

# METHOD



All the way – with XS

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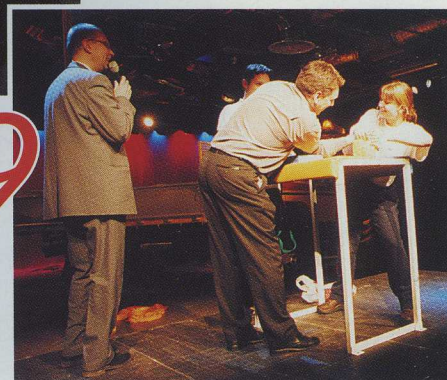
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# The XS is an entirely new Crane concept. Product Manager Bengt Söderholm and electronics engineer Pelle Gustafsson formed part of the team that created it, together with Lars Andersson, who developed the control system.

## They got XS to reach new heights

One of the big advantages of starting with a clean sheet, is that you can choose the best and most efficient approach throughout the entire process.

A factor that paved the way for the revolution that XS signifies, is the new Crane Norm 12999. This new norm allows more elbow room for innovative solutions. Hiab technicians made the most of these possibilities, which resulted in the XS.

One of the foremost points with the module system that the team chose to base themselves on, is how individual users can have their crane custom-designed at a reasonable cost. The number of components have also been kept to a minimum. And this applies, above all to accessories, which today fit all the cranes in the XS segment.

Bengt Söderholm underlines how far-reaching the benefits of having fewer components are. "It's meant an improvement on the production and assembly process, through to after sales, where a reduced number of different parts leads to better and quicker service. It will also be easier for the service engineers to learn the product, which, in turn will make it easier to maintain high productivity."

And what's more, the XS cranes combine both light weight and power. They deliver higher working capacity and productivity, even in the case of the more basic CL and DUO versions, as they are authorised for a higher oil flow than equivalent older products.

The new patent-pending function ADC (Automatic Duty Control) is being introduced as a power-boosting standard accessory on the DUO, PRO and HIPRO models. This function senses the type of job being performed and automatically cuts in when the crane is being operated with a hook, winch or similar tool.

### Top-of-the-line

The new Valve 91 is incorporated into the PRO and HIPRO models, which can be combined both with fixed or variable pumps. It is particularly suitable for customers who need to combine high capacity with the highest precision – in other words it provides total control over the crane operation.

Pelle Gustafsson praises the virtues of the beefed-up radio control unit called CD 5000, fitted to the HIPRO models, which can control several functions in parallel, without disturbances, and explains: "...an example being if some function stops due to insufficient oil flow. We've solved that problem by building-in the Pump Flow distribution, or PFD function."

When the crane is pushed to the limit, a power boosting function is automatically activated. This automatic speed control, or ASC, starts working steplessly and thus the operator will not even be aware of the speed reduction of the inner and outer boom.



"This new crane paved the way to new possibilities, and resulted in the XS," says Bengt Söderholm.

"With the help of electronics, the V91 can handle up to 120 l. per min. and gives the XS a flexibility and smoothness unmatched by any other crane," says Pelle Gustafsson.

The new V91 also has a new type of stabilizer valve, which enables both the stabilizer extensions and stabilizer legs to be radio-controlled. This can be combined with a fixed or variable pump. This is particularly convenient and time-saving for the operator who has to move his vehicle several times a day.

As Bengt Söderholm put it: "A HIPRO model has everything fitted as standard. The competition couldn't, even if it hitched on its entire arsenal of accessories, come anywhere near the driving comfort a HIPRO Crane offers."

In trying to describe the difference between HIPRO and other types of cranes the best comparison Bengt Söderholm can think of is that of a car fitted with automatic transmission and one with just a manual gearbox.

"HIPRO is the top of the line," concludes Bengt. "It incorporates the very best of everything. You can't describe the feeling of driving it – you've got to experience it." □



# A team for you

*Hiab's lab ensures that crane-electronics are up to it*

Peter Åström, Hiab's Laboratory Chief can subject Hiab's electronics to all the world's climatic zones. Only when it manages everything is it allowed out on to the market. In this box, temperature tests down to minus 60 degrees C are carried out.



Here SPACE is having to work continuously and is sprinkled with water – day after day. The new electronics boxes are solid cast units into which no humidity must seep.

There is still a fair deal of scepticism towards electronics in cranes. Electronics engineer Pelle Gustafsson feels this is unjustified: "There's nothing special about electronics today. Take a look at any new truck, you'll find electronics everywhere." He is also careful to stress that Hiab's electronic equipment is put through rigorous tests to insure it always functions in any of the world's climate zones, and adds... "Field tests are just a tiny part of it all."

**A** look-in to Hiab's holy of holies – the test laboratory – gives us a hint of what Pelle means. This is where Peter Åström is in charge of the "instruments of torture": boxes where electronic units have to prove themselves day after day. Constantly sprinkled with water, heated to Saharan temperatures or cooled to Arctic levels. The Electronics have to manage it all – and Peter goes so far as to say that today's electronics are rarely a source of trouble.

There is a special department, where engineers work their way with meticulous precision through old Hiab Electronics from around the world that has been replaced for different reasons. In many cases, they are fully functional boxes that had "possible" malfunctions. And there are a number electronics units that are exchanged for new ones, for the sole purpose of evaluating what effect years of wear and tear have

had on the old one.

Peter admits that there were some shortcomings in the first early versions, but that they are today putting what they learnt in those early-days to good use.

Any failure to date can be very quickly traced thanks to the CAN-bus (the standard for signal transmission), which enables all electronic modules to be diagnosed. Apart from that, a blinking light on the cranes today warns when it's time for service.

## Stretching the limits

In another part of the laboratory they carry out fatigue tests. It is there that important data is collected and added to earlier experiences – a mix, which crystallises into lighter, stronger and better cranes.

"Fatigue resistance is important," says Peter. "It's here that the secret to good Crane design lies."

They also prepare the field tests here which are, as mentioned, just a part of their comprehensive test programme.

"A field test normally lasts about a year under realistic conditions. We never put out a model on the market before these tests have been completed with good results," says Peter Åström.

## Demanding test pilots

At Hiab, we see these tests as an important complement and thus attach a great deal of importance to them. It is through them that any possible serious problems come to light at an early stage and can be remedied before a crane is put on the market.

"The test evaluations are chosen on the basis of two main criteria: partly the nature of the tasks and partly that they are critical and can shed light on any possible problems."

And here we have it: The XS. Borne of everyone's experiences and generous doses of new thinking – all carefully tested. It has enabled Hiab to gather all their customers' requirements, shuffle them about and then put out the precise versions required to meet every need. That sounds simple, doesn't it? It is – now that Hiab's engineers have made it possible.



# Most demanding customer became test driver

"First, I was a difficult customer", says Palle Bengtsson, who has now been a test driver for Hiab for around ten years.

Palle was the champion at wearing cranes out in Stockholm, and Hiab sales rep. Otto Ramqvist was tearing his hair out in despair. It was then he offered Palle the chance to become a test driver.

"I wasn't interested to begin with. In the end, I let myself be persuaded".

When he started delivering his criticisms, Palle was highly sceptical. To him, designers and engineers lived in a world of their own, and he expected them simply to dismiss his comments, saying that they were already designing cranes when he was still in the cradle. But he soon realized that Hiab was different.

"They listened. And then they did what I said! Sometimes I thought: they'll never go along with this, it will be way too expensive. But everything I said got a hearing. Ever since, it has gone like clockwork", says Palle.

One of the reasons why his cranes failed to last the distance was that 90 percent of his work with cranes involves excavation – not just moving gravel and sand around – serious excavation tasks.

"I have now worn out five trucks. It used to be at least two cranes per truck, but now they last the whole lifetime of the truck".

The first crane to win his outright approval was a HIAB 195.

"That one I was able to take part in the development of right from the start, and it was also the first one to last".

Apart from wear damage to the actual material, Palle's biggest problem was heat. Despite double cooling systems, the cranes became overheated by the heavy work they were put to. Working with Hiab's designers, he has solved the problem.

## Must be up to the job

Palle is a one-man firm, and is 100-percent dependent on his truck and crane.

"My customers expect me to be able to complete a specific job. So it is hugely important for my equipment to be up to the job, and not to fail".

As for the new role of electronics, he was initially sceptical. As a test driver, he was one of the first to test it in practice.

"I was not at all impressed – the first versions were, to be frank, poor. But there has been progress and the new ones produced have worked much better".

Palle's duties as a test driver also include down-to-earth



Today, Palle Bengtsson drives a Mercedes Actros 2540 with a steerable bogey. It is equipped with a HIAB XS 166 with a clamshell bucket he operates from the driver's cab. "I almost never leave the truck when I am working. I can control everything with my radio-controlled Combi-Drive", he says.



observations about functions and over the years, he has become greatly respected among the engineers.

"The turning-point was probably the time when they had connected a whole lot of electronic measuring equipment up to the crane and got their figures on a display. I stood next to it and checked. Using the figures, I was able to say how long the crane would last".


The engineers turned around with astonishment – Palle had got it right, exactly to the month. He was someone who talked their language ...

## XS – a turning point

"Although not everything has made it through. I have always argued that there is no point in having one or a couple of extra extensions just because others have them. In my view, it is better to move the lorry to get close".

However, he can claim half a victory in the modular design of the XS section. Now it is the user who designs his crane himself, on the basis of the tasks that have to be performed.

"It has become technically possible to get exactly what you need. Personally, I drive a modified XS 166. It is the fastest and most versatile crane I have had yet. I like the harmony of its design. Everything can be done in a single movement, just as in a real excavator".

In addition, it is robust. And if it stands up to Palle's treatment, it will stand up to anyone's. 

Palle Bengtsson's career as a test driver began when he was without question one of Hiab's most difficult and demanding customers. "I was sceptical about the job right up to the moment when I realized that they were in fact listening and did what I said", says Palle.



# An elephant in the sky

In Warsaw in spring 2000, a 12 x 12 metre frame for the logo of the insurance company PZU was to be installed on top of the company's new office at the crossroads of Grzybowska and Jana Pawla II. The building is 100 metres high, and its façade is entirely made of large windows – a tricky operation by any comparison.

The huge fixed crane on the site was ruled out because it was thought likely that a number of windows would be broken if it was used. And the job had to be done 100 metres above the busiest commercial thoroughfare in Warsaw, so closing the street to traffic was out of the question too. A sensitive solution was needed.

The installation job had been taken on by Stefan Jenard and his team from the specialist contractor Josef Gartner & Co Nederland NV Aluminium Staalconstructies. They discussed a wide range of possible solutions, most of which were excluded because the equipment available from various suppliers did not meet the performance and safety requirements involved. But when Partek was asked to help, it turned out that the solution was close at hand. They had the right equipment, a HIAB 175-5 with jib. Andrzej Walicki and his team from Autokran took it to the top of the building and



An "elephant" has the best view in Warsaw. With the crane in place, there were no problems in getting the huge sign installed on time. Thanks were largely due to a big contribution from Mr G. Martin (Duke) and his team from Graytons Engineering.



assembled it on the roof. There, the "elephant" hawk-like structure sat, looking out from the best vantage point in Warsaw, and with it in place the rest was simple. The huge sign was installed on time, without any hitches.



POLAND



GREAT BRITAIN

# RALF fixes the windows

When the windows for the new Standard Life Centre at Finsbury Circus had to be fixed in place, a special solution was needed. Each pane measures more than 11 square metres and weighs 550 kilograms. RALF was the solution.

RALF, an acronym for Robotic Articulated Lifting Frame, includes a HIAB 026 T and manipulates window panes using vacuum suction cups.

"We chose Hiab because we needed a small versatile crane able to handle heavy weights", explains Gill Riley who with brother Graeme runs GGR Glass, Rochdale, which also builds the specialist equipment.

The company specializes in hiring out vacuum equipment for lifting glass and – just

four years after start-up – is already greatly in demand for all types of jobs in this niche.

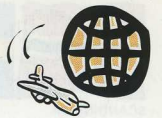
RALF worked both inside and outside the building. Twelve of the 26 windows, each 7.2 metres high, were installed from the outside once RALF had lifted them off the truck and placed them in position. The remainder were lifted to their fixings from the inside.

"Getting RALF inside the building was no problem, because the design incorporates a battery-powered transporter on rails, and the whole structure is so compact that it fits inside the goods lift", explains Gill Riley.

GGR Glass has seven more similar Hiab-based machines, but these travel on wheels rather than rails.



RALF is a unique machine based on a HIAB 026 T. It was designed by GGR Glass Services Ltd, of London and Rochdale, to handle window panes with dimensions of up to 7.2 x 1.6 metres and weighing up to 560 kilograms.



# Swedes in the Australian army?

When the Australian defence forces decided to modernise their Mack trucks, it was Hiab's dealer, Red Australia who clinched the deal. This achievement was preceded by three years of tendering and testing.

Creating a well-functioning weapons system is a central task for all defence establishments. In this case they were looking for a compact knuckle-boom crane that was both reliable and simple to maintain, while hardy enough for the task at hand – and as light as possible, since the vehicles often have to be air-lifted.

Salesman Les Frizzel at Red Australia, sure that he had a winner on his hands, arranged to have a specially designed HIAB 090 flown directly from the factory in Sweden to Australia. It was then fitted to one of the army's Mack vehicles. At that stage, there was just one other competitor still in it, but they fell at the next hurdle, failing to meet all the customer's requirements. The SPACE-equipped 090 from Hiab thus made the winning post unchallenged. It is easy to handle, even for a soldier unfamiliar with its workings. It can also lift heavier loads and reach further than the older crane it was to replace. The test drive resulted in an order for 63 HIAB 090s, apart from the test unit.

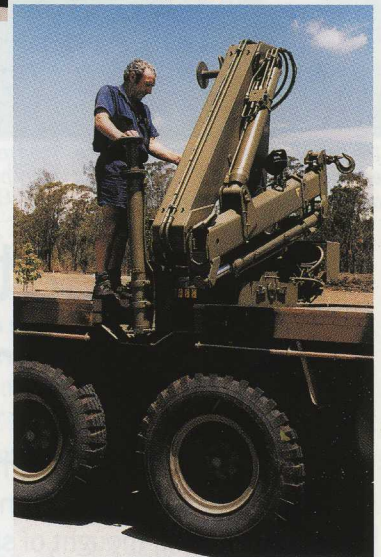
As the defence authorities also needed an equivalent crane for their ordinary trucks, the test crane was transferred to one of those trucks for further tests. It proved to be superior to the



AUSTRALIA

*A special version of the HIAB 090 was exactly what the Australian army needed. By the agreed date, all 63 cranes had been fitted to their respective Mac vehicles.*

competition and passed with flying colours, thus clinching an order for a further 86 HIAB 090s. Through Red Australia, Hiab also had the advantage of being able to offer an extensive network of service facilities across the Continent. And the fact that they managed to fit all the cranes onto the trucks within the tight delivery date certainly didn't make matters any worse. ☐



## Getting those mobile toilets where they are needed

It can sometimes be tricky to access festive and festival sites in terms of transporting and servicing mobile toilets. Market leaders TOI TOI & DIXI chose to rely on Hiab to help them.

The American Fred Edwards established DIXI in Germany in 1973. At the time it was the only company in Europe that rented out and serviced mobile toilets. In 1983, Harold Müller established TOI TOI in Wiesbaden and took up competition with DIXI. Apart from function, their concept included an aesthetic component: public toilets should contribute in a positive way to the surrounding environment.

In 1997 the two companies merged and today employ 750 people, working at 70 service facilities in 13 countries around the world. An important factor contributing to this success is the group's focus on a high level of service and well-thought-out solutions. During the building season, for example, TOI TOI & DIXI have over 50,000 units installed on building sites in Germany alone.

Having the transport facilities and resources to quickly and smoothly get the toilets to their exact location is an important



GERMANY

*TOI TOI & DIXI are extremely successful within their niche. Handling mobile toilets is a task that calls for a precision approach in all situations. Tasks that Hiab cranes are well suited to.*

component of the service. For this purpose, TOI TOI & DIXI have chosen Hiab as supplier. HIAB 500s and HIAB 330s, as well as the smaller stiffboom cranes HIAB 033 T are used to handle their systems. Following successful trials of the latter, TOI TOI & DIXI have ordered a further 14 units to add to their existing fleet of nine 033 Ts. ☐



SCANDINAVIA

SPECIAL



The personnel basket is in regular use. "I can reach up about 20 metres and the working radius is 30 metres. It is very practical as this means I don't need to move the truck so often."

## "Great gear gets you around"

Hans-Åke Sjöström Haulage's operations should actually have been history by now.

"I had thought of shutting up shop after a whip-lash injury. But then my son got himself a truck licence. Now we've got three trucks fitted with cranes and a vehicle for chemical transports" says Hans-Åke Sjöström.

And with the new start came the customers. The majority of the work comes from Iggesund's Paper Mill and involves all kinds of lifting jobs in connection with maintenance work.

"We lift engines in and out and look after repairs to piping etc." says Hans-Åke. "So we find ourselves using the personnel basket a great deal and this is where we find the working radius of 30 metres and the lifting height of around 20 metres extremely useful. It's brilliant, because it enables us to get a great deal done without having to move the vehicle inbetween."

Their latest truck is a low-built Volvo FM12 equipped with a HIAB XS 144-5 HIPRO and at the wheel, more often than not, is Hans-Åke's son, Lars. In all, four men make up the workforce and all their cranes are Hiabs.

"We are getting quite a reputation for having great gear," says Lars, with more than a hint of pride. "...and that generates more work. With the new building sector 'on the up', we've also been getting a lot of jobs from building contractors. To make it today you've got to have up-to-date tools that meet customers' environmental and other demands".

Apart from the variety of tasks at the factory and out on building sites, there's even quite a bit of grit and snow work, tree pruning and more. To be as flexible as possible, Hans-Åke has equipped his latest vehicle with a Multilift demountable.

# Matti looks after 100 parks

### A new XS 144 CL does the job

The town of Mikkeli – or St Michel if you wish – is best known for having been the place Marshal Mannerheim stationed the Finnish army headquarters during the Winter War. Today it is a leafy city with almost 100 parks, gardens and playgrounds.

The parks are looked after by T. Mökkönen OY, who exclusively work for the city authorities. They use, among other things, a Volvo FH7 equipped with a HIAB XS 144 CL and a Multilift CL12.

With its four hydraulic extensions this XS 144 has a reach of 12.6 metres – which is certainly needed. This is the company's third Hiab crane and Operator Matti Myntinen appreciates the extra reach, compared to their earlier HIAB 105. "It helps us when we're working the flowerbeds. With this reach we don't need to drive onto the grass."

A lot of the work is done with the clamshell bucket. Apart from digging, it's also used, for example, to spread soil and bark evenly on the surface. The precision he needs is built in.

"We also do a great deal of digging tasks on the city's streets."

Other tasks include transporting lawnmowers, building playgrounds and installing climbing frames and other playground items.

"So there is certainly no lack of work during the summer. The Multilift allows us to handle larger machinery. But during the winter we let the crane hibernate, because that's when the vehicle is refitted to serve as a snow plough," concludes Matti Myntinen.



In Mikkeli there are almost 100 parks, so there's a lot of work for the clamshell bucket. With the help of the company's XS 144, Matti Myntinen is portioning out bark on what is one day going to be a bed of roses.







Calling in Reijo Seppänen saves a lot of time and labour. In the picture, Reijo is raising street gullies in no time at all using his XS 166 DUO.

## Reijo takes it all in his stride

Reijo Seppänen, of Mikkeli, is typical of the majority of crane-owners in Finland. He has a truck that he owns and uses for all kinds of possible and unlikely tasks. This demands total versatility – and he has it.

With his Mercedes 1722, Rolf takes everything in his stride. His radio-controlled crane is a HIAB XS 166 DUO with double links and four hydraulic extensions. He also has six different buckets, a personnel basket and two grapples for handling poles. The truck is also equipped with a CLF cablelift demountable.

“Because practically every platform here in Finland is a ‘cable-platform’. To replace them all at once would be far too expensive”.

His crane is the fifth Hiab he has owned since 1980.

“My experience of them is good. The last one I had was a HIAB 120, and now I have an XS 166 which I am very satisfied with”.

Excavation jobs are plentiful, and Reijo has the experience. His work is highly valued. For example, one of his jobs was to lift a number of street gullies for a road to be re-asphalted. The first job is to lift the vibro-plate machine from the truck. Then he digs out the gullies. The municipality’s personnel remove the lid, and Reijo takes out a set of concrete pipe sections of the correct dimensions. Once they have been laid in position and the lid replaced, he fills in the trench.

### Gravel packed down

Using the vibro-plate machine, the gravel is packed down, while Reijo collects up the excess gravel with a clamshell bucket and piles it onto the truck. Then he lifts the vibro-plate machine back on and everything is ready for asphaltting. Many operations are carried out in one process in minimal time, and Reijo is already on the way to his next job.

“I do all sorts of jobs. I lift roof trusses, prefabricated house sections, uncover leaking water pipes, install lighting poles... anything you might think of. And in the winter, I get a lot of snow clearing jobs.”

# XS 144 HIPRO goes all the way

A long way in. Over various obstacles. Under electricity cables. In confined spaces. Every site can be different when Arild Johansen delivers building materials in and around the Oslo region.

Changing from a HIAB 115 to a HIAB XS 144 HIPRO is a real step up – and not just because he got an extra six metres of reach.

“Comparing any other crane with this one is like comparing the stone age to the 21<sup>st</sup> Century”, he says.

Arild Johansen has been delivering building materials for 14 years now and has gradually acquired better cranes to work with. He drives for Ski Bygg, part of the Byggmakker chain. His distribution region covers Oslo, Østfold, Halden, Valer, Årnæs and Gardemoen. Ski Bygg has 70 employees and four delivery trucks: two Volvo FL7s with HIAB 115 cranes and his two Scania 114s with 3 axles and steering on two of the three.

“That means I can get in practically everywhere”.

The XS 144 is mounted at the rear of the 6.5 metre platform, and the truck carries a maximum load of 13 tonnes.

“The advantage of a rear-mounted crane is that I can reverse



in and use the whole of the reach – 15.35 metres. That’s enough for most jobs”.

The concept is by Martin Urianstad A/S, one of Norway’s longest-established body builders. This new delivery vehicle gives Ski Bygg a strong competitive edge in Norway’s tough construction market.

“Today, customers look hard at both logistical systems and price. Carpenters work on piece rates and save a lot of time through my capacity to deliver direct to the site, even if the site is four or five storeys up”, says Arild Johansen.

With the aid of the technology built into the XS 144 and the system of radio control, he can manage most deliveries entirely on his own.

“The control system is incredibly versatile and responsive, even when I am operating several functions at the same time. In addition, I can always stand where I have the best overall view”.

The crane, which can be used off the truck, is also to be fitted with remotely controlled stabilizer legs. Arild Johansen has between two and – more often – twenty deliveries per day, so he expects the extra feature to pay for itself within a short time.

Many building sites are short of space and difficult to access. But with his new XS 144 HIPRO and a truck with two steerable axles, Arild Johansen can get in almost everywhere. A car blocking access for delivery of some wallboards? With five hydraulic extensions, that’s not a problem ...



SCANDIANAVIA

SPECIAL

# From royalty to garbage

## *A broad range of tasks for Ove's XS 70*

From delivering to royalty to handling garbage – That's the range of tasks Ove Lundell carries out in his job as driver for Sweden's biggest operator of crane mounted trucks – Wiklunds Haulage Co. AB.

"There's hardly time for a breather..." says Ove. "We've got more than we can manage, but luckily enough, the HIAB XS 700 has automatic lubrication. So we just get on with it."

Wiklunds Haulage company is established in Kallhäll and Bro outside Stockholm, as well as in Uppsala. They operate over 100 vehicles, 82 of which are fitted with cranes. The company's first XS 700 is mounted on Ove's four-axle Scania 420 – and there are three more such cranes on their way.

Wiklunds started using big cranes during the Eighties, when they first started transporting portacabins. Today, they have in all, 19 cranes of over 39 ton-metres that are mainly used for the transport of portacabins and machinery, as well as more advanced lifting jobs. Wiklunds are also big in garbage handling and recycling – with their third speciality being the transport of steel and long cargo.

"We call our XS 700 the weightlifter. It makes easy work of lifting of 4.2 tonnes at an outreach of 13 metres." Ove tells us. He feels the reach of 14 metres from centre of crane base is just right for handling portacabins. "After all, moving portacabins is what I do most of that time."

And there was certainly a lot of portacabins to move when he helped to rig up temporary dressing rooms at Stockholm's Drottningholm Palace in connection with the Swedish King and Queen's silver wedding celebrations. There was a whole series of nine-metre long huts to be driven into the palace gardens, one at a time. After that, it was off to the ICA retailing chain's head office in the suburb of Årsta, where they were clearing up after a fire. He raised the refuse container, fitted with rubber pads to avoid damaging the facings, to a window on the third floor. After the building workers




*"The XS responds beautifully..." says Ove Lundell as he carefully places the container against the side of the building to help carry away the leftovers after a renovation job.*

had filled it up, it was time to empty it in the truck's container.

"I preferred the huts..." he exclaimed as the dust from the demolished plasterboard settled around him.

Everything is automatic and radio-controlled – the stabilizer legs, the crane and the hydraulic platform extension.

"It's a very practical solution and I like the way the keys change function according to the task you want to carry out – only the appropriate keys being active. That eliminates the risk of mistakes."

The XS 700 is a giant of a crane. "Yet it has a gentle and pliable side – it responds beautifully." 

## A precision performer

Sven-Olof Jacobsson has been delivering and assembling steel constructions for 25 years throughout southern Sweden. Until recently, he operated a HIAB 190 with jib, which gave him 13 years of trouble free service. Excellent as it was, Sven-Olof has now graduated to a 330-5 with jib.

**S-O** Jacobssons Hauliers operate just one vehicle, so reliability is a vital factor.

"I have always had Hiab cranes..." says Sven-Olof. "...and this is now my fourth one – a HIAB 330 with five hydraulic extensions. And with a further two on the jib, I can reach almost 23 metres."

He drives a three axle Scania 114.

"The kind of crane capacity I now have, would almost warrant a four axle vehicle, but I don't work with heavy loads, so the seven tonne payload is quite sufficient. And four stabilizer legs provide the stability I need."

It was actually due to the vehicle that he changed cranes. His



# Piles of Pipes

13 year old HIAB 190 was still going strong – despite 1000 operating hours a year to its credit.


“The HIAB 330 is, after all, both more powerful and lighter, with much better outreach. In my line of work it’s outreach that counts and this crane enables me to lift a tonne at 16 metres with no trouble at all.”

Sven-Olof’s job driving for EAB Byggnadssmide sees him covering large tracts of Sweden and often involves lifting 18 to 30 metre long trusses into place.

## No leakage

“More often than not, I park right in the middle of a building site and lift straight up. It’s vital that no oil leaks out, as I’m often parked on flooring that is to be painted. However I never really had a problem with that – my Hiabs have always been oil-tight over the years.”

When we meet Sven-Olof, however, he is handling lift shafts. The Knalleland leisure complex in Borås is expanding across the main thoroughfare and they need a footbridge for all the visitors.

“As usual, it’s a matter of slow, precision work. I work closely with the builders and have to take great care when manoeuvring the parts. As with my former crane, radio control makes an easy job of it. And before this I used a cable-connected remote control” says Sven-Olof Johansson. 



Gunnar Lundbom runs Antons Transport AB in Stockholm and has since 1970 specialised in transporting equipment for district heating and cooling.

“I have laid just about every pipe in the Stockholm area,” he says.

*Gunnar Lundbom’s XS 700 can lift bundles of piping weighing over a tonne when fully extended. “It has real power,” he says. “What’s more, it’s fast!”*

The company’s new truck – a Scania GB 124 8x2, with steering on three of its four axles – is fitted with a HIAB XS 700-7 HIPRO with the new Jib 135X. “I used to have a HIAB 550 which I was very pleased with,” says Gunnar. “... but this one is much faster. And the variable pump gives it that much more power.”


And he needs the power. Although most of the pipes that he handles weigh just 1 to 1.5 tonnes, the crane has to work fully extended all the time. And the big pipes for the feeder network each weigh up to five tonnes.

## Leaves the jib mounted

“I never remove the jib, so it’s an advantage that the crane can be parked even when that’s mounted. The fact that it is relatively light and compact in size also helps.”

The jib is an important tool as Gunnar nearly always has to manoeuvre the pipes into exactly the right spot, by radio control, one by one – at the same time as they are being welded together.

“Yes, there’s a lot of delicate manoeuvring involved. Another advantage with having such a powerful crane is you are spared having to negotiate prices for small jobs. There’s very little competition in this class.”

Gunnar’s company has one more vehicle – fitted with a HIAB 400 E with jib. 



Sven-Olof Jacobsson has been helping to assemble steel constructions for 25 years now. Here, the frame of a lift shaft for a footbridge is being erected.



SCANDINAVIA

SPECIAL



The road out to the ferry station at Sjællands Odde has had a provisional road surface during its "running in" period. Kim Ancker is removing this to get rid of the unevenness when the permanent surface course is laid. He loads the truck with the help of the bucket while the old asphalt is removed and put in a pile.

# Hiab on the road

Kim Ancker is one of Denmark's truly specialised crane-truck drivers. "I have been exclusively involved with roadworks for four years now. My Volvo FH12 with HIAB XS 166 with a Multilift demountable and a bucket is the perfect combination for the task," he says.

Kim's metallic blue vehicle, with the crane painted to match, is a real eye-catcher. And it's with rightful pride that he tells us that his truck was recently chosen as the "Best Vehicle" in the construction class at the recent Roskilde Truck and Crane Festival.

The years of experience working together have moulded Kim's group into a highly efficient team.

"When we're carrying away old asphalt, I take the road working vehicles on the trailer. A grader which cuts and removes the old asphalt – and another machine which gathers it and puts it in a pile, which I can then directly load on to the tipping body with

the help of the clamshell bucket."

Their are quick and efficient operations. The bucket can handle 800 kilograms at a time and fills the cargo space in no time at all. With bigger jobs, Kim more often than not drives the old asphalt to a depot, where he picks up new asphalt in return. The used asphalt is then "boiled" together with new material and re-used. Sometimes he has to change platforms during the course of his journeys. His Multilift – a CLF 326S-3W – makes this a quick and easy operation.

Kim Ancker is extremely pleased with his new gear, particularly the radio control facility.

"On my previous truck I just had a top seat placed on one side. This meant that I always found myself having to find a correct position irrespective of the surroundings. Now I can move about freely and find the best position irrespective of the situation."

As traffic on the Danish island of Sjælland, where Kim works, is often very lively, there's no question of just closing the road. They have to carry out their work as traffic rushes by. In such situations, there is added safety in being able to stand at some distance from the roadside and still do your job. He also avoids having to breathe in the fumes when they lay the asphalt. "All in all, I service eight graders, so I have no problems keeping busy", says Kim wryly.

# Folk musicians plug-in thanks to Kaj

NVE northwest Sjælland's Energy Supply Company is one of the three main electricity companies on the Danish island of Sjælland. It is Kaj Sørensen's job to make sure that all the necessary equipment – transformers, cable drums and so on get to their destinations.

"I drive all over North West Sjælland," he says. "...all the way to the Bridge across the Big Belt.

His 8x4 Mercedes Actros 4143 is fitted with a HIAB 280, which he is very pleased with.

"Thanks to the radio controls, the most difficult precision jobs are now no problem at all to handle. This crane, for example

enables me to place 500 kilogram transformers into spaces with just a few centimetres to spare on either side."

He usually gets up to five or six jobs to do every day, which quite often include heavy lifting.

"The crane is equipped with a weighing scale that tells me exactly how far out I can extend the crane in each situation. A display shows how heavy the load I am carrying is and I can then adapt the work according to that."

When it comes to the cable drums, however, Kaj Sørensen knows they weigh two tonnes each, which the crane can manage even at its maximum outreach of 11.3 metres.



Bent tried a new crane but soon tired:

## "I needed a reliable HIAB"



Bent Hjort delivers the settling sand for concrete slabs and paving-stones in sacks weighing 800 kgs each. "Handling them with my XS 166 is no problem, not even at full outreach", he says.

As Damotek Profil A/S in Hillerød run just one vehicle for their deliveries, all-round reliability is a prime factor.

"That's why I exchanged my new orange-coloured crane and replaced it with a HIAB XS 166," says owner Bent Hjort. "I had tired of all the problems and constant visits to the repair shop."

Bent Hjort had positive experience of operating Hiab cranes.

"...However, when we bought this new truck, I felt like trying another make of crane. But it was constantly going wrong. We couldn't go on that way; we are entirely dependent on being able to deliver without a hitch every day."

A new HIAB XS 166, however, lifted his spirits as well as his cargo – reliably.


"I can't remember ever owning a crane that performs with such precision," he says. "And I particularly like being able to

work several different functions in parallel. After all, I have to be able to manage in all kinds of construction environments and it is nice to have such a great tool. Above all, I appreciate its reliability."

The crane is mounted on a three-axle MAN 26-414, which he uses to deliver steel profiles for ceilings and walls, roofing sheets, tiles, concrete slabs, paving stones and settling sand.


### Never protests

"The bags of settling sand each weigh 800 kilograms, which the crane can handle at its maximum outreach without protesting."

He's happy that he changed cranes. Prompt delivery and fitting meant that he did not lose any time, when spring was approaching and thus the high season. He drives the truck himself. A couple of employees help out at the warehouse, his wife does the book-keeping, and with Hiab back as a reliable partner, his is today a small but finely-tuned operation. 



"These cable drums weigh two tonnes each, so they are no trouble and can even be handled with the crane fully extended if necessary," says Kaj Sorensen. The picture shows such drums being unloaded onto a green in the village of Vig, scene of a popular summer folk music festival, to whom NVE had the task of providing electricity.

Despite his big crane, Kaj still has 13,200 kilograms of payload to spare, which he certainly needs – each big transformer, for example, weighs 3.6 tonnes per unit. 



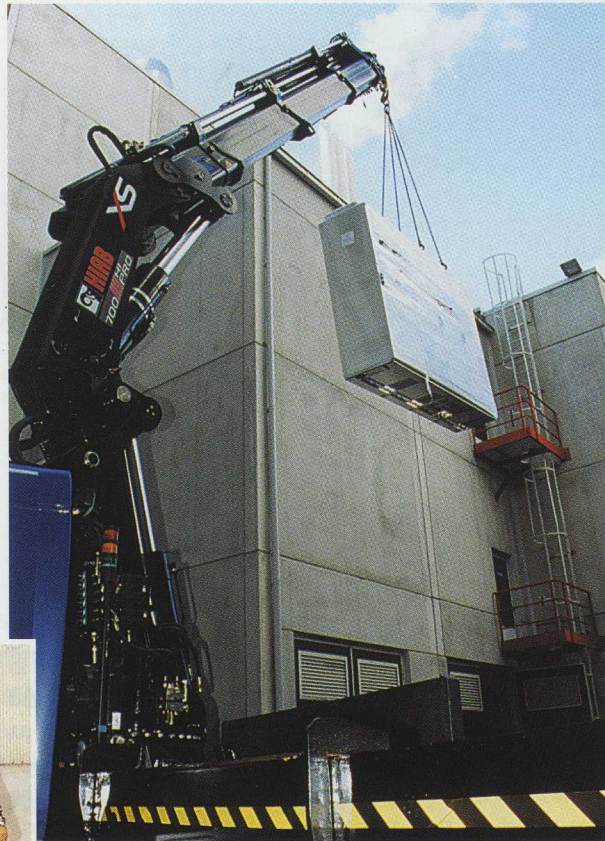


SCANDINAVIA

SPECIAL

*The XS 700 – an ingredient in a success story*

# Competing with quality



*The new solution does what usually takes two people to do – quickly and safely.*



*"The control mechanism responds as fast as it takes you to think," says Pekka Sulkala.*

The growing town of Uleåborg, on the west coast of Finland, is the home base of Nosturiliike Sulkala OY, specialists in lifting goods and personnel in addition to heavy transport. With 25 employees, the company is among the biggest in its branch.

"Having nothing else to compete with but low prices is no recipe for success," says Juhani Sulkala, who started the company in the early Eighties.

Today, Juhani is chairman of the board and "Man Friday" about the company. His sons have taken over the day-to-day running and continue to apply that same successful mix of fast, reliable and secure deliveries. They have now added a HIAB XS 700-7, mounted on a Sisu E 11, to their fleet of vehicles.

"This solution enables us to handle tasks that previously required a separate crane as well as another vehicle. Our customers save time and, what's more, there are many situations where a crane-truck of this size is the best solution," says Juhani.

But it took time to get that solution up and running, as he was looking for a long vehicle for maximum versatility.




*Juhani Sulkala looked after the groundwork at Kostamus' legendary forestry clearing operation at the end of the 1970s, after which he started Nosturiliike Sulkala Oy. The company is now increasingly being run by his sons Timo, Managing Director and transport organiser, and Tommi.*

"I wanted a 6.5 metre-long platform. It allows us to transport marine containers and prefabricated elements as well."

The vehicle has a gross weight of 32 tonnes and a loading capacity of 9.5 tonnes. The crane has an outreach of 18.2 metres, at which point it can still lift 2700 kilograms. They are planning to add a jib, which will extend its outreach by nine metres. Juhani's brother, Pekka Sulkala, who is impressed by the capacity of the new arrival, operates the truck and crane.

"The oil hardly warms up and the control mechanism works as fast as it takes you to think."

This was confirmed by Liimatainen – one of the ABB fitters we met at a building site:

"Installing a good transformer can now be done both more safely and about four times as quickly as previously." 

## *HIAB 135 with jib – a helping hand at Finland's biggest paper mill*

The maintenance department at the important UPM-Kymmene Oy's paper mill and cellulose producers at Villmanstrand has found a perfect helping hand in the form of a radio-controlled HIAB 135 with jib and personnel basket.

Esa Lankinen, one of its three operators, is impressed by the ease with which it can access difficult-to-get-to spots.

The radio control system is easy to handle, so making good use of the crane has never been any problem, despite the fact that three operators share it. On the contrary, it is available 24 hours a day.

"And with the help of the jib, we can reach a height of 21 metres with the personnel basket," says Esa. "...and that's enough for most jobs, such as changing light bulbs and repairing steam and water pipes."

The crane is also used to lift welding equipment into place



# A crane for the boat season

Early summer and late autumn is the high season for anyone operating a high capacity crane in Finland. That's the time boat owners want their boats in or out of the water.

“So it gets to be a lot of this kind of stuff,” says Risto Sydänmaa from Lojo as he lowers yet another boat into the water. A piece of cake, because it only weighs two tonnes, which his XS 700 can manage even when fully extended.

Risto Sydänmaa Oy are otherwise to be found all over southern Finland wherever there's a heavy or difficult lifting job to do.

“It's important to be able to rely on your gear. My XS 700 is my seventh HIAB to date and replaces my old HIAB 330,” says Risto.

His company operates 11 vehicles in all. Two crane-trucks and nine cargo vehicles with trailer.

“The other crane-truck is fitted with a favourite of mine since last year, my HIAB 220. It also has a demountable because here in Finland, versatility is a must.

The XS truck however is not fitted with a demountable.

“The payload on the vehicle is 9700 kilograms, so I use it mainly as a crane truck. However, the platform can be dismantled and underneath it is a fifth wheel onto which I can hitch a trailer.”

He delivers a lot of construction material with his XS 700, with the trailer coming in very handy on such occasions.



“I can reach six floors up with the crane, which my customers appreciate.”

Launching a two tonne boat is no problem at all for an XS 700. “I can manage this with the crane fully extended if required,” says Risto.



## Olavi keeps the port traffic moving



“The concrete bases weigh 500 kilograms each, so you need a bit of muscle,” says Olavi Salovaara. In the background you can see the new M/s Carnival Pride in Helsinki's shipyard.

There are three main port areas in Helsinki under the auspices of the Port Authority. In that changing world they need many different types of lifting equipment that can deliver both strength and reach. Hakonon Oy, which drives for the Port Authority, has three of its 37 vehicles almost constantly at work in the port.

The company has three new XS cranes. The newest of the vehicles is a Volvo FM 7 with a radio-controlled HIAB XS 144 DUO – as well as a Multilift CLF 26.

Its driver, Olavi Salovaara, appreciates the Multilift and its capacity of 26 tonnes, which together enables him to lift really heavy machinery.

The job as a whole involves a variety of crane work.

“I move around all kinds of things: cement guard rails to redirect traffic, road signs attached to 500 kilogram cement blocks, to prevent them from moving unnecessarily, railings, fencing etc. Apart from that, I handle temporary floating jetties, kiosks, hoardings, fork-lift trucks and a great deal more – not forgetting the boat engines. Whenever the port is affected by an oil leakage I also help out by laying out oil booms.”



With the jib they can even reach the tricky spots – or can change lamps on either side of the overhead conduits without having to move the truck. Here, Esa Lankinen is manoeuvring the personnel basket carrying Riku Kupia.



or building materials up onto the roof.

“And we also quite often have to replace the electric engines up on the intermediate cellulose storage.”

Sometimes they unhook the personnel basket and replace it with a grapple for the handling of waste piping or in connection with repair or rebuilding jobs.



SCANDINAVIA

SPECIAL

## Slotting Norwegian balconies into place

Tom R. Oppegaard has only covered 94,000 kilometres over a period of three years with his latest truck and most of time with an empty platform.

"It's the crane that's important for me, you see. It's thanks to it that I get more interesting tasks than just driving cargo around." His HIAB 245 E was the first in Norway when it was put into work in the spring of '98.

The crane has proved to be a versatile partner. Through the years he has been regularly involved in transporting boats, sheds, containers as well as building materials to be lifted into attics and in over roofs.

"I'd estimate that building renovation work accounts for 99 percent of what I do."

After a period of night work, helping to erect motorway sound barriers along the E18, another task is now taking up much of his time. Many of the balconies on houses built in Oslo during the Sixties and Seventies need replacing. The Swedish balcony manufacturer, Balco, is a leader in this sector in Norway. The job provides an ideal niche for Tom and his vehicle.

"I come in right at the preparatory stage and can decide on the best alternatives. The renovated units are prefabricated in Sweden and delivered to the site. If it is difficult to access, the units are unloaded nearby and I then fetch them one at a time, in pace with the installation process."

It all hinges on precision. Tom often gets slings purpose-made for the task at hand.

"I then lift the units into position and help get them correctly



Tom R. Oppegaard can extend his crane to a maximum of 24 metres with the help of the HIAB 245 E's seven hydraulic and two manual extensions. That gives him plenty of margin to lift the roughly 400 kilogram heavy balcony units into place on the 4th floor.

adjusted."

Millimetre precision is called for in order to get the sections into the balcony brackets. Using the radio control, he can position himself in such a way as to be able to help from the right position.

"And in-between I am available to lend a hand."

He doesn't need to lend so much thought to the crane though. Its central lubrication system enables it to be operated for long periods without a break.

"In spite of this, I am thinking of changing cranes. I'm just waiting for an XS of the right size to become available," he says.

## Moving boats and buildings in Tromsø

For Tromsø Kran & Transportservice A/S versatility is an important quality. They work with everything from carrying leisure boats to putting building frontages into place and delivering prefabricated houses.

"Most of the work at the moment stems from the contracting side. Here in Tromsø, there's quite a lot of new building activities going on," says Øystein Karlsen.

The old HIAB 550 the company used to have has now been replaced by an XS 700-7 with Jib 135-4. Hydraulic reach is 29 metres and can be increased to 31 metres with manual extensions.

"It has an astounding reach. Maximum working height is 33 metres so I can deliver building materials to the seventh-floor." Øystein Karlsen tells us.



"A crane such as this tickles your childish fantasies because it is such fun to work with," says Øystein Karlsen.

Steel details, concrete units and frontages are some of the things he delivers. That, as well as prefabricated houses. And what's more, his vehicle, a Scania 124 GB 8x2 is specially adapted for leisure boats. The loading platform is low and can be hydraulically extended by 1.4 metres. Hydraulic boat supports are also part of

the equipment.

"Transporting and launching boats up to 30 ft is an everyday thing for me. It's important to have the right equipment and to take it easy – after all, you're being entrusted with the family's pride and joy, aren't you?"

Tromsø also has an important fishing fleet, which is a source of regular work for Øystein Karlsen. Fishing equipment has to be changed,

aerials fitted etc. He has the precision that is required – and has even been involved in changing the engines of passenger airliners.

"The XS 700 is rather similar to the HIAB 550, but faster. Above all it's much quicker on the uptake from a parking position."





# “We can reach where others can’t”

Brooklin Concrete Products Ltd are one of Canada’s leading suppliers of precast concrete products. To provide customers with the best possible service, they use Hiab cranes extensively for their deliveries.

**B**rooklin Concrete’s fleet of small and large capacity HIABs are essential for deliveries to commercial and residential customers handling everything from precast patio and retaining wall stones to septic tanks and hydro vaults.


“Our big HIAB 300s and HIAB 500s enable us to deliver right where the items are required, even in hard to reach locations, such as cottages out in the country.” says Marketing Director Peter Froehlich. He also underlines how Hiab’s extra reach and flexibility enable them to put large and bulky septic tanks in tight places other firms can’t access.



A rear-mounted HIAB 300 affords Brooklin Concrete superb handling in-close during deliveries. And they need the power, because they often handle heavy lifts such as this one – yet another storage vault delivery.



CANADA

The year-round useability of the Hiab cranes and the high reliability, are of course other factors behind the company choosing Hiab as its crane supplier. 


## A flexible solution

**A**RT-TOIT in Bordeaux have now found a truly a versatile solution. With the help of a Multilift LHT 320, they can now lift a HIAB 550-6, fitted with jib 135-4 on to their new four-axle MAN, according to need.



FRANCE

The crane is also fitted with a two ton winch, mounted behind the column. This enables operators to work the jib whenever they need to. All the functions – the cranes, the winch, support legs and auxiliary engine – can be steered by CombiDrive.

Prior to this, the company have had a HIAB 330 with winch. 




## Cultivating firs with HIAB 081

**S**omerville Nurseries Inc. in Ontario are Canada’s biggest producer of Christmas trees. They have cultivated fir trees at their plant school since 1950 and it is their focus on quality that has put them where they are today.

Their niche is supplying fir trees to re-wholesalers. The tree balls are contained in wire baskets. When the time comes for delivery, it is done with the help of the HIAB 081, equipped with an articulated grapple which lifts the tree balls on to the trucks.

Somerville’s Production Manager, Paul Fraser, says that this enables just one person to the job, where it used to take three.

In all, they operate six vehicles fitted with cranes and it isn’t by chance that they opted for Hiab.

“The company let the operators choose the cranes they wanted for the job...” says Paul Fraser. “... and they all chose Hiab.” 

A special grab fitted to a HIAB 081 makes light work of loading fir trees for delivery. The drivers had a choice of cranes for jobs and it fell on – Hiab.



An all-round solution. With its Multilift, ART-TOIT can lift their HIAB 550-6 on-and-off according to need.



CANADA



GREAT BRITAIN



The CV show is one of Britain's most important exhibitions within the freight and transport sector. This is where Hiab's XS series were revealed to the British market for the first time – and they were an immediate success.

## XS-Premiere and success at the CV show

Hiab's new XS-cranes were given a great reception at their Premiere showing in England. This took place at the Commercial Vehicle Show, where the 20,000 visitors, mainly from different companies within the transport sector, had a great opportunity to peer into the future – and they liked what they saw. Since the XS premiere at the CV show, Hiab in Britain has boosted its sales by some 50 per cent.

“Our presentation at the CV show, both of our new XS series, together with the improvements we have made both on the product, corporate, and after-market sides, has surely contributed in a big way to our success”, says David Gardner, Partek Cargotec Ltd's Managing Director in England.

The CV show has, in just two years, grown to become one of the transport branch's most important exhibitions in England. On view is all the latest in the way of trucks, vans, trailers, bodies, cranes and all kinds of ancillary equipment.

## XS Cranes get an X-tra lift at BAUMA



GERMANY

There was very little evidence of the weak building market in Germany at the important Bauma Building Fair in Munich. On the contrary, a record 90,000 visitors turned up, with a significant proportion from outside Germany. In all, visitors from 152 countries were represented at the fair.

Partek Cargotec's stand succeeded in attracting great deal of attention at the fair, despite being in competition with 2340 other exhibition stands. On Partek's stand, was parked, among other things seven HIAB XS cranes of all sizes. Word had obviously gotten around since the XS's world premiere in September at 2000, which sent something of a shock wave through the competition. This was a chance for many to have a closer look at these wonders.

In the words of Ulf Arnesjö, Managing director of Partek Cargotec GmbH in Langenhagen, Germany... “We had a great deal to do during the fair and the result was that the proportion of XS cranes we sold has increased significantly”.



There was a great deal of curiosity surrounding the much talked about XS cranes. At Bauma, visitors had a chance to get to know the over 200 models and versions available in the XS range – so far.



HOLLAND



## HIAB 100 helps out Dutch UN troops

Hiab in Holland have now delivered over 1450 HIAB 100 cranes to the Dutch defence forces. Many of them are currently in field operation in Eritrea helping the Dutch UN contingent carry out its task there.

This HIAB 100 is being used for the maintenance of Chinook helicopters, stationed at Dekanhare in Eritrea.



# Show of strength in Sweden

Acrobats and comedians, as well as the Ladies World Champion in arm-wrestling. They were all there to mark the opening of the Swedish campaign launching Hiab's new XS concept at InfraCity outside Stockholm.

**B**engt Söderholm explained how they had managed to squeeze an extra 2.5 tonne metres from a 13 tonne metre crane and Lars Andersson, who developed the control system, described the many new subtleties that make the XS unparalleled in terms of efficiency and as a flexible working companion.

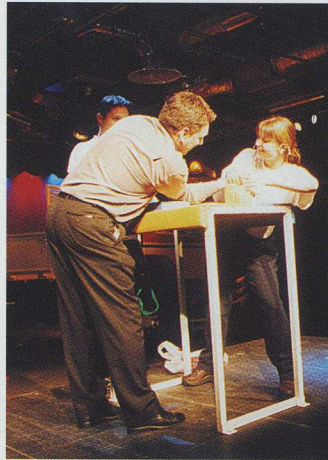
"It may seem an economic luxury to have the option of fitting the crane with remotely controlled stabilizer legs," says Lars. "... but that will enable you to work two minutes faster every time. So, assuming you have 15 tasks a day you'll save, in all, a half-hour every day. That will make the investment pay for itself within a year."

And by using a variable pump, you can achieve considerable savings in fuel consumption – yet another investment that pays for itself in a very short space of time.

"Don't hesitate to buy the best and the dearest ..." It may well pay to take Lars' humorous pay-off seriously.

The many guests were treated to a mix of facts and jolly and spectacular entertainment. Two acrobats staged a dare devil show of human aerobatics – each hanging from an XS crane, after which it was time, for those who dared, to challenge the Swedish world champion in arm wrestling, Heidi Andersson, to a match. Many did so, with varying degrees of success.

Guests had the chance get to know the various XS models available today, all on display both inside and outside the Congress



Heidi Andersson is the Swedish world champion in arm-wrestling. The guests at the XS premiere had a chance to challenge her "arm to arm".



SWEDEN

hall – including the big XS 700. Also on display was Olsberg's big exhibition trailer, from which the V91 and the various control systems were presented in more detail.

The launch was followed by activities around the country, and a major campaign started to teach workshop mechanics the in and out of the new cranes.

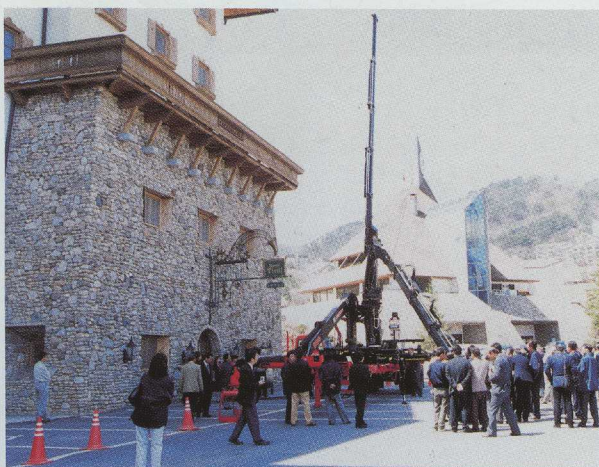


The entire XS programme was on display for visitors to see and touch.

# Mighty XS cranes meet Asia in Muju



SOUTH KOREA

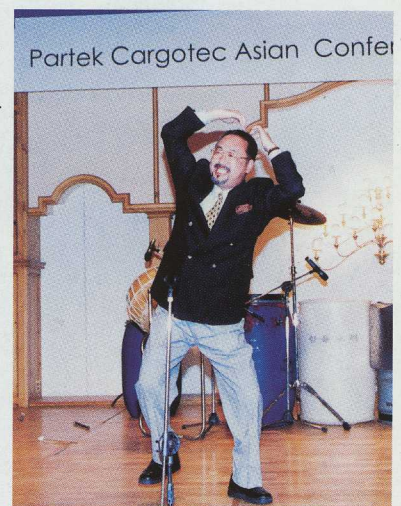


At the XS Asia launch, Partek Cargotec took the opportunity to display the entire breadth of its range – a show of strength that impressed all present.

**A**sia's introduction to the XS cranes took place in Korea, together with other products from Partek Cargotec's range of cargo handling products. Visitors were treated to an

impressive show of strength in terms of complete solutions for cargo handling and demanding lifting tasks. Star of the show was, of course, the new XS cranes, ably backed by Multilift demountables, Moffet truck mounted fork lifts and Zepro tail-lifts.

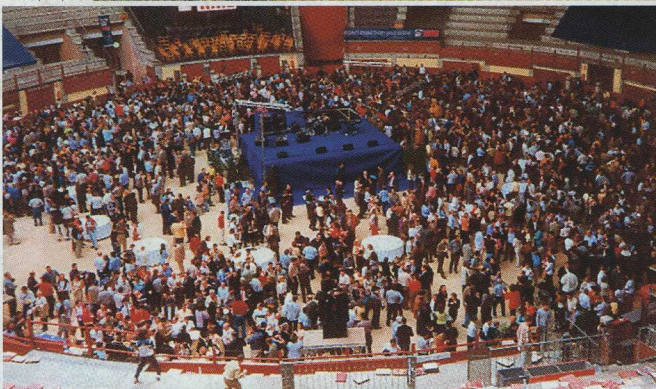
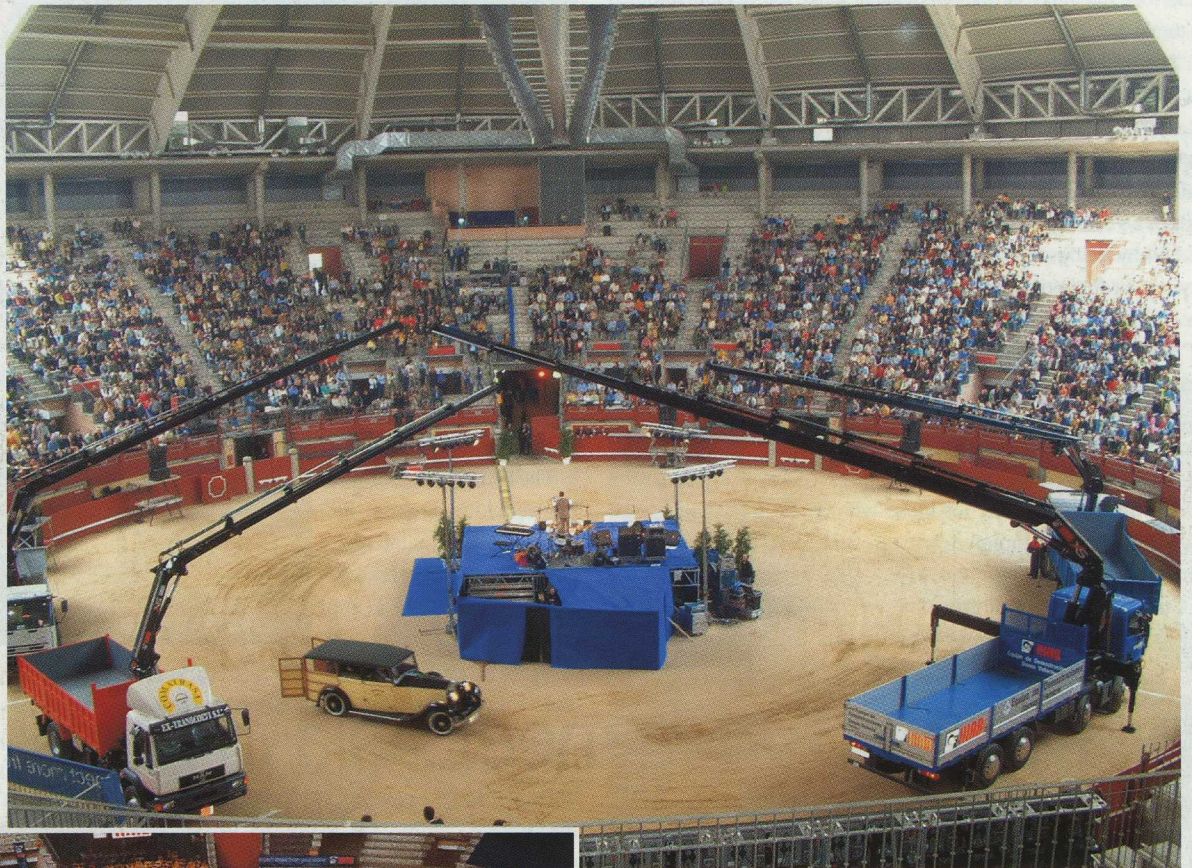
The presentation was held at Muju, which will be the focus of activity if the choice falls on Korea to host the 2010 Winter Olympics. The first evening of the presentation was held up in the mountains, where the Olympic ski slopes are situated and where both an XS and a Moffet had been parked. The guests were mainly distributors from throughout Asia, including up to 40 representatives from Japan alone.



The Crane Conga?



## Hiab put on mammoth show in Spain



*The spectacular show starred the XS cranes.*

*And after the show, it was Tapas all-round.*

**T**hey really went to town when the XS show came to Spain. Over three thousand guests gathered in a large arena outside Madrid to take part in the XS show and enjoy the entertainment laid on for this festive occasion.

Apart from the many guests, also attending were representatives from the local authorities, as well as the Swedish and Finnish ambassadors. This successful presentation was rounded off with the guests being treated to Spanish Tapas on the arena floor. 