in Herlev, Denmark, which handles a variety of scrap metal, had its 40th anniversary.

And they've celebrated the occasion by buying a new unit, a three-axled Volvo F12 with a HIAB 140AWV equipped with a rotator and Digi Drive mounted behind the cab.



This stationary HIAB 100 AW/B3 is used in Denmark to sort objects that can't be burned from household waste.



DENMARK

The Danish Forestry Administration has found the perfect solution for keeping rails clear all year round — a HIAB 071 AW mounted on a Unimog U 1250. During the summer they use the unit to trim trees and bushes along the lines, and during the winter they attach a plough and use it for snow removal.



USA

Perfect For Precast

For nearly twenty years R & E Mershon Concrete Products Inc, of Bordentown, New Jersey has owned and operated HIAB cranes.

Today, they have four HIAB 260s that are on the job almost every day of the year handling things like concrete steps, stairways and bulky septic tanks.

“The HIAB 260 is truly a versa-

tile materials handling system — everything a precast concrete manufacturer could possibly want in a truck mounted crane,” says Patrick T. Greber at Mershon.

“And our customers really appreciate the fact that with the HIAB 260 we can spot place our products even in the most difficult locations.”

USA

Tanksetting made easy

Until they purchased a HIAB 650 crane in the mid 1970's, the Schagrin Gas Company of Middletown, Delaware had a problem setting large propane tanks.

“We just did not have the right equipment.” says Milton Levinson, the company's vice president.

Schagrin Gas Co, which has been in the bulk LP-gas business since 1950, first operated a chain hoist attached to an A-frame (which had to be fitted on the truck's body before each job) to lift and set tanks.

Then they tried using a trailer pulled by a pickup to lift the tanks. And finally, the company bought a truck that had a frame permanently mounted to it complete with trolley and chain hoist.

But still the tank-setting operation was difficult, taking several men a great deal of time to take a

bulk tank off the rear of the truck and place it properly.

And the process inevitably scratched the tanks.

“It was just a difficult way to do the job,” says Levinson.

“In an attempt to simplify the procedure and save money we decided to install a HIAB crane on one of our trucks, and the result has been most satisfactory in every way.” Recently, Schagrin Gas purchased a HIAB 070 crane.



USA

More deliveries per day

To stay competitive in the waste disposal market, fast turn-around time and minimal bin damage is essential.

And HIAB provides the solution.

There's no more waiting for help to load and unload, no need to waste time, equipment and manpower using expensive front or rear-loading packers.

With a HIAB crane, a company's truck and driver are always busy. He can quickly load and unload by himself.

And reduced turn-around time means a lot more deliveries can be made, on time and on schedule.

CANADA

The HIAB 260

High Capacity, Precise Control

The long running housing boom in Toronto, Canada has resulted in tremendous expansion for companies supplying products and material for the building industry.

One company which is well placed for successful growth is Brooklin Concrete Products Ltd, with four locations in the Toronto area.



To place septic tanks accurately Brooklin Concrete Products Ltd uses a HIAB 260 equipped with remote control.

PRECAST PRODUCTS

Brooklin manufactures all types of precast concrete products and furnishes the building trade with things like concrete steps for exterior doors.

After the houses have been built

and sold, they also sell new home owners' landscape materials — paving stones, patio slabs, and retaining walls.

Supplying concrete septic holding tanks for rural housing and in-

dustrial use is another part of Brooklin's business.

HIGH CAPACITY

To load, unload and place these tanks accurately and safely, a high

capacity crane with precise control is required.

Therefore a HIAB 260 equipped with remote control is the crane most often chosen for the job.

ICELAND

New HIAB distributor picked for Iceland

Hiab-Foco has selected a new distributor for Iceland — Brimborg hf. in Reykjavik.

"The primary reason for choosing Brimborg hf. was their vast experience in handling products close to our market," said HIAB's Marketing Manager, Björn Forsberg.

"We were also impressed with Brimborg's commitment to provide customer service and their intention to increase the range of HIAB products available in Iceland," he added.

Last year Brimborg hf. took over the responsibility for importing and selling Volvo.



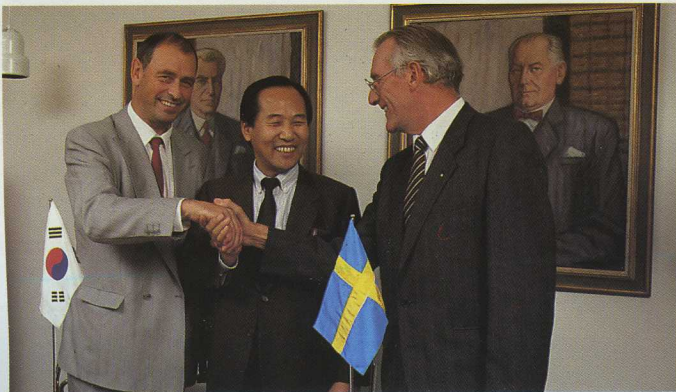
Brimborg's service center in Reykjavik.

Their Volvo truck and VME divisions now gives Brimborg a strong position when it comes to marke-

ting HIAB's range of general cargo and Jonsered forestry cranes.

And their Volvo Penta division is

a natural channel for selling HIAB Sea Cranes.



From left to right: Bengt Gerger, Hiab-Foco, C.E. Youn, Kanglim and Henry Sundin, Sunfab.

SWEDEN

Joint-Venture Strengthens Hiab-Foco's Position As Market Leader In Korea

After lengthy negotiations Hiab-Foco AB and Sundins Fabriker AB in Hudiksvall have agreed to establish a joint-venture company in Korea with Kanglim Co Ltd.

The new company, Hiab-Kanglim Co Ltd, will concentrate its efforts on the modification and development of Hiab-Foco's products for the Korean market, as well as marketing and servicing Hiab-Foco's and Sunfab's products.

Activities will be directed towards the Korean market and to the export of products from Korea that have been modified to suit the

needs of the other markets in South-East Asia.

Hiab-Foco and Sundins have been working with Kanglim now for over ten years. And Kanglim has been manufacturing HIAB cranes under licence for the Korean market since 1986.

Today HIAB and Jonsered together hold approximately 90% of the country's market for articulated hydraulic cranes.

"And the new joint-venture company means that we can further strengthen our position as market leaders in Korea", says Hiab-Foco's President, Bengt Gerger.



FRANCE

This photo, taken 5 minutes before the opening of the Salon De La Carrosserie in France, doesn't reflect the interest generated by the HIAB exhibit. The stand was soon crowded with visitors wanting to see the new Jonsered 2190 surrounded by several HIAB General Cargo cranes and Light cranes.



Jamie Forton accepts Hiab-Valman's award.

SPAIN

Hiab-Valman wins award

Hiab-Valman was one of 12 leading Spanish companies to receive "The 1987 Export Award" presented by the Chamber of Commerce and Industry of Madrid.

The jury selected the winners for among other things their ex-

port dynamism, financial results and amount of export in relation to their production.

The prize was accepted by Jaime Forton on behalf of Hiab-Valman S.A. at a ceremony held in the Chamber's head-office.



USA

HIAB handles "igloos"

In recent years Americans have become increasingly aware of the environment, and the need to do something to protect and improve it.

So it is not surprising that HIAB's exhibit at the National

Solid Waste Show 1989 in Chicago, Illinois created a lot of interest.

On display was a HIAB 071 handling igloos used for recyclable waste material, as well as a Multi-lift hooklift with a container designed for recycling operations.

HIAB METHOD

41

