

HIAB
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METHOD

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*US niche companies
become winners
with Hiab's help*



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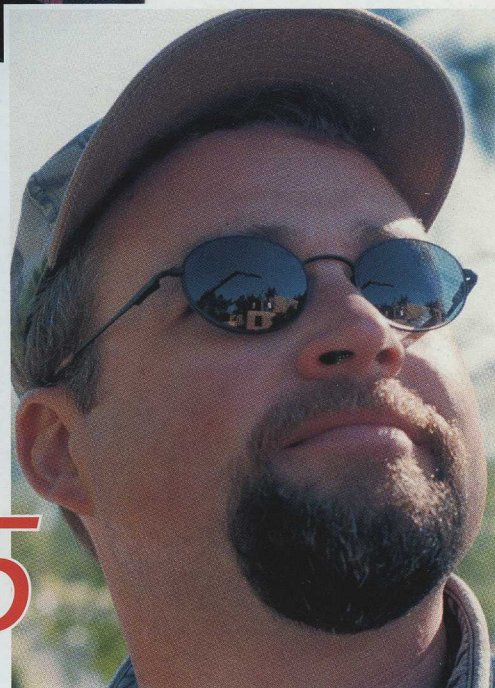
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It's all wrapped up now. On the 14th August, 2002 came the official approval of the new EU-standard EN 12999 for truck mounted cranes

"We had not really expected the administrative process to take four years. But now that it is settled, there is finally a legal framework for interpreting the Machinery Directive with regard to truck mounted cranes," says Lars Andersson, the man responsible for product safety matters and development of control systems within Hiab.

Through his position as chairman of the CEN-committee which prepared the proposal for the standard, Lars Andersson has a good insight into what requirements need to be met. He soon saw the new possibilities the new standard could open up.

"So we have, since the mid-Nineties, thus focused development work with in Hiab on creating increased value for our customers", he says. "We were the first to invest in electronics in our cranes on a large scale and this gave us a head start. The new standard in itself will help pave the way for innovations in this area."

"We are still alone in being able to offer this added value, but similar solutions will certainly emerge from our competitors during the next year. However, we have patents pending for many of our new ideas. This to avoid direct copies of our solutions. One such patent pending is for the ADC function."

EN 12999 Loader Crane Standard requires, among other things, an overload limiting device on all cranes which lift one ton or more. This applies to all parts of the crane, including jib, or winch, as well as manual extensions. The protection shall also cover the vehicle's stability.

"I personally feel it is pretty tough to go so far as to apply these stringent requirements to the smaller cranes as well, but the rules give no leeway for any other interpretation," says Lars Andersson.

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The authorities used to turn a blind eye to minor deviations and imperfections in the different solutions. As there existed no valid interpretation of the Machinery Directive for truck cranes, many different interpretations were accepted. Manufacturers have also, for various reasons, failed to keep abreast of developments. An official standard now eliminates any likelihood of misinterpretation. EN 12999 is now the guiding rule.

This is not a problem for Hiab, since the electronic systems SPACE and SPACE 3000 have for many years more than fulfilled those demands. So, thanks to the Hiab legacy being so far ahead in terms of development, the company has been able to concentrate on fine-tuning the interplay between the mechanics and hydraulics and make the most of the opportunity to create added value within the framework of the new standard.

For owners/operators this means – irrespective of the Hiab model concerned – that they can be confident in the knowledge that the crane will not only live up to the most rigorous of demands, but also deliver full access to the new possibilities afforded by EN 12999. Customers decide for themselves to what extent they wish to make use of the possibilities being offered.

"This is just the beginning. Today it is already technically possible to use computers for many different functions, which makes things easier for the crane operator. We have developed and tested many more different new features, so there will be a great deal happening in the coming year," promises Lars Andersson.



Lars Andersson, responsible for product safety matters and development of control systems within Hiab.

EN 12999 Loader Crane Standard is now the guiding rule covering how the Machinery Directive will be applied to truck cranes. "Thanks to our being so far ahead on the development front, we are able to offer better value within the new standard's framework," states Lars Andersson at Hiab.

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Hiab AB
S-824 83 Hudiksvall
Sweden





News flow from HIAB

Medium range cranes get the XS label

The HIAB XS 600, XS 800, XS 166 K, XS 335 K, XS 166 L, XS 088, XS 077...

They are a fast growing family, this new generation of cranes from Hiab. With their superior performance, light weight and compact size when parked will soon see them winning over the market.

spring of 2003 will see new 6 and 7 ton-metre siblings: the XS 066 and XS 077.

XS 066


The XS 066 is designed for medium heavy trucks, with its low weight allowing plenty of room for cargo and thus improving transport economy. With its reach of up to 11.7 metres, the HIAB XS 066 can tackle a long list of tasks, not least thanks to its remarkable capacity close-in. This is where it is at its best, enabling the operator to work both safely and effectively in tight and confined spaces. These cranes will be available both with the ordinary boom system, without links, as well as with links between the 1st and 2nd boom. It can be fitted with up to four hydraulic extensions.

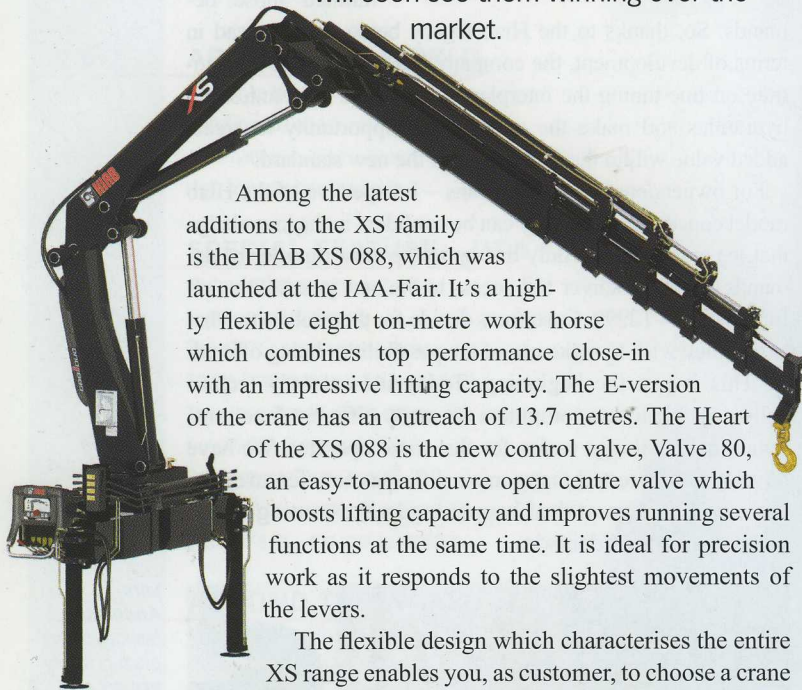
XS 077

The HIAB XS 077 is your best choice in the 7 ton-metre class. Nothing else comes anywhere close to what this machine can perform. In confined spaces, the driver can easily and safely lift loads of up to two tonnes. This Crane can also be fitted with four hydraulic extensions, boosting its outreach to an impressive 11.6 metres.

... and that's not all

In more news, there is the HIAB XS 166 K and XS 166 L, which have been created primarily for the handling of building materials and the special requirements in this area. The giant in this segment is the HIAB XS 335 K. All the cranes can be equipped with specially adapted tools for optimum productivity. The XS 335 K delivers excellent high lifting capacity, which significantly saves time when loading and unloading.

If you need a crane for loading dumper trucks with, i.e. sand and earth, you need look no further than the HIAB XS 122 Tipper. It is designed for standard as well as specially adapted chassis and is equipped with the ADC power system, which provides added power when, for example, you need to lift a small digger onto the truck. 



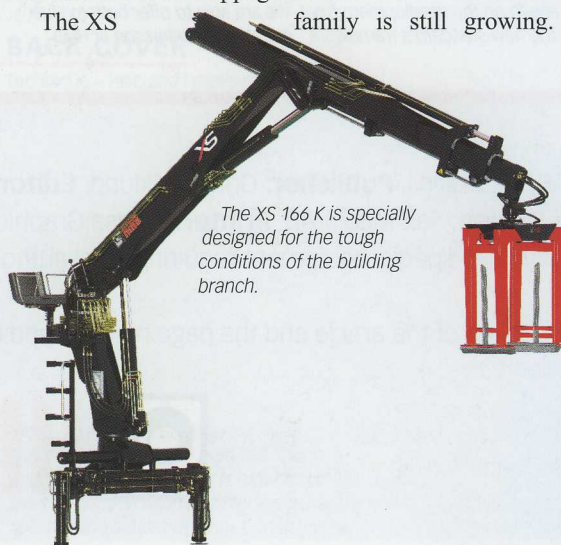
Among the latest additions to the XS family is the HIAB XS 088, which was launched at the IAA-Fair. It's a highly flexible eight ton-metre work horse which combines top performance close-in with an impressive lifting capacity. The E-version of the crane has an outreach of 13.7 metres. The Heart of the XS 088 is the new control valve, Valve 80, an easy-to-manoeuvre open centre valve which boosts lifting capacity and improves running several functions at the same time. It is ideal for precision work as it responds to the slightest movements of the levers.

The flexible design which characterises the entire XS range enables you, as customer, to choose a crane with the qualities that will make it just right for your specific operations and goods-handling needs. The XS cranes can be fitted with manual controls or the new proportional remote HiDrive 4000 for cranes fitted with the new V 80 Valve.

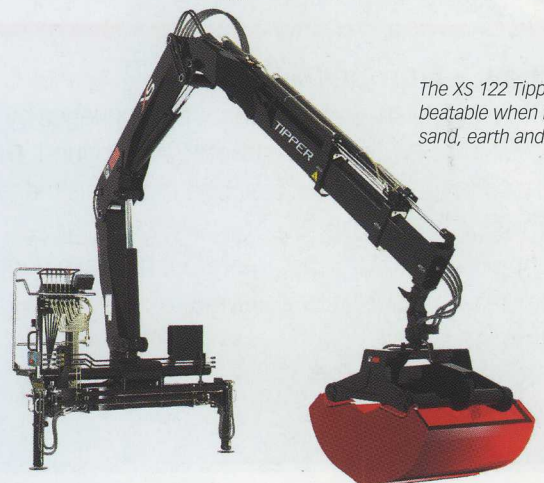
Minimum operational and maintenance costs are part and package of the parcel. All important parts are easily and quickly accessible for service, which spells a minimum of idle time should a stoppage occur.

The XS family is still growing. The

The XS 088 is a 8-ton meter work horse with added flexibility.



The XS 166 K is specially designed for the tough conditions of the building branch.



The XS 122 Tipper is unbeatable when handling sand, earth and grit.



There were several fighters that had seen better days at the airport at Bagram. The Polish army's new HIAB 700 EP-5, made an easy task of loading them onto the trucks when it was time to clear the airfield.

HIAB 700 EP-5 putting power into peacekeeping in Afghanistan



POLAND

Hiab was the party that best measured up to the criteria specified by the Polish Defence Ministry tender for four crane trucks. That was very much thanks to the long-term focus on the army put in by Product Manager Conrad Novaks. The package delivered included four Jelcz p842 (8x4)-trucks, equipped with three different Hiab cranes fitted with jibs, as well as a HIAB 700 EP-5.

The biggest crane in the package was the powerful HIAB 700 EP-5 and, during the spring it was chosen for the special task of assisting the Polish peacekeeping forces involved in the rebuilding process in Afghanistan.

The unit was flown there in the Ukrainian Air Force's largest cargo aircraft and has, since then, literally been in operation 24 hours a day.

As this is the biggest piece of hardware of its type in the area it has attracted a great deal of attention and is now lending a powerful hand to peacekeepers from other nations, including the USA, England, New Zealand and Australia.


The Polish soldiers were surprised that such a large truck

crane turned out to be so easy to handle.

"We might be tackling the heaviest of tasks and yet it still so easy to manoeuvre. And what's more, I like the feeling of operating the biggest and most powerful crane in the country," says Sergeant Lukasz Losiewicz, the crane's main operator.

Rebuilding

The tasks included clearing roads, rebuilding bridges and gathering and taking away worn-out equipment.

The man responsible for the Polish contingent's machines in Afghanistan is Major Janusz Zdunikowski. It's his task to make sure the right piece of equipment is in the right place at the right time. 



Hiab on patrol for South Korea

One of South Korea's newest patrol boats is a 2,700 ton vessel that came into service in May 2001. Its equipment includes two HIAB Sea Cranes, with a capacity of 30 and 33 ton-metres respectively.



SOUTH KOREA

The Coastguard's specification of requirements was tough indeed. Everything on the vessel was to be made of either stainless steel or other non-corrosive material. An added requirement for the cranes was that they should be reliable and easy to handle, even under the most trying conditions, i.e. sea rescue in rough weather.

Marine Policeman

The officer in charge of operating the cranes is Marine Policemen Keukok Lee, who spends much of his time at sea. His vessel is on patrol every other week and in between this, is in port for maintenance and bunkering. When they are in port, Lee mainly uses the 30 ton-metre crane on the fore deck, handling heavy loads and vessel maintenance material.

Speedboat

The other crane, fitted amidships, is a 33 ton-metre HIAB Sea Crane with a long inner boom. It is used to lower and lift up the patrol vessel's compact speedboat and life-saving raft.

It is particularly useful when dealing with shipwrecks or helping people marooned at sea. It is also used for all sorts of on-board tasks. Monitoring operations and lifesaving make up the vessel's main tasks. But it also has an important role protecting the waters from pollution and criminal activities.



- The patrol vessel plays an important role protecting South Korea's waters.
- The HIAB Sea Crane met the stringent specifications: resistant to salt water; reliable and simple to operate even in difficult conditions.
- Marine Policemen Keukok Lee is nearly always on duty with one of the HIAB cranes.



PERU

30,000 Telephone Poles

How would you handle delivery of 30,000 telephone poles? For Messrs Unitrans in Peru, the solution was simple. They contacted Malvex del Peru S.A, who operate a HIAB 500.

The task was a piece of cake for Malvex. The HIAB 500 lifted the poles 30 at a time at Callaos harbour, loaded them on to the Unitrans truck and then unloaded the cargo at Electrosurs warehouse. The poles are to be used for telephone lines and as lamp-posts in rural areas.



Using a HIAB 500 made light work of handling 30,000 telephone poles at the port of Callao in Peru.



Half the job is automatic

Much of the work carried out by the H Polsen transport Company in Røedovre, Denmark involves gathering recyclable material, mainly paper, as well as glass bottles. On hand to assist them, they have a specially designed HIAB XS 122 E-4 HiPro, equipped among other things, with a SAWO-weighing scale and Hiab's slewing stop.

The solution facilitates work significantly, while at the same time reducing wear and tear, both on the vehicle and the container. When, for example the driver picks up a paper container from the recycling depot, it is automatically weighed by the crane and the data saved in a memory card. The driver then just presses the "in" key and the container is moved towards the vehicle. As it approaches, it is automatically braked and stops in exactly the right position for emptying.

Everything takes place in one co-ordinated smooth movement, programmed in the system, which makes the driver's job considerably more simple. It also eliminates the risk of the container colliding with the vehicle, which explains the surprising absence of dents and scratches in units handled under sometimes great pressure.

Memory card

The vehicle is also equipped with a SAWO-weighing scale, which registers the weight of each container. When the vehicle later returns to the central recycling depot, all that needs to be done is to remove the memory card and transfer the data to a computer which registers the values regarding any possible payment at the respective collecting points. Other features include



This vehicle that looks after itself... ? Well, almost. The driver's not completely out of the picture, even though the crane's computer looks after most of the work itself.

what is known as a walking floor on the platform, which pushes the contents together while they are being loaded. This enables the containers to be emptied at the same point all along.

This solution is an example of the advantages of Hiab's CombiDrive. The system enables repetitive sequences to be programmed and an exact pattern reproduced every time it is activated.



DENMARK

Hiab meets Kiwis precision needs

Sometimes optimum precision is a must. Solar Outdoor Lighting Ltd in New Zealand, is in the business of handling heavy loads with extreme care. Their job is to erect and assemble tall lighting structures and telecommunications masts.

"As they are so tall and awkward to handle, it is vital they are handled as smoothly and precisely as possible." says Rogan Nordmeyer, the owner of the company, "This is with regard both to safety and the delicate electronic equipment."

His HIAB 200 C-5 fitted with Valve 91 has proved equal to the task.

"We are extremely pleased with it and we have now also ordered a HIAB XS 166 E-5 HiPro with Valve 91, SPACE and CombiDrive for future assignments." he adds.



NEW ZEALAND

Erecting high masts calls for precision, not least with regard to the safety of those involved in the job. Solar Outdoor Lighting Ltd has a HIAB 200 C-5 for this tricky task.



Roofing, drywall, concrete...

Hiab cranes help to make niche companies winners

Be the best and the biggest.

That's about how one can summarize the recipe for success that many of today's major actors on the U.S. market are following. Cargotec Inc. has as its strategy chosen to help customers in specific segments to achieve excellence and in this way contributes to the success.



The new workshop is both light and spacious. "Compared to this, our old workshop was like an underground cave," says Charlie Rogers.

foresee the strongest potential impact. Only in this way can we successively develop the total market and further consolidate our position", says C E O Lennart Brelin.

Apart from Hiab, Cargotec also market Moffett truck mounted forklifts. The US is the biggest single market for this product and the concept has had a great impact, especially within the building materials sector. In many cases Cargotec's customer structure includes users of both concepts. This applies above all to the building materials trade, and which has for many years constituted the most important area of use. Despite the economic downturn of the past year, the private building sector has remained at a relatively high level.

“We focus on well-defined main areas for our cranes: The handling of roofing material, dry-wall, pre-cast building materials and form handling are all niches where the big cranes are well accepted. The smaller models do of course have other areas of use, among other things, handling gas cylinders and liquid propane tanks as well as burial vaults”, says Hiab Product Manager Tim Arkilander.

On the whole the US market differs greatly from, for example, Europe. The total market for knuckle boom cranes in the US is at the level of about 1800 units a year. This figure could be compared to the 1000 or so Hiab cranes sold annually in the Paris area alone.

One reason for the relatively small market for knuckle boom cranes in the United States is its specialist nature. We find here, apart from the traditional competitors, a number of indirect competitors/methods and this has led to a number of alternative solutions to specific material handling problems.

“Our challenge is for us to identify the areas of use, to develop/adapt our cranes to these areas and finally to create a need, either within a niche and/or create an end user need. Our focus is thus highly niche-oriented and we'll consciously concentrate on those applications where we can

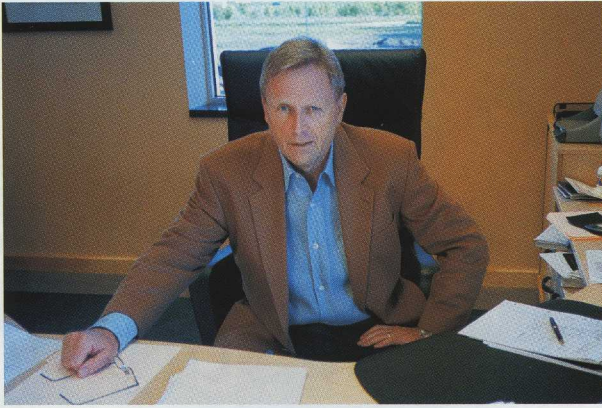
New modern premises

Cargotec has also recently invested in new premises. A new head office has been built at Perrysburg, just outside Toledo, which opens up entirely new scope for improved customer service and continued expansion.

“Our new modern premises, with its 4500 square metres of floorspace, houses a well-equipped and efficient workshop with centralised storage. It's our head office and where we have based our sales, service and administration facilities servicing the entire United States.”



One vehicle after the other rolls out and is immediately ready to swing into action. They are often delivered as turn-key solutions and Cargotec take responsibility both for the vehicle and the crane.



Partek Cargotec's successful US-effort continues.

"We have now built our head office with a modern and spacious workshop in order to meet the increasing demand for Hiab cranes and Moffett trucks," says Lennart Brelin, who heads the operation here.


The US effort has proved successful and Hiab are, by a clear margin, the leading actor in the crane market today.

"This is thanks to our strong product range and calculated niche focus."

Apart from taking part in over 80 annual exhibitions, this has included;

- Application adapted sales material.
- Branch association membership.
- And applications oriented demonstration fleet.
- As well as...
- Applications training of our own sales force.

Apart from that, a lot of resources have been put into improving the after sales process with an extensive network across the United States. Says Lennart Brelin.

Cargotec is selling an increasing quantity of turn-key solutions – including the vehicle – and takes on responsibility that it works. All sales staff have truck drivers licenses, as it's something of a custom that the one who has sold the crane unit also delivers the complete vehicle package directly to the customer. The solution also includes training the operators. A successful approach, which has seen Cargotec's turnover rise appreciably over the past 10 years. A good reputation certainly sells. 

Motorways, bridges and concrete floors. Around Detroit, many have one thing in common. Their reinforcing is supplied by Barnes & Sweeney Enterprises Inc, of Novi, Michigan.

Tom reinforcing Detroit

"The fact is that we deliver all over Michigan, although we work mostly in this area. A lot is happening in Detroit now", says David M. Crandall, who is in charge of this work. A total of 33 men work here, including eight drivers.

All the company's trucks have cranes, ranging from the HIAB 160 to HIAB 360 E-4 in size. The company has two of 360 E-4s.

"And all cranes have remote control".


This is an important safety-enhancing factor, particularly where deliveries to roadbuilding sites are concerned.

"With the remote control, it is possible to operate the crane from safe positions at all times. Also, Hiab's power and speed makes the job simpler. Normally, I have time for two to three deliveries a day", says driver Tom Vermillion.

In addition to reinforcing rods and mesh, the company also supplies other types of the materials needed for concrete construction, for example forms for casting concrete foundations.

"In all, we deliver nearly 1,700 tons of materials annually from our depot here at Novi", says David M. Crandall.

To maintain efficiency, they rarely stock more than is needed for a couple of days ahead. And deliveries are generally wanted "tomorrow morning".

"If possible right there where they are to be used. That's when a decent crane comes into its own. With a HIAB 360 E, I can get reach 14.4 meters with two tons", explains Tom Vermillion. 

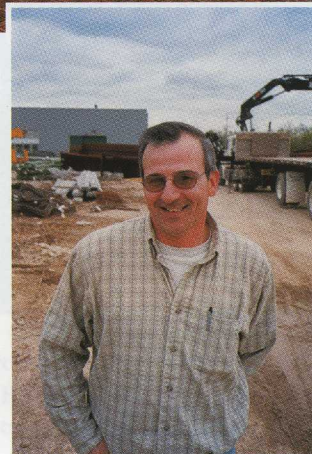


Approximately 1,700 tons of reinforcing steel are delivered every year from Barnes & Sweeney's depot at Novi.

"That's where a powerful crane comes in handy. Our Hiab 360 E reaches 14.4 meters with two tons", says Tom Vermillion.

David M. Crandall recognizes the value of radio control, particularly during deliveries to road construction sites.

"It means you can choose the safest position at all times and get a good view of the job".





HIAB 235 K Success Tool for

Fast-Growing ABC Supply

Twenty years ago, Ken and Diane Hendricks established ABC Supply Co., Inc. in Beloit, WI to provide roofing contractors and remodelers with building materials. They dreamed of creating a national distribution network that would provide incomparable service and respect to their customers.

Today ABC Supply is synonymous with roofing material, siding and windows. With sales of \$1.4 billion annually, it is the largest US wholesale distributor of roofing and siding materials, tools and supplies. The company dispatches 900 to 1100 trucks daily from more than 239 branch locations in 44 states.

“We have over 100 cranes and about half of them are from Hiab,” says Bill McCarthy who, for the past three years, has been looking after ABC’s fleet.

One of the standard vehicles in the ABC fleet is a Mack powered chassis equipped with a HIAB 235 K for their handling of roofing materials. This is a combination Bill would like to expand to even more of the fleet but he must accommodate ABC’s continual growth. For example, ABC Supply recently acquired 29 new locations.

“We are expanding rapidly through acquisitions and each deal brings in a variety of different vehicles.” Bill gradually replaces these diverse units. At the time of our visit, he had 14 new Hiabs on order.

Gordy Benser drives one of these “ABC Standards” and likes the combination.

“It’s simple, it can be driven hard and what’s more, it’s fun to operate. I deliver to the entire area around Minnesota – around four truckloads a day,” he says.

And ABC’s customers in the building and contracting business have become used to getting their goods delivered “to the roof”. This is one of the many customer services that have paved the way for ABC’s remarkable success.

Bill McCarthy is an old hand when it comes to distribution and was earlier in charge of the entire fleet of vehicles at America’s largest soft drinks and brewery distributor. Here at ABC, he strives to achieve high standards for ABC customers.

“I chose Hiab specifically for two reasons. First, they met all our requirements with regard to our delivery wishes. Second, service, support and



Customer service is a key word within ABC Supply. It covers deliveries right up to the roof. This has proven to be a successful formula for ABC Supply, which has reached \$1.4 billion in sales annually. Here is Gordy Benser delivering to a satisfied customer in Andover.



Bill McCarthy is National Fleet Manager, in charge of ABC Supply’s extensive vehicle fleet. He has created an “ABC Standard” – a Mack vehicle fitted with a HIAB 235 K. “I am now working to get Mack to supply their chassis with ready-made holes for fitting HIAB cranes.”

training is available throughout the US. Now he wants to take standardization one more step.

“That’s why I am negotiating with the truck manufacturer Mack to have them prepare their chassis for the HIAB equipment at the factory stage,” says McCarthy. “Sure, our competitors may also profit from this, but that’s my way of doing business. This is everybody’s project, not just mine.”

ABC is now the largest supplier of roofing materials in the country and ready for the next step.

“Roof renovation has taken us this far. Now we’re expanding our product lines to include all of the exterior building products you can see on a house façade,” says McCarthy.



At the Fort Snelling National Cemetery, around 2,000 interments take place annually. Every coffin is first placed in a concrete vault, so the total weight to be handled is around 1.5 tons.

"The concrete vaults are used to prevent the graves collapsing after a few years", say Brian Orth och Rick Tschidas.

To their last resting place with Hiab

Once the salutes have been fired and the guests at the open-air chapel have dispersed, the film usually ends. It is then that the work of Brian Orth and Rick Tschidas begins. As soon as respect to family and friends allows, they drive up in their Ford F550, which is fitted with a HIAB 071. A few minutes later, the coffin is in the ground.

The Fort Snelling National Cemetery near Minneapolis has around 100,000 graves in pencil-straight lines, and 2,000 burials take place here every year. To the team of Brian and Rick, this means around 15 interments per working day.



"And it has to be fast. With our HIAB 071, which we have had for four years now, everything works perfectly".

The burial team is the Brown-Wilbert Group's outpost here, and the need for the crane should not be doubted by anyone. In the USA, it is standard practice for the coffin to be placed in a concrete vault before it is lowered into the grave. So the total weight to be handled is around 1.5 tons.

"In total, we produce approximately 34,000 concrete coffin vaults of this kind per year", says Jack Ascherman, who is in charge of this operation at the factory at St. Paul, Minnesota.

Brown-Wilbert Inc. has been in the industry since 1922. The group has in all around 90 trucks and 60 cranes, so this is a major operation.

The crane makes the difference

Much Better Service is an alternative interpretation of MBS, which actually stands for Modern Builders Supply. They have 30 different Depots across the USA. One of them is in Toledo, where they also get help from five Hiab-equipped vehicles in order to live up to their motto.

People in Toledo live mainly in a number of housing areas scattered in and around the city. The streets are often lined with trees and the houses' driveways are narrow. This calls for power and precision when delivering. Mike Cheanew and Sean Mercer drive one of the delivery vans and make 6 to 7 deliveries daily.

"We used to leave the deliveries on the drive, but today customers expect to have the material placed right on the roof for them."

With the help of the radio controlled HIAB 175-4 mounted



With the help of a HIAB 175-4 Mike Cheanew and Sean Mercer are able to offer much improved service.

on their vehicle, that's no problem. If they need a higher lift, the company also has a HIAB 225 E-6 at its disposal. Altogether they have 40 Hiab cranes operating at the different plants.



Renovating Downtown Detroit

“By the end of the year we will have changed all our cranes to Hiabs. The HIAB 235 was good and the HIAB XS 335 is even better. What’s more, the service is fantastic”, says David McCatty Vice-President Operations at Ryan Building Materials Inc. in Southfield outside Detroit.

Ryan Building with its 40 employees in two plants, has delivered building materials and tools for 35 years now. Since they have primarily focused on commercial buildings – their specialities include steel frames, acoustic panels and fireproof materials – they have just weathered a downturn. However this sector has also started really moving again.

“On the other hand, we’ve always had plenty to keep us busy on the housing side. 90 per cent of our turnover within that sector centres on Clarksville”. David observes.

And now there’s also a great deal happening in the often run-down big city downtown areas. In the middle of Detroit, for example, they’ve built a new stadium for the Detroit Tigers baseball team. The abandoned office and housing blocks close by are being thoroughly renovated. It’s going to be attractive to live here again.

Flagship

We accompanied Scott Buck and Paul Thornton as they hit the road in the company’s new flagship – a stars and stripes Sterling truck equipped with a HIAB XS 335, fitted with a KM 461 grapple. It’s a sight that rightfully attracts a lot of attention wherever it goes

in the border area between Ohio and Flint. This time they are heading for downtown Detroit. The building, which is getting a new luxury apartment complete with penthouse on the roof, is to be insulated. As it’s just two floors tall, swing-



This sterling vehicle is Ryan Building materials’ flagship in more than one sense of the word...



“Working for peanuts”? Peanut is the Ryan Building Materials owner’s grand-daughter’s nickname – just in case you’re wondering.

ing the insulation over the corner of the roof, across it and then deposited where it is to be used, is a cinch.

“You should have been with us yesterday when we delivered to the house next door. Through a window on the Fifth Floor”. Says Scott Buck.

6th floor

A 6th floor delivery is the highest he has made, so there’s plenty of margin to be had. The next delivery was simpler. Drywall for a new building for the True Gospel Tabernacle Church. They were loaded together on to a dolly that was rolled into the Church.

Five cranes

Ryan building materials had five Hiab cranes, 3 Moffett trucks and three other makes of cranes. But they were to be changed to Hiab cranes before the end of the year.

“Of course you can get reasonable accessibility with any Crane,” says David McCatty. “... but no one else has the service that can measure up to what Cargotec Inc. can offer. And despite the fact that we drive our cranes very hard, we have fewer problems with these than with our other cranes, despite them being used for simpler tasks.”



Builders FirstSource – a fast-growing player

One of the USA's biggest producers of sawn timber for building contractors is Builders FirstSource, with 6,400 employees in 71 factories. The group has 1,300 delivery trucks, 70 of them equipped with HIAB cranes and 150 with Moffett forklifts. Sales top USD 15 billion annually.

It's easy to see that Builders FirstSource is a vibrant business with a hunger for success. It is, in fact, one of the most recent entrants into the market, having been established in 1988 when several small companies merged and joined forces to expand. The factory at Harrisburg, NC, for example, the group's fourth, was acquired seven years ago. Today, the group has 71.

"And sales here at Harrisburg have risen from USD 11 million to 80 million annually since we took over", says President George Reid.

In December 1999, the company moved into newly built, bigger premises, and it has totally specialized in the production of roof trusses.

"But overall we are moving more and more into making turn-key solutions, up to wallpapering and painting".

As far as deliveries are concerned, the usual method was to dump the delivery straight from the truck.

"But because we are going over to pre-fabricated sections, we need to treat them more carefully", says local manager Chris Lemly.

For that reason, they have decided to equip many of the trucks with HIAB 235s or 200 Cs. The alternative is Moffett forklifts.

"And all the cranes are radio controlled, because that means safer deliveries", says Chris Lemly.

At Builders FirstSource, they have also introduced "driver's licenses" for crane operators. No driver is allowed to go out without receiving this training.



After 20 years as a policeman in Buffalo, Roger Nowinski changed track and started driving for Builders FirstSource, where he has now been for five years. "I have not regretted a single day. In this job, people smile instead of shooting at you".

"We appreciate the problem-free HIAB cranes, which are both stable and oil-tight", say George Reid and Chris Lemly.

"In addition, we will fix it so that no truck fitted with a crane can leave the depot if no remote control is fitted. Of course, it is also possible to operate the cranes manually, but we want maximum safety during delivery", concludes George Reid.



Much appreciated Newcomer at Ypsilanti

"I like this. It's incredibly stable and moves as smoothly and flexibly as you can wish".

Operator Joe McCoy

immediately got to like the new Sterling with a Radio Controlled HIAB 235 K, delivered by Kim Osborne from Cargotec Toledo.



The HIAB 235 K offers all you need for precision jobs. Joe McCoy placed the cargo right outside the window and then all he and Jerry Brockway had to do was to start pulling in the plasterboard panels. As the pallet fork empties, Joe is able to adjust everything.



Joe McCoy familiarises himself with the remote controller with Kim Osborne's help. It didn't take long before he was performing the most precise of manoeuvres.

Ready to work vehicles personally delivered by the salesperson is just about standard practice at Cargotec in the States. Their responsibility doesn't end there, though. The sales person goes out into the field and shows the client how to get the best performance out of the crane.

Today, Kim Osborne is on his way to Progressive Building Materials in Ypsilanti outside Ann Arbor. The company is part of a chain of specialists in plasterboard and steel frames. The truck's first cargo is plasterboard to one of the many burgeoning new housing estates in the area. The advantages of using a crane when delivering become apparent directly since the heavy rain of late has transformed the housing site into a quagmire of mud. Even with front wheels deep in mud, they just look for a stable surface for the stabilizer legs and then it's just a matter of lifting the panels up and through the windows.

Joe McCoy who had earlier only operated from a top seat, quickly gets the hang of the remote control and appreciate its features.



No fork lift would have been able to handle conditions here. A muddy site and a skip taking up the entire garage approach limited everyone's movements – save for the HIAB 235 K, that is.

"It's just right for precision work," he says, as he manoeuvres the plasterboard from inside the house into the right position outside a window opening from where he and Jerry Brockway pull them in one at a time.

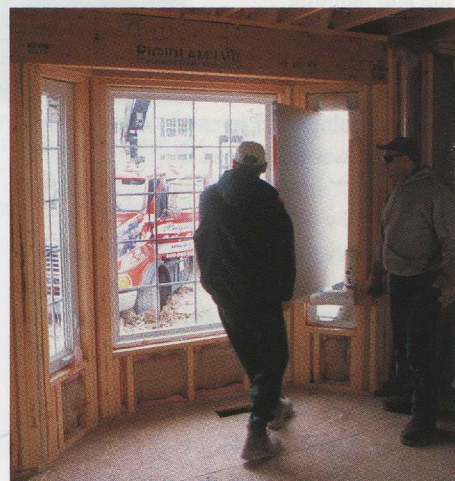
"When I get used to it, I won't have to even go out to fetch the next load."

The crane also has the capacity to handle about 1.5 tons at over 12 meters with the wallboard fork fitted, so reaching all the way is no problem. Not even when the next bunch of panels has to be manoeuvred via a corner window onto the second floor.

"I like this. It runs really smoothly as well as being surprisingly stable."

This is the second distribution vehicle of its kind that Progressive Building Materials have acquired for their plant at Ypsilanti.

"We also have nine branches in different parts of this area of the US. Our branch services Westland and Wayne County," says Branch manager Alan Hatcher.



Bringing in new plasterboards through the small window opening.



HIAB 225 E – a helping hand on the site

Just over three years ago, Fairman's Roof Trusses of Creekside, just outside Pittsburgh, bought a HIAB 225 E-5 with a Jib 65X-3. This was the first of its kind in the USA, and today the company has two in service. They are a perfect for the company's niche – delivering roof trusses.

Fairman's Roof Trusses are today an integral part of the building process. From his load, Dennis Siverd sends up roof trusses as fast as the builders can nail them into place.

"I can do one major or two smaller deliveries per day, and I drive to sites in Pennsylvania, Ohio and New York State", he says.

It's not about carrying massive loads, a normal one is between 300 to 400 lbs. What is important is reach and precision.

"With five hydraulic extensions on the crane and three on the jib I can reach 84 feet (25.6 metres). That's enough for most jobs. The fact is that I only need to use the three outermost manual extensions of the jib a few times a year", says Dennis.


Thanks to his radio control, he can stay with the roof trusses



With his remote control, Dennis Siverd can always keep a sharp eye on the job.

and guide them all the way, making sure that any obstructions are avoided.

"If I need to, I can also slow the speed to a crawl."

It is clear that the service is highly valued, and the roof takes shape quickly and efficiently. The company's shopping list now has another Hiab crane on it. 



Hiab cranes boost Lemieux's business



The family owned company, Transport Hervé Lemieux was established in 1974 and today employs 270 people. It is run by Richard and Guy Lemieux and offers transport services to a variety of industries in Quebec, Ontario, the Great Lakes area, as well as New England.

“Guy Lemieux says that equipping several of their vehicles with HIAB cranes have given them the flexibility to offer a superior service to firms in industries such as builder's supplies, construction, roofing, wallboard and general materials.

He is quite satisfied with his decision to go with Hiab cranes. His company now uses the HIAB 235 and HIAB 2650 in the services they provide to a variety of different customers.

Great support

“I particularly appreciate...” says Guy. “... Hiab's quality, the built-in safety features, the low maintenance costs and the solid parts and service support from Hiab Quebec and Atlas Polar.”

They now have plans to further expand their fleet of cranes in order to meet new customer requirements.

By investing in Hiab cranes, Transport Hervé Lemieux in Canada have managed to gain a strong foothold among customers in the building sector.



Delivering a tree is no problem for Mike. The Woodhill Garden Centre is meeting the growing challenges in their field with a HIAB XS 144.

Planting trees and landscaping

The Woodhill Garden Centre is located in Thornhill, Ontario with two retail stores and, from the moment they opened their doors 24 years ago, they have used Hiab cranes. Woodhill runs three Hiabs including the original HIAB 965 A, a small HIAB 031 AW and their latest, a HIAB XS 144.

Ian McCallum, the manager, explains that... “Each unit plays a vital part in our business of delivering and planting large trees and delivering and moving large rocks on landscaping jobs.”

Despite the hard way they are worked, he has found the Hiabs very reliable and require little maintenance.

Just about everything

Mike, who operates the new HIAB XS 144, has worked at Woodhill almost 20 years.

He uses the XS 144 on a daily basis, handling everything from the delivery and planting of trees and landscaping through to moving demolished barns.

“It seems...” says Mike, “... that landscape jobs are always getting bigger and the HIAB XS 144 fits the bill.”



17 years ago Sergio Barrera set up a small general transport operation. He started with a 20 ton-metre crane and a HIAB 550. Since then things have moved fast.

Just over 10 years ago he established Grúas Transbar, S.A. de C.V. in order to handle the fast-growing demand.

Today the company has 50 cranes, including four trailer trucks with Hiab cranes, ten with heavy stiffboom cranes, and four vehicles fitted with Hiab cranes and control platforms.

Grúas Transbar operates throughout Mexico, with own depots in Azcapotzalco Distrito Federal, Tultitlan Estado,

Cuernavaca Morelos, Toluca Estado, San Juan del Rio Queretaro and Acapulco Guerrero.

And what's the secret behind this success?

[In the words of the founder himself] "We meet all our customers' demands and maintain the highest quality of service. Hiab's quality and advanced technology plays a significant role in this respect."



MEXICO

Grúas Transbar – Mexican fast grower



Only Hiab could meet all the requirements in one and the same solution. Talk about versatility and performance!

Three men 31 metres above ground level Only Hiab can manage that



ITALY

Autotrasporti Cavicchioli started operations in 1957 and are today one of Italy's leading companies within the crane and transport sector. Their extensive fleet includes crane trucks, trailer lorries, work platforms, forklift trucks and ordinary lorries fitted with cranes.

The latter category includes 16 different lorries, with the latest model being a 3-axle MAN, fitted with a HIAB XS 700 – painted red to match the vehicle. They wanted this unit to have everything, and only Hiab could meet those requirements.

The crane has seven hydraulic extensions, a 135X Jib, with a further four hydraulic extensions and a two-ton Hiab winch fitted to the boom. To

get the maximum performance out of the crane, it has also been equipped with a big personnel basket that can carry three people. The HIAB XS 700 can raise this unit, with its payload, as high as 31 metres – the only crane on the market that can achieve this.

Swung the scales

Another factor which swung the scales in Hiab's favour was the safety solutions the company could offer. This crane is equipped with a specially programmed SPACE, which, among other things, includes a menu offering a choice of different working sectors. What's more, the crane automatically adapts its lifting capacity according to the position of its stabilizers.



Race track charlady



HOLLAND

Formula racing is a tough sport, where quick reactions are a must. The slightest of errors, and the driver can go crashing out of the race. It is vital to get the car out of the way in order that the competition may continue. The Formula 1 track at Zandvoort in Holland has a HIAB 350 that does a great clean-up job.

The Marlboro Masters Formula 3 race is among Holland's most important competitions. The drivers give it everything they have, with the winner standing to gain a passport into Formula 1. The event in 2002 saw drivers from England, Germany, France, Japan, Italy, Portugal and Holland competing for the Trophy.

And this time, it was Germany's Frank Diefenbacher's turn to bite the dust. During the first round of the competi-



It is vital to clear away the wreck as quickly as possible after a crash. Here we see Zandvoort's emergency crane on yet another salvage missions.

tion, he lost control of his Opel Dallara F 302 on the Tarzan bend and ended up in a pile of dust and grit on the side of the track. He was thankfully unhurt, but his car had to be taken away by the charlady from Hiab.



HONG KONG



A HIAB XS 700 is used to assemble the big construction cranes. This one is being put together on the site of the projected 88 storey International Financial Centre.

The crane of cranes in Hong Kong

The Kanson Crane Hire Service Co.Ltd runs Hong Kong's biggest fleet of heavy mobile cranes.

With no sign of slowdown in the building boom, the buildings just get taller and taller. This is where the truly big cranes come into their own.

In order to transport, assemble and erect these mammoth units, they've chosen a true power pack of a machine – a HIAB X S 700 E-7. The unit, mounted on a 4-axled Isuzu, also delivers an impressive outreach.

The big construction cranes are transported in sections and assembled, as well as disassembled on site. Thus, the vehicle and its HIAB crane form an important cog in Hong Kong's extensive building operations.

Four HIAB 140 T-4s as oilfield workers



INDONESIA

The most common cranes in Asia are of the stiff boom type. Hiab Hana in South Korea are major suppliers of such cranes, one example being the HIAB 140 T-4 which PT Siak Zamrud Pusaka in Indonesia uses.

PT Siak Zamrud Pusaka form part of Huabei Petroleum Group and work mainly for Caltex Pacific Indonesia.

Altogether, the company operates four HIAB 140 T-4s, mounted on Renault vehicles. They are used for all sorts of lifting work in connection with the maintenance and erection of oil rigs at the Minas/Duri oilfields at Pekanbaru.

Wang Lu Jian of the Huabei Petroleum Service says that



This is one of four HIAB 140 T-4 cranes that PT Siak Zamrud Pusaka use when working on and around Caltex Pacific's oil rigs in Indonesia.

when they were in the process of choosing cranes, they found that the optional extras on other manufacturers' units were standard on HIAB cranes. "We are particularly fond of the top seat." He says. "It gives the operator an unobstructed view of the working area."



Impressive road-show in Holland

In Holland, Hiab hit the road with the entire range of Partek Cargotec's products. The caravan of 14 trucks made an impressive sight as it motored from one city to another in its ten-city tour of the country.

At each port of call, truck drivers and other professional crane operators were able to familiarise themselves with the entire range of cranes, demountables, tail lifts, truck mounted fork lifts and timber cranes.

The spotlight here was of course on the new XS cranes. However, a unit that attracted a great deal of attention was an extremely low built 3-axled truck equipped with a HIAB XS 600. Visitors were themselves able to check out the incredible precision and "millimetre feel" of Hiab's control systems.

Forming part of the show was one of the Dutch fire bri-



Hiab took a spectacular show on the road in Holland. The rolling exhibition comprised no less than 14 different vehicles.



HOLLAND

gade's new generation of emergency vehicles: twin axle 15 ton GVW-vehicles, fitted with a HIAB XS 166 HiPro.

These vehicles, together with a range of other special vehicles, crane units and advanced solutions, were extremely well received and attracted a great deal of interest.

HIAB XS 800 towers above the Elmia Truck Fair

The Elmia Truck Fair saw the introduction of the new team of Hiab and truck coachwork builders Zetterbergs – the latter having been acquired by the Partek Cargotec group. Trucker Jim Aaltonen was also on hand to demonstrate his new HIAB XS 800, the first in Sweden.

Other news on show included the new Multilift LHS 251, a radio-controlled demountable supplied with a sub frame, and ready to be assembled directly on the chassis. Also on display were new models of the Moffet truck-mounted forklifts, which has yet to achieve a proper breakthrough in Sweden.

HiabZetterbergs also presented the new EuroTipper, a new easy to operate and very sturdy tipper body made of Hardox steel.



Jim Aaltonen was on hand to demonstrate his latest crane – Sweden's first HIAB XS 800.



SWEDEN



Success at the IAA

The 59th IAA Fair in the German city of Hanover turned out a great success for HIAB, The new HIAB 166 K particularly, generated a great deal of attention from among the hundreds of thousands of visitors from near and far.

Despite a sluggish building sector in Germany in recent years, Hiab has managed to increase its market share.

Partek flexed all of its muscles at the IAA. Apart from interesting HIAB news, the visitors could also appraise MultiLift, Moffett, forestry cranes and Zepro tail lifts. All very appreciated.



GERMANY

The IAA attracted a total of 237,000 people from 84 countries. Among the eye-catchers at the fair were Hiab's new XS 088, XS 600, XS 800, XS 122 Tipper, XS 166 L and, last but not least, the XS 166 K.



HIAB

Heidi – two-times world champion

"The strength lies in the technology"

Heidi Andersson, two-times world champion in arm-wrestling, is one of Hiab's frontmen, or should we say frontwomen...? Just 21 years old, she's been actively involved in arm wrestling for some 10 years now. It may seem strange for such a young girl to opt for such an unusual sport – not so, if you consider she comes from a village in northern Sweden where almost half of the population indulge in arm wrestling as a pastime.

"I grew up with arm wrestling. Of the 18 inhabitants in my home village, 17 are related to each other, 10 arm wrestle and seven of us are in the Swedish national team. You could say it's a mixture of genes and culture," says Heidi.

So, despite the name of her village, "Ensamheten" (the solitude), there's always someone around with whom Heidi can indulge in her chosen sport.

Arm wrestling is, in fact, a widespread and important sport internationally. It's particularly popular in India, where there are a million licensed arm wrestlers.

"Arm wrestling as a sport is often confused with the activity people often indulge in in pubs," says Heidi. "But there's a world of difference, just like there is between boxing and a street fight. I do quite a bit of instructing, and focus mainly on young people, as they see arm wrestling as the sport that is."

Heidi isn't at all the muscle bound hulk that you'd expect a world champion in arm wrestling to be.

"Hiab's motto – *The strength lies in the technology* – applies in my case as well. You don't need huge muscles in order to be strong. I train between six and seven days a week, both with weights and general fitness. I do quite a bit of climbing as it gives my fingers, forearm and back the right kind of work out."

She points out that arm wrestling does have its risks. "Many novices go directly for the kill. That's a risky thing to do. You can actually break your arm that way. I have myself seen – and heard – five instances of people breaking their arms. None of them involved top wrestlers.

Heidi has her sights set on a long career. "They say your



"Huge muscles aren't much help in an arm wrestling," says Heidi Andersson. "The strength lies in your technique."

body is at its best for the sport when you pass the age of 30. Those who are over 40 compete in the Masters class. My dream is to win that, but that's half a lifetime away."

Heidi competes exclusively in the Senior class for women and usually wins competitions in her own weight category as well as the next one up.

She enjoys competing. "arm wrestling is a fun sport. You focus just on one person. That's heavy."

As a student, she has to work part time in order to cover the cost of competing. Hiab's sponsorship has allowed her to partake in more competitions and she's been reaping a string of victories in different corners of the globe.

"My father and uncles jokingly say, that no matter how many world championships you take home, you'll never win the local Ensamheten Championship. I guess they're right, I stand little chance against the local lumberjacks!"