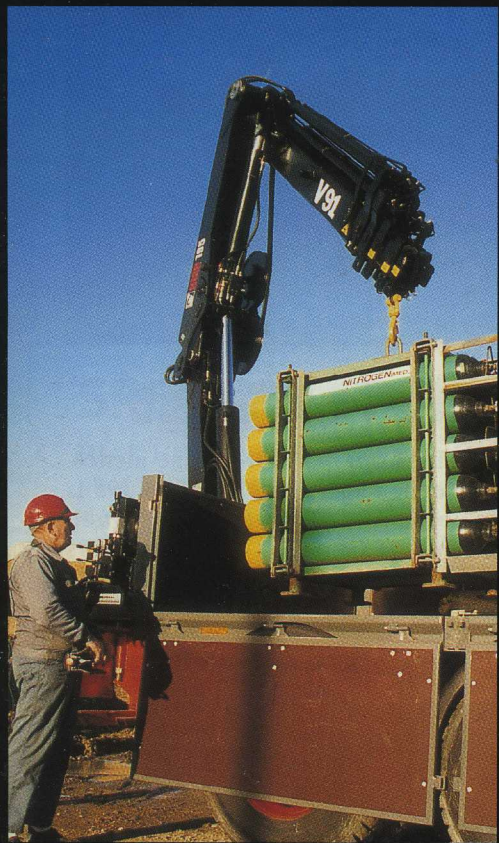




HIAB



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No. 47





HIAB METHOD

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S-824 83 Hudiksvall
SWEDEN**

OUTSTANDING SAFETY FEATURES

Hiab's newest cranes, the HIAB 175 and the HIAB 195, are both equipped with a number of outstanding safety features. The 17 tonne-metre HIAB 175, for instance, features HIAB Mini-SPACE, a unique electronic monitoring system which is now available for all HIAB cranes with lifting capacities

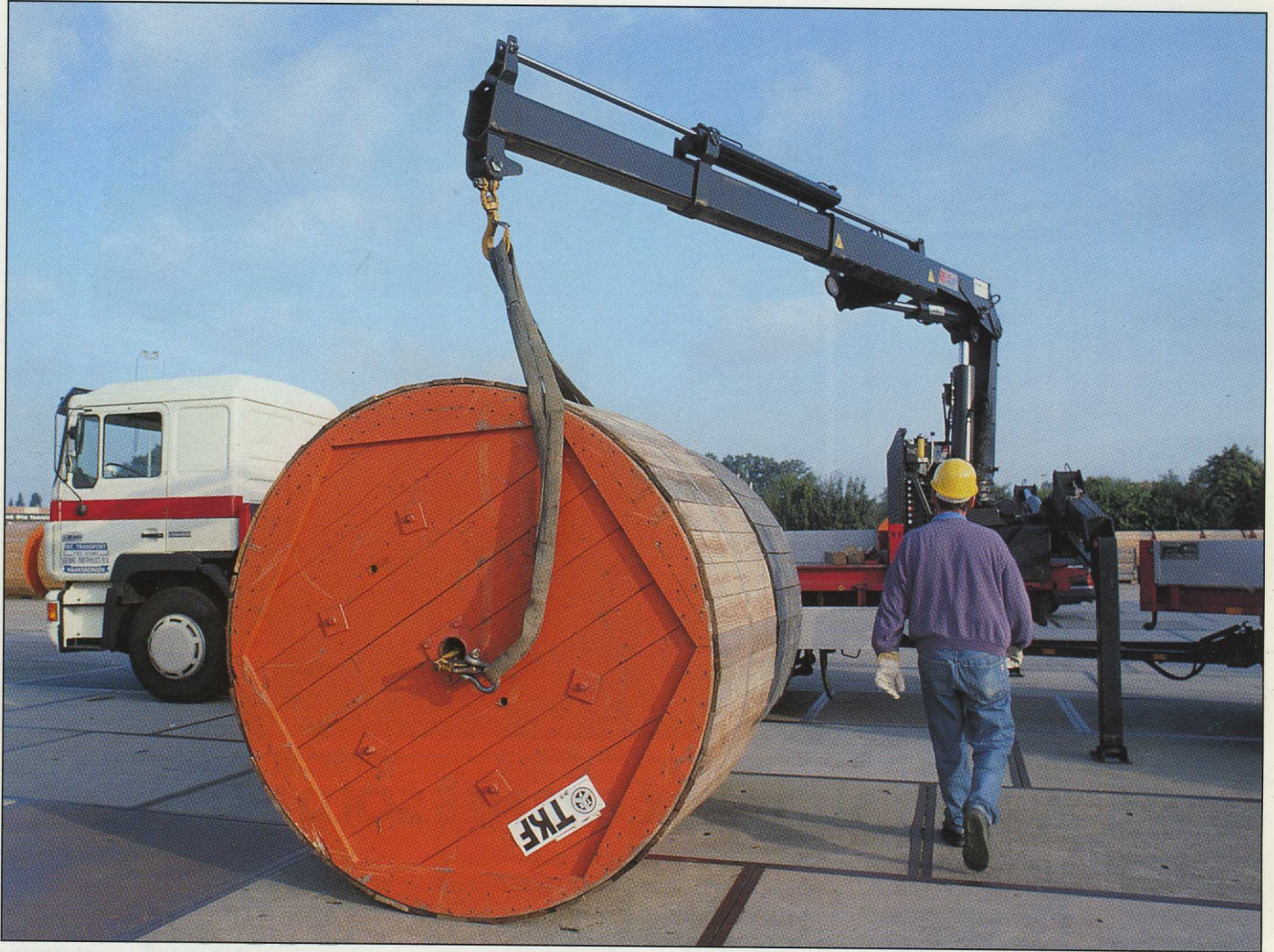
ranging from 4.5 to 17 tonne-metres. While the larger capacity HIAB 195 is equipped with HIAB SPACE Control, a safety system that offers operators everything MiniSPACE does and more.

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Hiab News

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SPECIAL REPORT FROM HOLLAND

HIAB Holland offers customers a complete range of HIAB cranes and a wide assortment of accessories through a well established sales and service network. It also has an experienced staff of engineers that are capable of coming up with efficient and economical solutions for a variety of highly-specialized material

handling applications. Plus a manufacturing plant that produces some of Hiab's most popular cranes, including the HIAB 060 and the HIAB family of Rol-loaders.

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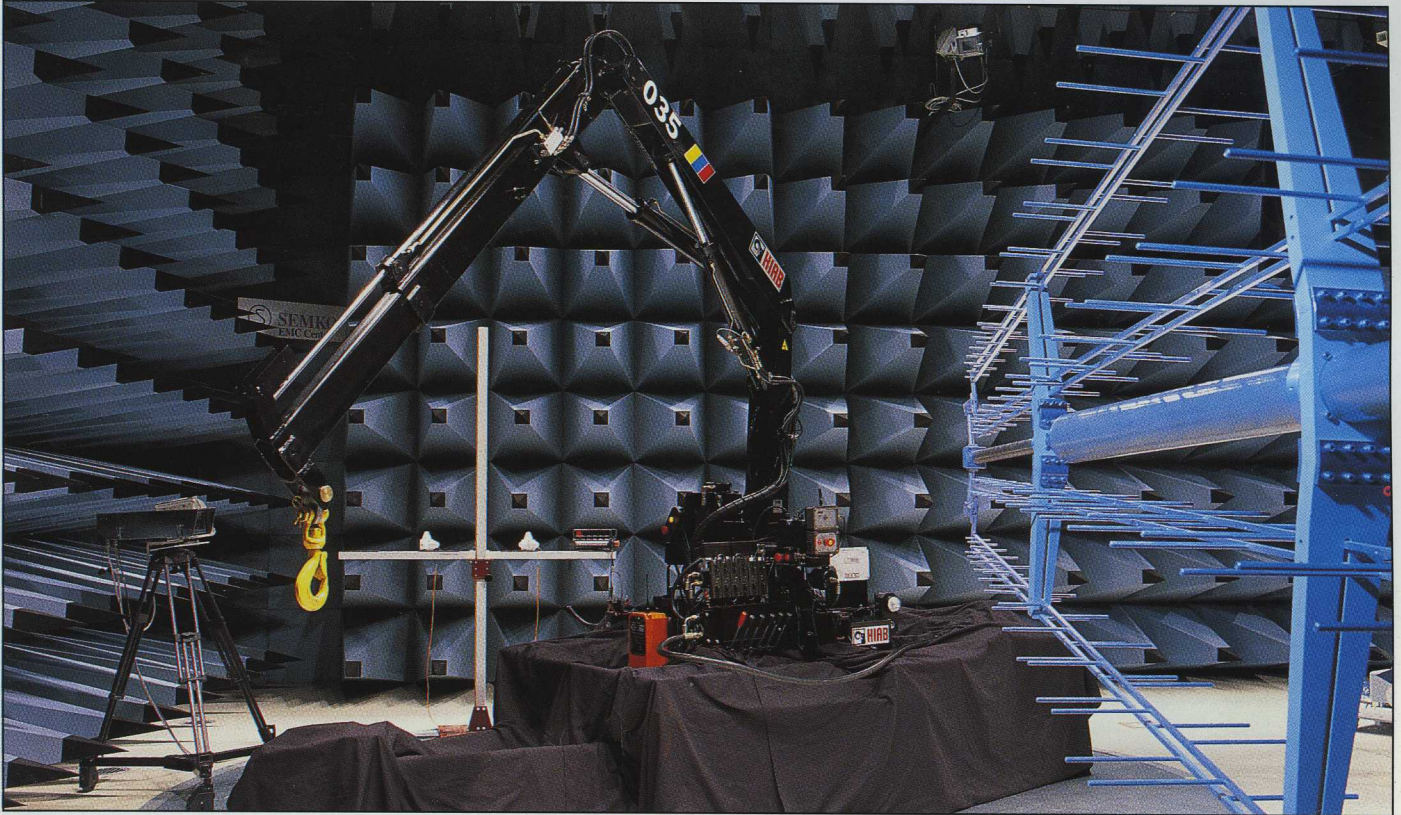
Government Sales

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Applications Around The World

Page 10



SEMCO laboratory testing makes certain that Hiab's cranes satisfy the new requirements regarding electromagnetic compatibility.

NEW LAWS FOR ALL TRUCK CRANES SOLD IN EUROPE

From January 1 this year all new truck cranes sold within the European Union (EU) and countries affiliated to the European Economic Area (EEA) must be CE-marked.

This symbol, which is affixed by the manufacturer, guarantees that the crane complies with the safety requirements adopted by the EU and laid down in their Machinery Directive.

But the way the Machinery Directive is interpreted may differ from crane manufacturer to crane manufacturer.

Hiab for instance has taken it very seriously, making absolutely certain that its cranes are equipped with all the safety systems and devices that are needed to comply with the law.

Other manufacturers however may

have taken the directive more lightly, which means that a buyer must check carefully to insure that his crane really does meet the new requirements.

In addition, it's important to note that starting January 1, 1996 new truck cranes must also satisfy the directive's requirements regarding electromagnetic compatibility.

In other words, a crane's electronics must not in anyway interfere with, nor suffer interference from, other electronic equipment – a demand Hiab's cranes already meet.

But according to a recent market survey most crane operators are unaware of this. And in fact, have very little knowledge at all about the new CE (Communauté Européene) marking law.

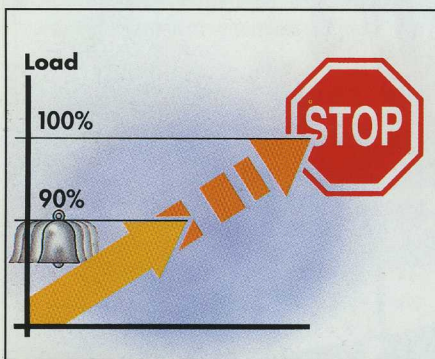
Which is surprising, because these new rules aren't just something that's been cooked up by European bureaucrats to make life tougher for crane manufacturers.

On the contrary. Hiab, for one, feels they're long overdue and should result in a lot of advantages for operators in the form of safer, more efficient cranes.

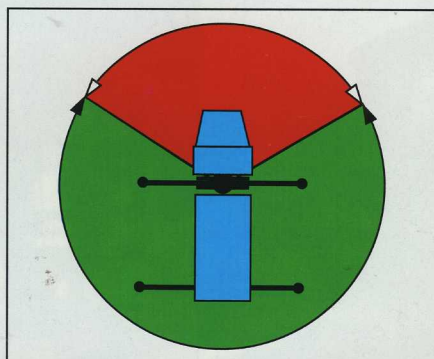
Then again, safety has always been very high on Hiab's priority list.

And it is why we've invested so much effort developing such things as the SPACE Control system, the revolutionary electronic safety system with an overload protection function that constantly monitors the position and movements of the crane.

No. 1



Hiab's overload protection (OLP) system warns the operator when he's getting close to the crane's limit.



OLP - stability (optional) gives warning when the crane is approaching a area in which it has insufficient stability.



A warning signal sounds when the crane is not properly parked and this minimizes the risk of accidents.

THESE NEW CRANES HAVE SEVERAL EXCEPTIONAL SAFETY FEATURES

There are now two new cranes in the Hiab family – the HIAB 175 and the HIAB 195.

And they've both been designed to significantly improve the ratio of crane weight to lifting capacity, thus increasing payload, productivity – and profits.

But that's just one of a multitude of improvements you'll find on the newest additions to the Hiab family.

The HIAB 175 and HIAB 195 also have advanced boom systems that allow up to five hydraulic extensions giving them a maximum hydraulic reach of over 14 metres.

And if you add two manual boom extensions, their reach can be extended to 18 metres.

Even more important, these cranes feature the latest technology and some of the most innovative safety features available today.

The redesigned extension cylinders, for instance, give much better speed plus a boom system that's entirely free from hanging hoses.

And new, larger slide pads with a lubricant (PTFE) incorporated into the material reduce friction on the extension profiles.

While clearance between the boom extensions and the slide pads can be easily adjusted from the outside, reduc-

ing play and allowing more exact movements.

Another great advantage with these cranes is that the location of the new extension cylinders (patent pending) provides a boom system with the lowest height at the boom tip. And as a result they can be much more easily manoeuvred in confined spaces.

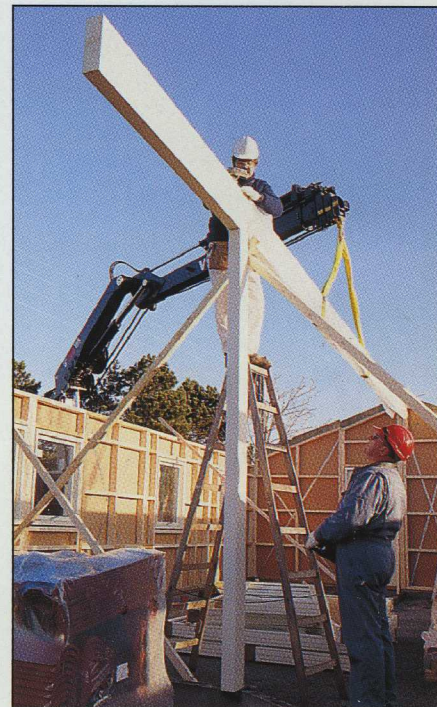
The smaller of them, the 17 tonne-metre HIAB 175, is also equipped with Hiab's new control valve, the HIAB Valve 50, a further development of the renowned Valve 40.

Plus HIAB MiniSPACE, a unique electronic monitoring system which is now available for all Hiab cranes with lifting capacities from 4.5 to 17 tonnes-meters.

Like HIAB SPACE Control, MiniSPACE features a micro processor that can be individually programmed to suit your particular needs and has sensors that constantly monitor the load, position and movements of the crane.

When the crane gets close to its limits, this overload protection function (OLP) warns the operator. If the limits are exceeded, the crane stops automatically.

The OLP function can also control the support legs, a winch, etc. And in the case of an emergency there is a button



CombiDrive remote control is standard on the HIAB 195.

situated on both sides of the truck that will stop the crane instantly.

The HIAB 195's SPACE Control system has, of course, all these features as well, in addition to several others, including a Pump Flow Distribution (PFD) function that distributes available pump flow automatically when you're running several functions at the same time.

No. 2



The new HIAB 195 is manufactured in Hiab's Hudiksvall factory, one of four Hiab plants in Europe with a certified quality assurance system that complies with the ISO 9001 (EN 29001).



The HIAB 8801/3 has been specially designed to work as a supply crane for tracked, automatic 15.5 cm guns.

A VERY VERSATILE SUPPLY UNIT THAT IS CAPABLE OF HANDLING EVEN EXTREME OFF ROAD CONDITIONS



The crane is equipped with a remote control system for precision handling.

A development of the HIAB 8801 featured in Method No. 45 has now been delivered to the Swedish Army.

And it differs from the original version in several respects.

First of all, the HIAB 8801 is mounted on a single-axle trailer and used primarily for heavy maintenance handling in the field.

The HIAB 8801/3, on the other hand, has been specially designed to supply ammunition for the tracked, automatic 15.5 cm gun used by the army's artillery divisions.

As a result, it is mounted on the rear of a Volvo BM A25C 6X6 Multi Purpose Carrier which is capable of travelling off road – even in the most extreme conditions.

In addition to supply work, the 24 tonne-metre capacity HIAB 8801/3 can also be used to handle other heavy loads such as engines, drivelines, etc that are

needed for maintenance and repair work.

It has a hydraulic reach of 6.5 metres and features a winch that ensures fine metering of the hook moments.

Plus a remote control system for precision handling.

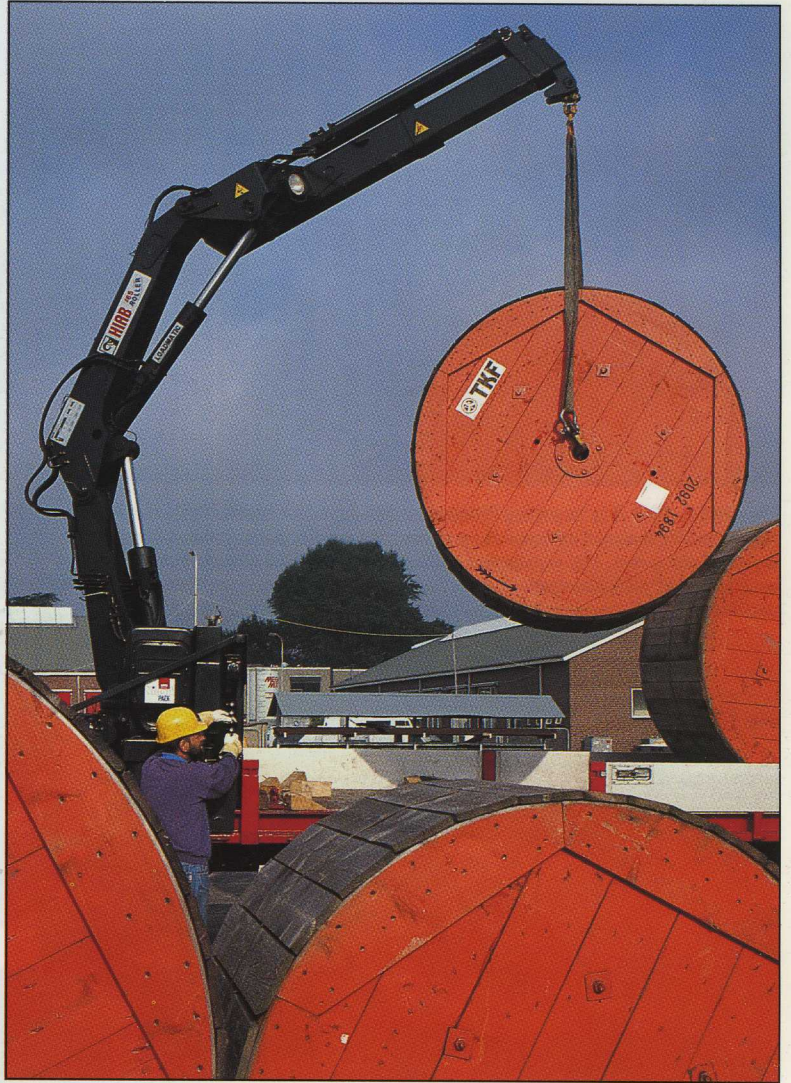
The crane, which has been designed for high availability and reliability, also meets the new European Machine Directive requirements.

What's more, a low temperature performance requirement of minus 35 degrees centigrade has been confirmed in a cold chamber test.

No. 3

THE LATEST TRANSPORT TECHNOLOGY

When you mention Holland, the first thing people think of are its canals. For centuries most of the goods produced and consumed here were transported by barges on a vast system of interlocking waterways. And many old Dutch transport firms' first "fleets" were the horses that walked back and forth along tow paths pulling these barges. Now however, like everywhere else, the bulk of goods are transported by road. And because of the fierce competition within the European Common Market, Dutch haulers are demanding the latest transport technology available plus highly-specialised material handling solutions. One company capable of meeting these demands is HIAB B.V. in Meppel. With a network of sales and service depots throughout the country they're able to provide customers with a wide range of products to fit their particular needs. HIAB Accessories B.V. also has a modern manufacturing plant in Holland, where they produce several crane models including the HIAB 165 Rol-loader. The one we see here is owned by Gebr. Sierhuis B.V., a transport company in Haaksbergen, and used exclusively to handle cable drums. But the strength and boom length of the HIAB Rol-loaders makes them ideal for loading and unloading almost any kind of heavy building material.





This HIAB 330-4 is used by Nederlandse Spoorwegen (NS), the Netherlands National Railway Company, to maintain and repair railway tracks in the Rotterdam area. It's equipped with a winch, HIAB CombiDrive remote control and HIAB SPACE Control. A short column was also specified so the crane could work inside Rotterdam's new Willems' Tunnel.



W. Herms and Sons, a family owned transport company in Epe, a small town in North Eastern Holland, use their new HIAB 105-2 equipped with a rotator and clamshell bucket primarily on contract jobs for the local municipal government. Specially designed for both cargo handling and bucket operation, the HIAB 105 features among other things an extremely compact boom system that allows a bucket to be easily stored on even a short truck bed.





To deliver a wide range of materials, Verhoef B.V., a building supply company in Maarsse, a small town just northwest of Utrecht, uses a HIAB 160-3 equipped with a rotator and a fork. The crane's impressive hydraulic reach (10.4 metres) makes it easy to unload tiles, insulation, etc exactly where they're needed. And that is something customers are demanding today.



The HIAB 060 is one of the most popular cranes in its capacity class. And when equipped with a variety of accessories. It can be used for a wide range of applications - everything from handling building materials and machinery to installing electrical equipment and collecting waste. The HIAB 060-2 at the left, for instance, is a familiar sight in Apeldoorn where it makes its rounds daily to pickup, empty and distribute the bins that are used by the city's sanitation department to collect various kinds of recyclable waste materials. While Bolier Machinefabriek in Dordrecht, on the outskirts of Rotterdam, use their new HIAB 060 (above) to handle the marine engines they sell and service.



HIAB B.V., Meppel has established a reputation for providing the best after sales service in the business.

SWEDEN

TELEPHONE COMPANY ACQUIRES 060 FLEET

Most of the telephone lines in Sweden run underground, however in a few areas overhead lines are still used.

To maintain these lines, erect poles and install new lines Telia, the Swedish Telephone Company, recently acquired a fleet of new HIAB 060-3s.

It's an exceptionally robust crane than can be used for either general cargo handling or bucket operation.

And with three hydraulic extensions it has a maximum

hydraulic reach of almost nine metres.

Telia's units are also equipped with two-man personnel baskets, earth augers and HIAB CombiDrive remote control systems.

Plus a hooklift system capable of handling a variety of tools and other equipment that's needed on the job.

No. 4

Telia's new HIAB 060s are mounted on Volvo FL6s.



A U S T R I A

IT'S A VERY RELIABLE CRANE WITH AN IMPRESSIVE HYDRAULIC REACH



Leopold Fetter, great-grandson of the company's founder.

Öbau Fetter was founded by the current director's great grandfather over 100 years ago.

Today it's one of the largest building material supply companies in Austria with more than 250 employees and several branch of-

fices scattered throughout the northeast part of the country.

Plus a giant D.I.Y. superstore and office complex on the outskirts of Korneuberg, a small town about 12 km from Vienna.

And over 10,000 square

metres of warehouse space.

"When a customer wants something he usually wants it right away," says Leopold Fetter. "And to be able to offer that kind of service we must have a lot of stock on hand."

"We must also have reliable equipment to deliver it," he adds.

"Which is why we've been using HIAB products for over twenty-five years."

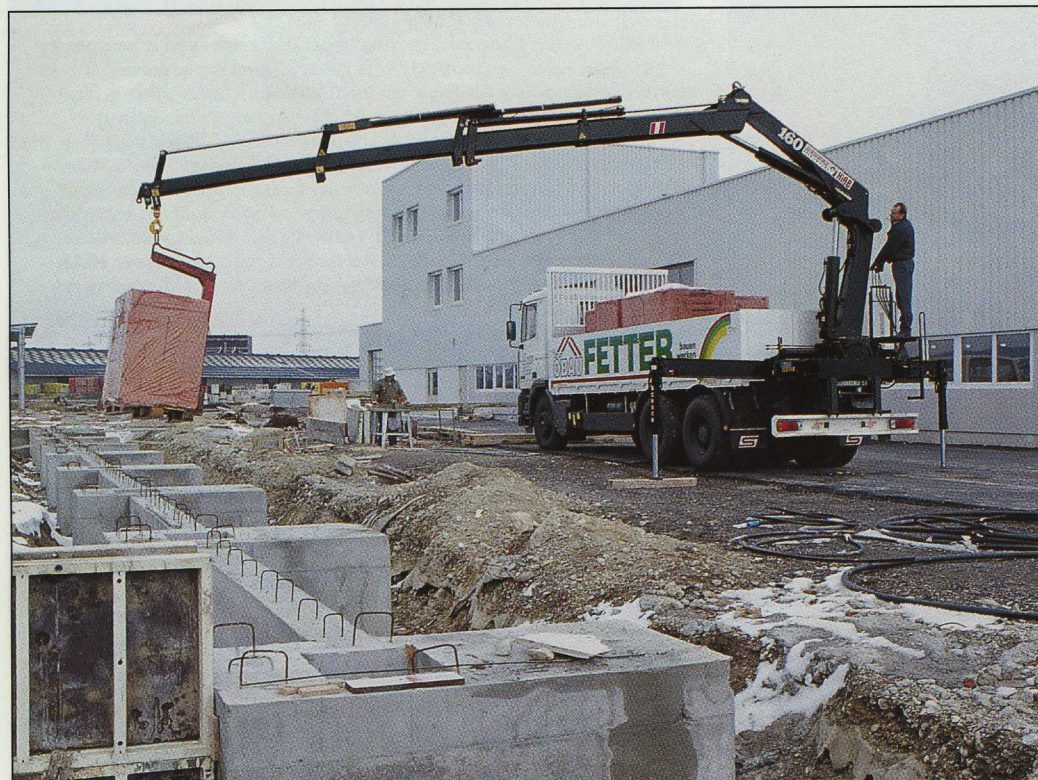
The latest addition to the Öbau Fetter fleet is a HIAB 160 which has an advanced boom system that offers extraordinary reach.

With four hydraulic extensions, for example, the crane has a hydraulic reach of over 12 metres where it is still capable of lifting almost a tonne.

It's tough too.

And features, among other things, a sturdy linkage system between the inner boom and the column to provide exceptional hook approach and lifting capacity close-in.

No. 5



The HIAB 160-4 is ideal for spot placing building materials.

TAYLOR TREES PROVIDES HIGH-TECH TREE CARE

Taylor Tree Care is one of the hottest little father-and-son tree companies operating in the Tulsa, Oklahoma area.

And according to the American trade magazines, it's also one of the most unconventional.

Because in spite of their enormous success, three and a half years after they first went into business, the Taylor's have still just one two-man crew.

But then again, they've also got one of the most high-tech tree care operations in the state.

Their business philosophy is simple.

Get in, do the job as quickly and efficiently as possible, and get out.

And it's done with only two people by relying heavily on the latest equipment available.

Like their new HIAB 300-5, a 200,000 ft/lb (30 tonne-metre) capacity class knuckleboom crane with five

hydraulic extensions that provides a vertical reach of 92 feet (28 metres) and a horizontal reach of 82 feet (25 metres).

"In the U.S., stick-boom cranes are a lot more common than knuckleboom cranes," says Gene Taylor.

"But the problem with a stick-boom is that there isn't room for anything else on the truck. The knuckleboom however can be easily installed behind the cab leaving lots of room for a chip box."

Gene installed his new HIAB 300 on a Chevrolet C-70 Kodiak tandem-axel truck chassis, then added a custom-made chip box that he designed himself.

And to complete the package had a special chipper built by Bandit Industries.

No. 6



The Taylor's new HIAB 300-5 has a vertical reach of 92 feet (28 metres) and is equipped with remote control.



The crane is installed behind the cab leaving lots of room for a chip-box Gene Taylor designed himself.

SWEDEN

NEW UNIT DESIGNED TO KEEP TRAINS ON TRACK



SJ's new unit was delivered by Autokaross in Floby.

The Borlänge depot in the northern district of Sweden's state-owned railway (SJ) has recently taken delivery of a new HIAB 215-2 mounted on a Volvo FL 10.

"The unit will function primarily as a maintenance vehicle," says SJ's Reijo Järveläinen.

"But it's extremely well equipped and can even handle minor derailments and

other emergencies."

"In addition to the powerful 21 tonne-metre capacity HIAB, which has a hydraulic reach of 7.7 metres, there's also a remotely controlled hydraulic winch," he adds.

"Plus several compartments behind the crane and under the chassis where gas tubes, tools and a wide range of other equipment can be stored."

No. 7

CANADA

HIABS HAVE A TREMENDOUS SECOND-HAND VALUE

Gord Sloane, an independent trucker in Lindsay, Ontario, a town of some 20,000 people 130 km northeast of Toronto, has been a Hiab customer for nine years.

"I've stuck with Hiab for two reasons," says Mr. Sloane. "Great service and re-sale value that's second-to-none."

"If I have any problems, Atlas Polar, the Hiab distributor here, bends over

backwards to fix it. But what's even more important to me is that when I want to sell a crane I know I'll get a good price."

"Hiab has got a great reputation in Canada," he adds. "And there's always a big demand for used product."

Mr. Sloane is also very impressed with the performance of his rear-mounted HIAB 215-4 equipped with a

6,000 lb. (2700 kg) winch, a personnel basket, remote control and the HIAB Valve 91.

With the HIAB Valve you get outstanding co-ordination characteristics along with greater precision, especially when your easing a load through those last crucial inches.

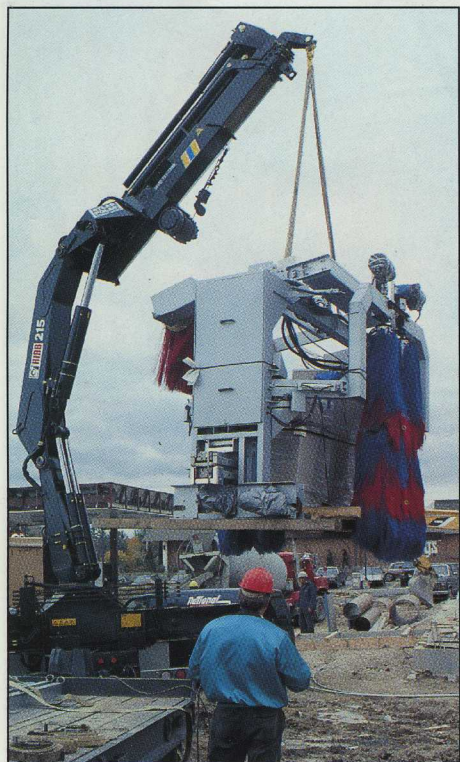
In fact, it's so different from a crane with a conventional valve that after you've used it for a while you'll

never want to go back to the old technology.

"The capacity and hydraulic reach of the HIAB 215-4 also enables me to perform a wide range of jobs," Mr. Sloane concludes.

"And that's what you need to do to keep alive in this business."

No. 8



Gord Sloane is able to perform a wide range of jobs with his HIAB 215-4 which has a hydraulic reach of 11.7 metres.

KOREA

CUSTOMER ORIENTATED

Hyundai Iron & Steel, Korea's largest steel producer, wanted an efficient method of removing slag from a cooling water drainage basin in their rolling mill.

At first they considered using a stationary crane with a clamshell bucket. But the size of the basin (40 metres long, nine metres wide and eight metres deep) meant it would have to be an extremely large crane and as a result extremely expensive.

So, instead they contacted the HIAB distributor in Korea, to see if they could come up with a more practical, more economical solution.

What they suggested was a HIAB 205-3 with a rotator and clamshell bucket mounted on a specially constructed, nine-metre wide, moveable platform capable of travelling a distance of 32 metres.

The unit is powered by two electric motors and, because the basin is located outside where temperatures can often drop to several degrees below zero, it is also equipped with a cabin.

No. 9



Hyundai Iron & Steel produces over 3,500,000 tons of steel a year at their rolling mill in Incheon.

GREAT BRITAIN

LESS RISK

To deliver cabins that are used as temporary offices, canteens, etc, Gatwick Plant, a haulage firm in Hoiley Surrey, uses a HIAB 280-4 equipped with a CombiDrive remote control.

CombiDrive allows the operator maximum freedom of movement when unloading the cabins in confined or cluttered areas such as construction sites.

And greatly reduces the risk of accidents.

No. 10



With HIAB CombiDrive these 4 tonne, 32 ft. (10 metres) cabins can be positioned with maximum safety.

THE BIGGER THE CRANE, THE BETTER THE WORK

Staffan Holmlund, from Örebro, Sweden has been getting a lot of interesting jobs since he took delivery of his new HIAB 870-6.

But that's not really surprising. Because when you have a knuckleboom crane with a lifting capacity of over 80 tonne-metres and a hydraulic reach of 17 metres you end up with jobs no one else can handle.

Like lifting one of the Swedish Marines' Vertol-107 helicopters – and at a much lower cost than with a mobile crane.

No. 11

The HIAB 870-6



NEW MOBILE CLEANING UNIT IS SHOWN AT LASTBIL '94

A new mobile cleaning unit attracted a lot of attention at the "Lastbil 94" truck show in Sweden last autumn.

DKT Renseteknik Aps, an engineering and trading company based in Varde, Denmark, developed the system to clean a wide variety of building surfaces.

Everything from stone, brick, and

concrete, to steel and glass. And the cost of using it is estimated at a mere 10 to 20 SEK (less than \$3 US) a square metre depending on the type of surface being cleaned.

It also works at an incredible pace using a HIAB 330-5 equipped with a jib, personnel basket and remote control handling a high-pressure rotating brush

capable of speeds of up to 300 sq. metres per hour.

Though still undergoing field tests with a Danish facade cleaning company, judging from the reaction at Lastbil '94 this system is going to be sought after both inside and outside Scandinavia.

No. 12



This new mobile cleaning unit, which was developed by DKT in Denmark, is equipped with a HIAB 330-5.

WELL EQUIPPED RESCUE UNIT

Engine No. 111 at Örebro's Fire Department is used primarily for rescuing people trapped in their automobiles after a traffic accident.

It's equipped with several hydraulic tools that can, for instance, quickly cut off the roof of a vehicle to get at someone who's badly hurt and requires immediate medical attention.

Plus smaller hydraulic clippers for cutting off gas pedals, brake pedals, etc. where victims feet are often caught.

And, last but not least, a rear-mounted 9 tonne-metre capacity, remotely controlled HIAB 090 AW with a hydraulic reach of 7.2 metres.

No. 13



No. 111 has a HIAB 090 AW with a hydraulic reach of 7.2 metres.

NEW HIAB 550 AT IAA EXHIBIT

Last September visitors to the IAA, the world's biggest truck and transport equipment exhibition, had the opportunity to see a lot of exciting new Hiab products including the HIAB 550.

This crane features the absolute latest technology including an automatic electronic link situated between the inner boom and the column that increases close-in lifting capacity significantly.

And the HIAB Valve 91 and HIAB CombiDrive remote control are standard.

What's more, when fitted with a jib and manual extensions the HIAB 550 has a maximum reach of 24 metres and a maximum lifting capacity of 18 tonnes.

No. 14



The grand prize being loaded on deck before the Empire Sandy set sail.



The new HIAB 550.

CANADA CELEBRATES 50 YEARS OF SUCCESS WITH A LAKE CRUISE

One of Hiab's oldest distributors, Atlas Polar Co. Ltd. of Canada wound up their "50 Years of Success" contest with an afternoon cruise on Lake Ontario.

About 150 Hiab customers were welcomed onto the Empire Sandy, Canada's largest tall ship, by Atlas Polar's President, Bob Parr and thanked for their support over the years.

Then Ulf Åhman, the president of HIAB AB in Sweden, presented the winner of the contest, Ron Breen of Big "O" Inc, a manufacturer and distributor of drainage pipes in Exeter, Ontario, with a new HIAB 035-2.

Solid gold Canadian Maple Leaf coins were also given to five second-prize winners:

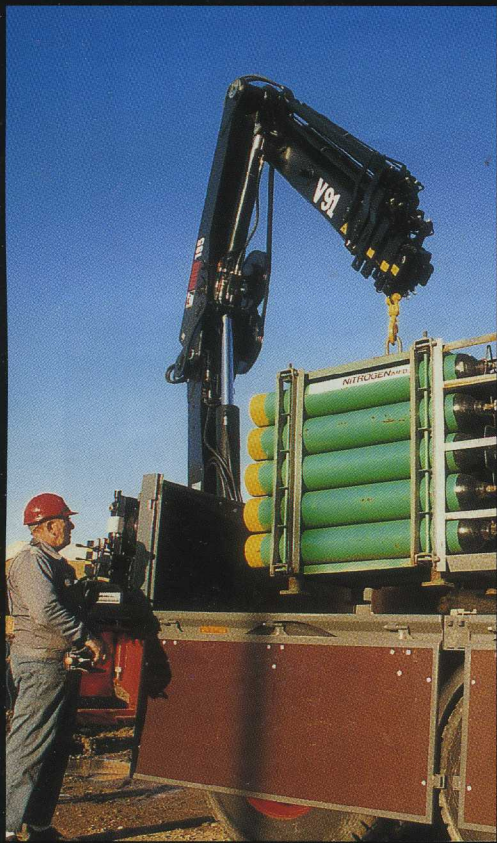
Ed Doerksen, Barkman Concrete Ltd.; Eric Zondervan, Parliament Building Suppliers; Paul Mason, Mason's Masonry Supply; Gilles Forget, Claude Forget Inc.; Alfred Cormier, A.P. Concrete Products.

And the rest of the day was spent being entertained by a magician listening to music, sampling a variety of both Swedish and Canadian foods and enjoying the scenery.

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MEET THE D

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