



# HIAB

# METHOD



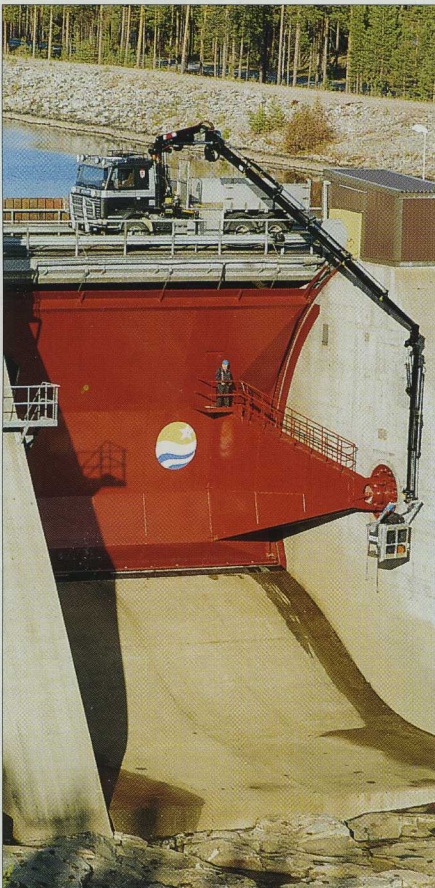
# 48



## TWO EXCEPTIONALLY TOUGH NEW CRANES FOR NORTH AMERICA

The heavy-duty HIAB 210 K and HIAB 2650 have been specially designed for North America. What's more, both new cranes feature an impressive array of standard features including redesigned extension cylinders for greater speed and patented double load holding valves that provide smooth load lowering plus zero creep.

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HIAB AT WORK AROUND THE WORLD



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## CRANE OWNERS IN ICELAND NOT ONLY SURVIVE, THEY PROSPER

It's a small country with a population of just over 400,000 people. It also has some of the most extreme weather conditions on the globe. But with the right equipment, crane owners in Iceland not only survive, they prosper. And Hiab's local distributor, Brimborg h.f. in Reykjavik makes certain they get the right equipment.

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The New HIAB 115

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## HIAB METHOD

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**HIAB AB,**  
**S-824 83 Hudiksvall**  
**SWEDEN**



The HIAB 2650 has the new six-function HIAB Valve 50 which controls all boom movements as well as providing added overload protection.

## NEW HIAB CRANES SPECIALLY DESIGNED FOR THE NORTH AMERICAN BUILDING SUPPLY INDUSTRY

Hiab has two new articulated truck cranes in its product line that have been specially designed for the North American building supply industry.

The first is the HIAB 2650, a heavy duty crane with a hydraulic reach of 49 ft.

(15 metres) and a boom tip height of 61 ft. (18.5 metres) so that it can easily take a full load of materials up to the sixth floor. This crane features a unique boom system where the lengths of the boom sections are specially adapted for

handling wallboard and palletized building materials.

What's more, the outer boom uses a single cylinder, proportional double boom extension system for long reaches at extra high speed. And crane strength is maximized throughout with the optimum boom overlap in all positions.

The HIAB 2650 is also equipped with the new six-function HIAB Valve 50 which controls all boom movements and provides added overload protection.

Plus constant flow control which gives the operator smooth, precise command of the crane.

There's even a separate four function outrigger valve with cross mounted controls that allows control of the individual beams and legs from both sides of the truck (overseas markets only).

Another standard feature on the HIAB 2650 is the patented double load holding valves that are mounted on inner and outer boom cylinders for zero creep, hose rupture protection and smooth load lowering under low pump pressure. And all hoses and plumbing have standard North American JIC fittings.

More important, there are no external hoses on the boom extensions because



The new HIAB 210K can be easily stowed between the forming cages. Both these cranes have standard North American JIC fittings on all hoses and pipes.

all hoses are protected inside the outer boom with Hiab's patented hose transfer arrangement.

Options and accessories include fully proportional cable or radio remote control systems, hydraulic rotators and tilting wallboard fork attachments.

The second crane, the 21 tonne metre HIAB 210 K, has been built specifically for handling the cages used in the concrete forming industry. And it is designed so that it can smoothly and easily position forming cages weighing 1900 lbs. (approximately 865 kg) up to 58 ft. (17.5 metres) from the truck.

The boom's geometry also allows an operator to work straight out fully extended and unload cages from next to the crane.

What's more, with a new balanced rack and pinion slewing system with floating pistons, the 210 K has enough torque to rotate a full load up a four degree slope at full reach.

And a 450 degree of rotation allows for easier positioning of the cages.

There's also an offset mounted top-seat which gives excellent visibility for quicker, safer cage handling.

While two joy sticks and a foot pedal provide superior control of all lever movement. Fully hydraulic out and down outriggers are also operated

from the top-seat.

And all boom movements are controlled by Hiab's special pressure compensated 91 Valve with load sensing control.

So regardless of the load, pressure or other functions being used, this valve delivers fast, precise and consistent control.

There's also a built in, thermostatically controlled oil cooler to keep the crane's oil temperature stable during hot summer days.

Other features include:

Patented double load holding valves mounted on the inner and outer boom cylinders.

A boom width of only 14" (0.35 metres) allows the crane to be easily stowed on the truck between the forming cages.

And, of course, like the HIAB 2650, there are standard North American JIC fittings on all hoses and pipes.

The HIAB 210 K and the HIAB 2650 have also been tested and certified to DIN 15018 B3 and are manufactured under a strict quality assurance system that complies with ISO 9001.

No. 1



With its new balanced rack and pinion slewing system the HIAB 210 K has enough torque to rotate a full load up a four degree slope.



To provide a more efficient working environment, both the HIAB 115 and HIAB 135 are equipped with HIAB SPACE Control.

## HIAB LAUNCHES TWO MID-RANGE CRANES EQUIPPED WITH SPACE CONTROL AND THE HIAB 91 VALVE

Hiab has introduced two new modern mid-range cranes, the 11 tonne-metre capacity HIAB 115 and the 13 tonne-metre capacity HIAB 135.

And to provide operators with a more efficient working environment, they have both been equipped with HIAB SPACE Control.

SPACE, which stands for Speed, Payload, Accessories, Certification, Electronics

was primarily designed to make crane operation safer.

But when combined with a HIAB CombiDrive remote control system and the HIAB Valve 91, which is fitted on both cranes, it also considerably enhances total crane performance.

There's a Pump Flow Distribution function (PFD), for instance, that distributes available pump flow automatically when

running several crane functions at the same time.

Plus a Load Operated Speed Function (LOS) that increases lifting capacity by 10 to 15%.

And a built in diagnostic system.

All in addition, of course, to the over-load protection function (OLP) that constantly monitors the load, position and movements of the crane.

Other standard features on these cranes include:

A very sturdy cast base with a rack and pinion gear in an oil bath and flanged slewing cylinders.

Heavy duty extension cylinders. And new load holding valves that virtually eliminate jerky lowering movements and lock the boom in position even when the crane, or truck are tilted.

What's more, the HIAB 115 can be equipped with up to three hydraulic extensions allowing a maximum reach of 9.3 metres.

While, with four hydraulic extensions, the HIAB 135 has a maximum reach of 12.2 metres. The HIAB 135 also has a robust linkage system, situated between the inner boom and the column, that provides exceptional hook-approach and close-in lifting capacity.



With three hydraulic extensions, the HIAB 115 has a reach of almost 9.5 metres.

## VOLCANOS AND EARTHQUAKES

It's a harsh land. A land of volcanos, earthquakes, glaciers and extreme variations in temperature. But crane owners here have learned what it takes to survive, even prosper. For instance, because the ice does so much damage during the winter months, many crane owners get a lot of work in the summer repairing roads and sidewalks for local municipalities. It's not enough however to make up for the short, dark days of winter. To do that, you have to work long hours and need a crane capable of performing a wide variety of jobs. Which is why Hreidar Gislason (left) in Akureyri, Iceland's fourth largest town, equipped his new HIAB 195-4 mounted on a Scania 140 with Combi-Drive radio remote control and a 600 litre clamshell bucket. Then added a personnel basket so that he can handle everything from spreading asphalt and maintaining the town's street lighting, to laying cables, painting houses and hauling waste containers. Often Hreidar works together with Kristjan Bergur Arnason (below) who also has a HIAB 195, mounted on a MAN front-wheel drive, 3-axel truck, fitted with a 600 litre clamshell bucket, HIAB CombiDrive radio remote control and a two-man personnel basket.









Petur Jonsson (top of opposite page), who we see here working in front of Akureyri's oldest house, also uses his HIAB 160 to do a lot of work for the community. But the majority of his time is spent installing the pipes that are fed by Iceland's natural hot springs and provide inexpensive heating for most of the homes in town. While, to work for Kopavogur, Reykjavik's largest suburb, Jon Christensen (bottom of opposite page) had his HIAB 105 equipped with CombiDrive, a personnel basket and a fork, mounted on one of the first 4 x 4 Volvo front-wheel drive trucks sold in Europe. Kristjan Juliusson (above and right) on the other hand works wherever he's needed and handles almost anything. In fact, they call him "the King of Iceland". Because for a long time he was the owner of the biggest truck mounted crane in the country, a 55 tonne-metre capacity HIAB 550-6 equipped with six hydraulic extensions reaching over 24 metres. And last, but not least, the HIAB 071 loading gravel (top of this page) is owned by Reykjavik's road works department and kept continuously busy during the summer months repairing the 50 kilometre stretch of highway from Keflavik, Iceland's international airport, to the country's capital of Reykjavik.



SPAIN

# THE JOB IS DONE FASTER AND WITH LESS DAMAGE

Transportes Velázquez, a haulage company in Gran Canaria, the largest Island in the Canary Islands, bought their first crane shortly after the HIAB 2070 was launched 14 years ago.

Today they have nine HIAB cranes in their fleet including one HIAB 190 AW, five HIAB 260 AWWs, two HIAB 280-5s and one new HIAB 330-5.

"We bought the HIAB 280s because we were very impressed with the SPACE system," says the company's owner José Velázquez.

"And had them both equipped with HIAB CombiDrive."

Most of Transportes Velázquez' work consists of handling building materials which often have to be manoeuvred through doors and windows at construction sites," he continues.

"With the combination of SPACE and CombiDrive our operators do the job a lot faster and with a lot less damage."

No. 3

**Transportes Velázquez has nine HIABs in their fleet.**



NORWAY

# CUSTOMER DEMANDED A SAFE, RELIABLE CRANE

Terje Halsan Ltd., in Glomfjord, recently had a new HIAB 330-5 mounted on a MAN 26422 Commander by Transportindustri, Hiab's distributor in northern Norway.

"Safety was the major factor in our final decision," says the company's director, Kristen Halsan.

"Because this crane was bought primarily for contract work at Hydro Agri, one of Scandinavia's largest producers of fertilizer, and they have a strict control system to

make certain their suppliers use the safest equipment possible."

"But we were also looking for a reliable crane," he adds.

"A crane that could work two shifts a day with a minimum of problems and perform a variety of jobs, everything from handling heavy building materials and moving bulky machinery to maintaining overhead lines. Quickly and efficiently."

No. 4

**Terje Halsan's new HIAB 330**



CANADA

## MUCH EASIER TO DELIVER WITHOUT ON-SITE HELP

Big "O" Inc. in Exeter, is recognized throughout the province of Ontario as a leader in the development and manufacturing of specialized containment systems for water, chemicals, etc.

And for the last ten years they've been able to provide a much appreciated value added service for their customers by delivering their products with a fleet of HIAB cranes.

Before selecting HIAB for his company, Mr. Ron Breen, the Vice-President of Big "O" Inc. talked to several businesses in his area that used Hiab in their day to day operations.

And what he already had heard, that HIAB was an extremely reliable crane and that the Canadian distributor, Atlas Polar had an excellent service record was quickly confirmed.

Mr. Breen explained that the company's HIAB cranes are an essential tool for the com-

pany because they enable them to deliver product easily, and quickly offload on site.

"There is no need for customers to offload," he says.

"We deliver to all kinds of places, in all kinds of conditions and are able to place the product exactly where it's needed.

He adds that the cranes are also used to load trucks back at the yard freeing up other equipment. And several of them, including their new HIAB 205, are equipped with remote control systems which give the operator the freedom to move large, bulky objects like culvert pipes or storm sewers into position without the need for on-site staff.

No. 5

**Big "O" delivers products exactly where they're needed.**



SWEDEN

## IMMEDIATE DELIVERY OF PARTS GUARANTEED

"I had a lot of problems when I first went into business six years ago," says Tony Lundin who runs a small haulage firm in Ösmo some 30 kilometres southwest of Stockholm.

"Something was always going wrong with the crane I'd bought and it was very difficult to get spare parts."

"That meant a lot of downtime, something no one can afford when their just starting out," he adds.

"So when it was time to buy a new crane, I got a HIAB. If I had any trouble, they guaranteed spare parts would be available the next day."

Mr. Lundin's new HIAB 550-5, mounted on a Volvo FH12, is equipped with HIAB CombiDrive, the world's most advanced remote control for truck cranes.

"I handle a lot of heavy machinery," says Tony.

"But most of my work, perhaps 90% of it, consists of transporting ISO containers and portable cabins that are used as work huts, offices and canteens at construction sites."

"So having CombiDrive is a real advantage," he explains.

"Because not only does it give me complete freedom of movement for smoother, safer lifts.

But for precision handling, with a simple click of a button, I'm able to preset the maximum speed of each individual crane function."

No. 6

**The HIAB 550-5 is equipped with HIAB CombiDrive for precision handling.**



**BULGARIA**

**POWER, PRECISION AND SO EASY TO OPERATE**

Plama Ltd., Bulgaria's second largest oil refinery was having a lot of trouble with the overhead lines in their factory near the town of Pleven.

Because in order to maintain these lines, which run a total of a thousand kilometres and are often as high as 30 metres up in the air, they had to rent a stiff boom crane from another town.

And that was a slow, time consuming process.

Furthermore, they also needed a more efficient method to lift and transport generators and other heavy equipment used at their oilrefinery.

The solution was to have a HIAB 330-5, the first SPACE crane sold in Bulgaria, mounted on a Bulgarian built 33 tonne, Liaz-

Madra truck and equipped it with a two-man personnel basket plus a HIAB Jib 90 with three manual extensions.

"What impressed us most was that a crane with such tremendous capacity and reach could be handled with such precision," says Ivan Todorov, Plama's Chief Power Engineer.

"And it's so easy to operate."

No. 7

**Plama's new HIAB 330-5 on exhibit at the Plóvdív Fair prior to delivery.**



**NORWAY**

**IT HANDLES A VARIETY OF WORK EFFICIENTLY**

Tom Oppegaard, a member of the Transport Centre in Lilliestróm, recently had a HIAB 195 mounted behind the cab of a new Volvo FH 12.

"I use the unit for a wide range of jobs," says Mr. Oppegaard. "No two days are the same."

"Lately, for example, I've been getting a lot of work hauling a variety of building materials to a new airport and tunnel that are being built at Gardemoen, about 30 kilometres north of Oslo," he adds.

"But I also have a contract to remove out-of-date carwash systems from gas stations and replace them with new, more modern machinery."

HIAB SPACE Control is a real plus with this type of work he explains because the machinery is very expensive and must be handled with

extreme care.

"You know the system's OLP function is continuously monitoring the load and the crane's movements," he says. "And if there's a problem you'll get ample warning."

In addition to the HIAB 195, which has a maximum hydraulic reach of over 14 metres, Mr. Oppegaard has also fitted his unit with a galvanised truck bed he designed himself.

And added a Höglund's "truckbed top lock" so that the crane can be detached from the truck in less than 15 minutes.

No. 8

**HIAB's SPACE system constantly monitors the load and the crane's movements.**



**TAIWAN**

## CONSTANTLY INVESTING IN NEW TECHNOLOGY

Cheng Shaun in Taichung, Taiwan has been one of the country's leading recycling companies for years.

And one of the primary reasons for their success is that they are constantly investing in new technology.

The most recent addition to their fleet is a HIAB 125 equipped with a scrap grapple and mounted on a new Scania P113 that's used to transport over 700 tons of waste paper a year.

The company also has a

HIAB 140 A WV and a HIAB 090 A WV.

"And we'll keep buying HIABs because it's the most reliable crane you can get", says the company's owner Mr. Liang."

"We're also very impressed by the quality of service provided by the local HIAB distributor, Hy-Force Corporation."

No. 9

**The most recent addition to Cheng Shaun's fleet.**



**SWEDEN**

## HIAB 195 CUTS LABOUR COSTS CONSIDERABLY

Sandlings Haulage Co. is a small, family owned company situated in Vuollerim close to the polar circle.

And their biggest customer is Vattenfall, Sweden's largest electricity company, where they use their HIAB 195 equipped with a jib and personnel basket to inspect the sealing jointing of the sluice gates.

This is a job that was previously done by first erecting wooden scaffolding – a task that was both time consuming and labour intensive. So as a result,

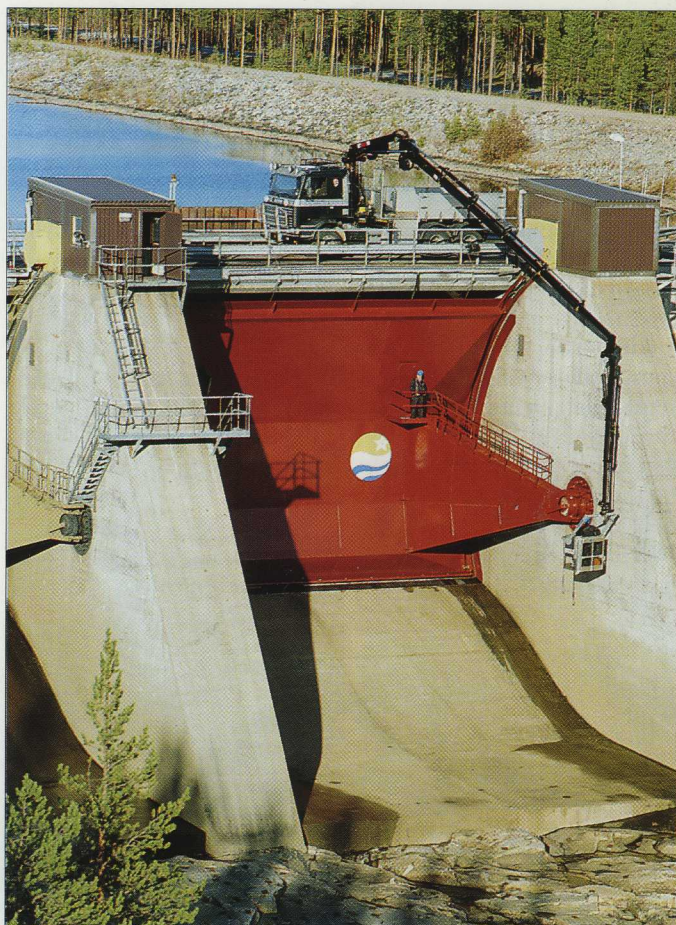
costs have been cut considerably.

In addition, the crane is also equipped with a winch used for clearing away inlets to the power station at 20 to 40 metres depths.

Divers are sent down to pick up the debris that gathers in these inlets and put it in a specially designed basket which is then hoisted up by the winch.

No. 10

**Sandlings' biggest customer is Vattenfall.**



JAPAN

## URNS THE OPERATION INTO A ONE MAN JOB

Last year, Komatsu working closely together with Kasei Kenzai, a leading Japanese panel maker, developed a new machine to install paneling in private homes.

And already over 60 of these units are in operation throughout the country.

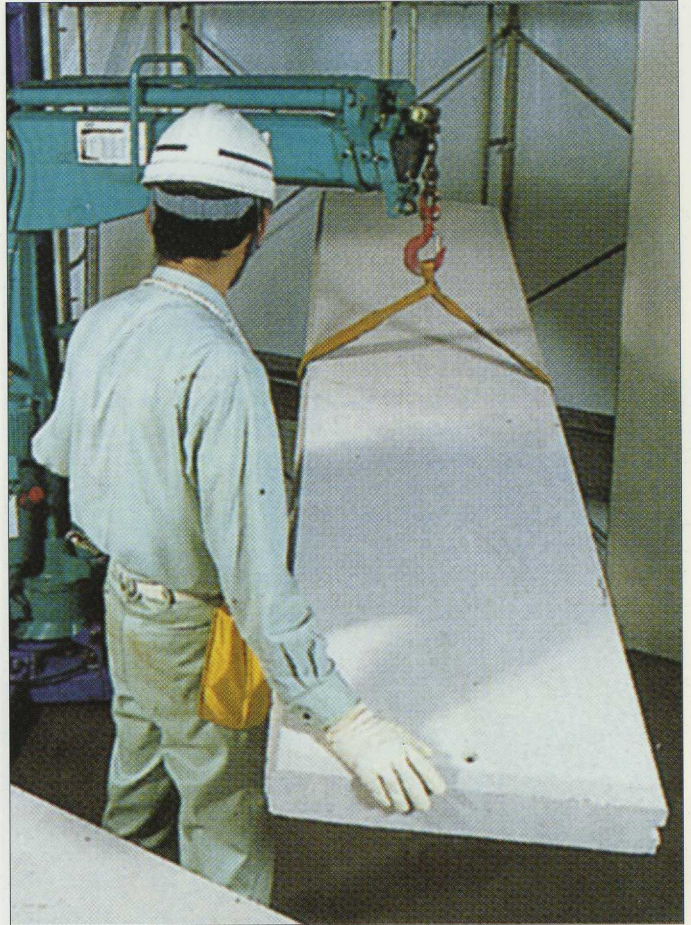
Incorporated into the design is a HIAB 015 with a wireless remote control system which has a lifting capacity of 150 kg and allows one man to handle partitions and external panels by himself.

With the crane's working radius of 3 metres there's also no problem manoeuvring the panels in confined areas.

What's more, the unit is light enough that it can be moved from room to room on casters and small enough to be easily transported in a van.

No. 11

**This machine was designed by Komatsu.**



GERMANY

## SPECIALLY DESIGNED FOR BUILDING MATERIAL

The HIAB 175 K and HIAB 300 K, two new cranes specially designed to handling heavy building materials were on display at BAUMA, the world's largest exhibition of building machinery.

And shortly after the show, Hiab-Multilift GmbH started delivering them. The first HIAB 175 K went to Gebhardt Ltd, a building material supplier in Markt-heidenfeld. While the first HIAB 300 K is being used at a sand and stone plant in

Neubrandenburg. Both these cranes have a patented chain mechanism to allow double extension using just one cylinder and an ergonomically designed top-seat control.

They're also equipped with the HIAB Valve 91 that features a load independent speed system so that the crane's working speed corresponds exactly with the crane's lever position.

No. 12

**These cranes both have new top seat controls.**



G R E A T B R I T A I N

## HIAB IN THE UK FOCUS ON A FRESH APPROACH

The theme of a summer sales conference for Hiab U.K. Limited's sales staff was "a fresh approach for a new company".

The two-day event which was held at Barford in Warwickshire reinforced the company's commitment to providing first class after sales support.

They also announced that a new twenty-four hour, 365 day a year emergency service, Hiab Hotline was being established.

It will be handled from five depots around the UK and Erie in co-operation with Cargotec UK and employ a total of 34 mobile service fitters and 56 service fitters.

Seven fully equipped parts vans will also be at its disposal to ensure rapid response to any problems.

A special sales campaign

was the final item on the agenda at the conference.

A campaign that will include, among other cranes, the HIAB 071.

"The combination of the HIAB 071 and the JCB Fastrac 125 high speed tractor is becoming particularly popular here," says Darin Tudor, Marketing Manager of HIAB U.K.

"Especially with local authorities and utility companies like Eastern Electricity who are finding them invaluable as fast response maintenance vehicles."

No. 13

**One of UK's largest power company's, Eastern Electricity, recently took delivery of a new HIAB 071 equipped with an earth auger.**



F R A N C E

## NEW SPARE PARTS CENTRE ESTABLISHED IN EUROPE

First class after sales service has always been a top priority at Hiab and an important part of providing that service is the fast, efficient distribution of spare parts.

That's why Hiab has entered into an agreement with Caterpillar Logistic Services Inc, a wholly-owned subsidiary of Caterpillar Inc.

CLS's multi-client facility in Metz, will provide warehousing and transportation management service for the distribution of all Hiab replacement parts in Europe.

In fact, when fully operational, it will stock over 10,000 part numbers with more than 200,000 line items being shipped annually to Hiab's European distributors.

The client/server based warehouse management system being used has been developed by Logicient in close

co-operation with the software company Noventus.

The information system is specially designed for direct deliveries to customers from a Pan European distribution facility. It also includes a sales company module (order/invoice) which connects Hiab's sales companies in Europe online with CLS facilities in Metz and the headquarters of Hiab in Sweden.

"Great emphasis is placed on the quality of our products," says Lennart Lindh, Hiab's Parts Manager. "But equally important is our ability to ensure delivery of these products in a timely and efficient manner. We're confident that CLS will enable us to meet this objective."

No. 14

**Jean-Claude Tisseron, CLS's facility manager in Metz.**





# MEET HOOD