



HIAB

MEET THE D

No. 43
DECEMBER 1991





HIAB 160 HAS AN EXTRAORDINARY COMBINATION OF OUTREACH, POWER AND PRECISION

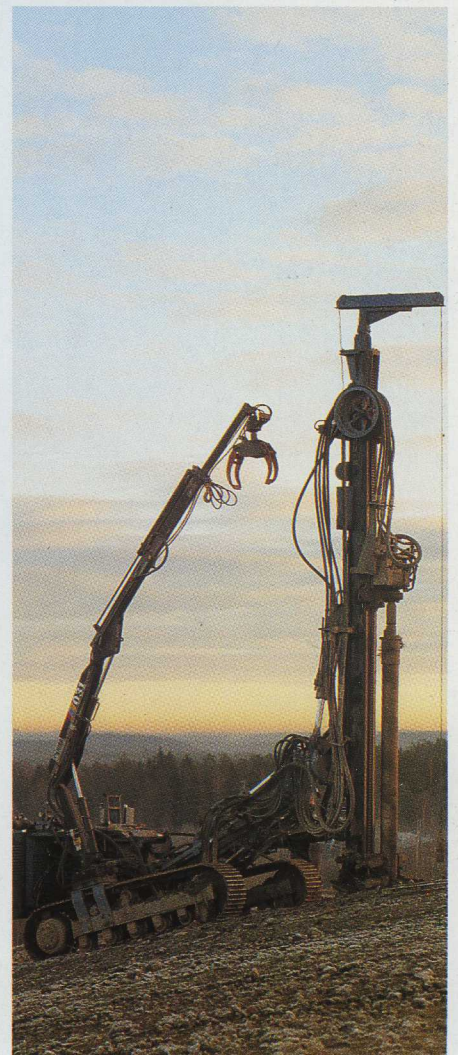
HIAB's new 16 tonne metre crane features an advanced boom system that offers extraordinary hydraulic outreach. With four extensions for example, the HIAB 160 has a reach of over 12 metres with a lifting capacity of close to a tonne. Add a jib with two manual

extensions, and reach is extended to almost 21 metres. The HIAB 160 can also be fitted with the new HIAB 91 Valve which has been tailor-made to meet operators increasing demands for both speed and simultaneous operation.

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The New HIAB 205

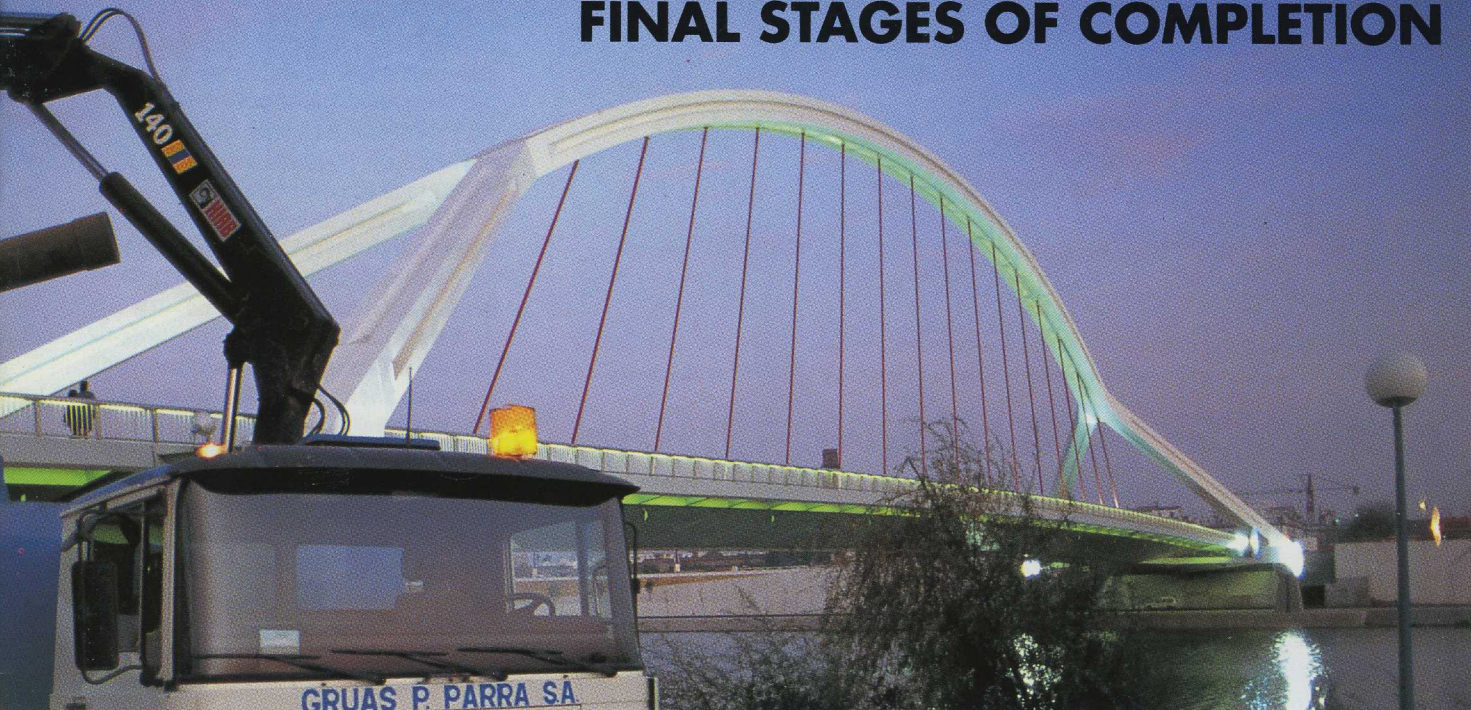


Lifting Lighter Loads

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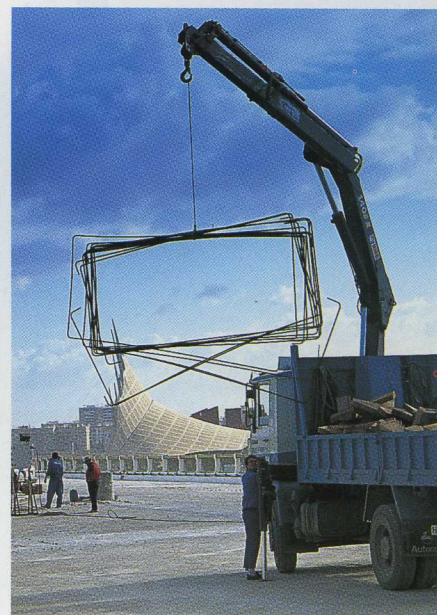
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CONSTRUCTION AT EXPO '92 ENTERS FINAL STAGES OF COMPLETION



When we visited the site of EXPO '92 most of the pavilions were in the final stages of construction, and promoters were certain it was going to be a spectacular show. Method takes a look at what's going on, and how HIAB crane owners and operators are involved.

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HIAB METHOD

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SAVE TIME, REDUCE COSTS LIFTING LIGHTER LOADS

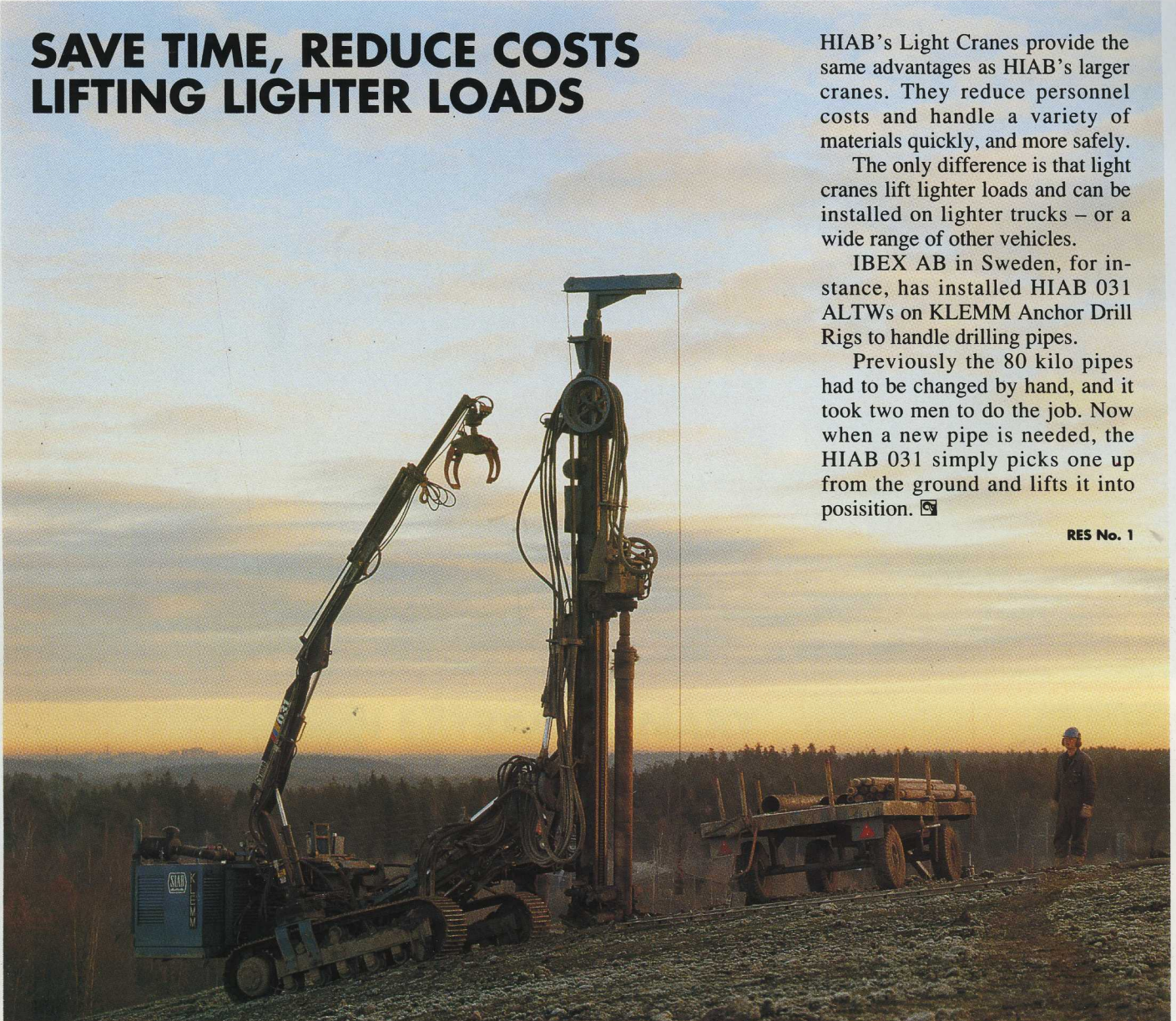
HIAB's Light Cranes provide the same advantages as HIAB's larger cranes. They reduce personnel costs and handle a variety of materials quickly, and more safely.

The only difference is that light cranes lift lighter loads and can be installed on lighter trucks – or a wide range of other vehicles.

IBEX AB in Sweden, for instance, has installed HIAB 031 ALTWs on KLEMM Anchor Drill Rigs to handle drilling pipes.

Previously the 80 kilo pipes had to be changed by hand, and it took two men to do the job. Now when a new pipe is needed, the HIAB 031 simply picks one up from the ground and lifts it into position. ☐

RES No. 1



An Anchor Drill Rig at work in a garbage dump for a gas recovery project.

SEA TO SEA

As part of an ongoing mechanization program, Canada's National Railway, CN RAIL, recently acquired a fleet of 65 Hy-Rail welder trucks equipped with rear mounted HIAB 015-2s.

Used primarily for lifting equipment such as high-frequency welding units and grinders, each crane has a small electric winch and is driven with an electro-hydraulic power pack.

CN operators like the HIAB 015s because they're simple to use.

And supervisors like them because they work troublefree from dawn to dusk, helping to maintain tracks that stretch across the entire country – from the Atlantic to the Pacific. ☐



CN RAIL's Hy-Rail welder trucks are used for general maintenance work such as joining tracks and repairing switches.

RES No. 2

THE HIAB 205 INCREASES BOTH PRODUCTIVITY AND PROFITS



One of the first people to take delivery of a new HIAB 205 was Per Joelsson in Norrtälje, Sweden.

The HIAB 205 is just one of a series of new crane models recently designed by HIAB that significantly improve the ratio of crane weight to lifting capacity, thus increasing productivity, payload and profits.

More capacity with less weight is however just one of many improvements that have been made on the new HIAB 205.

The crane also features an advanced boom system designed to allow up to four hydraulic extensions.

This gives it a maximum hydraulic

outreach of 11,7 metres.

Add a jib with two extensions, and the crane's reach is extended to over 21 metres.

"That extra reach really broadens the range of jobs you're able to do," says Mr. Joelsson who has his HIAB 205-3 equipped with a jib and radio control mounted on a three-axle Volvo FL 10.

"And since the amount of construction going on in the area has been reduced drastically, you have to be versatile."

"One job I've had recently, for example, is erecting roof trusses for small houses. That's something I wouldn't have been able to do with my old crane," he adds.

Mr. Joelsson is also kept busy handling building materials and heavy equipment, spreading soil for landscapers and doing odd jobs like lifting boats out of the water for the winter. ☒

RES No. 5

The HIAB 205's long reach broadens the range of jobs you can handle.



NEW 085 ROLLER-

The new, HIAB 085 Rol-loader is suitable not only for four wheelers but also for three-axle trucks with solid body sides.

And it has all the strength needed for loading and unloading heavy building materials.

With its five metre boom length, the Roller 085 can also work both high-up and close-in. In fact, even with the outer boom fully extended it's still capable of lifting a load of 1600 kg.

The standard version of the roller has a single-cylinder silenced diesel engine, which together with the use of special alloy steels results in an incredibly light-weight unit.

For even faster work a two cylinder diesel engine can be supplied that

D. van Iperen in Rijnsaterwoude, Holland has one truck equipped with a new HIAB 085 Roller.



FIRST HIAB 045 IN SERVICE

The first HIAB 045 was recently put into service in the Netherlands at the Meppel based company, Troost Meppel B.V.

Troost Meppel will use their new truck and crane combination mostly to transport and install environment friendly oil tanks equipped with leakage platforms.

The new HIAB 045 fills a gap between the HIAB 031, and HIAB 050 and is ideal for 7.5 tonne GVW trucks and upwards.

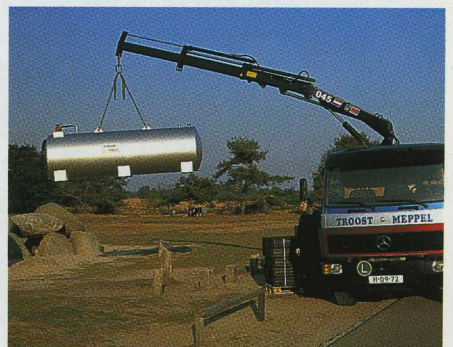
It has three boom variants, giving it a maximum hydraulic reach of 7.7 metres with a lifting capacity of almost 500 kgs. Plus a new slewing system with an adjustable slide pad to reduce friction and wear.

And to provide additional reliability, hydraulic accessories such as hose and pipe kits, winches, etc. are installed at HIAB's own factories. ☒

RES No.7



With two manual extensions, the HIAB 045's reach can be extended to over 10.5 metres.



The HIAB 045's slewing system has an adjustable slide pad to provide years of troublefree operation.

HIGH CAPACITY

increases the unit's weight only marginally.

Though the standard Roller 085 is equipped with a top-seat, optional side mounted controls are also available.

One of the first of these new cranes to be delivered went to Marley Transport



Marley Transport now has five HIAB 085 Rollers in operation.

Ltd., part of the Marley Group which are one of the United Kingdom's largest manufacturers of roof tiles and paving blocks.

Marley Transport was already successfully using a number of HIAB 650 outside rail machines, but they were looking for a crane that would lift more, save weight and run off a quieter engine.

The new design of an inner rail roller using the same running gear as the outside rail concept, enabling the load to travel suspended under all conditions, was ideal for Marley's needs.

It enabled a Fruehauf trailer to be designed using the main frame as the rail for the roller, and thus afford a significant weight saving.

In fact, Geoffrey Lampard, the Managing Director of Marley Transport, was so satisfied with this solution he immediately ordered four more HIAB 085 Rol-loaders. ☒

RES No.6

EXCEPTIONAL REACH, PLUS TREMENDOUS POWER

Gert Sterner, who runs an independent transport company in Göteborg on the west coast of Sweden, wanted a crane with exceptional reach.

Or to be more exact, he wanted a HIAB with exceptional reach.

The reason for that was simple.

"I know from talking to other operators, that when it comes to after sales service, most crane manufacturers just aren't good enough," says Mr Sterner.

"And I can't afford to have my truck standing around idle for a week waiting for spare parts."

In the 14 years he's been using HIAB products however, says Mr. Sterner, the service has been first class.

Which was why, when it was time to get a new crane, he didn't hesitate to choose the HIAB 160-4.

The HIAB 160 features an advanced boom system that offers extraordinary hydraulic reach.

With four hydraulic extensions for example, the HIAB 160 has a reach of over 12 metres with a lifting capacity of close to a tonne.



Having that extra reach is a tremendous advantage.

And if you add a jib with two manual extensions, reach is increased to almost 21 metres.

Yet, in its parked position, this compact, lightweight crane occupies a minimal amount of space, and has a height of only 2.2 metres.

"I work a lot with a clamshell bucket handling asphalt, sand, gravel, etc.," says Mr. Sterner. "And having that extra reach is a tremendous advantage. When you're spreading soil over a lawn, for


instance, you have to be able to reach as far as possible."

But the HIAB 160 offers much more than capacity and reach.

It's also an extremely rugged crane that features, for example, a cross-roller bearing in the slewing system similar to those used on excavators, to reduce friction and wear.

Plus a tailor-made hydraulic system that permits higher oil flow for increased productivity.

"And with the new HIAB 91 Valve, you can control the crane much more precisely," adds Mr. Sterner.

"It also operates very smoothly." 

RES No. 8

The HIAB 160-4 has a reach of over 12 metres with a lifting capacity of close to a tonne.



EXACTLY THE RIGHT CAPACITY/OUTREACH RATIO

A HIAB 160-3 with a HIAB 40 Valve that's equipped with DigiDrive and fitted with a wallboard fork has been purchased by C. J. Burgess and Sons, a haulage contractor in Bodiam, East Sussex to deliver wallboard for British Gypsum.

"We decided on the HIAB 160 with three hydraulic extensions because it provided exactly the right capacity/outreach ratio required for our British Gypsum contract," says the company's managing director, John Burgess.

"And we wanted HIAB's DigiDrive remote control because it permits our operator to select the perfect vantage point from which to accurately manoeuvre packs of wallboard through openings above ground level."

The HIAB 160 is mounted on one of C. J. Burgess's Volvo F10/Fruehauf trailer combinations, rear of the trailer's centre line in a position dictated by wallboard lengths.

"The placing of the crane is critical," explains one of the company's operators, Trevor Croft.

"Even though the HIAB 160 only requires some 750 mm of space, there must be room to accommodate wallboard packs in the forward section of the trailer if its full 21 tonne plus payload potential is to be economically utilized." C. J. Burgess is very conscious of the value of maximising payloads, so care is also taken that no unnecessary weight is included in a truck's specifications.

An example of just how serious this is taken is reflected in the company's overall use of Alco aluminium wheels.

And the fact that their new HIAB 160, apart from its other advantages, is lighter than competitive models with the same capacity, has not been overlooked either. ☐

RES No. 9



This HIAB 160-3 has been mounted so as to allow the trailer's full payload potential to be economically utilized.

NEW HIAB 91 VALVE: MEETS DEMANDS FOR BOTH SPEED, AND SIMULTANEOUS OPERATION

The new HIAB 91 Valve has been designed not only to provide smoother operation, quicker response and more precise control.

It has been tailor-made to meet crane operators increasing demands for both speed and simultaneous operation.

If, for example, simultaneous operations of several crane functions is a priority, the HIAB 91 valve is con-

structed so that oil flow can be directed to operate as many simultaneous operations as the pump allows.

And if speed is a priority, the maximum oil flow permitted by the spools can be directed to one individual function.

Due to superior load sensing and pressure compensation qualities, the HIAB 91 valve also provides exceptional co-ordination capability.

Plus smoother operation, since the speed of every valve function is controlled by the valve spools rather than the pump.

More precise control is also possible, since the speed of the crane is always dictated by control lever movement.

While lower lever forces allow safer manoeuvring. ☐

RES No. 10

HIAB's CombiDrive has been specially designed to make the remote control of your crane both simpler, and safer.



MOBILITY, INCREASED OPERATION EFFICIENCY AND SMOOTHER, SAFER CARGO HANDLING




CombiDrive, HIAB's new, compact remote control.

HIAB's CombiDrive is a new, compact, fully proportional remote control device designed to provide crane operators with maximum freedom of movement for smoother, safer cargo handling.

But it's not just a remote control system, its built-in advanced electronics also refine the already excellent control characteristics of your crane and increase operating efficiency.

CombiDrive, for instance, lets the operator preset the maximum oil flow for each function in advance according to his own personal preferences.

And for precision handling of fragile cargos, all hydraulic movements can be reduced temporarily to either 50%, or 20% of the crane's normal operating speed.

Furthermore, if optional equipment is fitted CombiDrive can be easily expanded to control up to 12 proportional functions, or eight proportional functions and four on/off functions. 



Built-in electronics refine the control characteristics of your crane.

RES No. 11

THE GREAT FIESTA

Early in the morning of April 20, 1992 the bells of every church in Seville will begin to ring, and shortly afterwards EXPO '92 will open its gates to the public.

Spain's Universal Exposition has been billed as the event of the century – a great fiesta that will last for six months and is expected to attract over 18 million visitors.

When Method visited the site in November, most of the pavilions were already in the final stage of construction. But there were still hundreds of building workers on the job – and a wide variety of HIAB cranes.

To unload and replant mature olive trees at the Italica Gate entrance to EXPO '92, Gruas Sevilla S.L. uses a HIAB 260 AW.



Gruas Cayba S.L., in Cordoba, using a HIAB 140 AW equipped with a personal basket (above) for welding work on one of seven new bridges over the Guadalquivir River in Seville.





Silverio Ramirez (right), the owner of Silverio Transport S.L., has been in business in Seville for almost 18 years. He uses his HIAB 140 AW mounted on a two-axel Pegaso for loading and unloading a variety of building materials. One of Silverio's drivers (above) removing large boulders from a lawn. In the background are the monastery and ceramics factory which until recently were the only buildings on the Isla de la Cartuja, the site of EXPO '92.



There's also a lot of construction going on outside the EXPO '92 grounds. This HIAB 140 AW mounted on a Spanish built Barreiros truck, owned by Isidoro Gonzalez & Sons, is being used to unload and position heavy granite stones that will form part of a fence around the new Andalusian Parliament buildings in Seville.





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Gruas P. Parra S.A., a haulage firm with its head office in Huelva, in southern Spain, has a fleet of over 80 trucks, a dozen of which are mounted with HIABs. Behind one of their HIAB 140 AWs that's working at EXPO '92 (above) is the Spanish pavilion, on the shores of EXPO Lake.

To cope with a tremendous increase in business, **Matias Arbol S.L.** (right), a building material supply company in Camas, on the outskirts of Seville, bought a new Renault Midliner and equipped it with a HIAB 071 AW.



Riegosur S.A., a landscaping company in Seville (left), is responsible for installing most of the sprinkling and irrigation systems for the more than 500,000 sq. metres of parks and gardens at EXPO '92. To make their job easier and more efficient they had a HIAB 025-2 installed on an old Land Rover Santana.



NEW CRANES ATTRACT NEW CUSTOMERS

One of Canada's largest cartage companies recently purchased two HIAB 120s with a special project in mind, but soon discovered that they were ideal for a multitude of jobs.

Initially, Canada Cartage planned to use their new 120s for a contract they had to remove older telecommunication equipment from factories and office buildings, and replace them with new, more sophisticated hardware.

But now the cranes are also used for other customers to handle a wide variety of products such as crated glass, rolled tar, insulation and flare brick.

"Contractors have seen the cranes in action, and called us to request them for their jobs," says Lou Forgione, a Canada Cartage supervisor.

"They're particularly impressed with the HIAB 120's tremendous hydraulic reach and its ability to handle heavy loads on narrow city streets and construction sites where there is little space to manoeuvre." ☒

RES No. 12

Canada Cartage handles a wide variety of products with their new cranes.



GREAT BRITAIN

QUICKER, AND SAFER

Before Glass Canterbury in Kent took delivery of their new HIAB 140, employees had to lift panes of glass up scaffolding in stages.

In fact, sometimes as many as 20 men might be needed to lift the glass into position.

Today, only two men are needed. And the job's done quicker, and safer.

Suction pads powered by a vacuum pump are attached

to the boom of a HIAB 140. The pads are then placed on the panes of glass and lifted into position in windows for glaziers to secure. ☒

RES No. 13

Suction pads are attached to the boom to handle plate glass.



ROLLER PROVIDES MONEY SAVING SOLUTION

A self-propelled HIAB 225 Rol-loader has provided a leading UK specialist timber products producer, Calders & Grandridge Ltd. of Boston (Lincs), with an economical solution for handling telegraph poles in a new 2500 sq. m. creosote treatment plant.

The HIAB 225 'Roller', which is capable of lifting 2400 kg at a horizontal outreach of eight metres, is mounted on a 72 metre long floor track.

This track is situated between two narrow gauge rail lines where it is used to load poles from seven loading stations located on either side, onto a series of specially constructed bogies.

Once loaded, these bogies are then fed into two autoclaves where the poles are impregnated with creosote under pressure.

The HIAB 'Roller', which is fitted with a 2000 kg capacity 0.35 sq. m. grapple



Apart from telegraph poles and electrical transmission poles, Calder & Grandridge also offers its nationwide customers products such as fencing, railway sleepers, and railway crossing timbers.



and a GV10 hydraulic rotator, also benefits from having a fully enclosed and heated high level operator's cab affording both comfort and an unobstructed view over the working area.

Power for the loader, and its propulsion, is provided by a Hatz diesel engine enclosed with a silent pack that greatly reduces the decibel level making it enviromentally

friendly within the semi-enclosed sector of the plant.

"We are very satisfied with the HIAB pole handling facility," says Calders & Grandridge's manager, David Bark.

"When we were planning the new treatment plant a number of constraints had to be taken into consideration not least of which were space and cost."

The use of the HIAB 225 'Roller' provided the most economical and flexible solution where our pole handling requirements were concerned." □

RES No. 14

NEW ZEALAND

VERY VERSATILE UNIT

Steel Brothers Ltd., HIAB's distributor in New Zealand, recently designed and rigged out a very versatile unit for South Power in Christchurch.

It's a Volvo FL10 tractor unit with a 13 metre semi-trailer equipped with a HIAB 260 AWW.

And it's used for everything from hauling full ISO

containers, to handling large electrical transformers and erecting 18 metre concrete lighting poles. □

RES No. 15

South Power's 260 AWW has a hydraulic outreach of 10.3 metres.



OUR HIAB 450 HELPS US TO STAY COMPETITIVE

"To increase profits a company has to grow. And to grow, you have to invest in the most modern methods available," says Ole Dufour of Ole Dufour Ltd.

Dufour Ltd. is an industrial painting company in Denmark with over 90 employees who work in a highly specialised field painting things like oil tanks, ships and bridges.

Since all of these objects represent possible sources of pollution, the company is subject to extremely strong environmental control and to operate needs "chapter five approval" under Danish law.

To achieve "chapter five" status Ole Dufour Ltd. have invested over 17 million DKK (three million US dollars) in new technology and equipment.

So when the decision to purchase a crane was made, price was not the major consideration. What was more interesting was that the crane could do the job safely.

"We needed a large capacity crane at our factory to load huts and containers full of equipment," says Mr. Dufour. "And to handle compactors which can weigh up to eight tonnes."

"At work sites, a crane was also needed to demount heavy steel constructions which are then transported to our factory to be sandblasted and painted.

As well as to install scaffolding at sites with limited accessibility.

In the end, we decided the best crane to handle all these jobs was a HIAB 450 with a jib that would provide a reach of 22.5 metres."

The crane was also equipped with HIAB Digi-Drive to allow the operator a total view of the working


area for smoother, safer lifts.

"Previously when we needed a crane we leased one, but they were seldom equipped like we wanted. That's even more obvious now when we have a crane that's custom designed for our needs," says Mr Dufour.

"Leasing also presents another problem. When we want a crane, we want it now. And even for the best rental companies, that's not always possible.

Especially when we often transport large machinery that has to be escorted by the

Danish police and travel at odd hours of the day and night.

Our new HIAB 450 gives us the independence we need to stay competitive – and keep growing." 

RES No. 16



Ole Dufour Ltd.'s HIAB 450 has a reach of 22.5 metres.

SAFER SYSTEM FOR HANDLING AIRCRAFT SKINS

The production division of the Canadair de Bombardier Inc. Group, Canada's leading aircraft manufacturer, has designed a new system to reduce the risk of accidents when handling aluminum aircraft skins.

It's a hybrid system con-

sisting of a hydraulically operated manipulator fitted with a suction device, a remote control console and a stationary HIAB 190 AWW capable of rotating almost 400°.

The suction device locks onto the surface of the

aluminum aircraft skins, which weigh up to 115 kg, then the crane moves them with great precision to a special hydraulic press.

Here, the skins are stretched and bent in every direction to form them into the compound curved panels required

for the Challenger, Canadair Regional Jet, Boeing and Airbus aircraft the company makes. ☐

RES No. 17

This HIAB 190's maximum reach is 11.7 metres.



NORWAY

RECYCLING BOTTLES IN BEAUTIFUL BERGEN

Bergen, one of the most beautiful towns in Norway, is making a determined effort to hold on to its title as "The Second Cleanest City In Europe."

Among other things, they have placed bottle banks at strategic points around town to collect waste glass for recycling.

The contents of these bottle banks, which are separated into two compartments (one for clear glass, the other for coloured glass), are then emptied into a divided tipper mounted on a Scania P93 truck using a HIAB 090 AW equipped with a winch. ☐



RES No. 18

A winch is used to release a trap door in the bottom of the bank so it empties into the truck.

THIRD FLOOR NO PROBLEM FOR HIAB 190

Klemme, a building supply company in Hameln, uses its new HIAB 190 AWV mounted on the rear of Mercedes 2635 for handling a wide range of building materials.

The crane, which is also equipped with a rotator, a jib and remote control is ideal for offloading at hard-to-get-at job sites.

And since, with one manual extension, it's capable of lifting a half-a-tonne at a reach of 18,5 metres, it can also easily place cargo through a window on the third, or fourth story of a building. ☒

RES No. 19



Cargo is easily deposited on the third, or fourth floor.



David Manning finds HIAB DigiDrive is a big help.

TO BE COMPETITIVE YOU NEED A VERY VERSATILE CRANE

Fetch & Karrie, a transport company on Jersey, in the Channel Islands, wanted a crane that would provide a lot of reach. The company already had one vehicle mounted with a HIAB 650 AW with two manual boom extensions that gave them a reach of just over nine metres, but there were times when that wasn't long enough.

"Jersey is a small island, and to be competitive you need an extremely versatile crane that can be used for a wide variety of jobs," says Fetch and Karrie's owner, Mr. David Manning.

What Mr. Manning chose was a HIAB 140 AW with two manual boom extensions that would provide a reach of 12.5 metres.

It was equipped with a jib, a personnel basket, and HIAB's DigiDrive and installed on a two axle DAF 2100 with a very short wheel base.

"There's a lot of narrow streets and lanes on Jersey," explains Mr. Manning.

"With the DAF we were able to work in places where a larger vehicle would find it impossible to manoeuvre – and as a result attract a lot of jobs."

Like installing safes and heavy fire-proof cabinets into the second, or third stories of office buildings and removing old oil tanks.

A lot of these old oil tanks are made of steel so they have to be replaced regularly, and they're often hidden in out-of-the-way places like behind a garage, or a garden wall.

"If we couldn't get to them with our new HIAB, in some cases they'd have to

be cut in half on-the-spot which can be a dirty, dangerous job," says Mr. Manning.

"DigiDrive is a big help here," he adds. "Without it, a second man would have to stand behind the garage, or whatever, and give the operator directions.

Since we've got our new crane, we've also worked for a builder putting up roof trusses, something that previously would have been done by one of the larger cranes on the island.

And cost the builder a lot more money." ☒

RES No. 20




Fetch and Karrie is able to work in places where someone with a larger truck would find it impossible to manoeuvre.

TWENTY-TWO METRES HIGH

The Skellefteå Power Company has had a HIAB 190 AWV with DigiDrive, a personnel basket and a jib installed on a trailer that's also equipped with a power pack and two hydraulic winches.

The crane, which has a working height of 22 metres, will be used mostly to inspect and repair power lines.

And to provide greater stability, in addition to the standard support legs, the trailer has been fitted with a pair of extra, hydraulically operated "flap-down" support legs. 

RES No. 21

This HIAB 190 AWV has a working height of 22 metres.



GERMANY

HIAB HELPS MODERNIZE GERMAN COAL INDUSTRY

The gigantic effort to rebuild the eastern part of Germany, which is in tremendous need of new housing, commercial premises and factories, is underway.

And as a result, there is a growing demand for HIAB's wide range of hydraulic cranes and accessories.

To meet this demand, HIAB Germany has opened a new sales office in Berlin to serve as the centre of operations for a network of dealers and service outlets spread across the entire eastern part of the country.

One of their new customers is Laubag, Lausitzer Braunkohle Aktiengesellschaft, a mining company in southeast Germany that employs more than 47,000 people.


Laubag is responsible for operations in an area of over 5,500 sq. km. where it is estimated that there are deposits of between 10 and 15 billion tonnes of brown coal.

Brown coal is still one of Germany's most important sources of energy, but the industry is faced with tough, new environmental regulations.

So Laubag, like the entire brown coal industry in Germany, is making huge investments in modern technology.

And HIAB is playing a little, but not unimportant role in this modernization program.

Several HIAB 190 AWs and HIAB 050 AWs mounted on Unimog's are currently being used to transport pumps, generators and other equipment.

Hiabs are also used to change the rollers on the huge conveyor belts that dot the landscape, and help in operations to remove polluted water from the site. 

RES No.22



Polluted water must be pumped out of the ground.



Several HIAB's mounted on Unimogs are used to handle a variety of equipment.



Gary Lane makes it look easy for one man to handle an eight tonne steel and concrete cover plate.

BUYING HIAB WAS RIGHT DECISION

Mr. Gary Lane started the Lift It Transport Company in Lidcombe, a suburb of Sydney, in the early eighties with a HIAB 550.

But when the recession hit a few years later he decided to find an area that would enable him to operate without much competition.

So, he traded the 550 in on an 1165 AW with two manual extensions which meant that he then had a crane with more capacity and

more reach than any other transport company in the district.

It was the right decision. Mr. Lane now owns a whole fleet of HIABs, including a 260 AWW equipped with DigiDrive that's his pride and joy. ☐

RES No. 23

SWEDEN

TIME, AND MONEY

Tibnor AB, a steel wholesaler in Sundsvall has discovered that with a little creative thinking, it's still possible to improve a company's profit picture.

Every week, 75 to 80 railway cars arrive at Tibnor's yard loaded with up to 50 tonnes of steel girders, sheet metal and pipes.

Previously several types of machines had to be used to handle this variety of products, but not anymore.

NNP Maskin AB in Sundsvall, the local Volvo BM dealer, HIAB's Olle Nilsson and Torbjörn Johansson at Tibnor got together and came up with an unique solution to simplify the whole operation.

It's a HIAB 140 boom equipped with a rotator, a Jonsered grapple and a jib mounted on a Volvo BM L160.

"I was amazed when I realised how much money we'd save in time, and machinery costs with this solution," said Torbjörn.

"And we've also reduced damage significantly." ☐



RES No. 24

This Volvo BM L160 is equipped with a customized HIAB 140 boom, and a Jonsered grapple.

PERFECT SOLUTION

The new Municipal Government offices in Tokyo, which cost almost 1.2 billion US dollars to build, has been described by critics as “a masterpiece of post modernism”.

And naturally, it's gotten a lot of attention from local inhabitants during its construction.

Even more so when a four tonne ISUZU truck mounted with a HIAB 140 AW equipped with DigiDrive was seen being lifted up in the air alongside the building's highest tower to be deposited on a balcony 30 metres above the street.

The crane, which is owned and operated by K K Shoei, a Tokyo glass wholesaler, was then used to lift large sheets of glass into the window frames on the lower floors of the building.

Considering that there was an overhanging penthouse, and that the windows were too far from anywhere a truck could be parked, it was the perfect solution. ☑



RES No.25

K K Shoei's truck was lifted 30 metres to install glass.

AUSTRIA

LONG AND HEAVY

For transporting long, heavy goods like steel beams and other rolled steel products, Voest-Alpine, an Austrian steel wholesaler, uses a Kässbohrer semi-trailer, an Austrian steel wholesaler, uses a HIAB 205-2 mounted on a Kässbohrer semi-trailer.

The crane, which is equipped with DigiDrive, is mounted in the middle of one side of the semi-trailer making loading and unloading of this type of material very easy.

And the hydraulically operated outrigger extensions provide good stability. ☑



RES No. 26

Voest-Alpine, a steel wholesaler, has two of these rigs in operation.

EXTREMELY COST EFFECTIVE SOLUTION

NCC Bygg AB, Sweden's second largest construction company, has recently had a HIAB 450-4 installed on a new four-axle Scania to load and unload workman's huts and site offices.

"We've always had good experience with HIAB products," says NCC's purchasing manager, Sven Dölerud.

"And compared to the alternatives, using a HIAB 450 is an extremely cost effective solution." ☒

NCC Bygg AB's HIAB 450.



TERRIFIC AFTER SALES SERVICE

The leading spirit of HIAB's activities in Korea, Mr. C E Youn, CEO of Kanglim Co. Ltd., recently appeared on Korean television in an hour long TV documentary entitled "A Man Of Our Times".

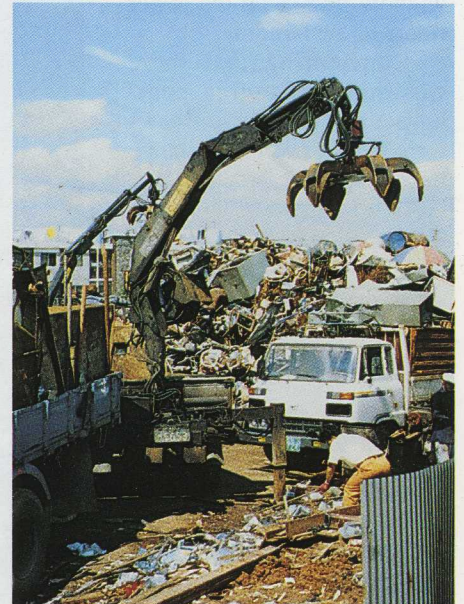
HIAB has worked closely with Mr. Youn since 1979, when his company first began importing Jonsered timber cranes.

"And most of these cranes are still in continuous service today thanks to the

exceptional after sales service we've been able to provide", says Mr. Youn.

In 1986 Kanglim started manufacturing HIAB cranes under license for the Korean market, and in 1990 a joint-venture company, Hiab-Kanglim Co. Ltd., was established with HIAB AB and Sundins Fabriker AB.

This new company has been concentrating its efforts on the modification and development of HIAB products for both



Handling scrap in Korea.

the Korean market and other countries in South-East Asia.

Cranes in Korea are used in a lot of the same areas as you'd find in Europe, but the dominant application is scrap handling. Though, due to increasing labour costs, HIAB cranes are being used more and more often in the construction industry. ☒

HIAB has been active in Korea since 1979.

HIAB JAPAN IS CERTAIN THAT THEY WILL BE SUCCESSFUL

This year HIAB Japan's annual sales conference was focused on a single objective – the scrap industry.

Scrap is big business in Japan. In fact, there are currently over 18,000 companies in the country handling scrap materials.

The 36 main dealers that participated in the HIAB Japan conference devised a scheme to go after all of them – systematically.

And with HIAB's wide range of cranes and accessories behind them, they're certain they'll be successful. ☒



HIAB Japan's sales conference.

HIAB FIELD HOCKEY CLUB PROMOTED TO DIVISION 1



Chelmsford Hockey Club.

A few years ago, Richard Morris, the Managing Director of a large family owned haulage business, introduced Geoff Patient, the GCM 600 Sales Director, to the Chelmsford Hockey Club.

And Geoff soon became one of their biggest fans.

In fact when Mr. Morris, who manages the club, mentioned that they were in need of a sponsor, he convinced GCM and HIAB to go ahead with their first venture of this kind.

Since then the Chelmsford club has been remarkably successful, winning the East Anglia League in the 1990/91 season and, as a result, promotion to Division 1 of the English National League. ☒

THE BIGGEST, AND THE BEST



The 600 Machinery stand at the LGEA Field Days.

The Local Government and Engineers Association 35th Annual Field Days in Penrith Lakes, Australia was, according to the Australian trade press, the biggest and best ever.

Over 12,000 people, from both government and private industry, attended the three day event which featured some

270 exhibitors including, of course, HIAB's distributor, 600 Machinery Australia Pty Ltd.

The 600 stand featured a comprehensive range of HIAB cranes dominated by a fully extended HIAB 140 AWV that towered heads and shoulders above the other exhibitors. ☒



MEET THE D

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