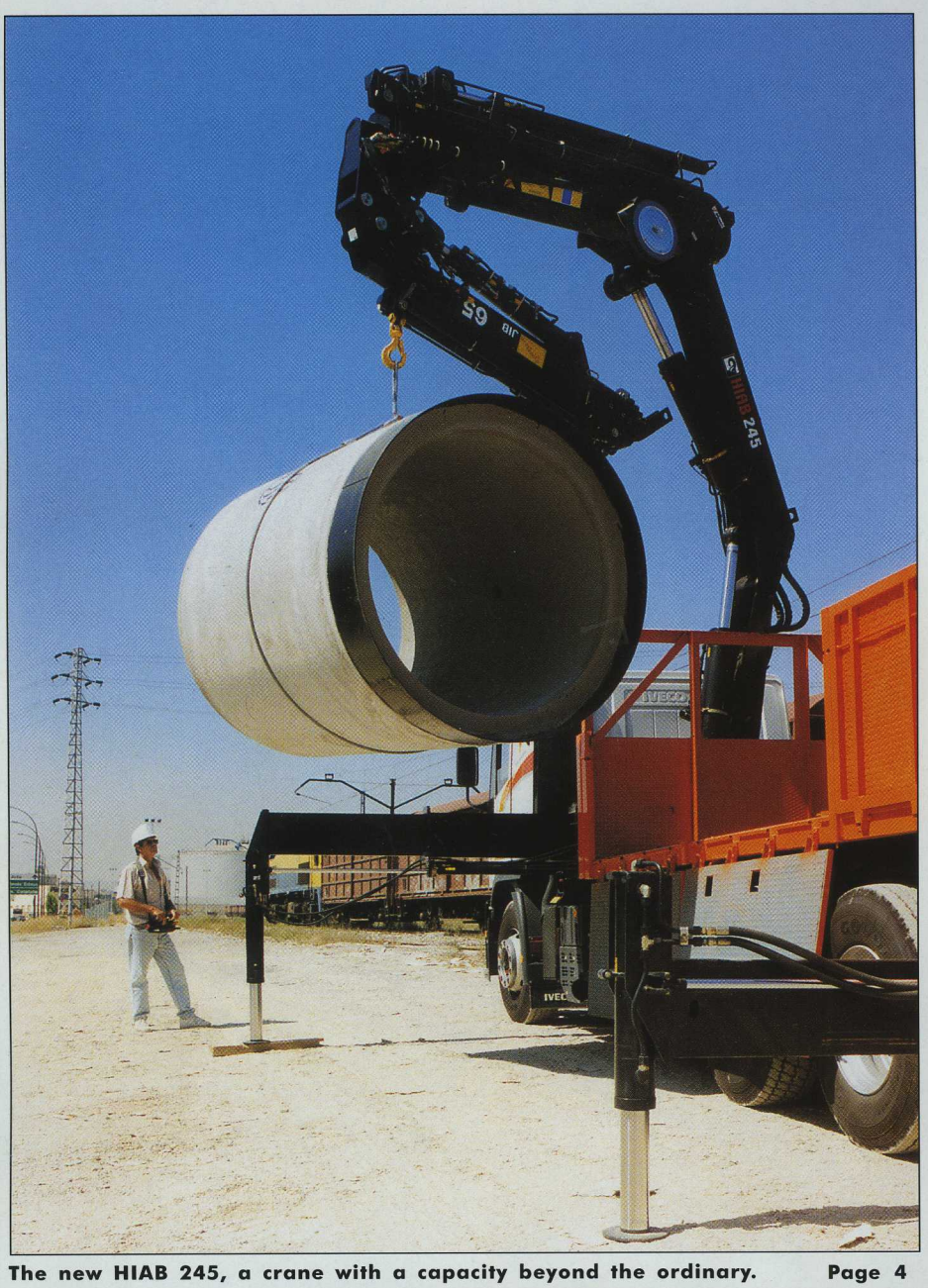
HIAB

METHOD

49

PARTEK
Cargotec



The new HIAB 245, a crane with a capacity beyond the ordinary. Page 4

HIAB 102 – a handy crane, meeting the new EU requirements with MiniSPACE.

NEW HIAB 245

REACHES EVEN FARTHER AND WITH MORE POWER

With HIAB 245-7, the limits are again stretched for truck cranes in this capacity class. But there's a lot more. See page 4.

On page 14, the owner of Germany's first 245 tells about his plans.

STRONG LITTLE HIAB 102

HIAB 102 is a strong, versatile and small sized crane. For example, HIAB 102-1: Weight 1 280 kg (2 820 lbs) – lifts 4 tonnes.

Or HIAB 102-5 with manual extensions has an outreach of 18 metres (59').

See pages 4 and 14.

STRICTER REQUIREMENTS – NO PROBLEM TO HIAB!

Preliminary EU standards for truck cranes are set, and they are stricter than expected. Lars Andersson, Manager of Product Development at Hiab, is chairman of the committee handling this matter. Read more about what lies ahead on page 5.

HIAB METHOD

No. 49 • Spring 1997

HIAB Method is published in eight languages by:
HIAB AB, Hudiksvall, Sweden.
Publisher: Göran Wiklund
Editor: Ulf C Nilsson
Editorial Assistant: Iia Berglund
Printing: Waasa Graphics Oy

Some equipment featured in this publication may be optional, and a number of applications may require the approval of local authorities.

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S-824 83 Hudiksvall
SWEDEN

Warings Contractors Ltd countered increasing demands with a HIAB 215-2. Page 8

SPECIAL REPORT FROM EXCITING ENGLAND

Presently a lot is happening on the English market. With the creation of Partek Cargotec Ltd, service and after sales activities have more than doubled compared to before.

In the special report from England, pages 6-8, we look at how one of the world's most successful ocean rescue organizations, the Royal National Lifeboat Institution, uses HIAB cranes to gain higher effiency during maintenance work at 250 lifeboat stations.

HIAB AROUND THE WORLD Page 12

This six ton whopper was Hiab's 50th anniversary present from the Danish distributor Sawo. It was carved from granite in Thailand and was erected at the main office in Sweden with a SPACE equipped HIAB 330.

HIAB 245 with SPACE, Valve 91 and CombiDrive remote control, has everything a modern crane should have – and more.

WITH SEVEN HYDRAULIC EXTENSIONS – HIAB 245!

It's here! HIAB's 245 – a 25 tonne-metre loader crane that reaches even farther. A new patented solution that gives you great advantages.

If you choose a 245 with six or seven hydraulic extensions, the extensions extend and retract in sequence. This gives you possibilities for even heavier lifts – on outreaches you earlier could only dream of in this capacity class.

Cranes with fewer than six extensions also get advantages from the new system since the extensions go out "in order." As an option you could get the sequence retraction system on the in-function as well.

A HIAB 245 with seven extensions provides an outreach of more than 19 metres (62'4") – and a HIAB 245-5 with jib and manual extensions has an outreach of more than 25 metres (82')!

Combining an electronic inner-boom link with a mechanical outer-boom provides optimum lifting capacity at minimum weight.

When lifting heavy loads close in, the electronic link is automatically switched in, boosting lifting capacity.

The outer-boom link enables you to retain the high lifting capacity with a straight boom system at full extension.

And the link is so brilliantly designed, that the speed of the folding motion is always constant.

No. 1

HIAB 102 – A REAL WORKHORSE

New HIAB 102 is a small crane with great qualities. With five extensions – no external hoses! – and manual boom extension it reaches almost 18 metres (59').

HIAB 102 handles lifts up to 4 tonnes and manages a 2.5 metre (8') lift only 70 cm (28") from the crane centre.

No. 2

HIAB 102 is a powerful small sized crane.

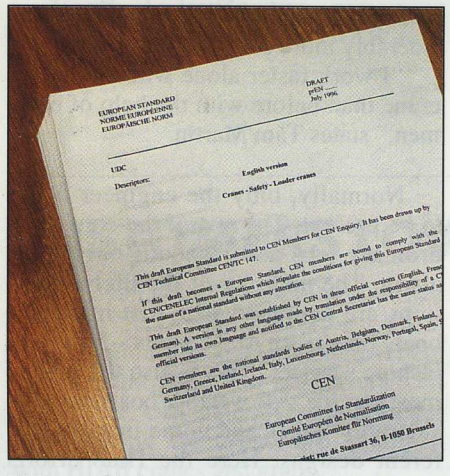
"THE NEW EU REQUIREMENTS FOR MOBILE TRUCK CRANES WILL BE STRICTER THAN EXPECTED"

The EU standard for future truck cranes is preliminary drafted. From now on, crane manufacturers and designers cannot singlehandedly decide as to how the Machinery Directive of 1.1.1995, should be interpreted.

"This directive implies that all cranes with a lifting capacity of one tonne or more, must include overload protection (OLP) – and it must cover the entire application, jibs, winches, manual extensions – it also includes the stability of the vehicle," states Lars Andersson, Manager of Development at Hiab. He is well-informed since he is the chairman of the EU committee handling the matter of mobile truck cranes.

It's obvious that owners of HIAB cranes will benefit from the new directive since SPACE (Speed, Payload, Certification, Electronics) already complies with all criteria. Although this stems from Hiab's anticipation rather than committee manoeuvring:

"As a matter of fact, we believed we'd have more freedom to draw up


EUROPEAN STANDARD
NORME EUROPÉENNE
EUROPÄISCHE NORM

DRAFT
prEN .....
July 1996

UDC

Descriptors: English version

Cranes - Safety - Loader cranes

This draft European Standard is submitted to CEN Members for CEN Enquiry. It has been drawn up by CEN/Technical Committee CEN/TC 147.

If this draft becomes a European Standard, CEN members are bound to comply with the CEN/CENELEC Internal Regulations which stipulate the conditions for giving this European Standard the status of a national standard without any alteration.

This draft European Standard was established by CEN in three official versions (English, French, German). A version in any other language made by translation under the responsibility of a CEN member into its own language and notified to the CEN Central Secretariat has the same status as the official versions.

CEN members are the national standards bodies of Austria, Belgium, Denmark, Finland, France, Germany, Greece, Iceland, Ireland, Italy, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and United Kingdom.

CEN

European Committee for Standardization
Comité Européen de Normalisation
Europäisches Komitee für Normung

rue de Stassart 36, B-1050 Brussels

EU's preliminary standard for cranes.

standards than we actually did. Personally I think it was unnecessary to include smaller cranes in these strict regulations. However, the proposal adheres to the law."

HIAB IS FOREMOST

The requirements are preliminary and will be voted on by the EU constituents before becoming prescribed by law, but Andersson does not believe there will be any relaxations.

Experience from earlier preliminary standards, is that the proposed changes will not bring relaxations but the standards will become even more strict before being laid down definitely.

"In our judgment, comparing all

Lars Andersson, Manager of Development at Hiab, chairman of the CEN committee handling the matter of the EU standard for truck cranes.

crane manufacturers, Hiab comes closest to the prospective requirements. Concentrating on developing the best technology in controlling cranes was correct. Of course there were some critics, claiming that the simplified Mini-SPACE was too advanced at the time."

"This was largely due to the fact that the first versions were unfortunately plagued by some teething troubles. There was a spool sensor on the valve which sometimes caused trouble and a seal not tight enough on the electronic units. This caused some breakdowns."

Hiab has worked hard to ensure reliability and these problems are now solved.

"Presently we have the best operational system on the market," says Andersson.

This implies that the technology Hiab uses to meet the new demands, is well tested, while for several competitors a lot remains to be done before the new requirements are met.

Of course there are some crane operators who do not want the overload protection that the EU requires.

"However, crane manufacturers, as well as crane owners, are obliged to meet the requirements."

It is of course possible to disconnect the protection by breaking a seal, but the hydraulic safety still remains.

"But we urge those who have, for instance in an emergency situation, deactivated the overload protection, to have it restored immediately at a service station. The whole idea with the Machinery Directive (MD) is to prevent and eliminate accidents."

MORE VALUE

Hiab's designers are fully aware that many customers feel that it's a doubtful investment to buy a single protection system, since electronics can be utilized in many other areas than just safety. That's why SPACE was created to include many other advantages besides overload protection. A few examples are:

- You may utilize maximum crane capacity in all situations without reducing safety. The computer constantly controls crane and valve spool movements.

- You may reduce risks in dangerous areas, for instance under electric cables in the work area, by changes in the computer program. This requires the installment of transmitters and additional software.

- Load capacity close in has increased significantly because the electronic link (optional) is automatically switched in.

- Load-operated speed (LOS) provides up to 15% additional lifting capacity by reducing the speed of inner-boom, outer-boom and jib cylinders. In spite of the slower speed, work gets done faster since precision increases – the function steps in while lifting heavy loads or on long outreaches requiring high lifting torques.

- Crane servicelife increases since it's never overloaded.

- When the job is finished, SPACE senses whether the crane is in parking mode and support legs are up and in position (optional).

And this is just the beginning.

"Electronics are definitely here to stay. It's already technically possible to utilize computers in many different functions which facilitate the crane operator. A lot will happen over the next few years," promises Lars Andersson.

TO RNLI DEPENDABILITY IS VITALLY IMPORTANT

The Royal National Lifeboat Instituiton, RNLI, operates 250 lifeboat stations which are strategically located around the British Isles - from the furthest outposts in Scotland and Ireland to the Channel Islands. It is a voluntary organization with 4 200 men and women rescuers working to save lives at sea, extinguish boat fires and assist in any way possible at shipwrecks and other distresses. During 1996, lifeboat hours at sea were 8 000 with an average of three lives saved per day!

Since the time factor is of utmost importantance and the weather normally bad when the RNLI is called upon, all equipment must be in top condition. The answer is with the help of HIAB cranes.

"We've used HIAB cranes on our trucks for the past 16 years. When we buy a new truck it's just natural to equip it with a HIAB. They are reliable and service is always close to hand," explains Bob Ford, Transport Manager.

Many lifeboat stations are very remote and it used to be a huge operation to exchange a broken or worn inflatable boat.

"We had to gather a force of 7-8 men to manage what I do myself with the aid of a HIAB 100 AW," says Tam Martin, operator.

Today he loads new boats, boat engines and other supplies from the central depot at RNLI's headquarters in Poole, Dorset and delivers to various destinations. He unloads straight from his Mercedes truck onto the lifeboats. The exchanged parts are then loaded and taken to the shipyard.

"With the help of the remote control, I can do the whole job myself. Normally 3-4 boats a week, plus several engines, spare parts, heavy goods and other equipment."

Tam Martin used to require the help of 7-8 men to load inflatables, renovated engines and supplies onto the boats.

Roads are often bad since lifeboat stations are strategically located from a navigational point of view.

"They're both fire fighters and the ambulance service at sea and must have operational boats available. HIAB cranes have made the work considerably easier."

The RNLI presently has five HIAB cranes in operation.

"The system works very well. Now we don't have to wait for voluntary help when swapping boats or delivering other equipment," adds Bob Ford.

Thus volunteer work is concentrated solely on rescue operations. And in the meantime, practical work with and around the boats has become considerably more effective.

"I work faster alone with the HIAB crane than before with the help of eight men," states Tam Martin.

Normally, only the engineer needs to be present. The rest of the crew have ordinary jobs and responds only to an alarm. The majority of the lifeboat stations are equipped with fast inflatable boats only – up to 34 knots – handling inshore services. This is also the area of most service. All-weather boats are considerably larger and come in eight different designs. Here the Hiab efforts consist mainly of delivering maintenance equipment and exchanging engines.

The RNLI has provided lifeboat service for the United Kingdom and the Republic of Ireland since 1824, and is recognized as one of the most efficient lifeboat services in the world. It is fully financed by voluntary contributions. The dedicated, skilled and highly efficient crew members who go to sea in any weather simply because they want to save lives, receive only small compensation for all their service.

No. 3

Today Tam Martin loads inflatable boats alone at the central depot in Poole with the help of his remote control HIAB 125-4.

"I HAVE A GREAT VIEW FROM MY TOP-SEAT"

Geoff Andrews is an owner driver who has a contract with Marshalls Ltd. He has three trucks working exclusively distributing concrete slabs, sidewalk curbs, etc. covering the south London area. Geoff Andrews picks up three loads a day at the warehouse in Hambrook near Portsmouth in his 38 tonne Foden with a capacity of 24 tonnes.

"That's 18 000 tonnes annually just with this truck," he says.

There is no lack of work, the three trucks are constantly busy. Marshalls deliver to various municipal construction sites and parks as well as private addresses.

Since April of last year, Geoff Andrews has a new HIAB 100 A with top-seat, mounted on the rear of his truck in order to easily reach the platform and trailer.

"A very good solution. I have a good view and operate the crane with two joy sticks and two foot pedals. The crane is very easy to handle," he explains.

The largest pallets he loads weigh 1.25 tonnes each.

Geoff Andrew's two remaining trucks are equipped with HIAB roll-loaders.

No. 4

Geoff Andrew's HIAB 100 A with a top-seat, a solution he is very happy about.

CUSTOMERS LOVE A WORKING CRANE

D&P Lovell Quarries is a family owned company in Dorset delivering natural stone products all over England. There are 25 employees, four are drivers. Out of the four, two are conventional tipper trucks while the others are equipped with HIAB cranes and grabs.

"We bought our first HIAB crane 14 years ago and it has had no problems. When we needed one more crane the choice was easy," states Alan Lovell, partner of the company.

A HIAB 100 AW was mounted on a three-axle Scania 113.

"We were worried about the electronics of the new crane, but now we've had it for a year with no problem," says Alan Lovell.

In all, D&P Lovell Quarries delivers 10 000 tonnes of stone products annually, where half is unloaded with cranes. Customers love it and some are home owners only, needing gravel for paths and driveways.

"They expect a tipper truck, lots of work to spread the gravel and harm to lawns and plants. Instead it's delivered just where it's supposed to be – with no damage at all. They can't believe it's true.

This creates a very positive image around the company which in turn creates more business.

No. 5

With the help of a grapple, it's easy to load pallets. With the crane the operator is able to unload without damaging lawns and plants, the customers love it!

NEW STANDARDS REQUIRED A STRONGER HIAB

Waring Contractors Ltd, a large construction company with its main office in Portsmouth, in southern England, is carrying a high profile by, for instance, erecting large office complexes and similar buildings where advanced designs are of great importance. The company has 250 employees in addition to using a string of subcontractors. Turnover is £40 million annually.

A small but important part of their operations consists of moving portable accomodation and plant machinery between construction sites. This is done with the help of a three-axle Scania P93 HL equipped with a HIAB crane.

Recently the old HIAB was exchanged for a larger HIAB 215-2. The main reason was the new fire safety standard for construction of huts.

"Demands on fire safety were increased radically – and it happened fast. The new regulations came nine months ago and most of the huts we handle are now of the new design," says Nick Barnett, Local Manager and Transport Manager.

On cluttered work sites approved huts are vital due to the fact that the safety distance is six metres to buildings for huts not meeting the the new standard.

With the new HIAB 215-2, it's an easy chore to load heavy equipment to Waring's construction sites.

The new cabins are considerably heavier thus demanding a stronger crane. It became the company's third HIAB.

"We are happy with it. This crane has everything we anticipated and more. It's simply first class," states Nick Barnett.

The new crane is, of course, used for other chores. It is utilized to load and unload machinery and supply containers from Waring's warehouse to various construction sites.

The new fireproof cabins demanded a stronger crane. Now there's no problem, nor with containers like this, filled with building supplies.

Nick Barnett knows of HIAB crane longevity.

"So this one will be fitted on the next truck when the present one is ready for retirement," he adds.

No. 6

PARTEK CARGOTEC LTD – A GIANT LEAP FORWARDS

The Hiab product is concentrating on becoming even stronger on the UK market. At the beginning of 1997, Hiab (UK) Limited and its assosiated company Cargotec (UK) Limited, integrated to become one new business called Partek Cargotec Limited.

The After-Sales infrastructure has seen the most dramatic benefit from this integration which now has 120 staff (45% of the workforce) dedicated to this side of the business, whereas with Hiab (UK) there were only 40.

"From the customer's perspective and our own ability to support the product, the integration of the two businesses made perfect sense," says Darin Tudor, the National Marketing Manager of Partek Cargotec Limited.

Customer feedback is always a high priority. John Abbott, Hiab Sales Engineer, left, with Geoff Ashcroft, Driver/Operator of Warings Construction Ltd.

The entire staff have adapted well to the new integration and the subsequent business strategy of our multi-product sales company involving Hiab, Multilift and Norba.

The Head Office for the company is located in Ellesmere, Shropshire with a further three wholly owned service centres in Tamworth, Nortfleet and Basingstoke, with an additional five authorised distributors/dealers.

"We have gained significantly in the resources now available to our customers."

The commitment and effort in the UK market reinforces Hiab's intention to become the leader in all areas with effective After-Sales and attractive customer initiatives, being the corner stones of the Hiab concept.

City of North York

HIABS MAKE QUICK WORK OF WHITE GOODS COLLECTION

Collecting old refrigerators, washing machines and dishwashers has become much easier since the City of North York, Ontario, acquired three HIAB 071 A cranes with grapples. The HIAB cranes handle pieces up to up to 2 400 kg (5 300 1bs). The cranes are mounted behind the driver's cab on single axle trucks with 18 foot dump boxes.

Collecting white goods is now smooth and rational. In the past, one driver and two assistants were required on a garbage truck to collect white goods. Often all three would need to carry heavy and cumbersome items off the curb and into the hopper. Besides the extra wear and tear on the trucks, this work placed undue physical demands on staff and caused injuries.

Today, this work is managed by one driver and a HIAB equipped truck. With the aid of a grapple, the driver simply lifts the goods onto the truck deck.

The City of North York is always looking for new solutions in garbage collection. The HIAB equipped trucks have rationalized work and cut costs considerably. There are savings in materials as well as with employees. The heavy handling of white goods wore severely on garbage trucks and maintenance costs were high. The HIAB solution is expected to last 10 to 15 years, a lot longer than the garbage trucks it replaced.

This driver, employed by the City of North York, manages singlehanded to collect rejected white goods with the help of a HIAB crane and a grapple.

Using only one driver per truck has reduced labour costs, and with the HIAB crane doing all the heavy lifting, worker injuries and compensation claims have been greatly reduced. In one case, an injured worker was able to return to work on modified duties, this time operating a HIAB crane on white goods collection.

No. 7

HIAB CRANES ON 30 TRACK CONSTRUCTORS

Gleisbaumechanik Brandenburg, a company of the Deutsche Bahn AG group, offers complete system solutions welladapted to customer needs in the idustrial, mining sectors for new constructions and rail maintenance.

An excellent example of the company's capacity is the development of the track construction vehicle GAF 100 R, fitted with a HIAB 071 AW, an optimal solution with respect to the vehicle's modular system design.

The crane is equipped with a new top-seat control placed inside a turning cab on the right side of the frame. It's weatherproof, provides a great view and allows smooth precision control via two joy sticks and two foot pedals. Several different crane movements may be executed simultaneously.

Safety aspects permeated the entire project. Total lifting height is restricted in order to avoid overhead line accidents. Two work areas, one on each side of the track, are pre-programmed and two of each other independent load moment limiters are regulated by signals from transmitters in the crane support legs. The moment limiters sense wether support legs are firm or not and control the load moment accordingly. The same information is available on the control panel.

No. 8

The new track construction vehicle GAF 100 R with a HIAB 071 AW and equipped with a specialized weatherproof top-seat.

CANADA

THE CITY OF SURREY DESIGNED A NEW TYPE OF RESCUE VEHICLE

The Fire Department for the City of Surrey, British Columbia identified the need for a mobile equipment transport unit equipped to respond to several simultaneous emergency incidents and not be permanently tied to any one location.

A team with members from various divisions including fire suppression, training, mechanical and administration researched this new concept. Preliminary work was extensive and included not only local units but also other fire departments in North America, counterparts in Europe, the military and various equipment manufacturers.

The fire service is a classic example where vehicles (by the very nature of their stand-by emergency role) are underutilized. Traditionally, fire departments carry specialized vehicles with fixed bodies.

Back up vehicles are normally used in fire and rescue activities, and for salvage and overhaul. The costs of purchasing, operating and staffing costs these is often very high.

The Surrey Fire Department opted to design a modular system that included a platform on demand system (P.O.D.), and crane that could handle the tasks of lifting specialized equipment and supplies on and off one truck. This multi-purpose vehicle was simply a cost effective solution to existing needs.

The outcome was a HIAB equipped Freightliner FL-8O with a 8.3 L Cummins engine, Allison automatic transmission, with a 10 tonne axle in the front and 20 tonne axle in the rear. The choice of crane was a HIAB 215-5 with radio remote controls and included an HLI9 Multilift Hooklift system handling up to 15.5 tonnes.

The fully proportionally radio remote control system allows one person operation of the crane, increasing operator safety, mobility and efficiency.

This truck – the first of its kind in North America – has seven containers available, five are permanently loaded on board and two are strategically placed within the city limits in case of emergencies.

These containers hold specialized equipment for use in heavy rescue applications such as a building collapse, towing or clearing tanker trailer roll overs, floods and other natural disasters, chemical, petroleum or marine fires. There is also talk of adding bodies for a mobile field office, and portable pumping station in the event of a major disaster.

An array of different containers for different needs are loaded by one man and the HL Multilift - in two minutes!

The required "PODs" are all unloaded at various sites, according to need, and the truck is ready for the next load.

One big advantage is the fact that this truck is able to be in several places at the same time, since the containers can be dropped off at any rescue site with the help of the HIAB crane. With this crane a fire fighter can easily lift any container from the truck, or place the department's rescue boat into position. The crane is also available in the event of an incident on the overhead rapid transit system located 10-20 meters above grade.

The future for the HIAB crane and Multilift Hooklift package looks bright. This truck combination makes it possible to create a flexible field unit at a relatively low cost that serves as the primary emergency mobile warehouse unit for the City of Surrey.

No. 9

BRAZIL

EXCELLENT HELP DURING RESCUE WORK

During the plane crash disaster in Sao Paulo, Brazil, 1996, where a Fokker-100 with 95 people onboard went down in a residential area soon after takeoff, the fire department benefitted tremendously from the aid of twenty HIAB 071 equipped fire engines imported from Germany in 1994. The wreckage was removed from a safe distance with no danger to rescuers and facilitated clearance work as well.

Hiab's Brazilian dealer RBS is responsible for service and product training of the firemen.

No. 10

HIAB 071 in the midst of clearance work. (AP Photo/O Estado de Sao Paulo)

Instructors from RBS and Hiab training operators.

HOLLAND

HIAB 550 HANDLES DIFFICULT TOWS

Wielsma's International Truckservice in Apeldoorn, Holland, is a towing company always a step ahead. A new all-round towing truck was recently acquired. It is equipped especially for difficult tasks, particularly truck salvage.

The finesse is a radio controlled HIAB 550 with four hydraulic extensions mounted on a new chassis design – a Volvo FH 16, 8x4. Even the most arduous job is easy with this unit.

Utilizing radio controlled precision manœuvring and appropriate lifting capacity – HIAB 550-4 easily handles 8.5 tonnes (18 725 lbs) on a six metre (20') outreach – the operator has all the assistance needed to turn and hold a vehicle in position while, for instance, hoisting it out of a ditch.

No. 11

The strength and precision provided by HIAB's Valve 91 in addition to the reliable remote control, made Wielsma's owner choose HIAB.

NUCLEAR PLANT BECOMES AMUSEMENT PARK

Henny van der Most of Slagharen, Holland, is a man with exciting ideas. He started a company in 1974 dealing in steel and soon developed a subsidiary company erecting entire steel constructions.

The long disputed Kalkar Nuclear Plant has never been loaded with nuclear fuel. Now it´s going to be completely redone with the aid of three new Hiab cranes.

In the early eighties, business took a notable change in direction, getting in to the recreational line of trade by building DeBonte Wever – a large hotel and amusement park. Business was booming and Playground Oranje and Preston were later added to operations. Large showrooms for events and exhibitions were built as well.

Henny van der Most's companies presently employ more than 1 200 people. Recently two HIAB 160-4 were purchased and mounted on two DAF FT 94.400 tractors with 8.5 tonne front axle. A third crane, a HIAB 125-2, was mounted on a DAF 75.270 with a demountable container. It's a necessary multi-faceted solution – the areas of use are, mildly put, odd.

The fact is, this equipment will play an important role in Henny van der Most's next spectacular investment, perhaps the most sensational as of yet. He acquired the controversial German nuclear plant Kalkar – a huge structure never put to use. He is going to create one of Europe's largest and coolest amusement parks on the premises!

"My new HIAB cranes will play a major role during reconstruction," he says.

No. 12

H. van der Most (center) in front of the new HIAB cranes, with J. Pot of DAF (lt) and Hiab's B. van den Broek (rt).

USA

WITH THE TOUCH OF A FINGER EVEN THE LARGEST TIRES ARE GUIDED INTO PLACE

Cargotec USA has an agreement with Piedmont Service Trucks located in Spruce Pine, N. Carolina, to custom-build HIAB cranes for the tire industry. In the USA, Piedmont is a division of Brad Ragan Inc., wholly-owned by Goodyear Tire and Rubber.

The HIAB cranes used are the models 035, 045, 060, 071, 105, 160, 250 and 500. The need for larger cranes is obvious from the pictures below.

In order to handle very large off-the-road tires, Cargotec USA has designed a special tire grapple making tire changes easier than on your own car.

The crane depicted is changing the tire of a huge coal mining truck, it's the first HIAB 500 delivered with PH 13000, the first tire gripper, and is also the first remote control ever to be delivered to this line of business. It was purchased by Brad Ragan Inc., of Wiese, Virginia, and is primarily serving coal mining machines. Tire sizes are 40:00x57 on trucks and 50/80x57 on 23 metre loaders.

Customers are very satisfied. The combination of Valve 91, CombiDrive, PH 13000 and the HIAB 500 has simplified changing these huge tires considerably. Time consumption – that is downtime – is reduced radically. Another advantage is the remote control and the tire grapple enabling a safe work environment.

Since delivery in June 1996, Piedmont has received three additional orders for a HIAB 500 with CombiDrive. Hiab's market share in this area is increasing significantly from year to year.

No. 13

The specially designed tire grapple makes it possible to turn and wriggle this huge tire in place. Using remote control, it´s easier than changing tires on your own car.

HIAB 500 handles even the largest tires.

THEY COME IN ALL SIZES...

Cargotec USA together with Piedmont Service Trucks, custom-build HIAB cranes for the tire industry. Here are some examples from a long string of solutions in all sizes...

HIAB 045

HIAB 071

HIAB 250

SWEDEN

A HIAB 330-5 with jib and rotator made a chore very easy. Lars-Åke Johansson, driver, is standing on the roof, guiding the pallet fork from the truck all the way up to the roof, where the tiles are quickly distributed. Shown is an army barrack in Kristinehamn getting a new roof.

ROOFING TILES DELIVERED – ON TOP OF THE ROOF

When customers purchase roofing tiles, they want delivery on top of the roof. Jönåkerpannan's plant is located 50 km north of Norrköping, Sweden, and manages to deliver up to 150 sq. metres (1 620 sq.ft.) of roofing tile per hour – on top of the roof – with a HIAB 330-5.

"It's much appreciated by our customers. No additional construction crane is required, minimal carrying and no returnables remain on the construction site," says Bert Helander, Transport Manager at Jönåkerpannan.

When the truck 'Bamse', a Volvo FH16 equipped with a HIAB 330-5 crane and Jib 90-3 together with a CR4 rotator and radio control, leaves a construction site, the tiles have already been distributed in bunches of five, ready for laying.

"What a big difference from when we unloaded on the ground," adds Bert Helander.

The first truck for rooftop deliveries was purchased three years ago and now they have bought an additional one, due to the great customer response.

The new truck Bamse loads 800 sq. metres (8 600 sq.ft.) of tiles, which is about the maximum possible during one work-day.

"If conditions are good, we're able to deliver on top of the roof of a five story-building."

The truck driver is present while unloading. Thanks to the remote control he can easily handle the pallets and then help to unload the tiles. By constantly guiding each pallet, carrying is reduced to an absolute minimum, thus saving time.

No. 14

HIAB REDUCED WAITING TIMES

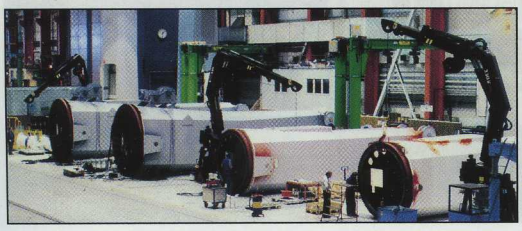
Three HIAB 330-2s with remote control was the flexible solution for McGregor Hägglunds, in Örnsköldsvik, manufacturer of marine cranes. The HIAB cranes, fitted with winches, are used for lifting components in the production of large marine cranes. These huge marine cranes have a lifting capacity of 40 to 70 tonnes and an outreach of 35 - 45 metres (115' - 145').

Prior to the HIAB cranes arrival, traverse cranes were used to move heavy parts. It was time consuming and difficult moving components in and out of crane bodies. Besides, long waiting times were common with traverse cranes always being busy.

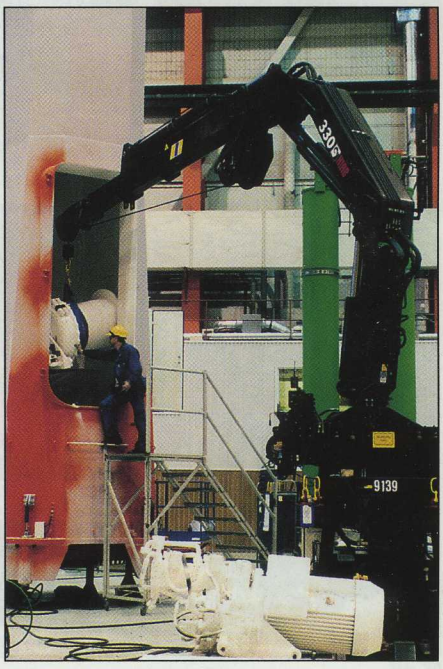
Today the situation has changed. The three HIAB 330 cranes have eliminated waiting times and improved precision.

McGregor Hägglunds' biggest customers are the shipyards of Stettin, Poland, Aarhus, Denmark and the US Navy. Annual production is around a hundred cranes.

No. 15



With HIAB 330-2 precision lifts have become child's play



Three stationary HIAB cranes increased productivity at Mc Gregor Hägglund.

GERMANY

THE FIRST GERMAN HIAB 245 IN RECONSTRUCTION

The remnants of former DDR owned Schwarze Pumpe became, in 1990, the beginning of Wolfgang Fiedler's new company. At first Fiedler worked primarily for ESPAG (Laubag, Schwarze Pumpe). The new company was formed in December 1992 – Spedition und Kranleistung Wolfgang Fiedler GmbH – and started operating at full force.

W. Fiedler developed into a stable family company in the area of Houyerswerda and Schwartze Pumpe. From the outset, Wolfgang Fiedler saw the reconstruction of the new federal states as a challenge, in which he and his company fully participates.

By purchasing a HIAB 245, the first one in Germany, he assures the company's flexibility. The main areas of operations are transporting construction material, erecting single houses, auditoriums and industrial constructions – mostly assembling and dismantling cranes, transporting and installing transformers and conduits. Earlier all work work was done with Takraf cranes, which meant a different solution all together. Today, a truck equipped with a HIAB 245 manages everything alone, resulting in substantial economical benefits.

Wolfgang Fiedler has other cranes at his disposal, but is convinced of the advantages of his new HIAB. The impressive safety system SPACE and the excellent controlling capabilities speak for themselves. No other crane comes close to the HIAB 245 in performance. Mr. Fiedler has already decided the next crane investment – another HIAB.

A solid family company.

Germany's first HIAB 245 is located in Houyerswerda.

"It's the worksite service provided that made the decision," he explains.

Baumechanisierung Dresden, representing Hiab in the area, is always standing by with advice and help. A great example of supplier/customer collaboration.

No. 16

AUSTRIA

VERSATILE HIAB 102

Hans-Jörg Feinkart, from Hohenems, started his own business in 1990 with one tractor and a HIAB 070 truck crane. His services quickly became in great demand due to the proficiency of his specialized vehicle. As a matter of fact, demands were so great that today his fleet of vehicles consists of:

8 trucks with HIAB cranes
4 tractors with tractor cranes
5 specialized excavators
4 dump trucks

Each of these specialized vehicles were designed by Mr Feinkart and vehicle body builder Otto Wohlgennant.

No. 17

THE PHILIPPINES

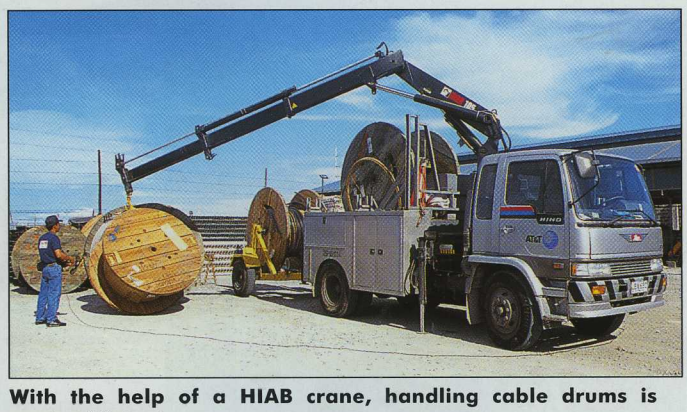
HIAB AND TELEPHONES...

When AT&T Philippines Inc., a subsidiary of the American AT&T, needed crane equipment, the choice was HIAB. Three models were chosen, three HIAB 105-1s with personnel baskets are used in overhead line work, three HIAB 140 AW with augers and 1.2 tonne winches for erecting telephone poles and three HIAB 300-2 for under ground connection work.

The HIAB 105-1 and HIAB 140 AW cranes are equipped with CombiDrive and remote control. In addition, the HIAB 105 and HIAB 300 units are fitted with hydraulic winches handling 5 and 12 tonnes cable drums.

This project is carried out by AT&T for the state owned Globe Telecommunications and includes wire laying above and underground and expansion of the Manila telephone system.

No. 18



With the help of a HIAB crane, handling cable drums is very efficient.

One example of how PNOC uses the HIAB 250-3, here handling large pipe sections.

...AND GEOTHERMAL ENERGY

The Philippine National Oil Company, PNOC, uses two HIAB cranes in two large geothermal energy projects, Mount Apo in the province of Davao and Ormoc in Leyte, south Philippines.

In the Leyte project, a HIAB 1870 has been in use since 1980, while in Davao, a HIAB 250-3 was just recently added.

Both cranes are mounted on 6x4 Western Star trucks and they are used exclusively for handling material for construction work on pipelines etc. at the PNOC projects.

No. 19

SWEDEN

Leif Wallin

NEW CEO AT HIAB

Leif Wallin is the new President of HIAB AB. Returning home from Seoul, South Korea, where he worked four years.

"I was in charge of a joint venture which we took over and turned into HIAB Co Ltd two years later."

"Working in Korea gave me a good insight into an extremely future and growth oriented market."

In 1980-1990 he worked in different positions (e.g. Logistics Manager) at Hiab in Hudiksvall and the three last years as Administrative Manager.

EASY HELICOPTER SERVICE WITH HIAB

At the Marine's 11th Helicopter Division in Berga outside Stockholm, each helicopter must be inspected every 50 flying hours. Moving bearings in oil baths must be checked and races cleaned. With the assistance of a HIAB 215-4, a personnel basket, HIAB radio control and a winch, maintenance work is quick.

This division has 14 helicopters, six Augusta Bell and eight Boeing Vertol 107s. Besides being used in military missions, they help out in activities such as rescue work. During the loss of the ferry boat Estonia, in September 1994, five Berga division helicopters took part in the rescue work.

The HIAB 215-4 is mounted on a rough terrain eight-wheeler Scania 113 with six-wheel drive. It's an all-round vehicle performing a multitude of assignments for the unit.

HIAB 215-4 provides easy access during helicopter service.

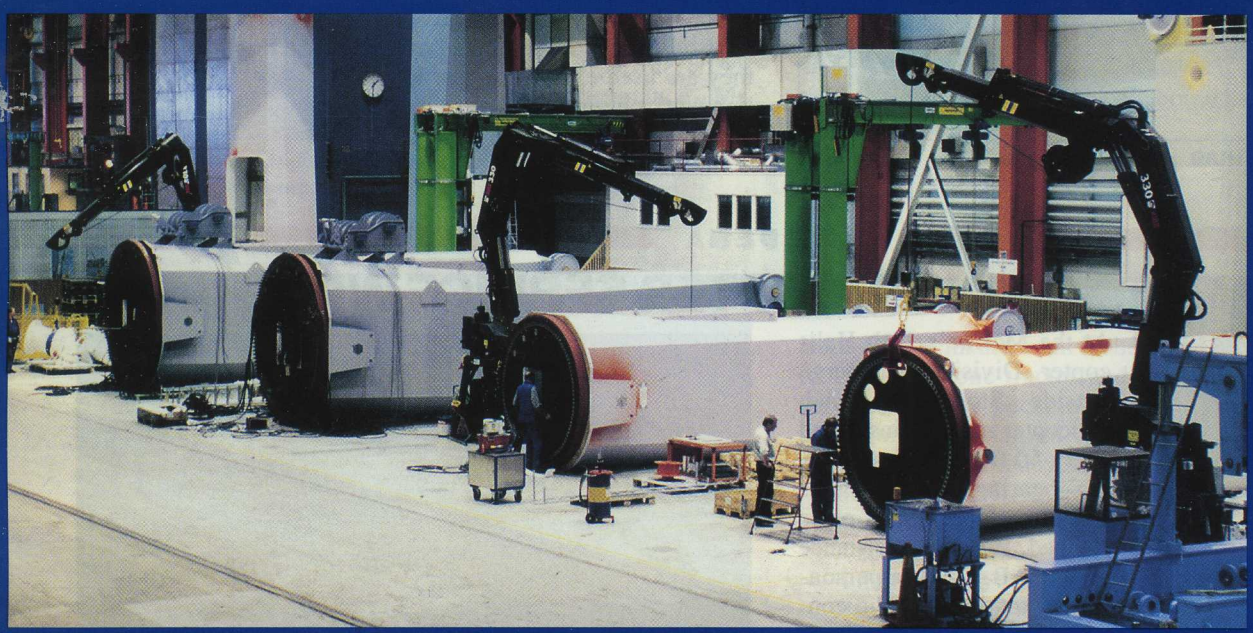
"This vehicle is an important asset in the field and the entire organization and is both a practical and economical solution," says Ulf Karlén, Lieutenant.

Some accessories are a plough, a tipping device and a trailer transporting wheel-mounted loaders. These are used in road improvements, snow clearing and stabilizing landing spots.

Of course it's employed in other jobs as well, such as lifting containers, engines and wheel-mounted loaders and laying of telephone cables.

The HIAB 215-4 crane is also used for heavier tasks. When the Vertol 107 rear rotor body and front driving gear is removed, the 1.2 tonne winch is used.

No. 20



METHOD

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