



# METHOD

A MAGAZINE PUBLISHED BY HIAB • NR 51



**Next  
Stop  
Denmark**

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### TOTAL CONTROL

HIAB's heavyweight Fully equipped with five hydraulic extensions, the HIAB 220 C weighs no more than 2,600 kg – and yet it can lift 7 tonnes close-in. Fitted with manual boom extensions, it has an outreach of 18 metres, from where it can lift 600 kg.



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### ROBBY UP ON THE ROOF

Robby Delorme has been trucking for over 20 years. The past three years have seen him delivering products for Exeltherm Supply, the leading supplier of low slope roofing systems in Canada.



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### HIAB IN VERSAILLES

A massive 23 million-franc government-funded project is seeing the gardens of that jewel of national French heritage, the Palace of Versailles, restored to their original 17<sup>th</sup> C. shape. Playing a central role in this special project is a HIAB 060-2.

Cranes are more powerful than ever and they are handling bigger and bigger loads. So it is more important than ever to ensure that crane drivers understand both the opportunities and the risks. There is a big difference between a 300 kg load swinging out of control and a 3 ton load. Heavy loads also place greater demands on the stability of any ground the crane stands on.

Kristofer Holm is responsible for HIAB's Product Support. "The need for good operator training is growing all the time. Both the industry and individual crane owners are aware of this, which is why HIAB is putting so much effort into being the market leader in this field".

Training is not only about safety but also about using the crane as efficiently as possible. So it is important for all training to be product related. "We make sure that our sales companies have the required product knowledge", Kristofer Holm explains.

So far no country requires formal training and attitudes to safety vary from country to country.

"But at HIAB we work very deliberately to raise the level of both safety and training and to impart a high degree of safety awareness".

#### 'Green Card' in England

England leads the way and it is the crane industry itself that has taken the initiative. In England a 'Green Card' shows that a crane driver has been trained by an approved training establishment.

"The status of this card is really the same as a driving licence. Many work sites are now refusing access to drivers unless they can show their Green Card."

This might seem a rather obvious development. Drivers entering a strange work site, a building site for instance, have a heavy responsibility. A well-trained driver knows what to look for and how to prepare for the task at hand.

The Netherlands is another country that has come a long way. Every crane delivery has to be accompanied by a log book. There is a page for the customer to sign confirming that all the necessary instructions were given by the supplier.

## "Training is becoming increasingly important"

"In other countries it's increasingly the crane owners who are coming and asking for driver training, even though there is no legal licensing requirement."

What are the most frequent mistakes stemming from inadequate knowledge?

"The biggest mistake is weak ground beneath the crane's legs. If the ground gives way the situation can be really dangerous."

It is important to make sure the work area is tidy and free of obstructions - and any electricity cables must be out of harm's way of course.

With today's powerful cranes there is also a risk drivers go too fast causing the load to swing. Uncontrollable movements can have very serious consequences.

Something else that is important is knowing what is on the other side. Loads should never be driven into an area unless the driver has a clear view. Remote control can be regarded as safety equipment as well as being important for driver comfort.

Three important thoughts on safety:

- always makes sure it is clear underneath the load
- always move the load gently
- always optimise the position of the crane boom.

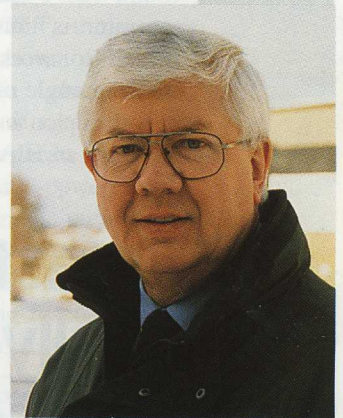
"There are many different ways to get to a place. Optimal positioning utilises the crane's full capacity. This saves time and gives less wear on the crane."

HIAB has the resources to train drivers in crane safety and efficient crane handling.

"Software' in the form of competent training, service and support is an integral part of the HIAB concept."

Kristofer Holm summarises it like this:

"HIAB offers good products, shorter downtimes and efficient and safer crane usage."



KRISTOFER HOLM  
MANAGER  
PRODUCT SUPPORT

#### METHOD • Number 51 • Spring 1999

Method is published annually in nine languages by HIAB AB, Hudiksvall. **Publisher:** Göran Wiklund. **Editor:** Ulf C. Nilsson. **Editorial Assistant:** Iia Berglund. **Graphic Design:** Salt Media AB. **Printer:** Waasa Graphics Oy.

NB. Some of the products appearing in this magazine may have special equipment requiring local authority permission before use.

Articles have been numbered to make it easier for readers to obtain replies to questions about new products and solutions. When requesting further information please quote the article number and contact your HIAB representative or write to:

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# HIAB's flagship

The new HIAB 900 E is the most powerful crane to date from HIAB. Six hydraulic extensions and double links on its boom system, enable it to reach out 16 metres and lift as much as 4 tonnes.

The HIAB 900 E-2 is a real bundle of power. Close-in, it can handle loads of up to 28 tonnes – and at an outreach of 8 metres, can still lift 10.3 tonnes.

It is available with up to eight hydraulic extensions, which enable it to reach out 21.1 metres, while lifting 2.6 tonnes. With a jib, this crane can stretch to an astounding 31.7 metres. Delivering goods ten storeys up is thus a piece of cake.

All models are equipped with HIAB's well-proven electronic control and security system SPACE, which provides that little extra in terms of performance and precision, Valve 91 for smooth operation and the power-boosting system LOS (Load Operated Speed). CombiDrive remote control is of course standard; the operator is thus free to choose the best point from which to work the crane. It boasts an impressive slewing angle of 640°. Quite simply, the HIAB 900 E is the champion in its heavyweight category and the most powerful of HIAB's models. What's more, despite all the



The HIAB 900 E is a heavyweight champion in every respect.

power and performance, its parking height is a mere 2.48 metres.

**No 1**

## A fast worker that really reaches out

The new HIAB 400E – with eight extensions – is a fast one. It reaches out 21.4 metres in just 60 seconds, at which point it can lift 890 kg.

Along outreach and a cracker at lifting – are two features of the HIAB 400 E that are immediately apparent; but there's more: the SPACE security system for example, as well as Valve 91, CombiDrive remote control and LOS are all standard. And this crane is available with between two and eight hydraulic extensions, which give you reaches of between 8 to 21.4 metres. All that and it takes up no more than 2.4 metres of parking height.

Models with six or more extensions are equipped with sequence-steering which ensures that all the various extensions always move in and out in the right sequence. Sequence-steering is also available as an option for models with fewer extensions.

Double link systems greatly enhance the HIAB 400E's lifting characteristics, both when lifting heavy loads close in, or with precision jobs at long outreaches.

This crane is the perfect partner to have around, whet-



With eight hydraulic extensions the HIAB 400 E reaches 21.4 metres where it has a lifting capacity of 890 kg.

her you're grappling with heavy containers or machinery, or manoeuvring light goods.

Depending on the number of hydraulic extensions, the HIAB 400 E can handle a maximum of 15,700 kg at 2 metres to 890 kg at 21.41 metres. Add manual extensions and the crane will reach out to 23.8 metres and handle between 810 to 900 kg, depending on the version.

Strip the HIAB 400 E of its SPACE, LOS and CombiDrive fittings and you have the more basic 360 E. It is also available with up to eight extensions, giving it the same impressive reach of 21.4 metres, from where it can lift 760 kg. Close-in, it can handle up to 13,500 kg.

**No 2**



# Enter the lightweights



*Small, but a super performer. The most basic version of the HIAB 008 T can handle eight times its own weight.*

HIAB is proud to present its new generation of four stiff-boom cranes for light trucks. And commercial vehicles. They are compact, yet pack plenty of power. The smallest of the quartet, the HIAB 008 T-0, can actually lift eight times its own weight.



*The HIAB 013-T enables drivers themselves to handle most loads normally carried on light commercial vehicles.*

The new family of lightweight cranes are the products of HIAB people dedicated to finding optimum design and materials solutions. They have, for example seen to it that these cranes can operate on biodegradable hydraulic oils – right in line with HIAB's environmental thinking. What's more, they have combined it with new technology. The slewing housing is, for example made of cast iron with an encased worm gear – a light and strong solution, water and dirt-proof.

The standard version of the HIAB 008 T-1 weighs just 125 kg, thus barely encroaching on the vehicle's cargo capacity, while adding to its sphere of operation. It will improve efficiency, with drivers no longer having to rely on, or wait for, help at the pick-up or drop-off points.

### Eight times its own weight

HIAB 008 T-1 and 008 T-2 versions offer hydraulic outreaches of up to 1.9 and 2.8 metres respectively. With manual extensions, they'll reach out to 3.8 metres and lift to a height of 4.7 metres above the base. Maximum lifting capacity for all these models is 840 kg and at 3.8 metres they will lift 230 kg. There is also a HIAB 008 T-0 without hydraulic extensions, but otherwise delivering the same performance. It is even lighter, weighing a measly 105 kg – yes, this little masterpiece will lift eight

times its own weight.

The HIAB 008 T can operate from the vehicle's power take-off, or from a separate integrated electric power pack mounted on the cylinder. The boom system incorporates a load-holding valve with hose failure function.

### More muscle power

The HIAB 013-T is a somewhat bigger model, 20 kg heavier, but in exchange you get a lifting capacity of 998 kg, which should fully meet the needs of most light trucks. Both the T-1 and T-2 versions have a 4.2 metre outreach. With just the hydraulic extensions, it's 2.1 and 3.1 metres respectively.

For those looking for more muscle power combined with light weight, the HIAB 017 T will lift 1.3 tonnes close-in and reach 3.8 metres. The boom system is made of hexagonal profiles and has a load-holding valve with hose failure function.



*The HIAB 026-T, the strongest of the "little 'uns". Its weight, depending on the version, varies between 250-295 kg, but it can lift 1.9 tonnes.*

BOSS control system are integrated into a protective control box, which also houses the emergency stop switch.

Biggest of the lightweights is the HIAB 026 T. Designed for the heaviest loads carried on light commercial vehicles, this crane is invaluable for the fast handling of medium-heavy cargo on building sites or other locations that might otherwise involve unnecessary waiting. It is available with up to three hydraulic extensions and, with manual extensions, can reach out 5.8 metres. Close in, this crane can lift 1900 kg and at the maximum hydraulic outreach of 4.6 metres, the HIAB 026 T-3 can handle a remarkable 550 kg.

Like the HIAB 008-T, this crane can run either off the vehicle's power take-off or a separate electrically-powered hydraulic pump with an encased worm gear for the slewing function. The control valve and



*The HIAB 017 can handle well over a ton of cargo.*

**No 3**



The new HIAB 220 C has been endowed with a leanness that belies its muscle power. HIAB's control system, SPACE and CombiDrive remote control are standard, giving it the added qualities of efficiency and precision.

## Maximum power with total control

Fully equipped with five hydraulic extensions, the HIAB 220 C weighs no more than 2,600 kg – and yet it can lift 7 tonnes close-in. Fitted with manual boom extensions, it has an outreach of 18 metres, from where it can lift 600 kg.

It is no secret that this newcomer was developed with the HIAB 195 as a model. The result was this extraordinary hi-tech bundle of power. It boasts excellent lifting capacity... 21.1tonne metres, light weight and is a joy to operate. The 220C is fitted with HIAB's advanced control system, SPACE, Valve 91 and CombiDrive remote control as standard – which explains its performance in terms of lifting capacity, precision and ease of handling. It is fast as well. The Load Operated Speed system, LOS provides added power, while the PFD – Pump Flow Distribution, which is automatically activated, ensures smooth and easy operation even when heavy goods are being handled.

### Compact Design

Mounted, the HIAB 220 C takes up no more than 890 to 990 mm of space. This supreme compactness coupled with low weight obviously spells a minimum of impingement on the truck's freight capacity.

For those preferring a simpler, more traditional alternative, there is the HIAB 200 C, similar to the 220 C, but not fitted with SPACE, LOS, or remote control. You can choose between Control Valve 50 or 91. The 200 C is available with a maximum of five hydraulic extensions, giving it a maximum hydraulic outreach of 14.1 metres. At 13.8 metres, the HIAB 200 c-5 can lift 1000 kg. Adding manual extensions boosts its outreach to 18 metres, where it can handle 500 kg. Close-in, this model can lift a maximum load of 7 tonnes.

**No 4**



A HIAB mounted on a special vehicle carries out a lot of the work in the railway section on the lower deck.

The 8 kilometre long bridge and tunnel over the Öresund sound separating southern Sweden from Denmark is scheduled for inauguration in July 2000. But don't bother queuing up to be the first to drive onto the bridge; you've already been well and squarely beaten to it – by people like Lars Fröjd, one of the workforce of almost 5000 people involved in the project.



SWEDEN

The question is if anyone will ever get near the sort of mileage that Lars has covered on the bridge since work on it started back in 1995. Lars and his HIAB 195, mounted on a Volvo F10, have played an important role in the massive project that will give Sweden its first direct road and rail link to mainland Europe. As part of a service team, he has driven both in the Danish tunnel side and on the Swedish bridge side. The sections for the tunnel are being constructed on land, then towed out and joined together on the seabed. Lars spent a month fetching material from the completed sections of the tunnel.

"I couldn't turn round in the tunnels,"



The link will stretch 16 kms in all - the bridge section will be 8kms long, the rest will stretch across a 4 km-long artificial island and through Scandinavia's longest tunnel, also 4 kms. A suspension construction marks the highest point of the bridge, with cables from two 190-metre-high pylons supporting a section high enough to allow seagoing vessels of all sizes to pass underneath.



Even on fine days like this there are sudden unpredictable gusts of wind. To manoeuvre the 2 tonne bundle of reinforcement bars in place, Lars Fröjd holds it with one hand and controls the crane with the other. PHOTO: Ralph Andersson/Trailer



There's little elbow room in the rail sections of the bridge, but with the help of his colleague, Mats Hjelte, Lars skilfully manoeuvres his HIAB 195 to put yet another concrete slab in place. PHOTO: Ralph Andersson/Trailer

# Next Stop Copenhagen

he says. "It was so narrow, I always had to back all the way out."

## Bridge vibrations

Working on the top deck of the bridge fifty metres above the sea is quite different, plenty of room and stunning views to boot. On windy days, the bridge vibrates and gusts of wind catch his truck. This doesn't worry him any more, it's all part of the job, which currently involves transporting and putting 3.5-tonne-heavy reinforced concrete slabs into place on the bridge. That, as well as a number of other tasks, such as moving compressors and other construction equipment and material.

## CombiDrive indispensable

Lars is finding his CombiDrive remote control useful to the point of being indispensable. He is often out loading and unloading on his own, apart that is, from his 195 and because of the unpredictable sudden gusts of wind, Lars likes to keep hold of the cargo with one hand as he controls the crane with the other.

Lars can't say exactly how many miles or kilometres he's covered driving backwards and forwards along the bridge's two decks, but they must be running up into their hundreds, so he's probably on his way to building up a record that's going to be very hard to beat.

There is another HIAB crane at work on the bridge – a 550, mounted on a special narrow vehicle that runs on the concrete strip separating the two narrow sections reserved for the two railway tracks on the lower deck. You can often see Lars at work down here as well – doing the backing routines he learned so well in the tunnel sections!

**No 5**



Eight-wheelers have long been favoured by Britain's brick and block industry for the access they afford into awkward drop sites. But a new sliding trailer is threatening to turn that tradition upside-down and give artics the edge.

# Sliding Trailer gives the edge



With the trailer closed up, Mick Thompson can manoeuvre into the most restricted spaces to unload.

Owner-driver Mick Thompson has traditionally run two eight-wheelers on brick and block deliveries from Tarmac Topblock's Wolverhampton depot.

The Staffordshire-based haulier accepts his eight-wheeler's reduced payloads of 30.5 tonnes and 32 tonnes compared to artics, as a trade-off for good access into city centre building sites where many urban regeneration projects are in progress.

"Adding a drag to increase the capacity of eight-wheelers wouldn't really help. You'd need to find somewhere to leave it while you unload the wagon, and hitching them on and off just compounds the headache."

The answer came in the form of the Raven Trailers' Drop & Go trailer, a 12.1 m sliding flatbed which can be shortened to 9.1 m at the flick of a switch. It is fitted with a HIAB 100 Rolloader crane with a top seat, which all in all makes for an extremely versatile solution. The real bonus, however, is found in the outfit's far superior manoeuvrability.

When the trailer is closed up to 9.1m, its turning circle is a mere 17 m.

"I spent a considerable amount of time using Raven's pre-production prototype before deciding to buy my own," says Mick. "But that was only half of it – as I'd previously had eight-wheelers, I needed a unit too."

Mick opted for a 1994-model 6x2 Mercedes 2538 tractor, its 380 hp V8 offering plenty of torque to pull the six-axle outfit's 38-tonne gross weight. And he's already noticed a pay off in the fuel stakes – the heavier artic combination consuming only marginally more than the eight-wheeler.

"It's encouraging to know there is scope for improving profitability when you make such a significant change in the way you operate," he says. "It's a big investment to swallow if it doesn't work."

Some customers express surprise at seeing him turn up with an artic when they specifically asked for a rigid.

"But when they see how the trailer operates and how manoeuvrable such a big outfit really can be, you never hear them question the delivery," says Mick, adding ... "It'll turn on a sixpence – I need to keep checking the mirrors to see if it's still behind."

## Further advantages

Mick Thompson sees other advantages in his new investment. The use of a self-powered HIAB crane does away with the need of auxiliary power on the tractor unit.

"And the artic is not quite as specialised an outfit as the eight-wheelers", he says. "If the brick and block work ever slackens, I can at least use the unit to pull other people's trailers," he says.

Tarmac Topblock's distribution manager Phil Tooley fully endorses Mick's initiative – his ultimate goal is, in fact, is getting his owner-drivers to run five-axle artics at 40 tonnes. It means greater productivity for the brick and block production facilities and increased profitability for his drivers.

"Until now, the industry hasn't seen an artic unit which can gain access like traditional eight-wheelers," says Phil Tooley. "From a logistics point of view, it makes route planning much easier because you know the Drop & Go trailer will get into the same sites as an eight-wheeler."

**No. 6**



UK



The Raven Drop & Go with a HIAB 100 Roller turned out to be a profitable investment. Mick Thompson is extremely pleased.





With the HIAB 225 E, placing the material exactly where Exeltherm's customers want it is a piece of cake for Robby Delorme.

# HIAB put Robby up on the Roof



Robby Delorme has been trucking for over 20 years. The past three years have seen him delivering products for Exeltherm Supply, the leading supplier of low slope roofing systems in Canada.

Robby recently purchased a HIAB 225 E-7 crane for handling rooftop products on those hard-to-reach jobs. He opted for the new long reach HIAB crane after a friend, who already had a HIAB in working roofing, suggested he look at the new crane.

"He recommended HIABs as good cranes and said that everything else that revolved around these cranes, including service, was first rate," says Robby.

Thus, Robby's choice fell on the HIAB 225 E. One aspect he particularly appreciated was how the crane allowed him to deliver the material on site and put it on the roof in one shot. In many cases, the HIAB 225 E eliminates the need for a rental crane or forklift on site.

Exeltherm Supply has had good experiences with HIABs working in the field. Vice President Tim Davis notes a strong trend towards providing contractors with value added services over the last 2 years. "We sell FOB the rooftop and the HIAB truck mounted cranes save a lot of hard wear on site," he says.

The HIAB's radio remote control system is essential for Robby's rooftop deliveries.

"I can go up on the roof and still use the crane forks and sling loads," he says, "I can follow the load while the boom is moving and move anywhere along the trailer or around the job site to place loads – and if a roofer is short staffed, I can go up on the roof and help out while unloading the roofing materials with the crane."

**No 7**

# Lifting high up in the Andes



Gran Y Montero are one of Peru's biggest building contractors and have been putting HIAB cranes to regular use ever since the mid-seventies

The oldest cranes, a HIAB 550 and a HIAB 650, are still pulling their weight as well as ever, having more recently been joined by some of their younger cousins, a HIAB 140, a HIAB 215 and a HIAB 300.

Grana Y Montero are contractors to, among others, the state-owned Sedapal, who provide Peru with its water supplies and sewage disposal facilities. There are tasks galore here for HIAB cranes.

A major project currently in progress in Peru is the building of the Gallito Ciego Power Station, 4000 metres up in the Andes. When complete, the plant will harness the power of the mountain's waters on their steep and long rush down to the coast and thus boost the country's supply of electricity. Gran Y Monteros are the contractors and are putting their HIAB cranes to good use up here as well.

**No 8**



The Gallito Ciego building project, 4000 metres up among the peaks of the Andes, will boost Peru's power supply.



HIAB cranes being put to good use installing pipes in Lima's sewage system.



# No room for mistakes on the grid

PreussenElektra is one of Germany's biggest power companies, with its own plants, power lines and transformer stations. PE produces and delivers electricity at voltages of 110 to 380 kV to regional as well as municipal electricity companies.



**W**illi Huntemann and his team run five HIAB cranes on trucks and Unimogs to maintain, monitor and repair the power lines. The latest addition is a HIAB 245-7 mounted on a Unimog U2450. Adding an HB 280 personnel basket and a HIAB LG 016 winch made up a flexible combination tailored for work at high levels.

Willi Huntemann is very pleased at the very reliable and cost-effective way this unit has turned out to be. He has thus ordered another similar unit.

"We are able to quickly access any work site, no matter what the ground conditions are like," says Willi, "... and fitting out the crane in advance for a particular job, be it with a personnel basket or for hook and winch work, takes no time at all. This combination has shown itself to be ideal for repair and maintenance work on the grid."

Andreas Richter, the driver is just as pleased. He tells us that the sudden shifts of speed and jerky operation that he used to have to accept are now a thing of the past. The smooth and reliable way the HIAB crane functions provides that strong sense of confidence and security that's a pre-requisite for this risky and delicate type of work.

## Smooth and steady

"HIAB CombiDrive enables a smooth and steady operation of all the crane's functions. In fact, I am surprised at the degree of precision, comfort and security it offers. Using the crane with the winch for precision assembly or dismantling of contact breakers is no problem at all."

The fact that you can work with the crane in just about any position adds to the flexibility. The personnel basket is often used for work on high front gates and collecting bars.

"You get an added sense of security," says Willi Huntemann, "by the way, the basket is automatically maintained in a vertical position."

They also use this combination when testing switches and



A Unimog U2450, with a winch and HIAB 245-7, fitted with a personnel basket has proved to be the ideal solution for service and maintenance work at Preussen Elektra.



disconnectors in transformer stations. Other tasks the crane carries out include unloading cable drums and other equipment.

"We can do the transporting on weekends as well," says Andreas, "This is thanks to the Unimog being registered as a tow vehicle but not being subject to weekend restrictions on trucks."

That, coupled with quick and efficient service, spells high accessibility – ideal for a power company, which has to be able to guarantee delivery to its customers – every day, year round.

**No 9**



"The HIAB CombiDrive delivers amazing precision and comfort," says Anders Richter.



# Gathering palm fruits the efficient way

HIAB cranes were in regular use in both Asia and Africa and on a broad front as early as in the 1960s. Collecting palm fruits the efficient way, with the help of a crane, was a method that quickly caught on among plantation owners and soon spread across the entire branch.

In tropical regions, overheating is the most common problem encountered with hydraulics. To overcome this problem, HIAB have specially designed the hydraulic system on the 051 FFB. The crane has also been adapted for tractor mounting, with a version also available for use on truck. Another to be mounted on tractors. Yet, another subtlety is how the crane has been designed, to the very last nut and bolt, to be driven hard in the most rugged of conditions. These cranes are often operating for 15 hours a day, in temperatures of around 40 degrees in the shade and where humidity levels are close on 100%.

FFB stands for Fresh Fruit Bundle, underlining how specialised the crane is for this type of work. Almost 100 such cranes are already doing their thing out in the field. They are now slowly but surely replacing the many HIAB 045s and other older cranes that have been used for decades now to rationalise the gathering of palm fruits for transport to the palm-oil producing refineries.

Two main methods of collection have come to dominate in the branch. The first involves putting the freshly picked palm fruits in net bags along the alleyways of



*Palm oil is one of Malaysia's most important export items. Guthrie is one of the big actors in this sector. The company has built up a reputation for technical far-sightedness. It was, among other things among the first in the world to invest in the HIAB 051FFB.*



MALAYSIA

plantation. The nets are then hooked on to the crane and lifted on to a truck. The other method is even more basic. The fruits are simply placed in piles on the ground; to be picked up by a crane fitted with a bucket.

Palm oil has a wide number of industrial uses and is an important ingredient in cosmetics, including shampoos.

**No 10**

## The Sazzinis – in the heart of the crane district

The “crane district” – in the middle of Italy’s main industrial region – is the home base of the Sazzini family, who started using HIAB cranes over twenty years ago. In fact, they still operate a HIAB 965, their oldest crane. Its prime condition belies the decades of heavy-duty service this workhorse has actually put in.

Sazzini Fabrizio e F.lli in Castel Dell’alpi are bigger than your average family-run company. There are the four brothers, as well as a sizeable staff. They run a warehouse storing building materials, which they specialise in distributing.

Among the newer HIAB cranes they operate are a 140 AW with jib. Then they immediately fell for the HIAB 095 and ordered a 095-3 as soon as it came into production, becoming the first in Italy to own one.

**No 11**



*The Sazzinis' HIAB 095-3 is ideal for the medium loads of building materials they specialise in.*



ITALY



# HIAB at the centre of activities in Versailles

A massive government-funded project is seeing the gardens of that jewel of national French heritage, the Palace of Versailles, restored to their original 17<sup>th</sup> C. shape. Playing a central role in this special project is a HIAB 060-2.



Royal splendour means a lot of hard and heavy work. It called for a HIAB 060-2. "Just in this sector of the park, closest to the palace, we collect the remains of 50,000 flowers every autumn," says driver Adolphe Pascal.

The gardens of Versailles are being restored to their former baroque splendour. "We have put 23 million Francs of government-allocated money into the project," says Joël Cottin, manager of the park and holder of the keys to all the gardens. Here he is proudly standing by the Encelade fountain, now restored to its original 16<sup>th</sup> C. magnificence.

Being a gardener in the 800-acre Versailles Park is no easy task. It is probably even tougher for the gardeners' cranes, judging that is, by the problems they experienced with a tractor-mounted crane that lacked overload protection. It broke right off its mountings twice, while the threepoint bridge gave way on several occasions.

"So we decided to upgrade to a crane with staying power," says Joël Cottin, in charge of park operations and a staff of 80.

The choice fell on a HIAB 060-2, mounted on a custom-built Renault M150, narrowed to a breadth of 2.3 metres. This is a pre-requisite to enable it to negotiate all the portals and gates of the gardens. The crane itself is fitted with a control platform to give the operator a good all-round view when working. The hook is designed for work with their different containers – an ordinary platform, a leaf

basket and a soil container.

Driver Adolphe Pascal describes it as a good solution, which covers all their needs.

Apart from the renovation work, the crane will be kept busy with the hundred-and-one jobs that need doing in a garden this size, no matter what the season.

"In the autumn, there are 800,000 flowering plants to be collected from the flowerbeds, and, when spring comes round again, just as many to be distributed round the park from our greenhouses." says Joël Cottin, adding "Then there is a lot to look after in when we're pruning the bushes, cutting the hedges, clearing the autumn leaves and so on – not to mention mowing the lawns – you name it!"

The old crane has been repaired and lives a quieter life in the smaller gardens of the Trianon palaces.



# On the up and up in France



Here is the heart of the sales operation in the Paris region. An 800m<sup>2</sup> workshop, where the workforce of ten have their work cut out fitting and servicing cranes.

## An elephant with that delicate touch

Handling panes of glass must be one of the trickiest tasks in the trade. Yet, in France, that job is being entrusted to an elephant. Before you cry madness, consider this: the elephant in question is a HIAB 195, with SPACE and CombiDrive.

This combination enables the highly breakable cargo to be moved at a snail's pace, at the same time as you control several functions.

Coprover, are a Toulouse-based company who have realised just how important it is to use the best equipment available to safely carry out their speciality of delivering glass for shop windows.

As one of their drivers put it: "Lifting it smoothly and slowly is vital. If you so much as touch a wall, the glass is as good as unusable."




HIAB 195 – The elephant with the featherlight touch.

In 1996, Partek Cargotec took over the sales operations for its cranes in the Paris area. Since then, the curves have been pointing in one direction – upwards. New records were set in 1998, with about a thousand cranes being sold throughout France – 600 of them in Paris alone. Thus HIAB have gained a sizeable slice of the total market for loader cranes in France, which amounts to about 2,500 sold units a year.

Access is often limited, but a HIAB can overcome most tricky situations, thanks to its reach. It is also a great all-rounder for general cargo work, its 10-tonne metre capacity being more than adequate for most situations.

Marketing Manager Hervé Lherondel is extremely pleased, not least with the almost 40 percent increase in sales registered in Paris since 1995.

Almost 50 people work for Partek Cargotec in France, 22 of them at the combined sales and service set up in Trappes, 20 kilometres outside Paris. The staff of 10 in the 800 m<sup>2</sup> workshop work not only with HIAB cranes, but also on fitting Multilift demountables and Focolift tail lifts. Operations include selling Norba refuse lorries, but with a Norba workshop responsible for their assembly.

Partek Cargotec's customers in France include the really large trucking companies, each of whom have several hundred cranes fitted on their vehicles. 

Partek, Paris:  
Marketing  
Manager:  
Hervé Lherondel.  
Sales & Marketing  
Staff:  
Christophe Blin,  
Yannick Courtois  
Stépane Meyer  
Jacques Rouselle  
David Vassa  
Pascale Halley  
Céline Bronne  
Claude Thullier  
Laurent Moragni



# The excavating cranes' Promised Land

France and above all, Paris, must be the Promised Land for excavating cranes. Over two-thirds of lorry-mounted cranes are fitted with a bucket. The reason is quite simple: they are needed; to help repair the well-worn pipes of the city's water and sewage system, to put road signs, bus shelters and the many other items of municipal "furnishings" in place once the foundations have been dug out and cast.

Anyone who lives or has visited Paris probably has a story to tell involving the city's notorious drivers and chaotic traffic conditions. Parisian mobile crane operators have their own remarkable tales. A regular one Method heard is how they operate in the midst of the traffic, (they are seldom authorised to close off any section of road) negotiating one or more cars parked abreast in order to get at the spot they have to work on. It is no sweat at all, thanks, they say, to the truck-mounted "bucket-cranes". This is the class of loader cranes in which the HIAB 102 reigns supreme in Paris. An all-rounder, the 102, with its 10 ton metre capacity, makes easy work of excavation jobs as well as a



The little platform gives a clear view and helps the operator distribute the gravel and stones evenly. "We do this kind of work every day," says Jean-Luc Prevost. "...we get the foundations ready, JC Decaux deliver the bus shelter, which we then erect."

host of other tasks.

## Joël at work

The Service de la Banlieue runs the city's suburban water mains, with the Service de L'eau department responsible for their day-to-day upkeep. They use a mini excavator to remove and repair leaking pipes. Then, Joël Trigueros takes over. Using his HIAB, mounted on a Renault 250 lorry, he fills in the hole and lays new asphalt with a clamshell bucket.

"The lorry has a platform fitted with a portable control unit," says Joël. "This is an excellent solution, as it gives me a clear view of the work area. It is an important safety factor, because there are often a lot of people going to and fro on the



The pipe has been fixed and, with the help of his HIAB 090 AW and asphalt on his platform, Joël Trigueros sees to it that the pavement is as good as new.

work sites."

He loads any excess earth and used asphalt onto his lorry. The only sign that has been at work here, is a patch of new dark asphalt – one of many he has laid during the day.

## Reaching over parked cars

The Société Européen Travaux Urbaines has specialised in excavating and building foundations for bus shelters, road signs, hoardings and similar constructions throughout the country. The company operates eight crane/lorry units. The five newest vehicles are fitted with HIAB cranes.

Operator Jean-Luc Prevost waxes lyrical about one of the Société's latest purchases – a Renault 260 with a HIAB 105-3 and Valve 91 and describes it as smooth and flexible. Together with his colleague, Antoine Gonis, Jean-Luc had recently been working on the foundations for a new bus shelter on Rue de la General Brunet in Paris. First, Antoine did his bit with a pneumatic drill, enabling Jean-Luc to dig out the required holes.

"We have the compressor with us on the platform," says Jean Luc. "It is easy to lift on and off with the bucket and we really need the reach, because it is seldom we are able to park right by the spot we are working on. More often than not, we are having to reach over a row of cars with the crane."

## Can run five functions simultaneously

The standard combination in France can be said to be a two-axle Renault 260, with a HIAB 102, fitted with Valve 91 and oil-cooler. Valentin in Alfortville is among the many companies which operate such a combination.

"It is just right for digging work," says operator Manuel. "I can run it using five functions simultaneously and it can be operated really fast. I also like the rotator!"

The crane is fitted with a special bucket with a vertical cylinder. He usually manages to dig up five or six full



Some areas of the Paris suburbs are fairly hilly. "So we sometimes have to dig eleven metres deep to reach the main sewer which we are to connect a new pipe to," says Pires Manuel Leit ad. "I can reach down to four-and-a-half metres, after which a special excavator has to take over."

lorryloads a day with his HIAB. The controls are mounted on a platform, from which he has a good overview of the work area.

**Extra reach**

Euro Transport recently bought their first HIAB crane, a 135-2 with Valve 91, radio control and manual extension, all mounted on a 6x4 Mercedes.

"This combination is perfect for the wide variety of jobs we do," says Euro Transport's owner, Pedro Periera.

The crane is used mostly with a clamshell bucket to handle earth and ballast. They use the manual extension when setting up lampposts.

"We also hitch on a trailer when transporting porta-cabins. When we unhitch it and load from the side, the crane still delivers the extra reach we need."

Usually, the operator does his job from the platform behind the cab. It gives him an unimpaired view of both the platform and the work area around the vehicle.

**Valve 91 tops in confined spaces**

COTRA/STYL is a family-run company based outside Paris which has been buying HIAB cranes since 1975. They currently operate ten: three HIAB 071s, four HIAB 105s (one mounted on a flat rack and a HIAB 112 with radio control). All those units are mounted on Mercedes lorries. They also have two HIAB 155 with radio controls, mounted on IVECO chassis.

"Something we really appreciate is Valve 91 with the option of lowering the crane's speed," says COTRA/STYL's owner, Jackie Pelliter. "We are often out excavating in narrow streets, with a lot of people about; that's when you notice just how useful that feature is."



Operator Soares Alvard is laying around the foundations for a noise-protection barrier being erected on the A86 near the Fresne Prison in Paris. He told us he had also used the bucket to load and unload the concrete drums.



"The HIAB 135-2 is our first HIAB crane and we are very pleased with it," says Euro Transport's owner, Pedro Periera.



Large quantities of ballast are carried to Paris on barges for onward transport to various storage centres around the city. "We just pick up what we need from those centres," says Jackie Pelliter. "The crane does away with the need of an extra machine. The HIAB 112 and Mercedes 6x2 make a perfect pair."

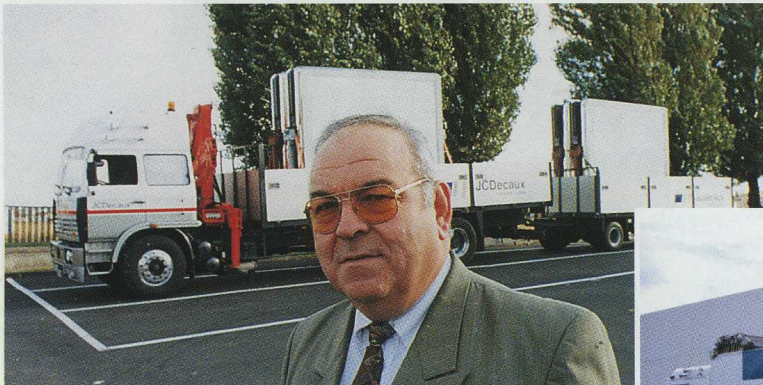


FRANCE

# JCDecaux go for total quality

Jean-Claude Decaux are something of an institution within the transport business in

France. Their red, white and blue trucks can be seen everywhere and they are always absolutely spick and span, in fact they look as if they've been hardly run-in. To say that the company looks after its fleet of vehicles immaculately would be an understatement. "I always check every single vehicle personally on Monday mornings and don't let them leave the premises unless they are spotless," says Michel Bessonier, Transport Manager at JCDecaux.



That truck in the background looks new, but it is actually 8 years old and has covered 600,000 kilometres. JCDecaux's Transport Manager, Michel Bessonier, says they will be trading it very soon.

What we are talking about here, is the "Standard Decaux" in action. Apart from their spotless appearance, the Standard Decaux stipulates that all the vehicles are Renault Magnums, and if fitted with a crane, that crane has to be a HIAB – painted in the Decaux red colours. Each paint job costs between 10,000 and 20,000 Francs. At JCDecaux, immaculate appearance reflects their total quality focus. It is quality par excellence, down to the smallest nut and bolt, quality that HIAB, of course, measures up to. The company has 180 HIAB cranes in operation in France, Belgium, Germany, Holland, Portugal, Spain and Sweden. They have also recently incorporated an American transport company into the Decaux sphere.

To see this corporate "all or nothing" philosophy in reality, is quite an experience. Each vehicle looks like an



This is not an exhibition. It is the real thing: Standard Decaux. As representatives for JCDecaux, all 1800 vehicles have to absolutely spotless.

exhibit on its way to a motor show. One particular truck that is said to have covered 600,000 kilometres looks as if it has just rolled off the production line; the same applies to the Hiab crane mounted on its platform, despite the two-and-a-half-thousand hours of service it has given. The garage and the yard are also impeccably clean – what else..?

This philosophy has paid off, judging that is, by the rate at which JCDecaux is expanding in Europe – it is one of the fastest growing companies in the branch. Customers appreciate that little bit extra – "extra" being the operative word here.

"I was the one to introduce Hiab cranes into the company," says Michel Bessonier. "I have been a customer ever since the "FOCO-days" and know that quality is an integral part of the product – then and now. It is right in line with our philosophy."



This truck regularly turns up at fairs and exhibitions around Europe. With the roof of the truck open, The HIAB 195-2, resplendoured in "JCDecaux Red", does all the lifting, while the driver keeps an eye on things from the platform at the rear.

The size of the company enables JCDecaux to offer customer service that is over and above the ordinary. An example of this is the special Renault Magnum that is fitted with a HIAB 195-2 with remote control, used exclusively to transport and set up demonstration models of bus shel-

ters and similar items at exhibitions all over Europe. The truck carries everything that is needed for the exhibition. To unload, the operator opens up the roof of the cargo compartment and unloads the material with the help of the crane. JCDecaux guarantee that every item will arrive spotless and undamaged.

No doubt, customers could choose less expensive competitors, but then they would not get a JCDecaux vehicle carrying their goods and the quality stamp that is part and parcel of the deal. ☐

## High-level deliveries

Chausson are important suppliers of building materials in southern France. One of their newest cranes is a HIAB 195-5, rear-mounted on a three-axle vehicle. The crane easily reaches up to the third floor, which enables the driver to deliver the pallets loaded with building materials exactly where they are to be used. To handle the cargo in question, the crane has been fitted with a Kinshofer pallet fork.

SPACE and CombiDrive allow the driver to steer the entire unloading process from inside the building – all in all, a safe and convenient of going about the job. ☐



Having put their faith in HIAB cranes, Chausson are pulling well ahead of their competitors in the building materials branch.



Building Giant SOGEA chose HIAB:

## "Quality and value for money decided it"

HIAB and Mercedes – The choice has always been clear for Jacques Bonaud at SOGEA. This major French builders and contractors have bought 750 HIAB cranes since 1974. In other words, they have faith in HIAB.

SOGEA operate 1600 vehicles in France, 150 of which are fitted with HIAB cranes. A further 35 of SOGEA's vehicles abroad – mainly Renault "long noses" in Africa – are also equipped with HIAB cranes.

Houses, bridges, sewage plants, schools, dams... you name it, SOGEA are involved in every type of building project. They have their own workshop that assembles their vehicles.

Sometimes things have to happen at lightening speed. For example, they once received an order to quickly build 70 trucks; seven of them were to be fitted with HIAB cranes. They amazingly managed to assemble units at the rate of one a day.

### Keeping to specific makes

"The spare parts aspect is greatly facilitated by keeping to specific makes of equipment," says Jacques Bonaud. "We have focused on quality and value for money. It is HIAB's technology and security standards and extensive service facilities that made us choose them."


SOGEA's assembly teams have built up a great deal of skill and know-how over the years. So much so, that during peaks, Partek Cargotec enlist their help. SOGEA's well-equipped workshop is some 50 kilometres outside Paris.



A "long nose", in other words a Renault 250 6x4, ready for shipment to Chad. "We have bought 750 Hiab cranes over the years," says Jacques Bonaud, Head of Materials Purchases at SOGEA.

"It is one hectare or two-and-a-half acres in size and we assemble all our vehicles here," says Jacques Bonaud. "A HIAB is as reliable in winter conditions in northern France as it is in the heat and dust of the African desert."

"I particularly appreciate the CombiDrive remote units," he adds. "They represent the biggest development in the crane market in recent years. We equip all our cranes with the system – except, that is, those on their way to countries where legislation prohibits remote systems."


Excavation jobs constitute about seventy percent of the cranes' total workload, the rest involves handling different kinds of general cargo. 

## No stopping HIAB at the new station building

The trains keep rolling in and out of Paris's Port d'Ivry station in the middle of the ongoing major refurbishing project.

The station is one big building site, with workers, building materials and equipment all over the place. In the midst of this hive of activity, we catch sight of a HIAB 125-2. It is mounted on one of MP Transport's vehicles.

The driver, Jean-Pierre Laroche waxes lyrical over the crane's ability to handle its loads of mainly wooden concrete moulds in the tight confines of the station. In fact, the task would otherwise be well nigh impossible, he tells us, as the ceilings are extremely low in parts and the moulds have to be lifted in inside the building itself.

"What I appreciate most of all, though," he says, "...is the added safety the crane's cross-mounted control rods provide." 



The Porte d'Ivry station by the Boulevard Masséa in Paris is one big building site.



"What I appreciate most with the HIAB 125-2 is the added safety provided by its cross-mounted control rods," says driver Jean-Pierre Laroche.



FRANCE

Sophisticated roof trusses for houses with cupolas, nooks and crannies.

# Traditional craftsmen make the most of HIAB's technology

Specially carved window frames and exclusive traditional heavy banisters; those are some of the specialities of the carpentry firm, S.A.R.L. Rialland in Paris. To handle their very specialised made-to-measure products, they have opted for the power and reliability of a HIAB 230-5, with Jib 60.

"I can reach seven floors up with my crane." Hervé Rialland, who owns the company, tells us that despite this being his first crane, it did not take him long to learn how to get the most out of it.

"For example, lifting high and straight and then guiding the load in and lowering it with the help of the jib. Lifting one-and-a-half tons up to the fifth floor is no longer a problem. The more I get to know the crane, the more impressed I am by its capacity," he adds.

They have found the best approach is to adapt the weight of specific loads to the crane's capacity and then carry out the final assembly on the spot.

"It is great to be able to decide for oneself and not have to worry about whether another crane will be available when we need it. The HIAB crane has enabled us to minimize delivery times."

Paris has more than its fair share of old houses and palaces. If someone needs to replace their roof trusses and window frames that, for example, may have been destroyed by fire, the repair work and replacements need to be crafted as



"Thanks to my HIAB 230, I can now deliver the roof trusses and our other items myself and the radio control greatly facilitates my work," says Hervé Rialland.

thoroughly as the originals. It may seem a small niche, but Hervé Rialland says the market is buoyant: "We have all the work we can manage, and should there be a lull, we can use the time to manufacture the banisters."



Long reach and optimum lifting capacity in all situations are important qualities for Transport Michel.

## As vital as the hammer

Transport Michel is a carpentry company that values its HIAB 245 E-4 with Jib 065-2 as highly as the hammer. The crane, mounted on a tractor unit, has been specially equipped for precision handling of building material carried on the semi-trailer. It has an outreach of 20 metres and has a double link system for optimum lifting power in all the positions that the carpentry jobs at hand require.

The combination of Valve 91 and radio control allows the driver to stand at exactly the spot that provides the best overview of the operation.

Transport Michel work all over France and run, in all, 60 cranes – with the 245 being their most powerful model.

## A boost for recycling



HIAB cranes are making a significant contribution to recycling work in Montbelliard.

HIAB's latest contribution to the recycling operations of the city of Montbelliard recently came in the form of a HIAB 155-3. The city authorities have been regular customers for over 2 decades, buying their first HIAB crane, a 650 A back in 1978. They also operate a HIAB 060, two HIAB 100 AWs and a HIAB 160.

The latest addition to this fleet is very much appreciated by all the operators, above all thanks to the radio control and Valve 91 it is fitted with. This combination is just right for the crane's main task, which is to collect containers for the recycling of glass, plastic and cardboard. It is a job that requires precision and smooth and easy lifting. For this task, the crane has been fitted with a Kinshofer KM 921.



# Stisse takes the tree bit by bit

Stisse Johansson in Gothenburg has found a special niche for his HIAB 135-4. He uses it to take down trees where there is not enough room for felling. "It's well over a hundred so far," he tells us.

The work goes really smoothly with the help of a special piece of equipment that Stisse designed with a hydraulics firm in Gothenburg. A grab at the end of the crane boom takes a firm grip of the tree being felled and then an 18-inch saw extends out and cuts off that bit of the tree.

"The crane puts the sawn-off piece down and goes on to the next piece".

Many people have watched Stisse and his HIAB in action on Avenyn, Gothenburg's Champs-Élysées where all the trees are being replaced by new ones.

"The old trees in the inner city can be in pretty bad shape. The roots are often damaged by digging and then they start to rot."

And as they get older they can grow to quite a size.

"Some of them are as much as 24 metres tall, but I haven't yet taken a bite out of one of those."

The crane's hydraulic reach is 18 metres. There is another 5 metres

with the manual extension and this has been enough up to now. It works perfectly for normal lopping and pruning jobs.

"I used to have somebody in the personnel basket but it's more efficient and cheaper this way."

But in the city centre he still needs help.



Stisse's orange Scania with its specially equipped HIAB 135-4 fells trees one bit at a time. "It's fast and it works well," Stisse tells us.

"Now the job is to keep people away so they don't stand under the crane."

As far as Stisse knows, there are only two pieces of equipment like his in Sweden.

"Just me and a guy near Gothenburg. When there's a big job we take it together. Just now I'm working in a street where there are lots of trees that are in pretty bad shape. I replace about twenty at a time."

These jobs are done in the autumn, winter and spring.

"But the crane's busy the rest of the year too. In the summer I get into the personnel basket myself and put up flags and banners."

On top of this, Stisse has plenty of normal crane work.

"It's really only when I'm salting the roads that I'm not using my crane", Stisse sums up.

**No 12**



SWEDEN

## Dry in all weathers

Timber merchants in Bergen have finally solved one of their industry's most difficult problems – the rain.

By mounting a HIAB 025-2 on a truck's trailer with a tarpaulin along one of the long sides, deliveries to building sites can be kept dry all the year round.

Carpenters no longer have to handle soaked windows or doors buried under a mound of snow after a long trip.

The whole arrangement is mounted on a Volvo F406-chassis with a MLL 1000 Focolift behind.

**No 13**

*Dry planks, doors and windows, no matter what the weather is like. A HIAB in the truck helps to make it possible.*



NORWAY



# A monster

Jim Aaltonen in Stockholm struggles to find the right superlative to describe his new HIAB 900 E-6. "It is a monster. Objects you are convinced can't be shifted an inch, it picks up like a matchstick."



SWEDEN

Trucker Jim Aaltonen has four HIAB cranes ranging from 9 to 90 ton metres capacity. Those, as well as two of his older vehicles, that he has sold to colleagues and which still operate within the fleet. The newest addition is a 4-axle Volvo, with a HIAB 900 E-6 mounted behind the cab. It has a 21.5 metre outreach, at which point it can lift 3 tonnes.



Three up? No problem. Jim and his HIAB 900 E-6 will fix it.

"It's an excellent crane and can lift up to 16,800 kg, but I seldom have to handle that kind of material," says Jim, whose lifting exploits are often quite spectacular. He recalls the eleven-tonne wheel-mounted loader he was once asked to transport.

"Many of the lads didn't believe we would manage to even budge it, but there it was, ten metres up, before anyone could even bat an eyelid!"

The disadvantage with the 900 is, of course, its weight, which limits the truck's capacity to 6 tonnes – although the trailer can carry a further 15 tonnes.



The HIAB 900 E-6 enables Jim Aaltonen to work in an entirely new way. "...particularly when handling goods beyond the immediate area of the truck." he says, "I can lift 4 tonnes to an outreach of 16.5 metres now."

"I can go about my work in a whole new way now," says Jim. "...particularly when handling goods beyond the immediate area of the truck. Lifting 4 tonnes to an outreach of 16.5 metres is a piece of cake now."

A lot of the work in Stockholm involves lifting and carrying portacabins, which weigh over four tons each. On building sites with limited space, he is often asked to place up to three cabins on top of each other. That is when this "monster's" muscles come to good use.

Jim Aaltonen's activities are on the up and up on the business side as well. He has ordered another 40 tonner, as he anticipates a building boom in the Swedish capital.

**No 14**

## HIAB in the British army



UK

After some thorough and gruelling tests, the British Army chose HIAB cranes for its new SLDT – Self Loading Dump Truck. The order, placed with Partek Cargotec Government Business Operation, is for 143 cranes, all being supplied from the factory in Hudiksvall. The model in question has been named HIAB 115-1GB.

What swung the decision in HIAB's favour were the crane's handling characteristics and operational reliability. The HIAB 115-1GB is fitted with Valve 91 and CombiDrive remote control system. This, together with a top-seat, to which the control unit can also be linked, provides maximum flexibility.

All the cranes are mounted behind the cab of Volvo 6x6 trucks, manufactured in Scotland and with tipping bodies. The tasks these units will carry out include excavating as well as loading and unloading of bulk cargo and pallet handling. The cranes are thus permanently fitted with a hydraulic rotator and there is a clamshell bucket on the cargo platform, which can be easily fitted when required.

**Nr 15**



The crane can be operated from the top seat or ...  
...from a more mobile position on the ground.





## Irish power company needed more power

Last year the Irish Electricity Supply Board, ESB, bought 22 new HIAB cranes to augment its existing fleet of a hundred different HIAB cranes ranging from a HIAB 011 to a HIAB 195.

The 'Celtic tiger economy' continues to grow rapidly and in 1998 ESB had a record increase in electricity consumption – up by 30%. The increase means that larger – and heavier – transformers are needed, which is why ESB has added five HIAB 195-3s to their crane fleet. The first of these was purchased in 1997 and the investment worked out so well that they bought four more last year.

As the state owns half of ESB, on an order of this size the company had to go out to tender in the 'European Journal'. Bids came in from a long line of suppliers but HIAB clinched the contract thanks to its ability to meet all the performance and reliability criteria. The excellent service provided by HIAB's Irish distributor Cahir House Machinery Ltd. also played an important part.

In 1998 the company bought 22 cranes altogether. Four HIAB 195-3s, two HIAB 105-2s, nine HIAB 090 AWs – all equipped with CombiDrive remote control – six HIAB 027s and a HIAB 011-1.



The HIAB 195s have proved to be the perfect tool in helping the Irish Electricity Supply Board handle electricity poles and heavy cable drums.

Another reason ESB chose HIAB was because they needed much more safety equipment than is normally supplied with standard cranes. Thanks to the SPACE safety system, Cahir House were able to programme-in many special functions, such as preventing the pole grapple from accidentally opening and temporarily restricting the swing room to avoid hitting the trucks carrying the poles. A PLC-programme was the answer.

**No 16**



IRELAND

## A master for tight spaces

In Schlochteren in the Netherlands Freddy Pertien is known as 'The Square Metre Lifter'. The company specializes in jobs where work space is tight and in lifts inside buildings.

The big step forward was to go for a special narrow crane – a HIAB 330-4 with Jib 90-3 mounted on a two-axle truck. What is special about this particular crane is its ability to do normal lifting jobs and work with a personnel basket – plus the fact that the 33 tonne-metres crane is mounted on a two-axle truck!

The whole assembly is subject to the strict inspection and approval regulations of the Machine Directive for cranes and personnel basket. The permitted load is 400 kg or four persons, the maximum working height is 24,5 metres and the horizontal reach is 21 metres.

Freddy Pertien's crane fleet is rather special:

A HIAB 011, a HIAB 060, a HIAB 260 with a jib and personnel basket, the previously mentioned HIAB 330, a HIAB 520 with a jib and a HIAB 870 with jib and also a HIAB 125 mounted on a special vehicle with rails.

**No 17**



Freddy Pertien's HIAB 330 with a jib and personnel basket being used here in maintenance work alongside a heat exchanger.



The HIAB 330 is a versatile crane. Here, a trailer is about to be relieved of its load.



HOLLAND



# One more golden arch in position

They are popping up all over Sweden – the McDonald golden 'M's'. Björn Sjöberg is the man who erects them. Using his HIAB 195-5 equipped Scania 93, he drives these McDonald neon signs all over the country.



SWEDEN

**B**jörn Sjöberg works for Jim Aaltonen's Haulage, located next to the sign manufacturer HB Ljusreklam in Tullinge. It is not so far to drive to collect the load. But after that it can be quite a long trip. More and more McDonald restaurants are opening up in the North of Sweden, for instance.

"The complete set with all their bits and pieces weighs about two tons, so it's not exactly a heavy load being driven around," Björn Sjöberg tells us.

But the lift needs a lot of precision to get everything in place. The final job is to lift the golden arches into a position where they can be seen far and wide.

"Then I use both manual extensions so I can reach right up. It's a reach of about 16 metres," Björn Sjöberg explains.

The truck is a two-axle Scania 93 with all round air suspension. This allows the height to be adjusted at loading bays and also allows the truck to stand level even on sloping ground. SPACE, Valve 91 and radio control allows these precision lifts to be carried out nice and easily.

"Remote control is brilliant to work with. One thing we do a lot of is lifting safes through windows. I just take the elevator up and direct the crane from the room the safe is going into".



Yet another Golden Arch in position, this time in Hudiksvall. Björn Sjöberg puts them up all over Sweden with his HIAB 195 and its two manual extensions.

Handling containers is another job the crane gets used quite a lot for. **No 18**

## HIAB gains ground in Chile

**H**IAB is now gaining ground in Chile with its large knuckle-boom cranes. OCH is a typical example. Today the firm has contracts all over Chile, but most jobs are in OCH's home town of Valparaiso. OCH bought its first truck several years ago – an elderly Volvo equipped with a HIAB 2070. The used vehicle was imported from Sweden in the beginning of the 1990s. In October 1997 OCH bought its first new vehicle – an International 4700 equipped with a HIAB 250-4. HIAB Chile equipped it with a control platform.

In August the previous year OCH had augmented their truck park with another International 4700, on this occasion equipped with a HIAB 250-5, control platform and a 6.2 metre loading platform.

OCH covers the whole country but most of its work is in Valparaiso. Typical jobs are transporting 6-metre portacabins, moving empty 20 and 40 foot containers in the docks, erecting prefabricated factory and warehouse units and carrying out various types of service work for the local oil refinery.

Outside Valparaiso most of the work involves heavy

lifting jobs for Chile's copper mining industry.

Traditionally Chile has used stiffboom cranes/mobile cranes for heavy lifts but OCH are one of those who want to change this. The main advantages of HIAB cranes are their flexibility – their rapid access and their own transport capability. **No 19**



CHILE



Brick deliveries with the help of pallet fork are easy and fast with the help of this HIAB 250-4 mounted on an International 4700.



Sven Nordström owns and runs All-Tjänst AB in Örebro, Sweden, together with his son, Mats. Their decision to break new ground and test the CityTrailer has really paid off.

# Trailer for city haulage

A 12 metre trailer vehicle for town deliveries. Could this eventually replace ordinary trucks? All-Tjänst AB in Örebro are one of those who have dared to test the idea. Here is Managing Director Mats Nordström.

“We are really pleased. No disadvantages. Really convenient vehicles – and the same turning circle as our small pick-ups!”

Two of these new trailer vehicles are now in operation at All-Tjänst.

## HIAB saves time


CMPM is a company specializing in delivering building materials in the east of France. They have, all told, 30 vehicles, with 26 HIAB cranes.

The latest addition is a HIAB 145-3, delivered in 1997. The driver is particularly pleased with the way the crane saves him time in relation to competitors, who operate other makes. Low service costs and precision are other factors that put HIAB cranes head and shoulders above the competition. **No 21**

*The latest addition to CMPM's fleet is a HIAB 145-3 with a pallet fork. An efficient tool for the distribution of building materials.*

One of these City-Trailers has a traditional loading platform and, for the time being, a trailer mounted HIAB 195, while awaiting delivery of a HIAB 220 C. It came into operation in January this year and is used mainly for delivering building materials.

Since last autumn, All-Tjänst has been driving a rather special Easy Lift from Sandströms. This has a HIAB 060 mounted inside in an aluminium cabin. Both sides of the cabin can open and it has a hydraulically opening roof as well as a tail-lift.

All-Tjänst's tow trucks are Scania 124s. They have short cabins without any sleeping accommodation and a Mercedes Actros.  SWEDEN

In both cases the length of the vehicle is 12 metres – which meets the needs of the town's new environmental zone. Mats Nordström sums it up like this:

“These vehicles were test vehicles and we are completely satisfied. Compared with traditional delivery vehicles they are larger, better and more convenient, whichever way you look at them. Better load properties. Really easy to handle. And thanks to the crane, mixing different shaped goods in the same load presents no problem – and the turning circle's unbelievable – particularly when you are used to normal trucks.”

Mats Nordström is convinced that we will be seeing more and more of this type of vehicle in the future. A colleague in the same business in Örebro has already ordered a platform-trailer of the same type that All-Tjänst uses. **No 20**



*On the road, it looks like any other large delivery van. However, as a tractor and trailer combination it can manoeuvre into the tightest of spaces. The sidewalls and roof open up and on the load platform inside is a HIAB 060, ready to get to grips with some heavy shifting work.*



FRANCE



## HIAB's Oldest Distributor Celebrates a Birthday

Atlas Polar in Canada is celebrating not only its 60th year in business but also the rare distinction of being HIAB's oldest independent distributor. Back in 1953, Atlas Polar acquired the rights to distribute HIAB cranes, thus introducing the concept of the hydraulic truck crane to Canada.



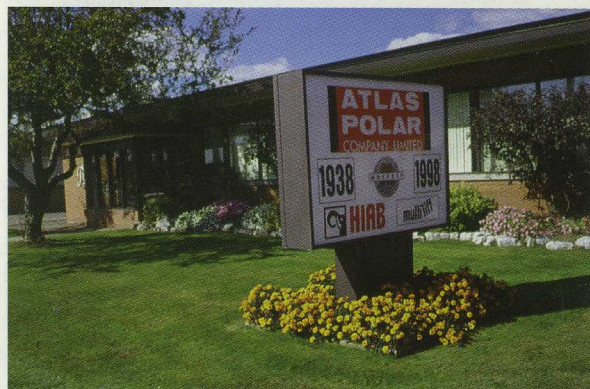
*"The World's most versatile cranes" was the sales argument presented for HIAB at the AP Trade Show. This fact, combined with second-to-none service, has made HIAB the number one crane in Canada.*

Atlas Polar's ties to Sweden actually date back to the 1920's, in the days when Joseph Ander was Swedish Trade Consul representing products such as Polar diesel ship engines in Canada. Atlas Polar Company Ltd. was incorporated in 1938 as a wholly owned subsidiary of AB Atlas Diesel of Stockholm, (now known as Atlas Copco). With Joseph Ander at the helm, this new firm sold and serviced Polar engines in Canada.



The Second World War put a stop to the import of spare parts for Polar engines. To remedy this, Atlas Polar established an extensive machine shop which, for the entire duration of the war, ensured that no Polar engine installation stood idle for any length of time because of a lack of parts.

In 1948, control of the company was purchased from Atlas Diesel. Atlas Polar has ever since remained a privately held company, a tradition that continued when Bob




Parr took over in 1988. He is tremendously proud of the products offered and the relationship with HIAB.

"We receive excellent support from HIAB, which in turn enables Atlas Polar to go to great lengths to support its crane customers," says Bob. "I can say without a doubt that HIAB is the best supported line of cranes in Canada."

A major factor behind HIAB's position as the market leader in Canada is the strong network of business partners providing sales and service



from coast to coast.

Atlas Polar expanded into Quebec in 1992 with a division called HIAB Quebec. In 1998, it bought an equal share in one of its long standing Western Canadian sales and service dealers, A.R. Williams Truck Equipment Ltd. 



HIAB cranes were of course on the spot when Toronto's City Hall was built. Here's one helping to lay out the adjoining park.