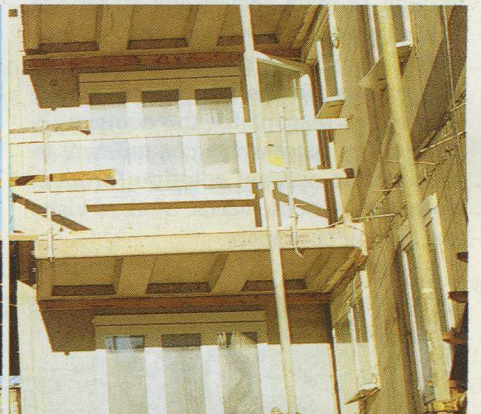




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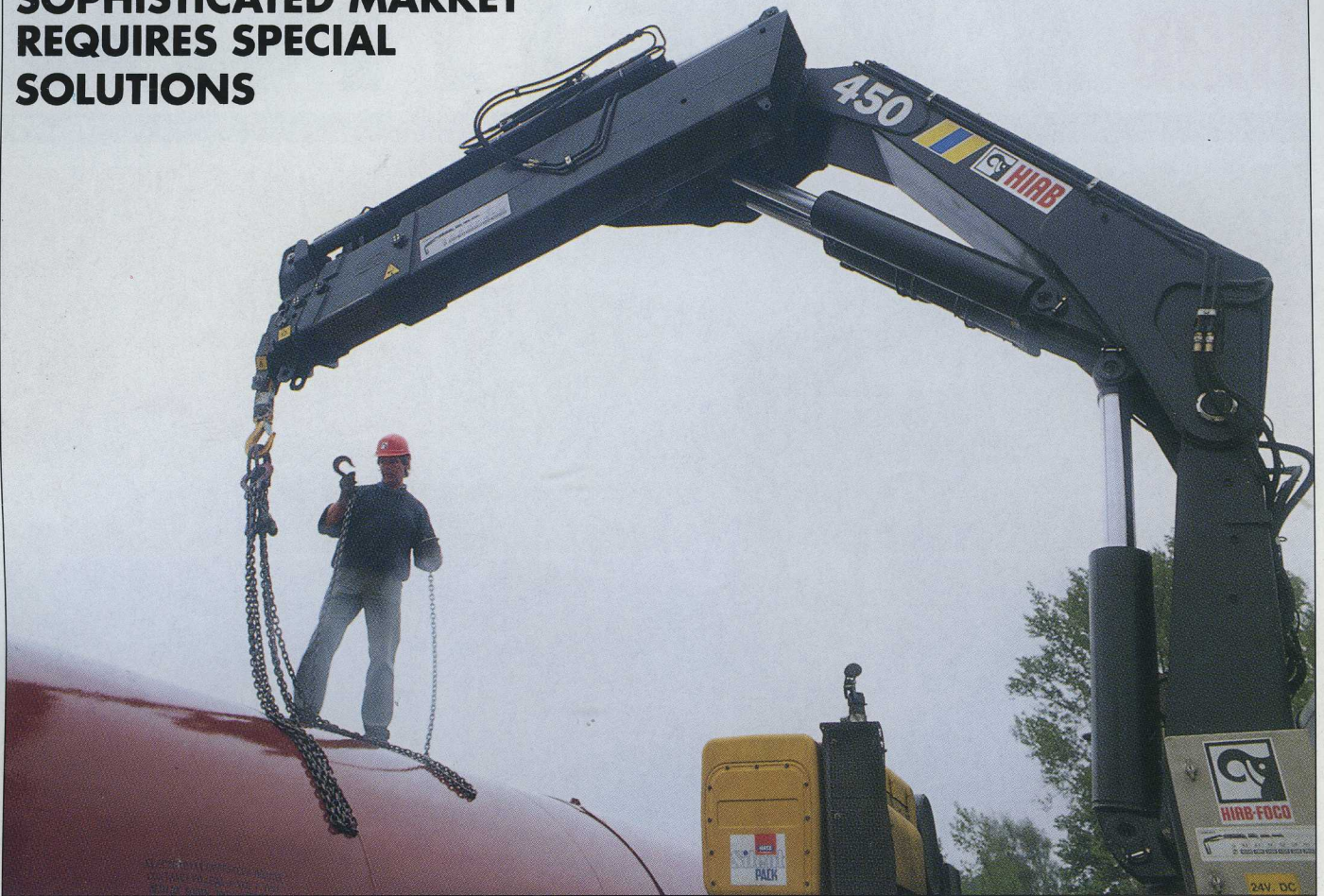
No. 42



FEATURING THE HIAB METHOD AND ITS APPLICATIONS • HIAB SALES SOAR IN THE FAR EAST • SPECIAL REPORT ON GERMANY • GOOD NEWS FROM SPAIN

REPORT ON GERMANY

**SOPHISTICATED MARKET
REQUIRES SPECIAL
SOLUTIONS**



HIAB in Germany, which operates through 16 main dealers and 80 service dealers spread across the country, supplies about 30% of the total annual German market for truck-mounted cranes. One of the reasons for the company's tremendous success is a commitment to produce the optimal solution for each customer's specific needs. Method visits two of their customers.

Page 4

**HIAB And Unimog Are An
Unbeatable Combination**

Another particularly successful aspect of HIAB's German operation is the company's special link with Daimler Benz which has resulted in over 2,000 HIAB cranes being mounted on Unimogs.

Page 5



More Good News From Spain

Page 6

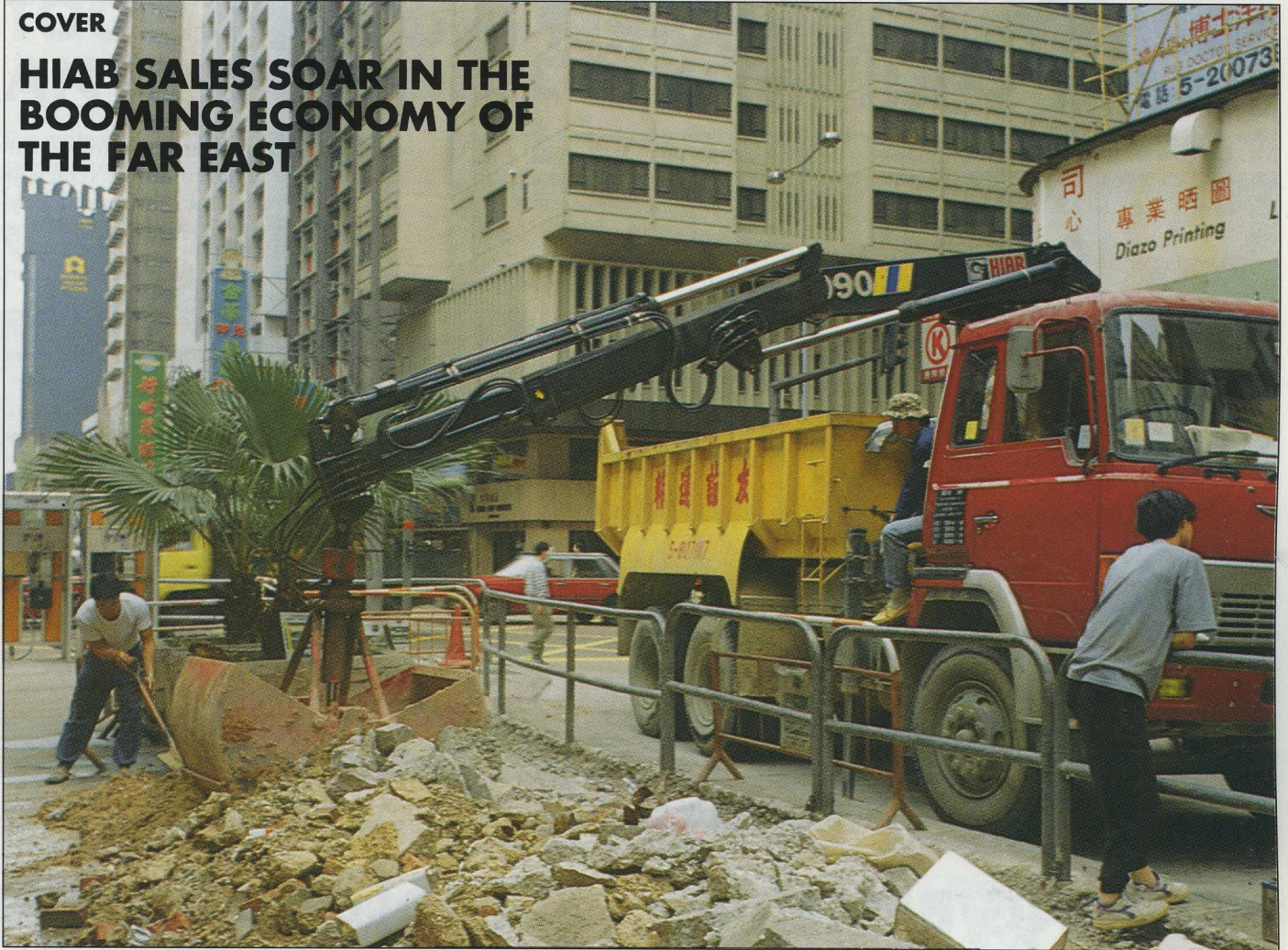


Haulers Love The HIAB 120

Page 7

COVER

HIAB SALES SOAR IN THE BOOMING ECONOMY OF THE FAR EAST



Economists predict that much of the West faces a period of recession, but in the Far East business is booming. This boom has resulted in a huge growth in truck sales and a great demand for HIAB's wide range of truck-mounted cranes. In fact, last year HIAB sales in the area increased by over 50%. So naturally, the mood among participating distributors at HIAB's Far East Conference in Korea this fall was extremely

positive. And though demonstrations centered around the larger capacity HIAB cranes, there was also a lot of interest shown in the new HIAB Light Cranes – the HIAB 015, HIAB 020 and the HIAB 025. Our Far East report gives you a brief idea of how the HIAB Method is being used here.

Page 8



Applications Around The World

Page 10



HIAB News

Page 14

HIAB METHOD

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SOPHISTICATED MARKET REQUIRES SPECIAL SOLUTIONS

Mr. Luhmann, the owner of Luhmann Lohne Transport GmbH bought the company's first HIAB almost 25 years ago.



Mr. Luhmann.


He knew they were reliable cranes. And the HIAB dealer's after-sales service had always been good.

But now he needed something special, a crane designed for lifting large machinery and other really heavy equipment. Because that's what his customers, largely local manufacturers, wanted delivered.

Mr. Luhmann also asked for a solution that would get maximum profit out of his eight-truck fleet.

HIAB in Germany suggested a HIAB 450-3 demountable. At a reach of 4.3 metres, this 45 tonne-metre crane can lift 10250 kg. And at a reach of 9.9 metres, is still capable of lifting 4300 kg.

Furthermore when the crane's not

needed it's demountable construction allows it to be removed from a vehicle in less than five minutes, increasing payload capacity by over 5600 kg. 



When the owner of a transport firm in Lohne, a small town near Bremen contacted HIAB in Germany, he had a simple request - a crane that could handle more of his customer's business.

NOTHING BETTER FOR HANDLING BRICKS AND BLOCKS

Karl Scheper who operates a busy building supply company situated just outside Bremerhafen, Germany has recently taken delivery of a new HIAB 1480.

It's a crane he says, that is far superior to anything else on the market for handling bricks and blocks

Mr. Scheper is particularly impressed with the top-seat.


And his enthusiasm is understandable, since the top-seat on the HIAB

1480 has been ergonomically designed to give operators the highest-possible degree of comfort and safety.

Another outstanding feature of the HIAB 1480 is the hexagonal shaped steel boom which combines extra strength, greater stability and longer life with low weight.

The HIAB 1480 also has an unusually long standard hydraulic reach of 10.76 metres.



And in a mere 20 seconds, the patented hydraulic, chain-driven extension can be stretched to 10.5 metres, where it's able to lift an amazing 1250 kg. 

Scheper recently took delivery of a new HIAB 1480 from Schröder GmbH who have been the HIAB distributor in the Bremen area for over 25 years.



TOGETHER, HIAB AND UNIMOG ARE AN UNBEATABLE COMBINATION


For more than 20 years, HIAB has had a special relationship with Unimog in Gaggenau, Germany.

And this close co-operation has resulted in more than 2,000 HIAB cranes being mounted on Unimogs.

It has also allowed HIAB in Germany to accumulate a vast amount of experience and know-how.

In fact, HIAB has an entire range of cranes and accessories designed to go with Unimog four-wheel drive vehicles.

What's more, a special auxiliary frame has been developed to serve as the ideal crane mounting.

Which means that working together and using the latest CAD technology, HIAB and Unimog can come up with a solution that suits a customer's specific requirements in every respect. 

PreussenElektra, the German electricity company, use a HIAB 190 AWV equipped with a winch and mounted on a Unimog 1750 to unload cable drums.



Using a HIAB 190 AWV with one manual extension and a personnel basket, PreussenElektra inspect and repair power lines in the countryside around Hanover, Germany.





GOOD NEWS FROM THE 450 PASSED THE

In June this year, Crister Danielsson from the Swedish Plant Inspectorate (SA), together with Lars Rydahl from HIAB's Technical Support Team, and Adolf Russold from Austria's Technischer Überwachungs-Verein (TÜV) visited Spain to test the HIAB 450 equipped with a jib.

And the crane passed with flying colours.

The tests which were carried out at the Hiab-Valman Plant in Zaragoza with the assistance of José Maria Badia,

Hiab-Valman's R&D head and the man responsible for the design of the HIAB 450, consisted of two parts.

The first part was a functional test to make certain the crane could lift allowable loads at various reaches, and the second part was an overload test.

Here the crane's overload protection system (OLP) is bypassed and the crane lifts weights of up to 25% over permissible loads.

SPAIN, TEST

Crister Danielsson (left), Lars Rydahl, José Maria Badia and Adolf Russold take a closer look at the HIAB 450.

Needless to say, the HIAB 450 equipped with a jib passed all these tests easily and was approved by both the Swedish SA and the Austrian TÜV.

Lifting a HIAB 071, which weighs slightly under a tonne, to a height of approximately 15 metres with a fully extended jib was no problem for this HIAB 450-5.

SWEDISH HAULERS LOVE THE HIAB 120

The HIAB 120 which was introduced in March this year has been enthusiastically received by haulers in Sweden.

In fact, already more than 40 of these cranes have been sold to transport companies across the country.

What attracts customers most, of course, is that the HIAB 120 combines extraordinary lifting capacity close to the loader body with tremendous reach.

This 12 tonne-metre crane comes with up to four hydraulic extensions which gives it a maximum hydraulic outreach of 12 metres.

The advanced boom system also allows as many as three manual extensions.

And a newly designed linkage system between the inner boom and the column permit the full capacity of the HIAB 120 to be used at a virtually perpendicular load curve, as well as contributing to its superior close-in operation.

Or, as Lars Petterson an independent hauler in Örebro puts it, "I wanted a lightweight crane that could lift as much as possible as far as possible."

"So, I bought a HIAB 120."



This is a HIAB 120-3. But the HIAB 120 also comes with up to four hydraulic extensions.



Equipped with a clamshell bucket, J. E. Jansson's HIAB 120 is used mostly for laying telephone cables.

IN THE FAR EAST

Several huge construction projects are currently underway in Hong Kong including a new airport, a new purifying plant and a substantial addition to the city's container harbour. As a result there's a great demand for versatile, high-capacity cranes able to handle bulky building materials, like this HIAB 260 AWV with a hydraulic outreach of 10.3 metres. Hong Kong transport companies and building material suppliers are also equipping their cranes with HIAB's remote control to provide operators with maximum mobility and clear visibility for speedier, safer cargo handling.



HIAB 090s and HIAB 071s are ideal for the limited working area available on Hong Kong's narrow streets. Most of these cranes are used on clamshell duty, doing street repair work or cleaning away left over building materials from construction sites.



In a country where there are more than eight million motorcycles registered, illegally parked two-wheelers can create a real problem. To remove them the Taiwan Police Department uses several truck-mounted HIAB 050 AWs.

行政院環境保護署



Taiwan Power Company, the country's largest supplier of electricity, have a fleet of 120 HIAB cranes with lifting capacities ranging from five to 19 tonne metres that are used for everything from clamshell duty to installing poles. Recently they also took delivery of four HIAB 190 AWs mounted on Unimog 1740Ls for off-road work.

Large containers have been placed in residential areas and parks in Taipei, by the Taiwanese Environmental Protection Administration to collect recyclable waste material. The containers are colour-coded to designate a particular type of recyclable refuse. Yellow, for instance, is for aluminum cans and other metals. Green is for glass. Red for bottles and plastic. And blue is for paper. To collect the containers, the EPA use HIAB 071s mounted on ISUZU trucks. They've also announced a contest to find an appropriate name for these "spaceman" shaped containers. What about ET? That's - Easily-recyclable Trash.



When Mr. Yamamoto took over the management of the Susono Concrete Company in Japan in 1965, the 40 kg concrete by-products the company manufactures were loaded and unloaded by hand. And that's the way deliveries continued until last year when, at the age of sixty-eight, Mr. Yamamoto decided to buy a HIAB 031 AWJ. Now not only is he able to make two extra trips per day but, in spite of his age, has a lot more energy left in the evenings.

The Harbour Police in Taiwan use a HIAB 450-5 equipped with a two-tonne winch and mounted on a Hino three-axel truck to launch patrol boats into choppy waters off the coast. The waves are high here, so these boats are kept on land. But when they're needed, it's often in a hurry. Their HIAB 450 does the job so efficiently that there are plans to purchase three more cranes in the near future.



HOLLAND

THE NEW ROLLERS ARE ON THE ROAD

The new generation of HIAB Rol-loaders that were introduced at the RAI Exhibition in Amsterdam, Holland early this year were greeted enthusiastically by transport firms all over Europe.

Eventually there will be four versions of the new rollers available – 085, 110, 150 and 225.

And of course, like all Hiab cranes, they are built to

meet the highest standards of safety in accordance with the German DIN norm 15018.

The top seat, for instance, has been designed using the latest ergonomic principles and provides the operator with a clear, unobstructed view of the working area. Sitting and lever sequence can also be adjusted to suit personal preferences.

But it's the speed and ver-



Rol-loaders are perfect for handling bricks and blocks.

satility of the new HIAB rollers that's the main attraction.

Maters Huissen Ltd. in Holland has been using HIAB rol-loaders since 1971 to transport floor slabs.

A director of the firm, Gerrit-Jan Maters, says their new 150 and 225 Rollers handle these hollow-core slabs that are up to nine metres long and weigh over five tonnes quickly and efficiently.

Another Dutch transport company, Vredeveld Smilde, has a fleet of 48 trailer combinations – 35 of them equipped with HIAB rol-loaders that are kept busy moving building materials all over Holland.

“Rol-loaders are perfect for handling bricks, limestone, concrete blocks and similar building materials,” says the company’s Managing Director, Richard Vredeveld.

“Using a brick and block clamp our drivers can load, or unload, 35 tonnes of bricks in less than 15 minutes and they’re able to place their loads exactly where they want them.”

Sitting and lever sequence can be adjusted.



SPAIN

POCKET-SIZE POWER

Mounted on a Spanish mini-dumper, this HIAB 011 is used primarily for light duty maintenance work in the owner’s factory.

The HIAB 011 is a versatile, lightweight crane with a lifting capacity of 1070 kg at minimum radius and 400 kg at full outreach.

It has a standard outreach of 2.7 metres, but with an optional manual extension the HIAB 011 reaches 3.2 metres.

And this pocket-sized powerhouse folds away easily when not in use to take up only 1.5 square feet (0.14 square metres) of body space, making it ideal for mounting on vehicles that are used in confined working areas.

The HIAB 011 is a versatile and lightweight crane.



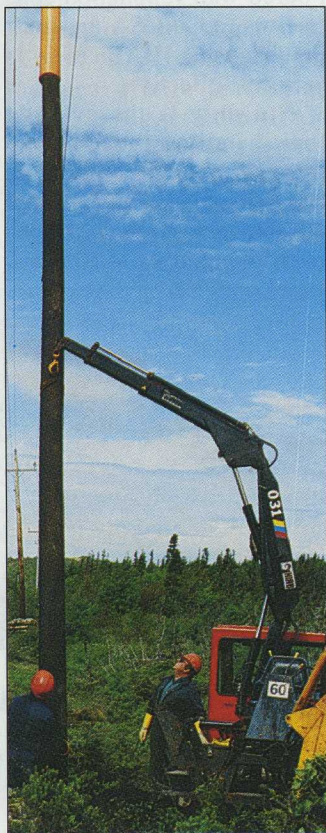
CANADA

IT PUTS POLES IN PLACE

The Newfoundland and Labrador Hydro company have found that a HIAB 031 mounted on a muskeg carrier is the ideal solution for erecting distribution poles.

Not only does the crane easily erects 45 to 50 foot poles (approximately 15 metres) in confined spaces, but the compact design and low weight of the HIAB 031 make it possible to ship the crane and muskeg carrier by boat to more remote areas.

Where, Hydro officials point out, they still get excellent service from their local HIAB distributor.



Mounted on a muskeg carrier, this HIAB 031 is the ideal solution for remote areas.

ENGLAND

BETTER FOR BOARD

Brown's, a building material supply company in Newcastle use a HIAB 140 AW fitted with a rotator and fork to deliver plasterboard and wall-board to building sites all over England.

It's mounted on the rear of a specially constructed 40 foot long (12.2 metres), 17

tonne truck.

The company also has two smaller vehicles, one mounted with a HIAB 090 and the other with a HIAB 100, that deliver plasterboard and wall-board locally.

HIAB 140 AW at work.



YUGOSLAVIA

HELP FROM HIAB

During the European Championship track and field competitions, the traffic police in Split and the surrounding area had a little help from HIAB.

Two HIAB 070 Ts, mounted on TAM 130 T 11s operated by Promet, were used to haul away illegally parked cars. Promet has worked their HIAB 070 Ts

two shifts for almost four months and are very impressed with the quick, efficient way they do the job.

In fact, they're now planning to order a third crane which will also be used to remove damaged and stalled vehicles.

This HIAB 070 T is ideal for removing vehicles in the narrow streets of Split.



USA

GREAT FOR GLASS

An increasing number of plate glass distributors in the USA are using HIAB cranes for loading large panes crated on pallets onto delivery trucks inside their warehouses, as well as for quick unloading at the delivery site.

Low operating height combined with the HIAB 140's

ability to manoeuvre easily in confined areas solves a lot of time consuming handling problems.

And the crane's precision control means there's less damage.

Ideal for fragile cargo.



SWEDEN

MIGHTY MINI-DUMPER

Eliassons Machine AB in Gothenburg, Sweden have equipped five of these Chikusui mini-dumpers with HIAB 011BT/PTOs, all with extra valve functions for operating a rotator, a small clamshell bucket, a tipper and plow.

The dumpers, which have

a load capacity of 1.3 tonnes, are used by both the Parks and Recreation Departments of municipal governments and landscape gardeners for loading and unloading sand, gravel, etc.

The 011 with four extra valve functions.



SWEDEN

THE SKY IS THE LIMIT

To inspect and repair power lines crossing areas not accessible by road, Winn Marketing in northern Sweden recently purchased a German built Kässbohrer Flexmobil.

A lightweight HIAB 100 AW equipped with a jib, personnel basket and remote control was then installed on this all-terrain vehicle using a separate frame.

And to provide increased stability, in addition to the standard support legs, extra

“flap-down” support legs have been fitted at the rear of the chassis.

For further safety, the swing area is limited electronically.

Otherwise, with a maximum working height of 20 metres, the sky is the limit.

This demo unit is to be used for both inspecting power lines, and repairing ski-lifts.



USA

VERY COST-EFFECTIVE

Poured wall foundation contractors in the USA are finding that using HIAB cranes is very cost-effective.

Not only is the average form handling time slashed from six hours to an hour or less, but one man and a HIAB are able to do a job that previously required six to 10 men.

Quick turnaround time also eliminates the need for additional trailers and reduces both equipment and insurance costs.

Handling time is slashed from six hours to one hour – or less.



ICELAND

HARD-WORKING HIAB

Sveinn Johann Sveinsson, an independent hauler in Iceland, has no problem getting work.

He's kept constantly busy transporting heavy building materials, doing road maintenance work and handling general cargo, in addition to performing a variety of jobs for municipal governments and local utility companies.

And it's due to the versatility of his rugged, hard-working HIAB 190 AWW which with a jib and one

manual extension is capable of lifting a half-a-tonne at a reach of 18.5 metres.

Plus the fact that the crane is mounted on a Volvo FL 10 constructed in such a way that the steel bed can be removed from the truck transforming it into a trailer.

Sveinn Johann Sveinsson uses his HIAB 190 AWW equipped with remote control to lift a floating dock.



SWITZERLAND

THE SWISS BANK ON A REAL MONEYSMAKER

The approach road to some of the most beautiful buildings in the older section of Lucerne, Switzerland is very narrow and bordered on one side by the River Reuse.

So when Gipsunion, a member of the Schmidheiny group, was awarded the contract to supply and spot-place over 100 tonnes of plasterboard to repair these buildings a special solution had to be found.


And it had to be a solution that would create a minimum of interference with traffic, be safe for pedestrians and get the job done quickly (police authorities permitted a maximum of four hours a day for unloading).

While at the same time making it possible to clear the street rapidly to allow free passage for essential emer-

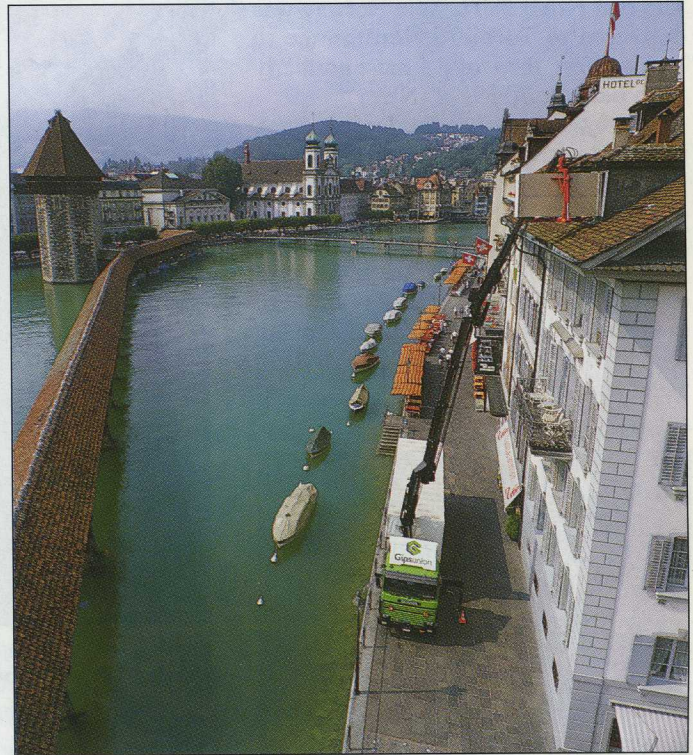
gency services.

The Logistics Manager at Gipsunion got in touch with the local HIAB distributor and they suggested a HIAB 260 AWW equipped with a jib, rotator, and hydraulic fork mounted on a 4-axle truck.

Calculations were later made showing that with a HIAB 260 AWW, 20 tonnes of plasterboard could be unloaded and spot-placed in less than 3.5 manhours, compared to the 200 manhours required to unload and place the board by hand.

That added up to considerable savings, so Gipsunion placed an order for three more HIAB 260s. 

A HIAB 260 can unload and place 20 tonnes of plasterboard where they're needed in less than 3.5 manhours.



DENMARK

DEMOUNTABLE MEANS MAXIMUM FLEXIBILITY

Early this spring a passenger plane at Rønne Airport in Bornholm, Denmark developed problems with its brake system, something that required immediate, on-the-spot attention.

But there wasn't a hanger in the area big enough to accommodate the plane while repairs were carried out.

So, while mechanics and the equipment that was needed to perform the repair work was being flown in from the USA, a HIAB 260 AWW with a jib mounted on a Scania R 113H 6X2 erected the framework for a new hanger around the parked plane.


Normally however, the unit which is owned and operated by Bech-Hansen & Studsgaards, one of Denmark's largest transport companies, is used in less spectacular situations.

But it's kept busy thanks to the tremendous versatility provided by the demountable

construction – and the HIAB 260 AWW's superior lifting capacity and enormous outreach.

For example, when a Bornholm fishing boat needed a new motor installed this crane was able to lift it into place without difficulty – from the quay.

With a jib it has an outreach of 15.9 metres and a lifting capacity of 960 kilos. With one manual extension outreach is increased to 17.7 metres. And the HIAB 260 can be mounted, or demounted in about five minutes.

With the crane removed, the truck weighs 3600 kg less, and can be used for jobs that don't require a crane – like hauling a load of frozen fish from that boat it helped repair. 

A demountable HIAB 260 AWW equipped with a jib proved to be the perfect solution.



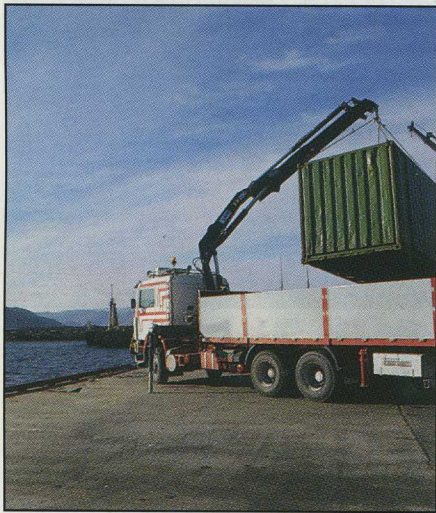
THE LARGEST, AND LONGEST

The first HIAB 290 sold in Norway was delivered to Torbjørn Nordtømme in Hammerfest, the world's most northerly town (latitude 70 39'48" N).

Torbjørn now has the largest truck mounted crane in the region – an area that stretches as far as the Russian border. He also has some of the world's longest working days.

And it's not entirely due to the huge demand for his new crane, but because in Hammerfest, from approximately the middle of May to the end of July, the sun never sets. ☐

Nordtømme's 290.



Eric Starre, president of HIAB in Holland and HIAB's CEO Bengt Gerger (far right) watch as Queen Silvia of Sweden operates a HIAB 450.

QUEEN, AND KING OF CRANES

A flag raised recently in the Hague, Holland created a lot of interest.

Because it was a Swedish flag, and it was raised by Queen Silvia of Sweden herself – with the aid of a HIAB 450, the King of Cranes.

This highly unusual application occurred when the Queen visited HIAB's stand at the "Sweden on the Market" exhibition in the Dutch capital, a four day event to promote Swedish trade that attracted over 210,000 visitors. ☐

HIAB HAS A NEW NAME

Our parent company has recently changed its name from Hiab-Foco AB, to HIAB AB.

And a new, separate company to be known as HIAB Cargo AB will soon be formed to cover general cargo crane activities in Hudiksvall.

The President of the new company will be Ulf Åhman who is looking forward to working for an organisation with such a good reputation both in Sweden and abroad. ☐

New HIAB Cargo president, Ulf Åhman.



Testing the capacity of a HIAB 450.

TESTING THE 450'S STRENGTH

Isak M. Nilsen Transport of Norway started business in 1943 with one man and one truck. Today they have 25 employees.

Here some of them are testing the capacity of the latest addition to the com-

pany's fleet, a HIAB 450 mounted on a Scania, by lifting a HIAB 174 – and the truck that it's mounted on.

Incidentally, that 32 year-old HIAB 174 is still in constant use. ☐

HAPPY ANNIVERSARY

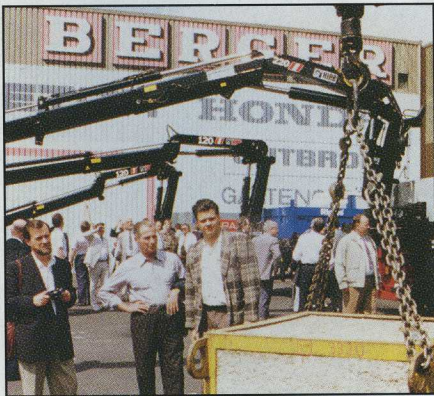
HIAB's International Sales Conference this year was hosted by Friedrich Berger who are celebrating their 40th anniversary as a HIAB distributor in Austria and Hungary.

In addition to the marketing staff of HIAB distributors around the globe, Friedrich Berger also invited some 80 of their customers to attend the three day event in Vienna.

During this time there were demonstrations of the HIAB 120, HIAB 220 and the HIAB 450 – the largest crane in the range.

Also on view were the HIAB 290, and one of the new generation of HIAB rol-loaders.

Vienna sales conference.



The North American market is impressed with the capacity, and the versatility, of the new HIAB 450.

BIG NEWS IN THE USA

The new HIAB 450 is taking over a lot of territory in the USA – heavy duty lifts that the market previously thought serviceable only with a telescoping “stiff boom” crane.

Customers are quickly discovering however that the HIAB 450, with its unique articulated boom and jib design, can handle a variety of jobs more efficiently and load or unload materials faster.

Furthermore, the HIAB 450 not only offers the same access to unloading area as similarly rated telescopic cranes, but does it without the need and expense of longer booms, winches and cables.

In addition, of course, a HIAB weighs less than a stiff boom crane and can be folded compactly behind the cab of a truck.

AND NOW FOR SOMETHING COMPLETELY DIFFERENT...

This photograph of a HIAB giving a camel a lift recently appeared in newspapers around the world.

The story that accompanied the Associated Press picture said, "A Bedouin tribesman uses modern equipment to lift a camel onto a truck headed for a weekly sale in eastern Saudi Arabia."

And added that, "a prize camel could sell for as much as 10,000 U.S. dollars."

Doesn't it make you wonder how this precious cargo used to be handled?

Photo: AP



