

# HIAB

# MEET THE HOD

No. 45







## TOUGH ENOUGH TO HANDLE EVEN THE MOST DEMANDING JOBS

Hiab's new 3.8 tonne-metre crane, the HIAB 035, has been specially designed to perform really demanding tasks like grapple work and clamshell duty. Yet this compact crane weighs so little, it can be mounted easily on a light truck. The HIAB 035 can also be equipped with

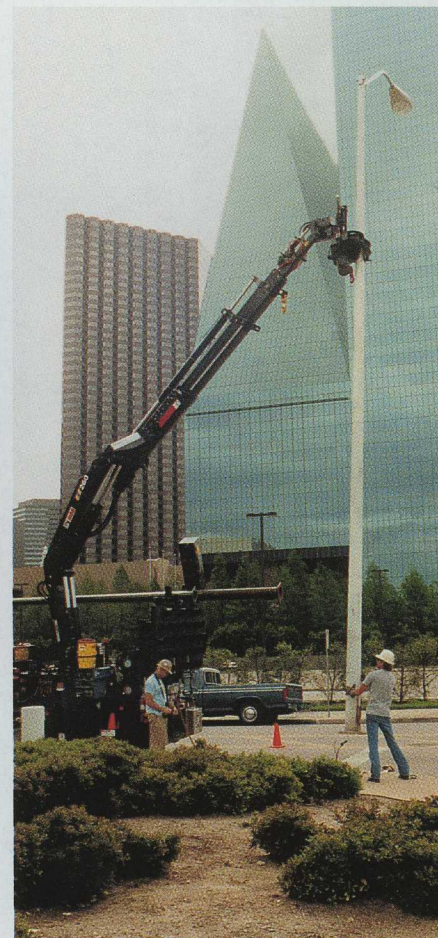
either one, or two hydraulic extensions giving it a maximum hydraulic reach of six metres. And if manual extensions are added reach can be extended to over nine metres, where HIAB 035 is still capable of lifting almost 300 kg.

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## AUSTRIA'S BERGER & CO. ONE OF THE OLDEST AND MOST EXPERIENCED HIAB DISTRIBUTORS

Three years ago, Friedrich Berger Gesellschaft GmbH & Co. in Schwanenstadt celebrated their 40th anniversary as Hiab's Austrian distributor. That makes them one of the oldest, most experienced Hiab distributors in the world. And the know-how they've accumulated from selling and servicing thousands of Hiab cranes over the years is reflected in the excellent relationship they have with their customers. Because

Berger is not only able to offer the safest and most cost-effective solution for handling a wide range of material handling applications. They can also provide the best after sales support in the country. Our special report gives you an opportunity to meet some of this company's customers and get a brief idea of how the Hiab method is being used in Austria.

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### **HIAB METHOD**

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S-824 83 Hudiksvall, SWEDEN.**



## QUICKER, AND A LOT LESS MANPOWER

Traffic accidents in Dallas, Texas damage about 30 street light poles a week and the process of replacing them used to be a costly business that required as many as three trucks.

One truck would haul the poles.

Another truck, equipped with a stiff boom crane, would put the poles in place.

Then a third truck with a personnel basket would come along later to attach the globes and install the lamps.

Now, TU Electric, a company that supplies electricity to most of northern Texas has one vehicle capable of doing the entire job – quicker, and with much less manpower.

It's an International tandem-axle truck mounted with a HIAB 260 AW that has a hydraulic reach of almost 8 metres and several hydraulic attachments including a HIAB pole grapple, a HIAB wrist, and a rotator.

Plus a small winch that's used to recover poles that have been knocked down embankments.

In addition, TU Electric's HIAB 260



This HIAB 260AW has several hydraulic attachments.

AW is also equipped with CombiDrive, the world's most advanced remote control system for truck cranes.

And the new HIAB Valve 91.

"The HIAB Valve 91 gives the operator complete control of the pole throughout the entire setting process," says Harry Karr at Thrust Utility & Mobile Equipment Inc., the local Hiab dealer.

"With a stiff boom crane you needed at least two men to push the pole over the bolt holes on the base. And on a windy day, it was still a difficult job."

No. 1



Foley Brogdon recently purchased two new HIAB 205-2s.

## MORE PAYLOAD, MORE PROFITS

Foley Brogdon Products Co. Ltd. in Newnan, Georgia has discovered that using HIAB 205-2s to deliver the pre-cast concrete products they manufacture has several advantages over the cable cranes they previously used.

First of all, there's less damage.

Because with a cable crane there is always a risk that the cables and chains will break, or that the portable engine that operates the crane will fail.

Another plus with the HIAB 205 is that it's one of many new cranes Hiab has introduced in the last few years that significantly improve the ratio of crane weight and lifting capacity.

That adds up to more payload – and more profit.

And having a crane that's mounted behind the cab of a truck, rather than on a trailer means 10, or 15 trailers can be pre-loaded. So productivity is also increased.

No. 2



## SMOOTHER, SAFER LIFTS

Today contractors expect materials to be off-loaded exactly where they're needed — quickly, and without causing any damage to the building.

Which is why Standard Roofing Inc., one of the largest suppliers of roofing materials in the Eastern United States, bought a fleet of 15 HIAB 260 AWWs with jibs.

And equipped them with HIAB CombiDrive remote control.

Used in combination with the HIAB Valve 91, CombiDrive provides operators with maximum freedom of movement for smoother, safer lifts.

Plus the ability to pre-set the maximum speed of each individual crane function and, by using a button on the compact control box, temporarily reduce the speed of all functions to either 20%, or 50% of the cranes's normal operating speed.

No. 3



Standard Roofing Inc. uses HIAB 260 AWWs equipped with CombiDrive to deliver a variety of building materials.

## NEW JERSEY TRANSIT HAS NICK-NAMED THEIR NEW HIAB 520-3 "THE SUPER CRANE"

The first crane in the U.S.A. featuring SPACE Control, Hiab's revolutionary new computerized control system, was recently put into service at the Structures Division of New Jersey Transit.

And their staff is so amazed with what it can do they've nick-named it

"The Super Crane."

No wonder.

Their HIAB 520-3, which is mounted on a Navistar 2674 with rail gear front and rear so it can also operate on tracks, has a lifting capacity of 11,800 kg at a reach of 4.3 metres and a hyd-

raulic reach of almost 10 metres.

Add a jib and two manual extensions and the crane's reach can be extended to an amazing 22.5 metres where it's still capable of lifting 900 kg.

Furthermore, this extremely versatile crane has a work platform, an auger, a clamshell bucket, and a Kinshofer brick stack grapple that's been modified to handle bundles of railway ties.

There's hydraulic circuits at the tip of the crane too, so staff are able to plug in a variety of hydraulic tools when they're working on the platform.

New Jersey Transit's new HIAB 520-3 also has another unique feature, a "bridge mode" that allows the crane to handle heavy loads on narrow railway bridges without having the outrigger beams extended.

This is something that wouldn't have been possible without SPACE Control and an OLP function that continuously monitors the load, as well as the position, and movements of the crane.

No. 4



This is first crane in the U.S.A equipped with Hiab's new Space Control system.



## DESIGNED FOR TOUGH JOBS

The new HIAB 035 is a very compact 3.8 tonne-metre crane that can turn a light truck into a multi-purpose vehicle.

What's more, it's been specially designed to perform tough jobs like grapple work and clamshell duty with a minimum of maintenance.

There's a heavy duty rack and pinion type slewing system with an adjustable slide pad, for instance. Plus a cast iron base that's mounted on a flexible, three-point bridge that allows for truck frame movements.

And numerous other features that are normally only found on much larger cranes.

Like support legs that are equipped with pilot-operated check valves and secondary safety catches, hose failure valves that are built directly into the inner and outer boom cylinders and outrigger extensions that run on rollers.

The HIAB 035 is also available with one, or two hydraulic extensions giving it a maximum hydraulic reach of six metres. And if manual extensions are added, reach can be extended to over nine metres.

No. 5



The new HIAB 035 has a maximum reach of over nine metres.

## HIAB 060 HAS MORE REACH

One of the first HIAB 060s put into service was sold to the All South Monument Company in Augusta, Georgia, U.S.A.

Prior to getting their new HIAB 060, the company used a corner mount crane with an electric winch to deliver the monuments and headstones they manufacture to cemeteries all over the state.

But using that type of crane required a lot of manual labour and took more time. Because to get a stone to a grave site, it first had to be unloaded and then rolled through the grass with a cart.

The HIAB 060 on the other hand is available with up to three hydraulic extensions and has a maximum hydraulic reach of nearly nine metres.

And stones can usually be unloaded directly on the grave site.

No. 6



All South Monument Company's new HIAB 060 is mounted on an International 4600.



# HIAB IN AUSTRIA



Jandl Transport in Vienna has several Hiab cranes with lifting capacities ranging from 1.1 tonne-metres to 29 tonne-metres. The larger HIAB 290s handle heavy machinery and containers, as well as huts that are used at construction sites for temporary offices, change rooms, etc.







Franz Lammer & Co transports building materials for a number of different companies. But the majority of their 18 trucks mounted with HIAB 100s, HIAB 120/125s and HIAB 190s are used to deliver roof tiles from Bramac's factory in Pöchlarn to customers throughout eastern Austria.



Brindl Bau, a family operated construction and building material supply company in Bad Wimsbach Neydharting, an internationally famous health resort, owns one of the first HIAB 215-5s delivered in Europe.



Scharnstein, a tiny tourist village situated in the Alm valley, bought a 092-3 equipped with a personnel basket and a clamshell bucket to perform a wide variety of jobs within the community.





Kraftwerk Glatzing, a co-operative based in Schwanenstadt, has three Hiab cranes, including this new HIAB 205-3 mounted on a Unimog, that are used, among other things, to erect distribution poles and repair power lines.



Vienna's street car lines cover a total of 250 kilometres. And to help keep this vast system in good repair, the Vienna Transit Authority uses a HIAB 220-2 mounted on a Steyr truck.

To be able to lay pipelines in rough terrain for customers both in and outside of Austria, RW-Montage GmbH in Wels recently had three new HIAB 125-2s mounted on Zetor four-wheel drive tractors.





GREAT BRITAIN

## NEW DISPOSAL SYSTEM FOR CHEMICAL WASTE

BIFFA, one of England's leading waste handling companies, are now using a HIAB 090A and a specially designed Kinshofer hydraulic grab to dispose of environmentally harmful chemical waste.

In a pilot project that will soon be expanded to cover the entire country, specially constructed bins are placed at petrol stations, body shops, furniture finishing plants, etc.

And when these containers are full, the customer contacts BIFFA who quickly dispatches a truck with fresh

bins to replace them.

At the same time, the used bins are picked-up and hauled away to incinerators or other waste handling facilities where their contents can be disposed of safely.

No. 7

**A Kinshofer grab is used to handle chemical waste.**



GERMANY

## THE MOST EFFICIENT EQUIPMENT AVAILABLE

One of the leading construction companies in Germany is KLEBL in Neumarkt, Oberpalz.

They have over 1,000 employees and eight separate divisions that are active in almost every area of the building industry.

The constructural engineering division, for instance, builds things like bridges, industrial plants, government offices, subways and stadiums.

While the pipeline division is responsible for laying gas, oil and water lines, as well as constructing pumping stations, sewage treatment plants and waste handling facilities.

And yet still another division builds roads, airplane runways and parking lots.

What's more, KLEBL also have a 20,000 square metre plant that produces reinforced concrete and prestressed concrete units.

Plus a large building material supply centre that is used by both contractors and do-it-yourselfers.

Needles to say, a company involved in so many facets of the building industry needs the most versatile, most efficient equipment available.

Which is why KLEBL, who has been using Hiab cranes for over 15 years, was one of the first companies in the world to purchase the new HIAB 105K.

Like its big brother, the HIAB 140K, the HIAB 105K has been specially designed to handle building materials quickly and safely.

And features among other things, a patented, high-speed hydraulic chain-driven boom extension.

No. 8

**The HIAB 105K has a unique boom extension.**



**This is a crane that's been specially designed to load and unload building materials.**





DENMARK

# NORDJYSK HAULS HUTS ALL OVER EUROPE

One of the first HIAB 520s sold in Denmark went to Nordjysk Skurvognsfabrik A/S, a company that manufactures huts that are used at construction sites as temporary offices, canteens, changing rooms, etc.

"There's a tremendous demand for our huts all over Europe," says Finn Larsen who runs the firm together with his partner, Peter Christensen.

"From Bergen, in the north to Leipzig, in the south."

"To deliver them it's essential we have the right equipment," he adds.

"Our new HIAB 520-4 equipped with CombiDrive is mounted on a specially built Scania R 113 ML truck and we have a trailer so we

can haul two huts at a time."

"Because the roads at building sites in Europe are often difficult to get into with heavy loads, the truck is also equipped with a 7.5 tonne winch to pull it out of the mud."

Since Finn, who does most of the driving himself, is on the road between 100 and 150 days a year, he's added some extra comforts too.

"The truck has a Top-line cabin with a sleeping hut and a mobile telephone so I can keep in constant touch with both our customers and our plant in Hjallerup", he explains.

No. 9



Nordjysk Skurvognsfabrik's new HIAB 520-4 is mounted on a specially built Scania truck.

JAPAN

# LESS LABOUR IS NEEDED WITH HIAB O92-2 J

Before, K.K. Nanaho in Yamashiro got their new HIAB, a lot of the work involved in delivering the plasterboard they manufacture had to be done manually.

Because in many cases, after the heavy sheets of board were off-loaded at a job site they would then have to be carried up to the second or third floor of a building by hand.

But with a HIAB O92-2 J

equipped with a rotator and wallboard fork, plasterboard can easily be placed on the third floor of a building through a window opening.

And that means K.K. Nanaho gets the job done faster, and with a lot less manpower.

No. 10



K.K. Nanaho's new HIAB O92-2 J.



With the HIAB O92-2 J deliveries are made much faster.



## GERMANY

# REDUCE, RE-USE, OR RECYCLE HAS AN IMPACT

Koller and Geyer GmbH and Geyer Transporte GmbH, in Germany have come a long way since they first started business in 1945 with a single wood-gas fueled truck.

Today the firm, which is located in Hilgenreith, a small village near Deggen-dorf, has a large, modern fleet and over 50 employees.

In fact, the company is

growing so rapidly that between 1991 and 1993 they bought a total of 18 new hydraulic truck cranes – all of them from Hiab.

The newest of these cra-

nes are HIAB 120s equipped with remote control and a Kinshofer discharging attachment specially designed to handle containers that are used to collect a variety of recyclable waste materials.

Using this highly-effective system, Geyer collect about 400 cubic metres of glass bottles a day, as well as an additional 80 cubic metres of metal cans.

And that's from an area with a population of less than 600,000 inhabitants.

So, it looks like the international cry of reduce, re-use, or recycle is having an impact.

No. 11

**This HIAB 120 is equipped with a specially designed Kinshofer discharging attachment.**



## CANADA

# COMPANY'S NEW HIABS A SUCCESS IN SIBERIA

A new fleet of HIABs has given a Calgary, Alberta based firm an added edge when it comes to competing with some of their multinational rivals.

Canadian Fracmaster is one of several oilfield service companies in Canada

that's recently become involved in helping the Russian Government improve output at their wells in Siberia.

But working in this remote oil-rich region about 3,000 kilometres east of Moscow it's absolutely es-

sential that you have reliable equipment – and first class after sales support.

Which is why, Fracmaster decided to replace the stiff boom cranes they'd been using with more technically advanced, more dependable HIAB knuckle-

boom cranes.

The largest of these new cranes, a HIAB 480-5 mounted on a Kenworth six-wheel rough-terrain tractor truck is used primarily for handling heavy bags of silicone sand which are dumped into large hoppers and mixed with other chemicals.

This mixture is then pumped at high pressure down a well head causing the earth at the bottom of the oil well to fracture, thus improving the oil flow.

The company's lower capacity HIAB 220-2s are used to transport the pipes, elbows and other fittings necessary to connect pumper trucks and mixer trucks to the wellhead.

No. 12

**Canadian Fracmaster uses this HIAB 220-2 to lift pipes, elbows and other fittings.**





## SWITZERLAND

# SUPERIOR CONTROL WITH NEW HIAB 91 VALVE

A division of Meyer & Spinnler AG, a gravel company in Muttentz, outside Basel, recently had a HIAB 160-4 mounted on a Mercedes Benz pump truck to remove gravel from roofs.

Covering flat roofs with

plastic sheeting and a layer of sand, soil and gravel for insulation is quite common in Switzerland and other European countries.

But when there's a leak and the roof has to be repaired, the gravel must

be removed.

It's then hauled away to be cleaned. And when renovation is completed, the gravel is put back on the roof again.

Before they got their new HIAB 160-4 equipped with a

jib and the new HIAB Valve 91, Meyer&Spinnler needed an extra man to handle the hose that sucks up the gravel.

First the hose had to be hoisted up to the roof with a winch, and then held firmly in position. But it was a dangerous job due to the violent action caused by the gravel being sucked through the hose.

It took a lot longer to get the job done, and there was also a risk of the building's fasad being damaged.

But with the superior control characteristics of the new HIAB Valve 91 damage is no longer a problem.

And that extra man isn't needed.

No. 13

A HIAB 160-4 is used to remove gravel from a roof.



## PERU

# HIAB 140 PERFECT FOR PRUNING PALMS

The Jockey Club of Peru's track in Lima, the nation's capital, is one of the most beautiful equestrian racing facilities in South America.

But it takes a lot of effort to maintain the large grounds that surround the course.

For example, over 50 palm trees line the kilometre long road to the main entrance and they have to be pruned on a regular basis.

To do the job, teams of agile workers had to scale the trees, some of which reach as high as 15 metres above the ground, and cut off overhanging branches with machetes.

And that took a lot of time.

So, the Jockey Club contacted Malvex del Peru S.A.,

the country's Hiab dealer and asked for a better solution.

What Malvex suggested, was to use a HIAB 140A with two manual extensions plus a specially designed personell basket and an operator equipped with a Husqvarna High-Cutter.

As a result it took about 20 minutes to prune a tree, versus an hour and a half with the old method.

In addition, there was a lot less risk of someone getting hurt.

No. 14

Malvex supplied this HIAB 140A mounted on a Scania truck.





## ARMY GETS UNIQUE CRANE

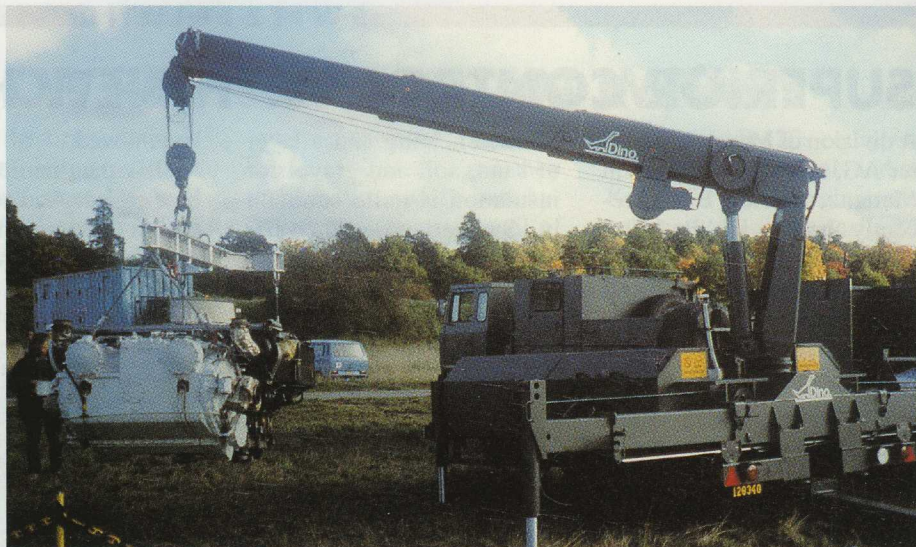
To increase the availability of armoured vehicles on the battle field, the tank regiments of the Swedish Army recently acquired a unique repair unit developed by MaskinTeknik AB in Sweden.

It's called The DINO Crane Trailer, and consists of a single-axle trailer and a specially designed 6.5 tonne-capacity HIAB telescopic crane with a hydraulic reach of 5 metres.

For extremely smooth operation, something that is absolutely essential for removing and installing heavy engines and drivelines with little, or no handling tolerances, there is also a hydraulic winch and pulley arrangement.

In most circumstances the crane, in common with certain other functions, is driven by an integral petrol engine.

An electric motor with a built-in distribution box also makes it possible to quickly connect the trailer to a generator



The Swedish Army's new DINO Crane Trailer.

or public power supply – a feature that provides tremendous tactical advantages.

Stability for the unit is provided by both fixed and extendable support legs.

And for precision handling, the crane is operated by radio remote control.

## GERMAN CONFERENCE STARTS WITH A BANG

Hiab Germany's annual dealers conference started off with a bang, thanks to several stuntmen from the Bavarian Film Studio outside Munich.

First there was an explosion, then flames.

Suspicious looking characters appeared from nowhere, shots rang out and a UNIMOG mounted with a new HIAB 060 came screeching around the corner.



Wow, what an entrance!

The next day the group boarded the HIAB Express for a chance to see the HIAB 060 again, along with several other new Hiab cranes.

They also had the opportunity to visit MAN to watch some of the company's newest trucks being tested, and have a guided tour through Kinshofer's plant in Marienstein.

This trip was of particular interest because Kinshofer, the leading European manufacturer of truck crane attachments, has recently entered into co-operation agreement with Hiab.



At the Kinshofer plant.

## CARGOTEC'S TEAM ATTENDS WORLD GAMES

The U.S.A. National Bandy Team traveled to Hamar, Norway for the World Bandy Championship Games this year thanks to the generous support of several large companies including Cargotec Inc., Hiab's American distributor.

The team started out well in the first round of the tournament, beating Canada, Hungary and Holland. But were defeated in the semi-finals by the Norwegians, who had the added strength of an enthusiastic home crowd.

Next year however, the games are being held in the U.S.A.



U.S.A. National Bandy Team.



## FLYING HIGH WITH HIAB

Hiab dealers and salesmen from all over France gathered near Lyon for four days in April this year to get a first hand look at a lot of exciting new Hiab products.

On show there were no fewer than seven new Hiab cranes, ranging from the 3.8 tonne-metre HIAB 035 to the 30 tonne-metre HIAB 300.

With the introduction on the market of the HIAB 035, HIAB 060, HIAB 081, HIAB 105, HIAB 110, HIAB 215 and HIAB 300, Hiab clearly establishes itself as the world's most innovative crane manufacturer.

And in spite of the ambitious schedule, there was still enough time left over for everyone who attended the event to enjoy a hot-air balloon trip over the surrounding countryside.



French dealers near Lyon.

## RUBBISH TURNS INTO A GOLDEN OPPORTUNITY

Rubbish that's dumped illegally on vacant lots, remote parklands and other out-of-the-way places, is creating an enormous problem in Japan.

In the past, stiff-boom cranes were used to remove the trash.

But illegal dumping is increasing all over the country and local sanitation authorities are looking for a more efficient way of dealing with the problem.

One of the solutions being consid-

ered involves using a HIAB 092-2 J and a MULTILIFT HL-5J demountable-system.

To have a closer look at how this method worked, several members of the Sanitation Department in Ono, Osaka recently attended a demonstration outside the city.

Needless to say, they were impressed with what they saw.

So was Yoshihiro Morizane, a sales-

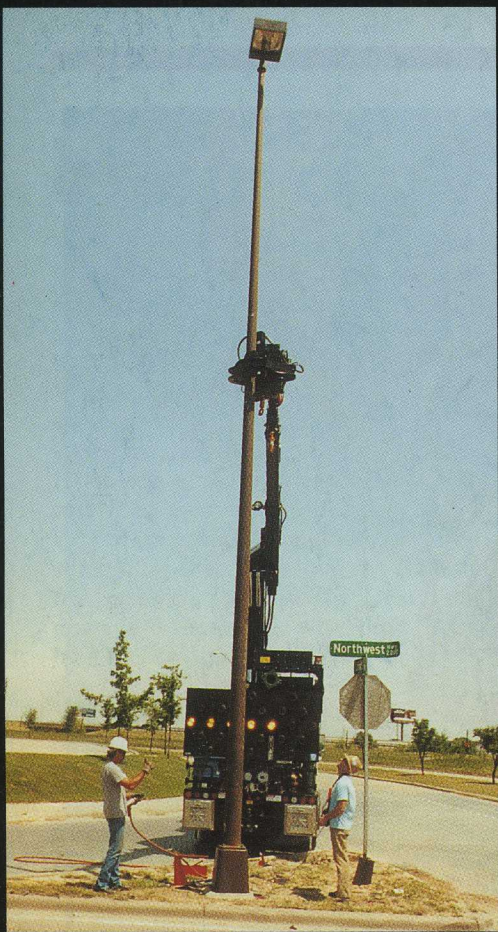
man at Kinki Loader Co. Ltd, the local Hiab dealer.

However, for Mr Morizane it was more than a demonstration. It was also a golden opportunity to take some great photographs, photographs that won first prize in this year's photo contest at Hiab Japan.



This and other photographs taken at demonstration of the HIAB 092-2 J won Yoshihiro Morizane first prize.





# MEET THE BOSS

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