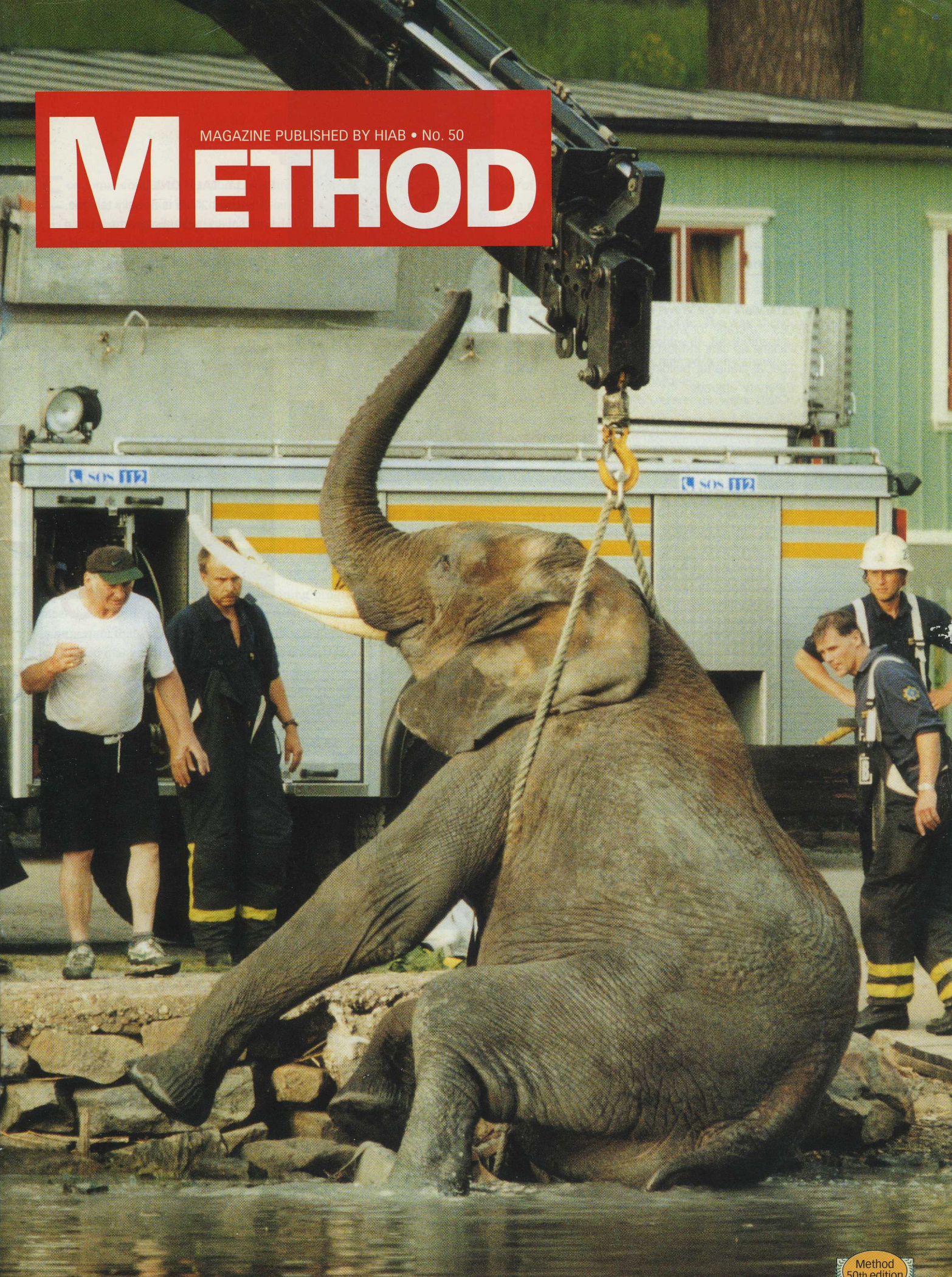


# METHOD

MAGAZINE PUBLISHED BY HIAB • No. 50



Method  
50th edition

***A Real Elephant Lift • Editorial: Great leap forward in technology***



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Economic conditions the world over are looking up, even if there is a question mark over the Asian crisis. For Hiab AB this has meant a strong increase in our order book. Happily we are also noting an improvement in our market share in many countries, confirming Hiab's strength.

Hiab has always been a name to reckon with. We were the first in the market. And over the years we have built up a global distribution network where service is always close at hand. And with electronics coming in more and more Hiab is again leading the way.

The great leap forward in technology has now been taken with the introduction of SPACE and MiniSPACE. But development continues and Hiab intends to lead it and show the way forward.

## Plenty of news

Hiab's product development continues and includes development of new crane models.

Hiab is putting a lot of effort into training programmes to meet the rising demands for knowledge from our sales force. It is important that we know the solutions the customer needs.

With so many cranes on the markets of all different capacities, loads, reaches and so on, it is becoming increasingly difficult to make comparisons between different crane suppliers. Hiab's goal is to always provide the customer with the best all-round solution to his needs.

## Old truths

The first issue of Method came out in 1965 and introduced the revolutionary 'Hiab Method'. It said that 'a HIAB crane stretches further than the life of the truck'; that 'a HIAB loader is never 'out of sorts' – not even on a Monday – and never needs to take a holiday or have time off'; that 'the HIAB loader gets the most miles out of his vehicle' and that 'the driver no longer gets tired but gets more energy and enthusiasm for his work'.

These old truths are still valid today. The hook lift still dominates but not as much as it did. To once again cite the editorial

in the first issue of Method: 'for many, the Hiab method means more than just a radical improvement in haulage work. It has cleared the way for direct solutions to material handling problems.'

These solutions have developed rapidly over the years. The use of hydraulic tools at the end of the crane is on the increase and material handling continues to maintain a strong growth profile. The way ahead is to combine the flexibility of a HIAB crane with an extensive range of tools.

We have seen this within Hiab's own production where technical development has been rapid. More and more CNC-controlled machines are being used demanding ever greater competence. In our own factories it is welding robots that now ensure a consistent high Hiab quality.

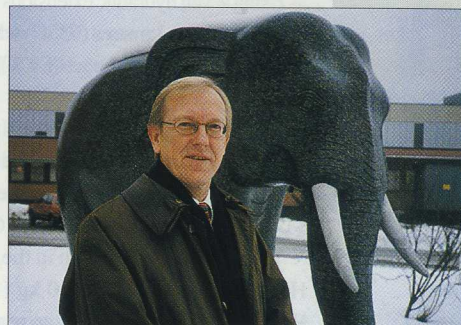
## Design and service

Particular customers have particular needs. Often these are unique. Manufacturers must respond and adapt to these needs. Cranes themselves must increasingly be able to adapt to meet the needs of a specific job.

Yet when a customer comes to choose a supplier his needs are more basic. He wants functionality and reliability. Over the years Hiab has worked hard to build and consolidate a sustainable global distribution network. We never pull out of a market and our aim is for high proximity everywhere.

In Italy, England, Poland and Singapore we have taken direct control of our distribution through our owner Partek Cargotec. In Australia and South Africa we have set up new distribution networks.

We never stop working to improve our position. To us at Hiab it is always a challenge to live up to our reputation as the world's leading supplier of reliable quality cranes and accessories.



LEIF WALLIN, CEO

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**HIAB AB**  
**S-824 83 Hudiksvall**  
**Sweden.**







Now the HIAB 245 E is being introduced with double links.

The linkage system enhances noticeably the crane's performance. And of course the new HIAB 245 E has retained all the features of its predecessor including sequence control on the extensions. The new HIAB 225 E is a more basic variant in a lower capacity class, without SPACE and LOS.

# Double linkage system for the 245

**W**ith its long reach and superior drive properties the HIAB 245 E is the ideal crane for handling building materials. The boom system's new linkage arrangement gives a smoother motion through the whole lifting range, something which is specially noticeable on short boom. The double link also increases significantly the crane's performance around the horizontal boom position eliminating the slope angle.

HIAB 245 E is designed to have the longest reach in its class. The double link system means that with the full number of hydraulic extensions – seven in all – the HIAB 245 E can reach roughly two metres (6'7") further than its closest competitor without any increase in its parking width of 2.49 metres (8'2").

Using seven hydraulic extensions the reach for the HIAB 245 E (and the 225 E) is 19.3 metres (63'4") which can be increased with jib and manual boom to 25.8 metres (84'8").

### High lifting capacity

At the same time its lifting capacity is high. With a special hook in the inner hook attachment the HIAB 245 E can lift between 11 and 11.7 tons at 1.9 metres (6'3") depending on the model.

There is a lot of strength in the extra long reaches as well. The HIAB 245 E-7 can lift 640 kg (1410 lbs) at 19.2 metres (63'). With the manual boom it can reach 23.9 metres (78'5") and lift 420 kg (930 lbs).



With seven hydraulic booms the reach on the HIAB 225 E and the 245 E is 19.3 metres which increases with jib and manual boom to 25.8 metres.

### Sequence control

The HIAB 225 E/245 E have sequence control as standard with six or seven hydraulic extensions, i.e. extensions go both in and out in numeric order.

On models with less than six extensions, sequence control functions only on "extension out". "Extension in" sequence control is available as an option.

The HIAB 225 E is being introduced at the same time as its more advanced big brother. This more basic crane model is in principle a HIAB 245 E with the same reach and dimensions but without SPACE and LOS. The HIAB 225 E can be equipped with either Valve 50 or Valve 91. On the HIAB 245 E the remote control CombiDrive is standard, but on the HIAB 225 E it is an optional extra.

**NO 1**

## Little work horse has grown up



Slender and strong. The HIAB 052 is a completely new crane with many refinements which previously were found only on larger models.

**N**ow comes a completely new HIAB crane in the 5 ton-metre class. The new HIAB 052 which replaces the popular "work horse", the 050, comes with a whole range of improvements, including a new slimmer hose-free boom system, a design solution used on the larger cranes. You can choose up to three hydraulic and four manual boom extensions. With three hydraulic extensions the 052 reaches as high as 14.1 metres (46'3").

The HIAB 052 has now become 'one of the big ones' in several ways. The low-headroom boom system makes for easier lifting in confined spaces. At the same time the whole crane is easy to service with good access to all its important parts. It is also equipped with a range of safety features including load holding valves

and BOSS® overload protection.

### Thoroughly tested

The boom system has large slide pads on all sides of the extensions which give high durability and smooth operation. The HIAB 052 has been thoroughly tested with over 120 000 work cycles at 25% overload as well as four months of continuous digging work in the field. Its strength speaks for itself. It can lift 3 360 kg (7 410 lbs) at 1.5 metres (4' 11") and at 12.9 metres (42' 4") 235 kg (518 lbs) – yet it needs an installation space of only 0.5 metres (20").

HIAB 052 is a light versatile crane capable of doing many years of challenging work.

**NO 2**





# Crane for every need

The new HIAB 085 is a family of 8.5 ton-metre cranes which can be put together any way you want. With five hydraulic extensions, the 085 has a reach of close to 14 metres (45'11"). All basic models – boom system without link, with outer boom link or with links for both the inner- and outer-boom, have two alternative means of base lubrication.

You can choose from the whole range of control options – from the side, from the top-seat, from the stand-up control or by remote control.

The HIAB 085 can be equipped with either Valve 50 or Valve 91, with MiniSPACE or SPACE.

As optional extras there are manual boom extensions, winch, oil cooler, quick couplings and a range of other accessories. The new HIAB 085 is quite simply a crane for those who like options – you don't need to compromise.

## Six basic models

Apart from the numbers of extensions, there are three alternative linkage systems to choose from – none at all, outer boom link or double link. You also have two options for base lubrication – slewing mechanism greased or running in oil bath (which requires less maintenance).

The basic HIAB 085-1 model forms part of the new genera-



The new HIAB 085 comes in several designs including the HIAB 085 E with a double link system ...

...or in its simplest form without link.



tion of work horses which can lift 4 tons at 2 metres (6'7") and can still lift 1 620 kg (3 570 lbs) at 5.4 metres (17'9").

At the top of the range, with five hydraulic extensions and a double linkage system, it manages max. lifts of 3 tons and 360 kg (790 lbs) at 13.7 metres (44'11"). **No 3**



With the HIAB 105 T the job of removing broken down or illegally parked vehicles is simple. The Moscow traffic police have invested in sixteen.

mised for lifting cars and manages to lift 4 300 kg (9 480 lbs) at 2.5 metres (8'2"). The maximum hydraulic standard reach is eight metres and at that distance it can lift loads of 1 250 kg (2 760 lbs), enough to pick up most small cars.

## Hoads of motorists

A clear indication that Russia's economy is picking up are the hoards of motorists in Moscow. Unfortunately their parking habits leave a lot to be desired, so the traffic police have decided to invest in the HIAB 105 T with its specially constructed lifting appliance for cars. The cranes are mounted on Russian trucks and their principal use is for picking up illegally parked vehicles. Moscow hopes that its bold investment will get its traffic flowing again.

However with its rapid smooth precision movements this reliable crane is well suited for other tasks between towing, such as handling recycled material containers for instance.

As standard, the weight of this 10 ton-metre crane is just 1 320 kg (2 910 lbs). **No 4**

## Picking up cars in Moscow

The HIAB 105 T is specially designed for picking up cars, whether they are wrecks from road accidents, break-downs blocking the road, or quite simply cars which are illegally parked. The Moscow traffic police have taken delivery of 16 of these cranes to tidy up their streets.

The HIAB 105 T can lift most car models. The crane is opti-





# Special crane for handling building materials

The HIAB 235 K is a new crane developed specifically for the special conditions involved in handling building materials, in particular building slabs and sheets. The HIAB 235 K has a simple, light and robust design with one or two hydraulic extensions.

**W**hile the load is in transit the crane helps make it secure by laying stretched out over the top of the load. The specially designed handling appliance works at the same time as a rear support for keeping the load firm.

The well thought out design steals very little space from the truck itself. The lightest version of the crane weighs less than 3.2 tons (7 050 lbs). Its maximum lift height in this configuration with one hydraulic boom is 14 metres (45'11"). A second hydraulic extension increases the reach to 16 metres (52'6").

The HIAB 235 K has the Valve 91 as standard, a pressure compensating valve which gives faster, smoother and more accurate lifts, in through windows and doors, up onto balconies or past other obstacles. A neat boom design which tapers to the end ensures that it never catches on branches and provides easy access in tight spaces.

In its standard configuration the crane can be operated either by Hiab's patented control levers with dual control on both sides of the vehicle or from a top-seat. CombiDrive remote control is available as an option.

**No 5**



The special handling rig for wall units allows quick and efficient loading with the minimum amount of effort from building workers.



With the pallet fork it is easy to put roofing material down in the right place. Radio control of the crane allows the operator to choose the best position to work from.

## HIAB 095 – new in the 10 ton-metre class



Thanks to a new low-headroom boom system, no hoses on the extensions and just the one hook attachment on the end, the risk of getting caught up on something is minimised. At the same time access for loading is improved where space is limited.

**T**he new HIAB 095 has developed so far from the basic concept behind the HIAB 090 that it is virtually a new crane.

The boom system has been given the new slim-line look of the larger cranes tapering the further out you go. The extensions have separate cylinders and with the 095-3 the reach is a full 9.1 metres (29'10").

The lifting capacity has increased – in the higher lift categories by more than 20 percent. Lifting height close-in has im-

proved as well, by 300 mm to 2.53 metres (100").

### Low weight

Maximum load for the HIAB 095-3 is 4 200 kg (9 260 lbs) and at full stretch 930 kg (2 050 lbs).

The HIAB 095-3 comes with either the Valve 50 or the Valve 91 and the weight of the 095-3 including support legs is just 1 415 kg (3 120 lbs). A four hydraulic extension model is scheduled for introduction in the autumn. **No 6**





Anders Wiklund

# A double elephant lift

*Sahib trumpets a fanfare to his rescuers...and almost manages a smile.*

A warm and sunny summer day makes you want to go swimming. That was what the circus elephant Sahib thought. But then things started to go wrong.

The lake bottom in the Djurgården canal was never meant for elephants. Sahib sunk down into the mud and began fighting for his life to keep his head above water. He could not swim either. Finally he grabbed the jetty with his trunk. It was not a pretty sight seeing him hanging there exhausted.

The elephant's minder quickly went for help and managed to get a rope around Sahib. But how could one get the elephant out when he weighed several tons?

Nacka Fire Brigade was the answer. Rescue Vehicle Number 407. It is equipped with a HIAB 520-5 and it is no accident that Hiab cranes have an elephant for their logo.

"You're being called out to rescue an elephant! No kidding!",

we told them when we put out the alarm, the fire engine's driver Stefan Wesley explained.

And it was true enough.

The crane's reach was long enough to get to the edge of the jetty where poor Sahib was holding on for dear life. The rope was attached to the hook and slowly the elephant was brought back to the shore and onto firm ground once more. When he finally got onto dry land all Sahib could do was collapse in a heap panting. Then he blew a fanfare with his trunk. And could that have been the flicker of a smile he gave his rescuers?

## Three winches

One interesting feature of Rescue Vehicle Number 407 is that this Scania P 113 HL 8x2, which has had its support axle removed to improve flexibility, is equipped with three winches – a 14 ton on a single cable at the rear, a smaller one in the front and a 2 ton winch on the crane.

**NO 7**



SWEDEN





# A little German multi-purpose

With his technical know-how and his feel for new markets Sigfried Riebsamen laid the foundation stone of his company Metall- und Maschinenbau Riebsamen in 1990. Since then it has grown rapidly with his concept of building small compact cranes for environments where it is otherwise difficult to get at turning out to be a winner.



The EM crane is only 60 cm wide in transit but expands when working. So it is perfect for such places as cemeteries where access is otherwise quite difficult.

When a one-man company in a very short space of time transforms itself into a sizeable business with several employees it must have something going for it. The company develops and manufactures its own EM cranes. One of EM's guiding principles is that no supplier should ever be satisfied until his customer is. A sound finance and investment policy has put a solid foundation to this future oriented company.

The whole concept for EM cranes (EM stands for Euro-Multi) is built around the very latest in digital technology. This has meant for instance that CE approval was obtained in record time. Each EM crane is tested and accepted by both the buyer and the testing establishment TUV.

EM cranes are used principally in places like cemeteries where space is restricted. The chassis is only 60 centimetres (2') wide. The crane is 197 centimetres (6'6") high and 180 cm



GERMANY



HOLLAND

The crane's austere and clean design is what you notice about this fire engine.



The EuroMulti crane can be equipped with tools such as augers and buckets.

(5'11") long. Optimal stability is achieved by four hydraulically controlled supports which can be extended smoothly out at an angle of 45 degrees. The width of the track can be increased to 90 centimetres (35"). Control of all the crane's functions takes place by means of fully proportional radio control. There is a grapple, a ground boring machine in various diameters and lengths complete with a petrol engine that can be fixed to the crane's boom, a bucket and a trailer with steering axle for material transport. In other words it's the ideal combination for sculptors and stone masons. Moving grave stones and removing graves now takes half the time it used to using traditional methods. And as one sculptor put it:

"At last we can say goodbye to the heavy lifting that gave so many back injuries in our trade."

In the HIAB 025-2 Siegfried Riebsamen discovered the ideal starting point for his EM system.

"I tested products from other manufacturers", Sigfried Riebsamen explains, "but I ended up with the HIAB 025-2, because the way it was made and its performance was exactly what I was after. Moreover everything about the crane works so well. Our cooperation with HIAB in Langenhagen couldn't have been better."

No 8

## HIAB steps in

Recently a new crane came into service with the fire brigade in Gröningen Holland. It is a HIAB 300 T telescopic crane with a hydraulic reach of 12.7 metres and a lifting capability of 2 000 kg (4 410 lbs) at 7.5 metres (24'7").

The first thing one notices is the perfect balance between the vehicle's two axles, which ensures remarkably safe driving characteristics even when moving at speed in response to an emergency call. Some tough tests have proved this. The total height of the vehicle including the crane is only 3.5 metres (11'6"). The HIAB 300 T crane safety equipment meets standards laid down by the Machinery Directive, including 360 degree stability control, support legs and overload protection. The crane also includes a winch capable of a 2 000 kg (4 410 lbs) single cable pull.

No 9





## Raising the profile of the tent business

Stefan Göttig runs a family business with 14 employees and if it is anything to do with tents, Stefan does it. The tent hire firm was founded in 1968 in idyllic Fulda near Kassel. Eventually it developed into an important firm in the region. Nowadays Göttig GmbH focuses mainly on large events like concerts and festivals.



The handling of large tents is much easier now with the long reach of the HIAB 245-7.

Tents is the business and this includes raising them and taking them down. Sometimes it includes the catering as well. Göttig are also experts in weather protection systems for the building industry which are needed in repairing bridges and restoring old buildings. Building projects have to carry on during the winter but to do so they must be protected from the weather and wind. Göttig services this business with a wide range of tents. And cleaning up polluted sites is another business serviced by Göttig protective tent systems.

Hiab's service partner Schuchardt GmbH & CO KG Fahrzeugbau in Kassel provides an important link between

Hiab and Göttig GmbH. Schuchardt is a guarantor for the highest quality cooperation between Hiab, distributor and customer.

Stefan Göttig insists that his HIAB 245-7 and Scania truck serve as a billboard for Hiab. The crane is well-known for its long reach and generous lifting capacity and these are essential when setting out groundsheets and raising tents. What impresses Göttig most however is the precision radio control, which is noticeably better than the competition. It was partly this that persuaded Stefan Göttig to add his first HIAB crane to his fleet of four vehicles, thereby increasing the firm's flexibility even further.

No 10



## Flying new start for Hiab in Australia

TNT has taken the market by storm since becoming the Australian distributor for HIAB in March last year. During its first year TNT sold an estimated 150 new HIAB cranes. One reason is that TNT have been very selective in their choice of partners and has succeeded in joining forces with some of the most experienced and well known people in the crane business.

Nonetheless the remarkable success for HIAB has to be seen against a background of a market with cut-throat competition and a weak Australian economy. The impressive performance of the HIAB cranes and their overall economic value was what made the difference.

During their first year TNT HIAB reached agreement on the delivery of a large number of HIAB 025-2s as well as a HIAB 081 AW and a HIAB 090 AW to Queensland Rail Authority and several HIAB 090 AWs with CombiDrive to BOC Gases. And already Australia has many satisfied customers for the HIAB 300s, a type of crane not previously seen in Australia. During 1998 TNT will be introducing the first HIAB 500 and anticipates a lot of interest.

During the year TNT participated in a large number of exhibitions and trade fairs, of which the biggest was Queensland Truck and Machinery Show. This is the biggest trade fair of its type in the southern hemisphere and TNT took the 1997 "Outstanding Exhibit" award.

In March TNT Komatsu Forklifts changed their name to RED Australia Equipment Pty. Ltd and are now part of the Sumitomo Corporation group.



TNT celebrating their success at the Queensland Truck and Machinery Show. Present were Brett Wright, MD for the Commercial Vehicle Industry Association of Queensland, Coral Funnell and Steve Cunliffe from Komatsu Forklifts and the head of HIAB sales in Queensland, Wayne Irving.





Håkan Ekebacke

On many occasions the Örebro rescue services have found out how useful the HIAB 090 can be. Here is an example from the spring of 1997 when a car rolled over and was lying upside down in a ditch with the passengers trapped inside.

wreck upright quickly. This does away with the problem of having to urgently seal leaks and also means less spillage and hence less clean up”, says Lars Engberg.

Road accidents involving trucks often carry with them the risk of dangerous substances spilling onto the public highway. With the HIAB crane it is a simple matter to remove barrels or other toxic containers which are too heavy to lift by hand. The Örebro rescue vehicles are also equipped with powerful hydraulic tools for cutting through car bodywork or cutting away brake and clutch pedals to release accident victims from the wreckage.

### Helping hand

With car crashes a “helping hand” with decent lifting power is also extremely useful. An example was in the spring when a motorist was overtaking on a motorway in southern Sweden. Something happened and the next thing he knew his car was lying on its roof in the ditch.



SWEDEN

## HIAB saves lives in Örebro

Emergency services in Örebro have equipped two of their rescue vehicles with HIAB cranes.

“The cranes are a great help in many situations, like road accidents and saving animal lives” explains head fireman Lars Engberg.

**T**he oldest crane has been around for decades and has earned its keep on many occasions.

“For example when a tanker overturns and lies there with fuel leaking out. With the crane we can get the

With the help of the HIAB 090 it was possible to lift up the wreck and let out the five people trapped inside.

“It’s strong enough for most jobs and can lift a load of 1 170 kg when fully extended.”

It can also be used when horses or cattle get trapped in a water hole and have to be lifted out.

“Getting in close enough with the vehicle is critical though. On most call-outs we take both cranes. Having one sitting on a lighter vehicle allows us access that much easier”, Lars Engberg explains. **NO 11**



AUSTRIA

## The choice was HIAB when the standard was high



Four new purchases by Firma Prangl of Austria. To match the high standards customers demand HIAB was chosen.

**B**usiness firm Prangl, Schwertransporte und Kranverleih’s investment strategy is to target the best technology on the market. Since the firm was established by commercial attaché Josef Prangl in 1968 its vehicle fleet has grown to its present size of 800.

Within six years of starting up, the firm had grown to be market leader for crane hire and heavy transport in Austria.

But nowadays in addition to the trucks with cranes, the Prangl vehicle park has mobile cranes, heavy transport vehicles, half trailers, lifting platforms for industry and building sites and advanced building scaffolding equipment for house facade work.

All Prangl’s personnel are specially trained and highly motivated.

When the customer decided to invest in a further five large truck cranes, the contract went to HIAB as the best alternative to meet Prangl’s high standards.





# Jubilee year broke record

During 1997 the Norwegian vehicle assembly company Transportindustri A/S celebrated their 20th anniversary by setting a new turnover record.

“Quite clearly the development in Norway is towards bigger and bigger cranes. Over the year we delivered three HIAB 550s, two with boat cradles and hydraulic shocks”, says Gert Hanssen, head of marketing.

Customers that previously bought HIAB 330s now want the new HIAB 550, a general purpose solution with a reach of 24 metres with its jib.

“The three customers who bought the HIAB 550s use them for heavy machine lifts mostly, difficult installation jobs in the building industry and for lifting and transporting fishing boats”, Gert Hanssen continues.

One of the large new cranes is working out of Transportindustri A/S's home town of Fauske (at Arne Hjemaas). The other two work out of Tromsø (Øistein Karlsen) and Sandsjøn (Jøegtvik & BrastadTransport).

“The buyers have been very positive and say they have been getting plenty of work since buying them”, says Gert Hanssen.

Transportindustri A/S has been assembling vehicles



A meeting of two large cranes. The first truck was equipped with a HIAB 550 and was then called out to unload the HIAB 550 for the second truck when it was delivered.

for many years with HIAB cranes and Multilift load exchangers its speciality .

“We have chosen to concentrate on quality products. They are never the cheapest but in the long run they are the most profitable”, explains the works manager Terje Hanssen.

## Workshop and service vehicle

The company is also the district representative responsible for service within the region. They have their own workshop as well as a service vehicle.

Apart from HIAB they also work with Partek Cargotecs Norba and with a Swedish manufacturer of tippers and dumper trucks.

“Altogether this keeps the seventeen who work for the company fully employed.”

Apart from three HIAB 550s there have been many other big deliveries during the year, so the jubilee year ended with a turnover record at Transportindustri A/S. ☐



NORWAY

## Lifting computers onto the fourth floor

When lifting computers worth millions of rands, high quality lifting equipment is essential. That is why Elliott Machinery Moving & Rigging has taken delivery of a HIAB 250-3.

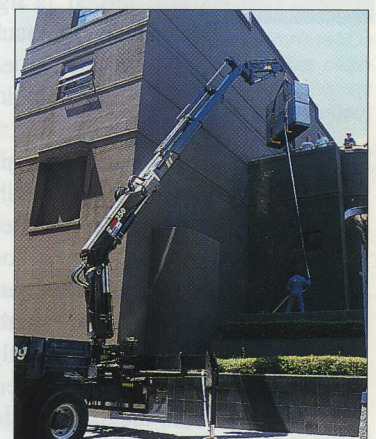
The HIAB 250-3 has three hydraulic booms which provide a maximum hydraulic reach of 9,9 metres horizontally. In the vertical position it will extend to 13.2 metres (43'4"). With the hydraulic fly jib it has a horizontal reach of 17.2 metres (56'5") and a vertical reach of 20 metres (65'7") from ground level.

The substantial reach of the crane enables computers to be installed into third and fourth storey office blocks. The crane has a horizontal lift of 12 tons at a radius of 2.1 metres (6'11"), enabling a heavy duty lift within a confined area.

With the flexibility these specifications provide, Elliott International's HIAB equipped vehicle is capable of taking on a wide variety of work.

Hiab's South African distributor Blackwood Hodge Ltd helped the customer to run a range of different parameters through its Hiab stability programme which calculates the optimum HIAB crane for the type of work the customer is considering.

Elliott Machinery Moving & Rigging were able to specify a Mercedes-Benz 2426/52, the exact size and weight of the computers and the height of the lift. The choice of crane was made and, after that, the only thing left was to lift up the computers. ☐



A high precision lift was required when heavy computers had to be installed in these offices.

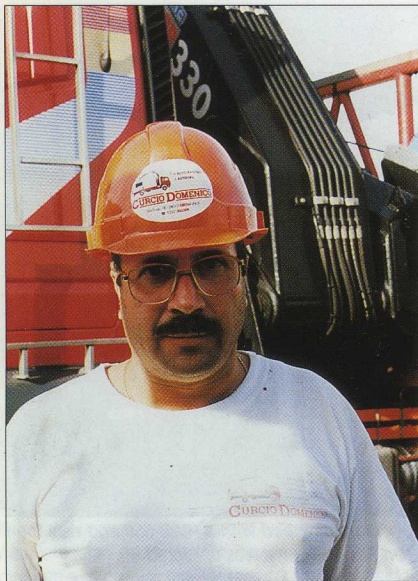


SOUTH AFRICA





ITALY



One important thing about my HIAB 330 is that I can do most things myself, says Domenico Curcio.

# Steady hand & responsive crane means new work

Curcio Domenico Autotrasporti Autogru in Cressa outside Turin is a real family firm. Domenico Curcio and sons Massimo and Mauro all drive, while Mother Maria looks after the office. The firm has four trucks, three with HIAB cranes – a 330, an 092 and an 050.

When the going gets really tough, requiring a particularly steady hand and a responsive crane, then it is Curcio's phone that rings.

"We work all over Italy and abroad as well sometimes", Domenico tells us.

He himself drives the truck with the 330-crane.

"And I normally load up a fork-lift or my smallest truck, an Iveco Daily 49.12, if they're needed for the job", he says.

Jobs come in all shapes and sizes. The company looks after about 250 different customers each year. One day he will be shifting large parts from a factory to an installation site, the next it will be tractors or driving roofing material to a building site, fetching and carrying containers, delivering white goods or computers through some apartment window in a high-rise building...

## Everything is Possible

"Everything's possible, HIAB 330 with jib is the ultimate crane for this type of job. It doesn't take up much room, so there's a maximum of loading space left, it is light but strong and has a long reach."

The crane is equipped with SPACE and this is a detail he is very pleased with.

"The system gives excellent precision and accuracy."

This is often needed. This factory makes cloth for hospitals, for instance. There are two rollers which have small points that have to fit exactly. They need regular replacement. The cylinders are hard to get at, weigh a couple of tons and tolerance is about 2 millimetres.

"If they knock into each other and are damaged, that's

10 million lira wasted."

When they need replacing, they phone Curcio.

"Another type of task needing precision is replacing the overhead parts on overhead cranes in different industries."

Domenico Curcio emphasises one point:

"These are all jobs I manage by myself with my HIAB 330."

His sons generally have plenty to do elsewhere working with the smaller HIAB equipped trucks. At home everything is neat and tidy, for that is the way Domenico Curcio likes it. His own truck looks brand new even though he has had it for three years. He keeps his jib in a special mini-garage and takes it with him if he thinks he might need it. Two manual booms are also part of the equipment.

"I can reach to undo loads from the trailer with my HIAB."

Now he is off with his next project – equipping the truck to load 30 metre long sections.



Mauro Curcio

When there's a really difficult job they call for Domenico Curcio. Here he is laying down insulation. The concrete and the frigolit are cast as a single unit, each unit weighing 400 kg. Here one is being placed 16 metres out. The longest reach needed was 22 metres which Domenico managed with the aid of two extra booms and the jib.



# Rapid lifts in Turin

When Lipitalia SPA in Turin collects the raw material for its production it has to be quick. Lipitalia SPA makes animal feed and their raw material comes from slaughter houses.

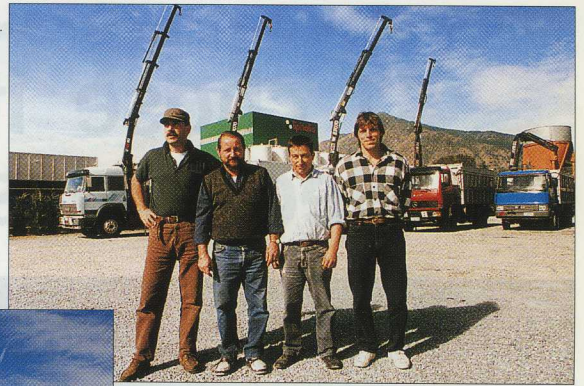
"We collect from all the big slaughter houses in four regions. Twelve trucks equipped with HIAB cranes do the job", explains Franchino Mauro, head of transport.

In summer especially the raw material starts to break down quickly and smells unpleasant, so it has to be collected continuously.

"We normally deal with around 1 000 tons a day, mainly bones and fat."

The trucks have top-fed containers. On their rounds it takes a lot of lifting up and emptying of slaughter house by-product bins before the containers are full.

"We have gone for HIAB cranes all the time because they're the fastest and the best," says truck driver Nicola Ferruccio, who owns three trucks driving for Lipitalia SPA.



The whole Lipitalia SPA truck fleet is equipped with HIABs.

"The reason is simple. HIAB has the fastest and the best cranes", Nicola Ferruccio, one of their 20 drivers, tells us.

The slaughter house waste is lifted by cranes and emptied into the truck's container. In total about 1 000 tons a day is collected in this way.

There are 20 drivers. They use HIAB 070, 050 and 035 cranes. Collections are made from all the big slaughter houses in Piemonte, Ligurien, Lombardy and Valle d'Aosta. Later at Lipitalia SPA, containers are emptied into enormous cooking vats and rinsed cleaned ready for the next round. The fat separates out. The rest is dried and compacted.

# Crane with winch is perfect

A.M.A. Ravenna collects household waste and maintains Ravenna's four sewage works. The works fleet has six trucks equipped with HIAB cranes. Five have HIAB 100s with buckets used for digging pipe trenches and pipe laying. A couple have been sold and are hired on subcontract. The sixth council crane is a HIAB 035 equipped with a winch.

"We've had it two months now and we're very pleased", says truck driver Carlo Grilli.

## Hired in

Cranes used to be hired in when pumps needed maintenance.

"We couldn't find anything suitable to rent. The problem is that some of the pumps are hard to get at", explains Carlo Grilli.

There's no problem with pumps that just sit there. But because of the way the sewage works are built, sometimes it means digging down six metres and then fishing the pump up from the bottom of the hole.



"The HIAB 035 with a winch was the ideal solution for fishing out inaccessible pumps from Ravenna's sewage works", according to truck driver, Carlo Grilli.

"With the HIAB 035 and the winch the job is simple. It works well and it's no longer a problem however badly placed the pumps are", explains Carlo Grilli.

In Ravenna (a port ten kilometres from the sea) there is one mechanical, two chemical and one biological sewage plant. At each there are 12 pumps, each weighing a hundred kilos (220 lbs) or so and needing to be taken out for maintenance every six months.

"So this is the crane's main job. But it's used for all sorts of other things like moving heavy objects around the site".

The crane is mounted on an Iveco Daily, a lightweight truck which is perfect for general purpose work.



A.M.A. Ravenna's small works vehicle is used mainly for handling heavy pumps at the council's various sewage works, but is ideal for other small jobs as well.





ITALY

# Italy's first HIAB 550 "I chose it for its electronics"



"99 percent of my work is delivering building supplies, often straight up onto the roof", explains Cesare Alberici.



Cesare Alberici's HIAB 550 is mounted on a Scania 143 H 420 with trailer.

Since August 1996, Cesare Alberici has been driving Italy's first HIAB 550, followed in the autumn of 1997 by two more. "I'm really very pleased with it, mainly because it's so easy to work with. And I can also take harder jobs, something customers soon get to hear about."

**M**ost of all its the long reach, up to 22 metres, which is of interest for this class of customer. Plus the fact that he can unload directly on a high roof.

99 percent of the jobs involve delivering building supplies within 300 kilometres of Broni.

When we met him he was delivering roof tiles to an air conditioning company Climovent who were building a big extension to their factory in Dusino S. Michele between Turin and Villafranca d' Asti.

"Each load weighs between 1.6 and 1.7 tons."

The idea was to get the whole load up on the roof, but even though he was expected today they had still forgotten to fill in a drainage ditch which went across right where he needed to drive up.

"It's often like this, so obviously it helps a lot to have the reach of a 550".

In this case though, not even this was enough and so he had to be satisfied off-loading at one end of the roof.

But his fellow workers made sure it all got onto the roof, so the delivery was complete without needing to call workers across from another building site. Cesare himself stands on the trailer with his remote CombiDrive. From here he has the best view when unloading.

Cesare Alberici thinks that SPACE is an excellent safety system. The only disadvantage is that it doesn't stretch further than its limit ... a wish he shares with every crane owner in Italy: "Just a little bit more".

### Feels Safer

"But otherwise I'm really pleased. I chose HIAB because service is close-by, because it's a good brand with a good reputation and because it was the first crane of my own. It just felt safer with SPACE-electronics."

He has been driving for six years now, but before he got his own crane he always needed to be met by a crane or a truck at the place he was unloading.

"It's much quicker and simpler now. And I have plenty of work, so it's been a good investment in every way." ☑





# Great start in Italy

At the beginning of November 1996 Partek Cargotec s.r.l. started up in Italy.

"We're organising the Hiab distribution network in Italy and adding on some services as well," explained their dynamic boss Massimo Febelli.

The main aim was to build from scratch an effective distribution system for HIAB cranes and for the Partek group's other load handling equipment. The new offices, which include a well equipped workshop, is in Milan at the Cormano exit on the Turin-Venice motorway.

Hiab's Italian operations were looked after by a family firm before, but there was a generation shift within the family, so Partek Cargotec took over and started up the new operation. Head office has been opened in Milan in modern premises with plenty of room to expand.

The Italian market is important for Hiab for several reasons. Not only is it one of the biggest markets in Europe, but all Hiab's competitors already have representation. It is an interesting challenge to be a success in the Italian manufacturers' home market.


Customer Support is the responsibility of Andrea Perone and Corrado Vivan, electronic and mechanical experts respectively. These two, just like Massimo Febelli, are nearly always on the move.

"But our two secretaries Giuseppina Radici and Elisa Di Sansebastiano keep everything running smoothly in our absence and we keep in constant contact", Andrea explains.

In the workshop there are two mechanics trained at Hiab's head office in Sweden. They are Anton Suresh Kumar and Jayasinghage Chularatna.

Partek Cargotec s.r.l. in Milan also functions as distributor for the Milan area.

We have excellent back-up from Hiab in Sweden and in January 97 we got our own contact in Hudiksvall who deals with any problems we have trouble sorting out.

It has been a very successful start-up and sales of HIAB cranes have really taken off. 

*Corrado Vivan, on the left, is responsible for technical support and Andrea Perone for electronic support at Partek Cargotec s.r.l. They are also responsible for sales in Milan.*



*Giuseppina Radici (standing) and Elisa Di Sansebastiano run the new Partek Cargotec s.r.l. head office in Milan.*

*Partek Cargotec s.r.l.'s new head office has plenty of room for expansion. There is also a servicing facility run by Anton Suresh Kumar and Jayasinghage Chularatna who were both trained at Hiab in Hudiksvall.*




## HIAB at the SAIE Trade Fair

Being at last year's SAIE trade fair in Bologna was a great success for Hiab. The first demountable system sold in Italy was handed over to its new owner during the trade fair.

It was the first time in several years that Hiab had been at SAIE, Italy's largest trade fair for the construction industry. The exhibition was rather cramped but visitors' interest all so much the bigger. Most HIAB crane customers are in the building sector.

Hiab's owner, the Partek Cargotec Group, confirmed their intention to develop the Italian market. Investment in Italy has been a success with sales trebling in a short time.

One of the new vehicles on show had a HIAB 330-4

with remote control which was bought by Transmadax s.r.l. The customer exchanged his old Italian crane and chose this general-purpose model. After just a month he ordered another HIAB crane. 

*At the show was Transmadax's newly purchased truck, with a HIAB 330-4.*







# HIAB 550 on flat rack gives the Swedish Marines a lift



*The sea trailer is a unique solution which considerably increases the Marines' durability and flexibility. Handling the sea trailer is easy with a HIAB 550-4.*

*HIAB 550-4 on a flat rack is a perfect solution for many lifting problems. Now any one of the Swedish Forces' norm vehicles can become an effective crane truck.*



Many different lifting jobs have to be performed at the Swedish Marines' supply and maintenance set up on the west coast of Sweden. Heavy weapon casements have to be moved, the unique sea trailers need handling and the fighting boats have to be supplied.



SWEDEN

A flat rack mounted HIAB 550-4 with 135-3 jib offers the best solution. The norm trucks in the Swedish Forces are today provided with the Multilift hook-lift system. Flat racks are easily and quickly drawn onto the hook-lift vehicle, thereby creating a flexible use of the truck for different loads. In this case the flat rack is used to carry the HIAB crane, thus creating a flexible mobile crane, which can reach up to 17 meters and at short reach can handle 10 - 11 tons.

The HIAB 550's considerable capacity together with the long reach is well suited for loading supply materials onto the fighting boats. These boats are normally moored together in groups. The crane can reach over the whole group without having to move the crane. The jib can also be used for situations where a boat or a ship has to be reached on the other side of the ship's superstructure.

The high lift capacity is necessary for handling the 10-11 ton weapon casements and for full-scale sea trailer operations. These sea trailers are unique to the Swedish Marines providing it with improved staying power and flexibility.

The crane is powered by the hook-lift's hydraulic pump and uses the same oil tank. CombiDrive radio control is used to

operate the crane which ensures maximum flexibility throughout loading and handling.

This particular application is a good example of the usefulness of the SPACE system. For a crane of this size the capacity has to be matched to the slewing sector. Checking that the support legs are firmly applied is another function of SPACE that leads to improved loading safety.

The hook-lift mounted on the three-axle Scania chassis is a Multilift HL26 adapted to the needs of the Swedish armed forces. This vehicle is today the norm vehicle for the forces and there are large numbers of them. In principle the flat rack with crane can be pulled up on to any norm vehicle.

For the West Coast's Marines, material handling used to be a big problem and it led them to use inefficient equipment and even forced them to hire mobile cranes on occasions. With the flat rack mounted HIAB 550 crane, a modern solution has been developed which offers the Swedish forces the highest levels of both flexibility and safety.

**No 12**





# Equipping Cities with HIAB cranes



Wall are a leading firm in the complex 'urban furnishing' business that equips our cities with such items as illuminated signs. The company is a bidder in nearly all large German cities and others around the world. Wall builds bus shelters, information systems, urban display furniture, bill boards and public toilets designed for handicap use and fully automated flushing and wash down. In this business Wall is the international leader.

In June 1976 Hans Wall founded Wall Verkehrsanlagen GmbH in southern Germany. Today head offices are in Berlin-Spandau and the company has subsidiaries in Holland, Russia, USA and Turkey. In addition to their headquarters in Berlin, Wall has a large facility in Düsseldorf.

Being the only German company, Wall was invited to tender for a large project in New York and is preparing to tender for contracts in the Olympic city of Sydney. In its home market more and more local councils are showing an interest in Wall's complex city furnishing solutions, particularly its public toilets.

Wall entrusts its new product development to famous designers like Professors Rido Busse and Joseph Paul Kleihues well known in Berlin for "Kantdreieck" and in Chicago for the new museum for modern art.

HIAB & Multilift distributor Lösch & Einberger collaborates with Wall in Berlin and Wall has bought two HIAB 060 for maintenance work. The firm's installation work however is a job for the HIAB 550 mounted on a MAN truck.

## Sensitive components

Bus shelters and public toilets are lifted directly from the truck's low platform onto their foundations with final assembly taking place on site. This is where the HIAB 550 comes into its own. When swing room is restricted high reach and lift can be critical for fast precise positioning of components which are often both heavy and fragile.

"Radio control gives sensitivity and precision so it feels like you've really got the crane in your hand, and that is something completely new in crane technology", says Peter Schwärzel, head of Wall's vehicle fleet. Drivers appreciate them too which is a good reason by itself for us to stick with HIAB cranes.

**No 13**



Not much room.  
A heavy load.  
Precision required. Just the job for the HIAB 550. Here a bus shelter is being installed near the Brandenburg Gate in Berlin.





# Faster and easier roof jobs



Several thousand tons of roofing is installed in the USA each year. And today customers expect deliveries to be where they want them. Standard Roofing, a roofing material supplier on America's East Coast realised this and equipped their fleet with 15 HIAB 260 AWWs with jibs and five HIAB 300-4 with jib 90-2. Now they are going further and installing radio control to make work even easier.

*The pre-assembled roof trusses are lifted into position directly from the truck. Denlinger's service is greatly appreciated making the job much quicker than before as well as quite painless. A HIAB 125 with jib is responsible for the impressive reach.*

In the USA it is normal for roofing to be done by a "roofing contractor". These are demanding customers who appreciate having their materials delivered onto the roof where they are working. For this HIAB cranes with their precision and long reach have turned out to be ideal.

Standard Roofing decided to go for jib cranes because these turn out to be best at reaching onto flat roofs, on commercial buildings. Otherwise an unnecessarily large crane is needed. CombiDrive radio control makes it easier for the driver to look after the whole driving and unloading job himself. Back injuries and other on-the-job injuries from slipping or falling are now a thing of



*It is easy for Standard Roofing's truck to lift a pallet of roofing material into position with the help of its HIAB 300-4, a jib and a pallet fork.*

the past.

The radio controlled CombiDrive and the Valve 91 help operators choose the best way to do a good precision job.

Dave Hamilton is responsible for Standard Roofing's fleet of over a hundred vehicles.

"HIAB cranes give us the flexibility we need to manoeuvre loads in under trees, over different obstacles and into site with poor accessibility. With the jib we can deliver roofing material over parapet walls on commercial buildings and still place the loads a long way in", he explains.

## Dividing pallets

Sometimes the load is wanted too far away for the crane to take the whole pallet, which weighs about a ton. But because of the speed the crane works, it makes sense for the customer to break down the pallet into smaller loads.

David Hamilton cannot imagine swapping his knuckle-boom cranes for stiff-boom cranes.

"To get the HIAB's capacity you would need a much longer reach to set the load down in the same place. The load's not as easy to control with a stiff-boom crane either. A knuckle-boom crane also costs quite a bit less."

The CombiDrive radio control is popular among drivers. Other models have been tested from other manufacturers.

"Their remote controls were cheaper to buy but harder to use and getting spare parts was impossible."

Building component supplier Denlinger who specialise in pre-assembled roof trusses have discovered HIAB. For them the HIAB 125 with jib is the optimum choice.

NO 14







# Tough oil field job

SubTerra Corporation is one of Alberta's most experienced and progressive horizontal directional drilling (HDD) contractors. Working in the oil, gas and utility industries, SubTerra also finds itself applying HDD technologies to new applications such as contaminated soil and ground water containment.

Casey Como, the firm's president and manager, recognizes the value of dependable equipment in the field and uses HIAB 060 and HIAB 145 articulated truck cranes for well installation projects.

The HIAB 145, SubTerra's most recent crane addition, is rated at 680 kg (1 500 lbs) up to 13.5 metres (44'3") from the truck. The crane's inner boom link allows the operator to fully extend the crane with a full load and lift heavy, bulky loads close to the truck. SubTerra operators use their HIABs to handle items such as drill stems, conduit pipes, cable reels and concrete structures for telephone and transformer equipment.

Casey Como has been in the contracting business for over 23 years and explains: "HIAB is recognized as the crane of choice by operators."

When purchasing their first crane SubTerra were looking for smooth operation and minimal maintenance. The choice was easy: "We liked the Hiab design and wanted the most foolproof crane on the market."



Of course the fact that HIAB cranes have the highest resale value didn't hurt either.

SubTerra has developed a comprehensive safety programme and is recognized by the province for its construction safety record. That is why SubTerra wanted the safest equipment on the market. Casey Como appreciates Hiab's built-in safety features including separate load holding valves which ensure zero creep and at the same time make it possible to operate the unloaded crane with very low pressure.

The advantage is that no increase in engine revs are needed thereby saving energy with much less build up of heat in the system.

The HIAB 145 has identical sequence control levers on both sides, automatic outrigger lock valves and total overload crane protection which make it easier to manoeuvre both the crane and its load. Being able to use 3 or 4 functions at the same time with the remote control also speeds up the work. Casey Como is impressed with the new system.

"It's now possible to have just one guy go out and do all the loading and unloading. He can do all the rigging himself."

**No 15**

*The SubTerra company philosophy is to provide customers with reliable and competitive service, while maintaining a high level of performance and productivity. Using HIAB cranes fits well into this philosophy.*



CANADA



One HIAB 195 that goes far.

## Billboard with reach

Ola Petterson's Hauliers in Edsbyn, central Sweden have an unusual advertisement on one of their trailers. The motif is a full-size HIAB 195-5 crane at full stretch. It's a billboard that reaches far.

"The truck travels back and forth across Sweden with its deliveries", Ola explains. The 4-axle trailer is 12,5 metres long and is attached to Ola Nilsson's truck which is one of three in the company. He does not actually have a HIAB 195... "But I've got a HIAB 330 which is used for loading and unloading supplies and equipment like electricity cables, scaffolding and so on. It's concrete, steel, clay products and anything else. Mainly for the railways."



SWEDEN





When the magnificent galleon figureheads were moved from their old 'cabin boys barracks' to Karlskrona's new maritime museum they had to be taken out through the window. The largest was the 200 year old "Äran" – almost four metres high and weighing 1 100 kg. And the honour of lifting "Äran" into place went to a HIAB 100.



# An honour to lift Äran

Today Äran (Sw.= honour) can be viewed alongside his "colleagues" Karl XIII, Prudence, Galathea, Freja, Saga and Fäderneslandet and several others in its place of honour inside the new 8 000 square metres of the huge Maritime Museum at Stumholmen outside the Swedish naval port of Karlskrona. With the HIAB crane and a specially built cradle the move went well and they all survived the ordeal of moving into a new home. They made their voyage wrapped in mattresses and plastic. A much smoother passage than the one they set out on in the 1700s when Äran's figurehead at the fore of the ship was wreathed in cannon smoke as it played its vital part in the break out from Viborg Bay.

Like most of the other figureheads Äran was created by the Admiralty's figurehead sculptor Johan Törnström who worked in Karlskrona between 1781 and 1825.

Stumholmen is the perfect place for a maritime museum. For three hundred years the site was the Swedish fleet's maintenance organisation headquarters. The island was both built and built on by the fleet and has quite literally been sitting on the fleet since three small islands were made into one island using



Torbjörn Carlsson

Four metres high and weighing 1 100 kg. Äran is an enormous figurehead seen here lying on the floor after being moved to its new home on Stumholmen outside Karlskrona.

old sunken men of war as part of the in-fill. It has cost 150 million kronor to transform Stumholmen into a museum. One of the things bought for this money has been an underwater glass tunnel which allows visitors to view the sunken 18th century ship Göta Lejon.



CANADA

# Rapid service with R.J.V. and HIAB

R.J.V. Gas Field Services Ltd. in Vegreville Alberta provides fabrication, supply, installation and field services of well site production facilities to the Canadian oil and gas industry.

R.J.V. have built their business on reliable, on-time service to customers, and now have a fleet of eleven fully equipped vehicles including their latest addition, a new HIAB 330-5 mounted on a 6 x 6 Kenworth C500.

The HIAB 330 is a 33 ton-metre crane that smoothly and easily positions loads weighing up to 1.9 tons at 13 metres from the truck. Close-in the crane can lift loads of 8.5 tons.

The HIAB 330 features an electronic link for increased lifting capacity and HIAB Valve 91 and

SPACE control for smooth, precise fully proportional operation.

"We tend to go with the top of the line products like HIAB when purchasing equipment. I also like the knuckle bone concept where the crane folds up behind the cab instead of hanging over the truck like a stiff boom crane." says Dale Laniuk, the firm's Secretary/Treasurer and Quality Control Manager.

R.J.V.'s HIAB 330 operator Wes Markowsky likes the versatility of the HIAB crane and the remote control system.

"The system makes it easier for swinging equipment into position and you have better visibility. I can now unload inside buildings and stand beside a load. I don't have to rely on other people to give me directions when I'm placing loads."

R.J.V. recently opened a division producing injected urethane panels for housing the delicate equipment used to monitor the well sites. With a HIAB 330 the equipment and its housing are lifted onto trailers and delivered straight to the oil and gas well sites.

No 16



R.J.V. provides Canada's oil and gas well sites with essential supplies and field service.





# Pig's head gives good luck for the future

Down on his knees bowing to the head of a roast pig. This was how

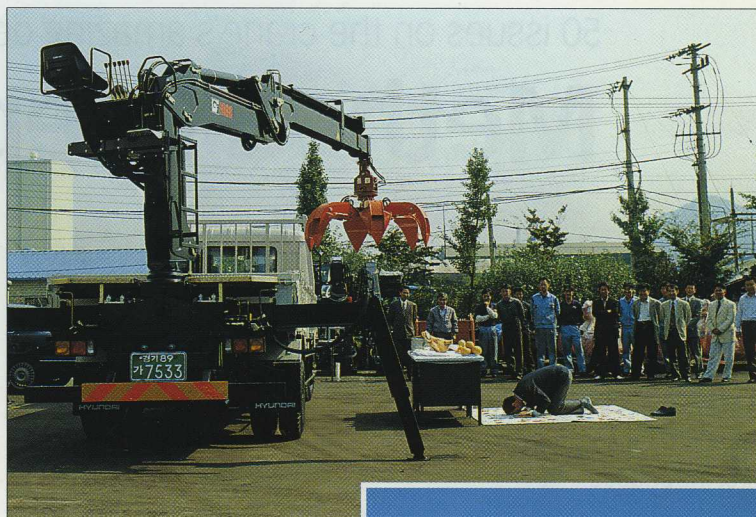
Managing Director Gösta Johansson, head of Hiab Co Ltd (now Partek Cargotec Co Ltd), introduced the new HIAB 982 crane in Korea. That approach assured both the company and the whole product concept H 982 a successful future.

**H** 982 turns out to be a well chosen name in Korean since '982' when pronounced means "Be kind and buy it quickly".

Being a little more practical, "98" also stands for the model's ton-metre class while the figure 2 shows that the crane has two extensions. The 982 is specially designed for the hard treatment it will receive handling scrap in Korea.

## Scrap and Recycled Paper

In the rest of the world the model is called the HIAB 085 H and is the first truck crane on the market designed specially for the handling of scrap and recycled paper. Long and hard work loads have shown that it does what it promises to do even in Korea regarded as the world's most demanding market in this area. The crane has a new linkage system between the inner and outer boom where the outer boom cylinder is protected by the inner boom. The linkage system gives extra strength and allows

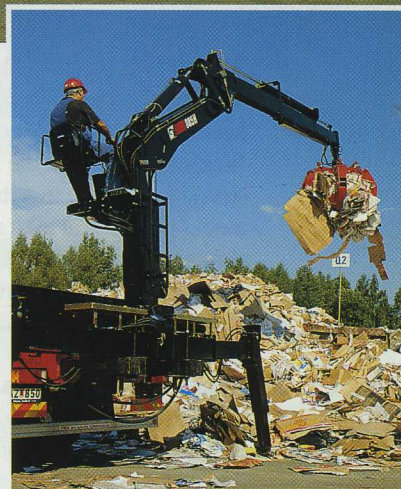


Bowing before the head of a roast pig at Hiab Co Ltd in Korea is Managing Director Gösta Johansson when in Korea to introduce a new HIAB 085 H.

for maximum work rate. Exposed parts like hoses and pipes are well protected and the support legs are completely encased.

The crane's robust construction means that the HIAB 085 H is suitable for many demanding jobs such as handling bricks and concrete blocks or digging with a bucket. The hydraulic reach is 7.5 metres (24'7") and at full stretch it can lift 1 160 kg (2 560 lbs). Maximum load capacity is 3 400 kg (7 500 lbs).

**No 17**



The HIAB 085 H is specially built for demanding jobs like handling recycled paper, bricks and tiles or for excavating work. The linkage system provides extra strength and speed for this type of work.



Jubilant when HIAB SPACE was awarded first prize in the prestigious Construction News Award. Personnel from Hiab, Partek Cargotec and the customer Ron Whitelock are all pleased with the recognition. From left to right: Peter Bavister, Paul Riley, Partek Cargotec Ltd.'s MD David Gardner, Darin Tudor, Ron Whitelock, David Scarrott and Carl-Gustaf Bergström.

## Award for SPACE

In the autumn Hiab shared the prestigious first prize in England's Construction News' "Quality in Construction" competition for their initiative in creating the SPACE safety system.

"Well deserved," agreed Ron Whitelock, who has 40 HIAB cranes to help him provide Eastern England with electricity. "SPACE is what Hiab needed to make a new breakthrough in safety."

## Fun on Wheels

In October the truck manufacturer MAN arranged a spectacular event in Holland to exhibit the technical advantages of its 'Wide Spread' axle system and its new F2000 truck series.

MAN invited other manufacturers of truck accessories like tipper, container systems and cranes to participate.

Hiab took the opportunity to exhibit a whole series of crane applications. Altogether Hiab put 17 cranes on display including the large tractor mounted HIAB 550. Interested visitors got the chance to operate the crane which was equipped with Hiab's remote control.

Motor cycle jumping onto a MAN 4x4 with a HIAB 100 behind the cab was another spectacular part of the show.



As well as seeing the new MAN trucks, visitors could also see this motorcyclist in action.



50 issues on the crane's amazing development

# Method keeps up to date

Hiab AB has reached 50 with some to spare and now Method too is celebrating with the 50th issue since it started publishing in 1965. The aim then was to present the concept of the HIAB method and the new dimensions this brought to the haulage business. It started a revolution, which continues today, and which set the standard for many other fields during the 30 years since it was first introduced.

In the first issue of Method the then managing director Hans Bostedt presented the revolutionary 'HIAB Method'. Taking a look at the costings that gave this 'loading apparatus' the strong position it has in the world today one can see that they are still valid. Today's smallest model performs at least as well as the 1965 'Elephant' with similar costs that are "much less than a year's wages for an assistant and stretch further than the life of the truck".

## HIAB COSTING 1965

6 men x 2 days x 8 hours = 96 hours @ 6 kronor ..... 576 kr  
Truck hire an extra day @ 10 kronor ..... 10 kr  
**Total costs manually ..... 586 kr**

compared with

2 men x 1 day x 8 hours 0 16 hours @ 6 kronor ..... 96 kr  
Crane hire for one day @ 5 kronor ..... 5 kr  
**Total costs with crane ..... 101 kr**

The figures looked rather different in 1965 of course. Or what do you think of the costing below for unloading a truck? (see table)

And Hiab's 'loading apparatus' kept right on selling. They turned up everywhere. Perhaps the most exciting picture in the first issue was from the ocean off Cape Kennedy where a small fast HIAB equipped boat was using the crane to fish up the astronauts in their space capsules after completion of their space mission.

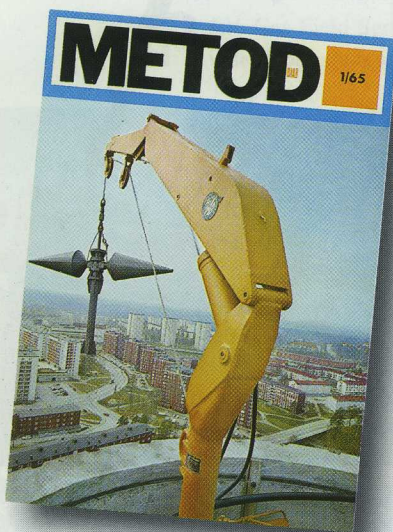
Later on the ingenuity which can still be seen in HIAB users all over the world gave rise to many new and exciting applications.

## Forest 'Elefant'

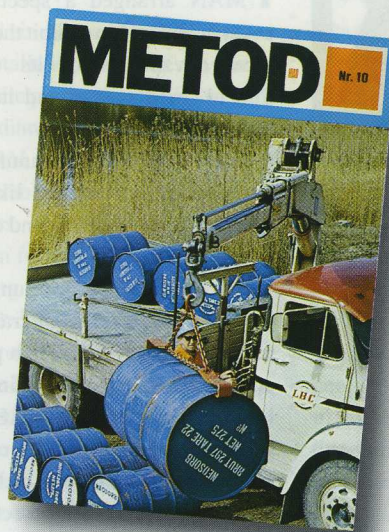
In Method number 10 there was a description of 'Forest Elefants' being used with a shovel attachment to clear snow, lift bricks, handle containers on and off removal vans and of course to service the rapidly expanding building industry where the HIAB method was being used to place building materials in exactly the right place. Using boom extensions the reach of a little over 10 metres was possible.

## Conquering Africa

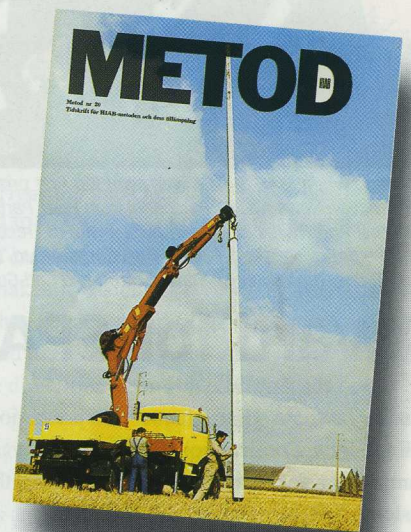
In number 20 there was big news – the HIAB 1560 – a strapping fellow at over 15 ton-metres which "managed two thirds more than any previous HIAB crane". The reach was 6 metres and among its uses were transporting boats, loading concrete blocks and unloading containers of retreaded rubber tyres. Rather exotically HIAB



A HIAB 'Elephant' with a view. On top of the 80 m high telecommunications tower in Farstad where it is being used to lift up transmitter equipment.



One of the 'Elephant' successors was the HIAB 174. With a winch it could be used efficiently for handling heavy barrels.



The HIAB 1560 was a sturdy fellow at over 15 ton-metres. Here it is being used to install a concrete post.



was reported to have conquered Africa.

HIAB cranes also did good environmental service with the coastguards. In the battles against oil spills and water pollution HIAB cranes were needed for such tasks as lifting pumps into position. In Thailand a HIAB crane was used with a clamshell bucket on a dredging barge.

### Replacing gas cylinders

The HIAB method revolutionised the job of replacing gas cylinders on Swedish lighthouses. Previously these had been loaded onto small boats which were then rowed out in choppy seas and dragged over slippery rocks. A dangerous job with many injuries.

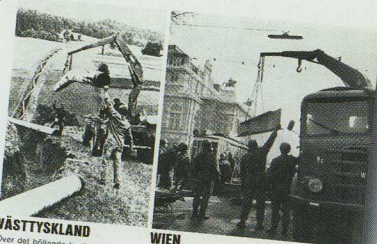
At the time the search for oil in the North Sea was proceeding at top speed. Here too HIAB cranes made the work of replacing gas cylinders much easier. The gas cannons were suspended on cables beneath the seismological survey ships. The cannons were fired every seven seconds with 98 shots per nautical mile to produce an image of the geology of the sea bed. The big advantage of these cannons was that, unlike dynamite, they did no damage to the fish – and oil was found eventually...

### Production cranes

In Method number 30 the expression ‘production loaders’ was introduced with the launch of the HIAB 1100 and 1300. This heralded an expansion of the model programme to nine haulage cranes and four production loaders. The latter were used mainly for handling logs. The largest was a 13 ton-metre model, which can be seen in the picture. The reach was 8.17 metres and it weighed nearly two tons.

An interesting report in this number showed how a HIAB 550 with a hydraulic clamshell bucket was used to improve the working environment in a wool laundering facility in England. The crane operator had taken over the previously messy job of sluicing away the wool remains after

HIAB-metodens pålitlighet, mångsidighet och enkelhet har gjort den till den rätta lösningen på klassiska lyftproblemen över hela världen. HIABs lastapparater sälls i alla världsländer och från så gott som alla länder finns exempel på svåra, osannolika eller sensationella lyft som klaras med hjälp av hydrauliska lastapparater från Hualkval. Här visar vi några bilder som kommit in från HIABs kunder över hela världen. I arkivet i Hualkval finns flera exempel på HIAB-metodens mångsidighet. I kommande nummer riktar vi följaktligen med ett kommande nummer flera "Lyft med metod". Metod-reklamation i Hualkval är tecken för bilder och textbeskrivningar.



VÄSTYSKLAND

WIEN

Över det följande landskapet i Västyskland byggs en gasledning med i lastningsstadiet med en HIAB Elefant.

Osterrikiska ingenjörstrupper arbetar mitt i gatan framför operan i Wien. Konstruktionsledningen hanteras med HIAB Elefant.



CAPE KENNEDY

När astronauterna efter fullbordad rymdtärd skall fäskas upp ur Atlanten vägar man också det med en HIAB-lastapparat. En Elefant på en liten snabb farkost får äran att lyfta kapseln upp ur det veta igen.

A historic moment off Cape Kennedy as a jubilant Method photographer records this spectacular use of a HIAB crane.

washing. It had taken eight men with shovels and wheelbarrows to do the job each week. Now the men had much better working conditions and the company could deploy them to do something much more worthwhile.

### The method that became standard practice

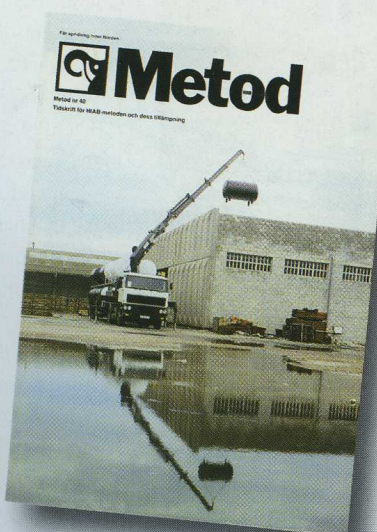
In Method number 40 it was claimed that the HIAB method was no longer news. It had become standard practice in the crane business. But various reports outlined the developments still under way. Operator cabins were being introduced as well as remote control. And HIAB cranes were starting to run on rails. the number of HIAB cranes in operation around the world was already well over 100 000. 15 000 HIAB 190s alone had been manufactured between 1947 and 1954. Over the years the colour changed from green via orange to today's black.

And to cite Hans Bostedt once again in the first issue of Method: "For the HIAB method the best times are to come. Many people have got used to the idea that they can't work without HIAB, yet still we are only at the beginning of a period of simpler, cheaper, safer, more comfortable loading and unloading" How right he was.

“The best times are to come”



Production loader HIAB 1100 was the latest news. Initially it was developed for handling logs.



This HIAB 260 which is seen here at La Pesa in Zaragoza, handled tanks of heating oil and propane both on the roof and below ground.





## Well-earned commendation for a faithful old servant

In a ceremony on the 27th September 1997, the sales department of Partek Cargotec S.A. in Spain paid their respects to a Swedish legend. Not Greta Garbo but a HIAB 173; the crane which showed the way for today's knuckle-boom cranes with their long hydraulic reach.

**T**he best any normal crane can expect is to end its days at the scrap yard. But in this case something completely different happened. The 173 symbolised HIAB's logo, the elephant. And as everyone knows, elephants do not just lie down and die.

This particular crane had given outstanding service for 33 years. In that time the customer had worn out three trucks. On the first two occasions when the moment of decision came the old crane was mounted onto the new truck.

### Memorial

When truck number three gave up the ghost, the sales department finally persuaded the crane's owner to swap his old veteran for a new one by promising to raise a memorial to his old crane.



Everyone from Partek Cargotec S.A. in Madrid attended the ceremony to mark the end of the road for the old faithful 173 with a monument.



*An honourable end for a veteran. The old HIAB 173 had been in constant use for 33 years before it finally came to rest and became a memorial to HIAB's durability and far-sighted technological development.*

The location of the "elephant cemetery" is outside the head office in Torrejón de Ardoz (Madrid) and as with all monuments in Spain the crane stands on a large plinth of local granite.

The day of the ceremony was 27th September and the HIAB crane that had the honour of lifting its honourable predecessor into place was a HIAB 125-4.

Everyone from Partek Cargotec S.A.'s sales department attended the ceremony. Some of them had been working there when the 173 was the height of fashion. They all applauded warmly when the old "elephant" settled into his final resting place with the general public clamouring around the monument with their cameras to capture the historic moment.

