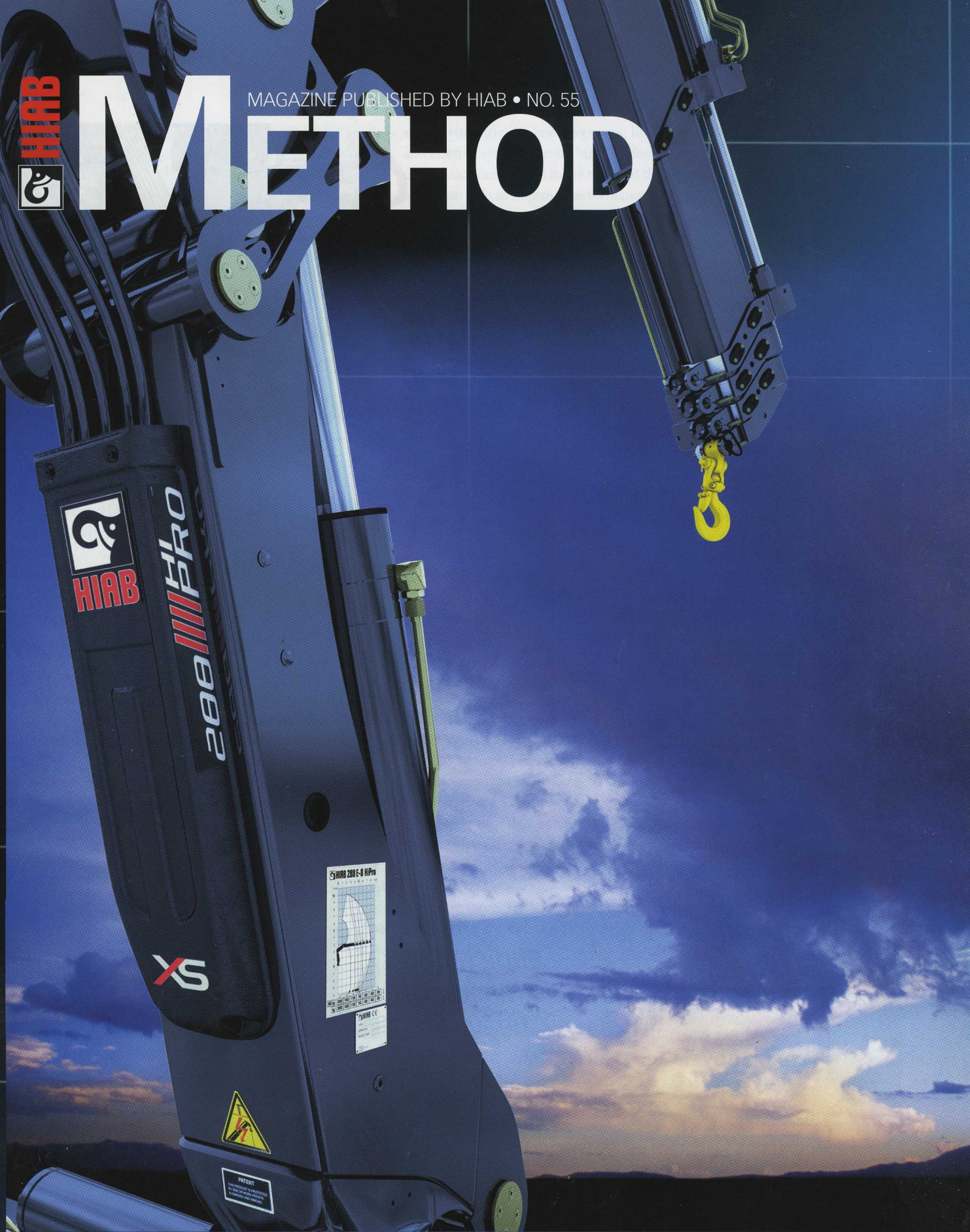




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METHOD



New HIAB XS 288:

Power and flexibility combined

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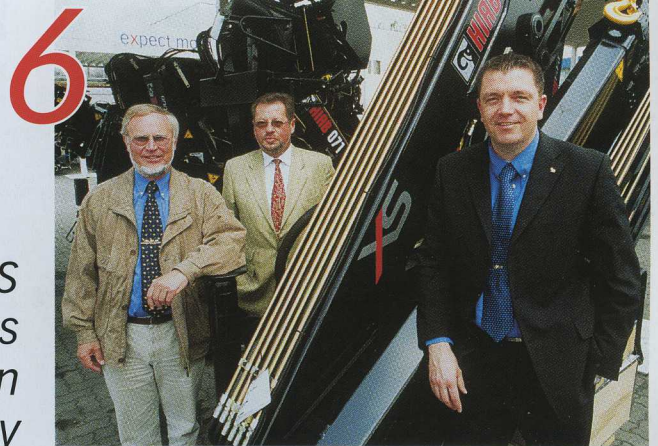
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takes
over in
Germany*



*Forster show
the way in
Austria*



*Kevin
Ehrlichman
master of
heavy lifts*

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Hiab AB
S-824 83 Hudiksvall
Sweden



Building up the XS models is High Hiab's biggest single investment ever. The work to fill out the gaps in the range is moving into top gear.

"During the past six months alone, we have launched six new models, the new Valve V80 and the new HiDrive radio control system, which has enabled us to make available the entirely new HiDuo class," says Mats Jungar a director at Cargotec AB Stockholm, who is responsible for the product line Cranes and Demountables.

The new HiDuo class has further boosted the power and speed of the crane. Furthermore, reliability has improved compared to its predecessors, V50 and RadioDrive. HiDuo is incorporated into all XS cranes, with the exception of the biggest models.

What is unique about the XS cranes is that they are a result of much more than a traditional facelift of an existing range. The XS stands for an entirely new approach, which has left the competition trailing far behind.

Consolidating our position

"We were looking to consolidate our position as a world leader in the manufacture and supply of truck cranes," says Mats Jungar. "That's why the name had to be built on solid foundations."

The question was though, what road to choose? They were to find the answer in the HIAB 085...

"It was our first module-based crane. Initially, there were those who did not quite grasp the advantages of the new design, but embedded in it were ideas upon which the entire XS concept could be built."

Once the decision to invest in the XS was taken, Hiab put everything they had into this gigantic project.

"It is by far the biggest investment we have ever made," says Mats. "Building up an entirely new crane model calls for massive resources, not least with regard to testing and field trials."

Close customer contacts

This focus on just one crane could be seen as something of a gamble.

"However, the close contacts we have with customers around the world have given us an almost instinctive feeling for market trends. Providing the needs of a single home market isn't particularly difficult," Mats Jungar points out. "For example, in Swedish conditions, HiPro with the E-boom system would be more than enough, but there isn't much interest for that combination in other markets."

Hiab operates in a global market where there is no single, universally common solution.

"The XS concept became the key enabling us to meet just about everything our customers around the world ask for. Now we can create a crane that suits individual needs, irrespective of the market."

This remarkable new concept enables some 30 different ver-

sions, with different boom systems, links and control systems, to be built up from each basic crane model in the range. at the same time, Hiab have also been able to improve performance and lower the weight of the cranes.

"We're alone in being able to offer this possibility.

The market has not been slow to react.

"Despite the sluggish economic climate, we've increased our sales and gained market segments wherever we've introduced the XS."

It has not all been smooth sailing – difficulties are unavoidable in such a gargantuan creative project.

"The problems were, in fact, relatively easy to remedy. And as we are traditionally always careful in seeing to our customers interests, any problems that have occurred there haven't led to any loss

of confidence."

So, once again, Hiab has succeeded in consolidating its position as a world leader on a very demanding market.

"Another positive aspect, is that all the new approaches or products in themselves motivate sales people. They always have something new to present and talk about."

Hiab have also invested in a new paint shop in Hudiksvall, they have been able to further improve the surface finish of the cranes.

New world standard

The XS has not just created a new world standard, the concept has also changed Hiab's way of working as a company.

"Today, it's a matter of selling turnkey products along with everything else that entails: design work, configuration, sales support, handling of orders, production, logistics, documentation and last but not least, the training of our sales and service network."

Furthermore, Hiab has now been recognised as official supplier to the US defence forces – an important feather in their hat.

"They placed very stringent demands on us, not least on the electronic control system."

This recognition has been of major significance for Hiab with regard to international defence contracts – not just from the United States.

In the factory, they now know right from the start to whom the crane they are building is destined.

"Each crane is built from the start for the type of work it is intended for, instead of being a patchwork of different solutions."

XS –

A major investment that is flying high



Mats Jungar, responsible for the product line Cranes and Demountables at Cargotec AB Stockholm.



The new HIAB XS 422 – top of the class and shaped according to your needs

The XS concept is now also revolutionising the 35-40 tonne-metre class. With the wide range of versions available – everything from the basic model, XS 422 Classic (non-EU countries), right up to the XS 422 HiPro with a choice of booms and three stabilizer spans – it can be shaped into a tool that will deliver optimum performance for any specific need within this segment.

The XS 422 is based on the well-known concept incorporating 1st and 2nd boom links and is available with up to eight hydraulic extensions and a maximum outreach of over 21 metres. The outriggers are available in spans of 6.5, 7 or 8 metres, which offers the best stability for each need.

There is also a comprehensive line of optional extras such as jib, winch, manual extensions and specially designed equipment which all meet the needs of the most demanding users.

The XS 422 HiPro is both the most powerful and intelligent of the 422 range. No other crane on the market can offer the combined qualities of strength, stability, ease of operation and safety. A top-performing package that includes Valve 91 (with optional fixed or variable pump flow), CombiDrive 5000 and SPACE 5000 – a combination that incorporates such Hiab unique characteristics as:

ASC – Automatic Speed Control – an advanced system that increases lifting capacity by up to 20 per cent by means of a step-less speed reduction.

PFD – Pump Flow Distribution – an electronic system that ensures an even pump flow to all activated functions, even if all the functions working simultaneously exceed the pump's flow capacity. This system ensures the fastest possible working cycle in all situations.

Stability Control – enables the operator to safely utilise the crane's maximum lifting capacity within each individual sector of the working area.

DUO function – provides supplementary power with heavy



The XS 422 HiPro is the ideal choice for those who require a powerful crane with smooth and exact movements, for example for such tough applications as installing machines or handling loads at long outreaches.

lifts without speed reduction.

Spool Supervision – when the crane is in remote-control mode, all crane functions are stopped immediately in case anyone touches the manual control levers.

Up to 24 proportional hydraulic functions can simultaneously be remotely controlled plus there are eight button functions for, among other things signals, lighting and start/stop of the vehicle's engine.

HiDuo – added power and higher speed

New HiDuo transforms your XS crane into a real bundle of power which gets the best out of Valve 80. The figures tell it all: up to 30 per cent more power and about 50 per cent higher operational speeds, compared to conventional open centre systems. All at a fraction of what it costs to invest in a bigger unit with the equivalent performance.

As part and package of the deal you get amazing precision and superbly smooth response at the slightest touch of the control lever.

The new HiDrive radio control is integrated with the SPACE 4000 safety system, a further development of the well-known "3000".

With the same work capacity as a significantly bigger crane, the XS HiDuo enables you to carry higher payloads and make more deliveries per day compared with other solutions. HiDuo constitutes an investment that pays for itself – fast.



HiDuo makes the XS cranes yet stronger and faster.





The new HIAB XS 288:

One crane – a wealth of choices

Allow us to introduce you to the HIAB XS 288,

a new member of the fast-growing XS family and perhaps one of the most flexible members of this exceptionally gifted family. It is game for a whole range of tasks, so long as you equip it accordingly. It is available with anything from two to eight hydraulic extensions, which produce a hydraulic outreach of up to 21 metres. Add a Jib 45X-3 and it will reach out as far as 24.7 metres.

The EP boom system is available with 2 to 5 hydraulic extensions and a maximum outreach of 15.1 metres. This is an ideal option if you mainly want the crane to handle heavy and bulky items such as concrete slabs and containers. It is also the given choice for anyone often using their crane for digging.

If long outreach is a priority, we recommend the XS 288 with the E-boom system. It is available with anything from four to eight hydraulic extensions, which enable a maximum hydraulic outreach of up to 21 metres.

A special feature on all XS 288:s is an outer boom that can be angled upwards. This improves accessibility in difficult surroundings and combining the crane with a winch will further boost its flexibility.


There is also a choice of control systems: the Duo, the new



The HIAB XS 288's total configuration flexibility gives the crane the ability to fit all working situations. With an outreach capability of more than 24 metres!

HiDuo, as well as the advanced HiPro. The more basic CL is available in non-EU markets.

The hydraulic stabilizers are available in spans of 5.8 or 7 metres, with radio control as an optional extra for all radio remote versions of the XS 288.

Otherwise, the 288 retains the same characteristics as all the other members of the XS family, namely a remarkable strength to weight ratio, work capacity, reliability and a precision unequalled by any other crane in the class. 

HIAB XS 055 and HIAB XS 133 K

Compact and powerful

The new HIAB XS 055 is a compact and powerful partner in the five tonne metre class, cut out for medium trucks. It takes up a minimum of space in its parking position and, as light as it is, maximizes the payload potential.

The HIAB XS 055 replaces the HIAB 045 and is, in every respect, the XS 066's little brother. The 'B' version, equipped with two hydraulic extensions, can reach out 7.4 metres. It is the perfect all round crane with regard to handling all types of goods, swiftly and precisely.

Just like the other XS cranes, the HIAB XS 055 is available in a wide variety of versions. Buyers should therefore have no trouble in creating a package 055 exactly adapted for its intended task. The boom system is available with an outer boom link (A D-boom system with up to four hydraulic extensions) or without link. What all the models have in common, though, is the new Valve 80 – an open centre valve, specially designed for Hiab cranes.

The HIAB XS 055 is also available in capacity classes CL, Duo and HiDuo. Among the safety systems available are BOSS, SPACE 3000 or SPACE 4000. The HiDrive radio control system is available as an optional extra.

Set your own standards and get the maximum dividends from your crane investment.

All HIAB XS 055:s are delivered with 180° tiltable stabilizers.


A crane for building materials delivery

The HIAB XS 133 K has been specially designed for optimum performance in building materials delivery work. It's compact, fast, easy to operate and second to none when it comes to cost efficiency.

With its three-metre long inner boom and outer boom link, the HIAB XS 133 K delivers unbeatable performance in-close and really comes into its own in tight spaces. It boasts an outreach of 9.75 metres but can still be retracted to just 4.75 metres when there's a load to be placed on the vehicle.

The chain driven extension system, can deliver twice the operating speeds, when compared to traditional hydraulic layout. This, combined with the proven V91 Control Valve and the latest XS technology, produces a crane where high-precision works hand in hand with fast load cycles.

A variable pump saves fuel while reducing heat build-up. SPACE 3000 looks after safety. The hydraulic stabilizers – which can either be controlled from the ground or from the top seat – contribute to excellent stability in all situations. And if you are looking for extra lifting power, the crane is also equipped with MSC – Manual Speed Control.

The XS 133 K is available also in a HiPro version, where the control unit can be positioned in a quick-fix mounting in front of the top seat. 



HIAB XS 055



HIAB XS 133 K Pro



The XS-generation takes over in Germany

Hiab has been quickly winning new market segments in Germany. Vincent Halma who has now taken over the helm at the head office in Langenhagen points out that it is mainly the XS generation that has been winning, at the cost of all the others.

After regrouping, the German organisation is now headed by a number of executives well-known to the company's customers. The technical director is now Wilfried Segge, one of their most experienced hands, product manager is Frank Sparmann and Hans Kirchmann looks after spare parts which can, incidentally, now be directly ordered via Internet.

"We are currently fine tuning the entire organisation and focusing on the customer," says Vincent Halma. "The measures we're taking include anything from introducing powerful tools to streamline our quotation routines to efficient assembly, service, support and training."

The new TrailerWin system, for example, enables sales reps, together with their customers, to directly put together a total solution, creating a picture of what a vehicle/crane combination, together with any miscellaneous equipment, might look like. With the help of a crane simulator, various load curves can be drawn and performance compared to the requirements.

"Apart from that, we are continuously feeding stability calculations on to a database which our customers can access via Internet. We have already put out 30,000 calculations and the number is growing all the time. The idea is to provide information directly with regard to different situations customers may want to know more about."

Hiab has seen its biggest increase in the 13-17 tonne meter market segment.

"Almost without exception with radio-control," says Wilfried Segge. "That's more or less the standard in Germany nowadays. Special equipment, such as winch, jib and personnel basket, is also very common here."

Another popular feature among customers is the variable pump.

"And that's quite understandable. If the crane is being used at



Vincent Halma, on the right, has taken over the helm in Langenhagen. Together with technical director Wilfried Segge and product manager Frank Sparmann, they are fine-tuning the organisation in order to further build on their successes.

normal work levels, the variable pump will reduce daily diesel consumption by up to 8-10 litres per day. That means it will pay for itself within a year."

The small cranes are also returning a good sales performance.

"Just last week we sold 100 HIAB 013 T-2 units to a vehicle rental company."

In other words, Hiab in Germany have got the wind in their sails.

"People appreciate our electronics. It has improved and developed immensely, not least with regard to reliability. We've had our teething problems," says Wilfried Segge and concludes with a prediction: "Our competitors are soon going to have tackle such problems themselves. So I'd say they have a tough time ahead of them."

Green XS-cranes – Melle's new Trademark

Last year, building materials suppliers Melle GmbH in Hanover started cooperating with Partek Cargotec GmbH and now have eight Hiab cranes in their fleet, with several others due for delivery.

Melle GmbH specialise in the supply of building materials and have 11 branches in Germany as well as three in Poland. The company has a total of 400 employees and operates 56 delivery vehicles, almost 50 of which are fitted with cranes.

"What Hiab have got going for them is,

not least, their service and technical staff, not forgetting the high quality of their cranes." These are the words of Michael Boelow, in charge of Melle's fleet of vehicles. A visit to Hiab's factory in Hudiksvall last year reinforced his impression. Above all, he appreciates the new generation of K-cranes since they measure up well to the needs Melle have regarding deliveries of building materials, especially for roofing and walls. Also model XS 166 DL Pro, with brick and block clamp, has proved ideal for this type of work.



Green cranes are a trademark for Melle GmbH. An increasing part of them are now made up of XS cranes. Here is an XS 166 DL-3 Pro.

Building a mountain

Enercity is the department within Hanover's City authority in charge of the community's electricity, gas and water supplies. They have since 1999 had Hiab as their crane supplier. Quicker parts delivery, better hydraulics and less leakages were some of the factors behind their choice.

The latest addition to their fleet of vehicles is a three-axle Mercedes Actros with a HIAB XS 166 E-3 HiPro with variable pump, CombiDrive and Multilift demountable.

Driver Reinhard Seybold told Method that they use it almost exclusively to transport grit and sand, as well as for various digging tasks.



The drivers in Hanover are building their own mountain just 'for a laugh'. From the top, there is a view of the landscape for miles around.



"The new vehicle is used almost exclusively for digging jobs as well as for transporting grit and filling material," says Reinhard Seybold.

He used to drive a double-axle vehicle with a HIAB 071-2, but nowadays it is only used as a reserve vehicle.

"The new truck consumes much less fuel. The variable pump helps very much in this direction."

Altogether, Enercity run eight Hiab equipped vehicles.

It soon became clear to us, when we accompanied Reinhard Seybold on one of his tipping rounds, that there is indeed a great deal of sand and grit being moved. The place they tip excess material is namely a former salt mine in Hanover. An over one kilometre deep crater has been transformed into an impressive hill. "The drivers decided to build a mountain – just for a laugh. We've managed 130 metres now," says Reinhard, who himself takes loads up the 'mountain' on average five times a day. From the top he has a magnificent view of the flat landscape and Hanover spreading itself out in the background.

On the corner of the hill there is also a great recycling plant, which is sifted into different grades.

The vehicle's Multilift comes with four platforms, which so to speak enables it to be in several different locations simultaneously. When one has been filled up, Reinhard Seybold fetches it and leaves an empty one for the ground staff to start filling. ☐



Filling material that may be needed for refilling is kept in intermediate storage. During his breaks, Reinhard Seybold collects any surplus and drives it to the tip.

"The new XS 166 E-3 crane is fitted with a variable pump and this has significantly reduced fuel consumption," he states.

DEG – Europe's biggest roof supplier

One of Europe's biggest suppliers of roofing and wall materials is Germany's DEG – Dachdecker-Einkauf Ost-West e.G. The company has 33 branches with its head office in Koblenz. DEG rely entirely on Hiab cranes for their deliveries.

"I appreciate their high quality," says Friedbert Leiss, in charge of the company's machinery.

Their transport fleet is made up of a variety of machines, ranging from a HIAB 060 to an XS166 K. DEG's newest delivery

vehicle is a three axle Scania equipped with an XS 166 K-2 Pro and fitted with outriggers manoeuvred from the ground. However, it was almost immediately upgraded to enable manoeuvring directly from the top seat. In this branch, speed is a survival factor and the move led to substantial time savings.

The new crane has an outreach of 11 metres and can lift 1560 kgs at 10.5 metres. Its low weight impinges little on the vehicle's payload and its position at the rear of the truck facilitates working with a trailer. ☐



DEG, the biggest suppliers of roofing and wall materials in Europe, have relied entirely on Hiab for the past 20 years.



IN HEART OF EUROPE

SPECIAL FEATURE

K-Crane with Top Seat

"Perfect for quick deliveries"

The building materials company Meyer & Sohn is based in Oldenburg. The company, now part of the nationwide concern BZN, operates 12 Hiab-equipped trucks for its daily deliveries. The two newest vehicles are fitted with HIAB XS 133 K-2 Pro cranes.

“They are faster than our old HIAB 102s and, above all, smooth and precise,” says driver Thomas Güldener.

The German construction market has been somewhat sluggish in recent years, but there is plenty of activity in the suburbs, such as here outside Oldenburg and Wilhelmshaven. Plot prices are still low and, together with low interest rates, many people have taken the chance to realise their house dreams. Houses are shooting up like mushrooms all over the place.

Thomas Güldner makes 20 to 40 deliveries a day.

“So there is no hanging about – you need to work fast,” says Thomas,

His colleague, Josef Wonke, who also operates an XS 133 K-2 Pro, agrees. “Time is money, especially when delivering building materials.”

He used to have a HIAB 145-4.

“You can’t compare them. The XS crane is much faster – and more economical... the variable pump cuts fuel consumption appreciably,” he says.

The K-version has been very well received in this market. The design may look a bit odd, but provides perfect accessibility with its brick and block clamp covering the entire platform and, as mentioned leaves nothing to complain about with regard to speed and precision. The crane’s position at the rear of the truck enables perfect access to any trailers in big delivery jobs.



From his top seat Josef Wonke has an unobstructed view of the load and his XS 133 K-2 Pro enables quick access across the entire platform.



The HIAB XS 133 K-2 Pro is the perfect tool for deliveries to the housing sites.

“Time is money and things get done quickly with this crane,” says Thomas Güldener. “That’s how it’s got to be, because I have to get through 20 to 40 deliveries a day.”

Jandl – a winner in grit transports

Jandl Transporte are a successful transport company in Vienna. They operate 23 vehicles, of which 20 are fitted with cranes – all from Hiab.

“We take on all types of transport assignments,” says the owner Gerhard Jandl. “The bulk of our work, however, involves transporting earth and grit, as well as various special jobs.”

Recently he won a major contract and, as result, had to further expand his fleet of vehicles. One of his new acquisitions is a triple Axled MAN equipped with a Hiab 122 E-3 Pro with platform. Paul Lachmayer, who was recently employed to drive it, was made redundant when his former employers lost the contract – to Jandl. However, it did not take him long to fully acquaint himself with his new crane.

“In my previous job, we had other makes of crane and they didn’t have anywhere near this crane’s hydraulic precision,” says Paul.

Just like most of the other cranes at Jandl Transporte, it is fitted with a clamshell bucket for digging. It gets through quite a few tons everyday.



Paul Lachmayer appreciates the precision of the HIAB XS 122 E-3. He does not always have this much space to move around in as here, outside the Vienna International Centre and the new United Nation’s conference centre.

Oil discoveries in Austria

It is probably not so well-known that Austria has indigenous deposits of oil and gas. Not in sufficient quantities to make the country self-sufficient, but enough to make a significant contribution. The biggest actor in the branch is the energy company RAG, with Kremsmüller responsible for servicing the pump stations and laying pipelines.

Kremsmüller, who are based in Steinhaus, are a leading supplier of comprehensive solutions with regard to piping, pipelines and the pressure containers to the paper industry, foodstuffs industry and to the energy branch. For its pipeline operations, Kremsmüller possesses the most advanced equipment on the market. These include JCB tractors and Hiab cranes – a rather unusual, but efficient combination.

“We’ve chosen HIAB XS 166E-4 Duos for two of our JCB Fastracs and on two others we’ve fitted HIAB 175-4:s, all equipped with remote control units,” says Johannes Ortmayr, in charge of servicing at Kremsmüller. Another JCB is on order. “We’re planning to have it fitted with an XS 166-4 with jib 45-2 and personnel basket, to enable better access when working under bridges and similar locations.”

The choice fell specifically on JCB for a simple reason. “The JCB is steadier than the other makes we tested. Much of our work involves regularly laying pipelines. That requires a vehicle that’s constantly on the move and thus has to be stable enough to do the job without the help of outriggers.” Johannes admits they could have instead opted for an ordinary large tractor. “But then we would have had to sacrifice operating radius. We operate more-or-less all over Austria and the JCB tractors can roll to the sites under their own steam, since the speed limit for such vehicles is 70kph.”

And neither was the choice of Hiab as their crane supplier any accident. “With this kind of work, precision and safety are important factors. So there really wasn’t very much more to choose from.”



Handling welding apparatus and other equipment in connection with oil exploitation calls for precision. Kremsmüller have what it takes both here and in the construction and servicing of pipelines and pump stations.



Signs to be erected and signs to be dismantled. An extensive improvement to the road network in Germany is generating a great deal of work and those with the right gear get the work. VTEAM work out early and invested in an XS HiPro – the first such crane in Germany.

Swift and precise on the Autobahn

VTEAM GmbH Verkehrstechnik in Stahnsdorf outside Berlin have an efficient aid in their work erecting traffic signs along the autobahn, namely Germany’s first HIAB XS HiPro, more precisely, an XS 166 E-4. It was delivered during the spring of 2001, installed on a two axle MAN 18.285.

According to Foreman Frank Plaschnick, it is an investment that has already paid for itself.

They bought the crane since they needed something to help them in the precision work of coaxing road signs into place during the erection work and handling the over one-ton poles holding them up.

“It’s the proportional control valve that makes all the difference,” says driver Thomas Müller. “There’s nothing that comes anywhere near Hiab’s precision and, together with CombiDrive, it’s the perfect tool for this type of work.”

With the help of the remote control, he can partake in the work and manoeuvre the signs and other details to the exact spot, so that the mounting bolts are in line with the appropriate holes. And all the while, cars and heavy lorries are wooshing by just a few metres away. It’s a matter of completing the task quickly and with as little disturbance to the traffic as possible.



IN HEART OF EUROPE

SPECIAL FEATURE



Transporting machines calls for real power. A HIAB 245 E-5 makes light work of handling the roller, even in conditions where space is limited.

Green but Practical in Vienna

Why drive long distances in order to fetch new material and then take another long trip to dump it once it has been used? Manfred Binder asked himself this and concluded that it was unnecessary. It would be much better to recycle it on the spot. This is the background behind ContraCon, based on the outskirts of Vienna, which recycles some 300,000 tonnes of scrap concrete, backing sand and used asphalt annually.



Nature-loving Manfred Binder describes himself as: "Green but practical." Recycling used concrete and asphalt reduces the harmful effects on nature and the environment. Sorting the waste material into different quality grades enables it to be re-used. The lowest quality is, for example, used for temporary filling in roadworks, after which it is brought back here again.

The entire process takes place in a compact 12,000 sq.metre plant. Intermediate storage, crushing and sorting for storage in different grades.

"For the majority of foundation work, you can include 30 per cent crushed concrete in the material," says Manfred Binder. "If bearing resistance isn't a decisive factor, you can increase the proportion to 50 per cent. And all you need to do with the crushed asphalt is to boil it together with ordinary new asphalt."

ContraCon works closely with its nearest neighbour, who mixes the raw material from ContraCon to produce the finished products.

Manfred Binder is a keen hunter and nature lover and owns 1000 hectares of hunting grounds in southern Austria. He feels you should do what you can to minimise the effect on nature; without exaggerating, of course.

"You could describe me as green but practical."

His environmental thinking includes his immediate surroundings. Thus, we find the entire plant equipped with a sprinkler system designed to minimise the problem of dust. The water in the system comes from the plant's own pond,



A HIAB XS 122 ES-3 Pro with clamshell bucket and rotator on a two-axle vehicle is a typical combination at ContraCon.

where rain water is collected and filtered.

In all, ContraCon has three warehouses in the Vienna area, as well as mobile crushers for bigger assignments.

The company's transport operations still require a fair number of trucks. ContraCon has 40 of its own vehicles, of which 18 are fitted with cranes.

"14 of these have Hiab cranes," says Manfred Binder. "We inherit a number of other makes when we take over smaller companies, but gradually replace them with Hiabs."

ContraCon also runs some 90 vehicles, used by various sub-contractors.

"When things are quiet in the field, we use the vehicles to move material from the intermediate warehouse to the crusher. So, in principle they're in continuous operation," says Manfred Binder. That's why he appreciates the quality and availability of quick service, should the need arise.

The fleet includes a three-axle M N equipped with a HIAB 245 E-5 with CombiDrive. "We use it mainly to move machines. We have quite a number of these cranes, not least for asphaltting jobs."

Hiab's precision needed in Salzburg



Space is a rare commodity in Getreidegasse in Salzburg. But driver Norbert Konrad manoeuvres his way about without smashing a single windowpane or damaging any facades. "I'm used to working here," he explains.

Space is a rare commodity in the narrow alleys of central Salzburg. However, Norbert Konrad is used to it and handles Schöndorfer GmbH's HIAB 400- like the expert that he is in those confined spaces.



"Sure, we are practically next door to Palfinger, but we opted for Hiab in any case. Our first HIAB crane was a 550 that my father bought as far back as 1972," says Hans-Peter Schöndorfer.

There's nothing strange about that, at least not until we discovered that one of the company's nearest neighbours is the Palfinger factory. Despite that, his father has always been a strong advocate of Hiab cranes. Hans-Peter Schöndorfer is not as categorical as his father on this issue.

"Before our latest crane investment, we in fact tested a Palfinger 36002 as well, but ended up opting for a Hiab anyway – a HIAB 400 E-5 with Jib 90X-3 and winch. In these narrow streets, we need the perfect control and precision that we get

with the CombiDrive and Valve 91 – even at high speeds."

They deliver a great deal of roofing material and find the Jib very useful – with all the flat roofs in these districts.

The crane is mounted on a three axle Mercedes Actros and the team is often commissioned to carry out tasks in Salzburg's Old Town, with its narrow streets and alleys. However, despite the lack of elbow room, customers still very much appreciate having the building materials delivered right through the windows to avoid carrying them up the stairs.

There is a great deal of renovation work in progress in the older parts of the city. One problem that arises here is what to do with the material that is left over. Norbert Konrad looks after that as well. When Method meets him, he is busy in Getreidegasse lifting down load after load of old beams and joists on to his platform.

"Building and renovating work is in full swing now in Salzburg and Austria in general," says Hans-Peter Schöndorfer. "I think it's very much linked to the European Cup Football and the famous culture events of Salzburg."

The company's biggest customer is Porr, but they also carry out transport jobs for all the other big companies – everything from construction materials to container transports. They also take on a fair amount of digging work, using the company's smaller HIAB cranes.





IN HEART OF EUROPE

SPECIAL FEATURE

Hiab wins in Austria on a technical knockout



"When ÖBB issue tenders, we assess the offers according to a number of criteria, not least the life cycle costs. Hiab have won during the past two years," says Peter Gamböck.

Hiab won a points match at ÖBB, the Austrian State Railways. "When we carry out investment assessments, we apply our best price system, where we also take into account life-cycle costs and guarantees. For the past two years Hiab has won," says Peter Gamböck, senior engineer who is responsible for 3300 of ÖBB's fleet of vehicles.

ÖBB's business area Service works with rails, grit and signal systems. It involves everything from moving railway sleepers and cable drums around to handling welding equipment, parts for rails, compressors and generators.

"As we have reduced staff out at the infrastructure maintenance stations, each of those stations need access to cranes for this kind of work," says Peter Gamböck. "Today we have 140 different vehicles with cranes in operation."

Where they once used to have between 10 and 15

people, there are now between three and five. Sometimes, even the drivers have to carry out the task. Backaches used to be a common problem, but today sick leave has been minimised.

In order to secure the function and a long partnership, they chose not to focus on the cheapest alternative but rather on the best buy.

"Before calling for tenders, we issued a technical profile with a point-by-point specification, where we added all the points, based on price, performance and access to service. We also took into consideration the wishes of the drivers who would be operating the vehicles.

ÖBB operates its vehicles for 72 months and trades-in 550 vehicles annually. In connection with that they also purchase 25 cranes annually.

ÖBB currently has 140 Hiab cranes in operation in sizes ranging from the HIAB 017 to the HIAB 400.

"We fit the chassis extensions on the small vehicles ourselves, while Berger do the crane mounting jobs for us." □

Following radically reduced staffing out at the maintenance stations, there has been a growing need for good equipment for heavy lifts. HIAB has won the match for the contract running now, a period during which sick leave has dropped considerably.



A long line of HIAB 026 T's on Mercedes vehicles. One of the latest winning combinations as assessed by ÖBB.



Forster signposting tasks are carried out by a well-functioning team. Here Harald Harreiter is operating his HIAB XS 700-8. To help raise and precisely position posts on newly cast foundations.

Forster with a steady grip on road signs

Traffic signs and noise suppression... in Austria these are synonymous with Forster. The company was established in 1956 by engineer Franz Forster and today the company has some 800 employees in its factories in Waidhofen/Ybbs and St. Peter/Au. Through expansion, they have also set up factories in Germany and sales offices in England, Switzerland and Poland.



"We get assignments all over Austria, as well as in Germany" says Crane-operator Harald Harreiter.

Forster has a steady grip on the entire chain, from production to delivery and assembly. As market leaders they are already at the forefront with regard to developing electronically controlled traffic management systems which, with the help of fibre optics, can adjust speed limits according to the amount of traffic. These systems are becoming increasingly common on our roads.

Probably, few motorists have reflected on the size of some traffic signs. On the main motorways a fair number of them may measure up to 100 square metres. These signs can also be

steered, although this is done with the help of prisms powered by electric motors. Inside, they incorporate a catwalk for service staff.

Signs such as these may weigh up to 11 tons and thus require sizeable and powerful equipment when they are being put up. Forster's equipment is, of course, up to it and includes a HIAB XS 700-8. They also operate two HIAB 400-7 units. All these cranes are fitted with a personnel basket. Forster's fleet of cranes also includes a HIAB 125 as well as some smaller models. When it is time to erect new signs, the appropriate vehicles make for the work site, from where close teamwork sees to it that everything is set up as it should be.

Harald Harreiter is always involved in the heavy jobs since he's the one who operates Forster's HIAB XS 700-8. His four axle Mercedes with trailer carries most of what they need. "We work all over Austria, as well as in Germany," says Harald.

Among the projects where Foster's have set up signs are the new A99 Munich ring road, Frankfurt and Athens airports – both outside and inside – as well as the traffic management system in and around Nürnberg.

Forster's have also created a niche for themselves in shelf systems for libraries as well as advertising signs. ☐



Forster has eight hundred employees in Austria and has, since it was established 50 years ago, specialised in traffic signs.



IN HEART OF EUROPE



Thomas Notter has taken over Armin Notter AG from his father. "As new distributors for Hiab, we are improving our infrastructure in order to be well prepared for the future. We are today able to offer the most comprehensive range in the country," he says.

New Hiab distributor in Switzerland:

The well-known Armin Notter AG

Hiab's new distributor in Switzerland is Armin Notter AG, a well-known name in the trucking branch. The company celebrates its 40th anniversary this year and has sold cranes for over 30 years.

"We started importing Multilift in 1979 and the system is now a market leader here in Switzerland," states Thomas Notter, who

Armin Notter is still active in the company, but can now devote more time to his favourite hobby – veteran car rallies. He drives a 1934 Alvis.

The business is flourishing. It has grown into a company employing some 60 people and with two strategically located branches in Aclens/VD and Rickenbach/TG.

"Apart from that, we co-operate with a long line of other service companies, so we are represented in 15 service regions around Switzerland," says Thomas Notter and reminds us of the great many small hauliers in this country – 75 per cent operate between one and three vehicles – and they demand nearby service facilities.

Armin Notter AG provide personnel training and in the case of more serious problems they send their own people. Four service vehicles are on continuous standby, ready to turn out to where the crane is located or to any repair shop it may be taken to.

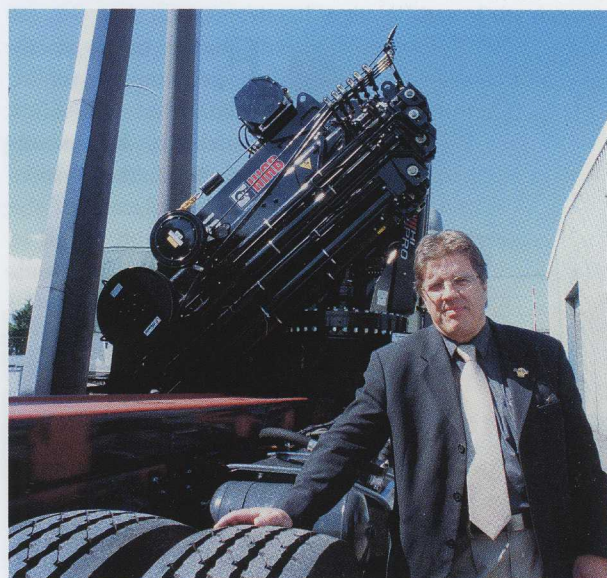
Most of the cranes are assembled at one of Notter's companies, but it is fairly common that they are also assembled at the retailers or service workshops. The plant at Boswil was extended last spring in order to improve the assembly and repair capacity there.

Boswil otherwise enjoys a strategically advantageous location. The cities of Bern, Luzern, Basel and Zürich are each just an hour's journey away.

Thomas Notter says that becoming distributors for Hiab is a major step. It has, among other things, led to their being able to offer the most comprehensive range in Switzerland.

However, he emphasises that customers who purchased the make they represented earlier will not be left high and dry.

"We shall of course fulfil our service obligations. Our workshops have actually always provided service and repairs for all crane makes in Switzerland and will continue to do so. But when it comes to new cranes, we are from now on going to give Hiab everything we've got!"



Here is the first HIAB unit from Armin Notter AG: an XS 700-7 HiPro with Jib 135x-4, winch and a 6.5 metre platform on a four-axle Scania. The buyer is Affolter Transporte in Schüpfen.

"You could say that fully-equipped cranes that can handle all types of jobs are the norm here in Switzerland," says Hans-Peter Lanz, sales manager in Boswil.

Lugano has found an efficient solution for its garbage collection. The IVECO garbage collection truck is equipped with a HIAB 200 C-5 with a special grapple for the garbage containers. With just the chute opening visible above ground, each container can hold up to seven cubic metres.



Efficient garbage handling in Lugano

In Lugano, on the Italian speaking side of the Alps, they have adopted an aesthetically appealing Danish concept for handling garbage. Instead of bulky bins, the rubbish is put in underground containers with discreet 'openings' just above the ground. Each one can accommodate between five and seven cubic metres of garbage.

“There must be about a hundred of these in use now,” says Dominique Hofer, who drives one of the garbage collection vehicles. It can carry the contents of about 25 containers.

Apart from being aesthetically attractive, the system is also cost efficient.

“You needed three men to empty the ordinary bins: a driver and two to handle the bins themselves. Now the same job can be done by just one man.”

And, behind the cab, we find what has made this possible. A HIAB 220 C-5, equipped with a Kinshofer grapple specially adapted to hook on to the “handle” on top of each container and lift it out of the ground. Then, it’s just a matter of swinging it over the vehicle and emptying it. The norm in the housing areas is two containers for ordinary rubbish and one for glass. Two vehicles and two drivers can manage the task and – it takes less time than it used to.



“I can manage a task that required three men by myself now. And what’s more, this solution is more aesthetically appealing,” says Dominique Hofer.

Power for heavy loads

Christofoli AG in Basel are a well-known name in the tiles and clinkers trade Switzerland. They turn up everywhere with their red Mercedes Benz 2543, fitted with a red HIAB 200 C-5. The material they deliver is certainly not lightweight, so they really need the power.

“I handle mainly tiles and stone slabs, as well as related materials, such as mortar and cement,” says driver Patrice Scholler.

In principle, he carries out deliveries throughout Switzerland. Most of them at ground level.

“For safety’s sake,” he says. “The loads are always heavy. But I get a lot of help from my CombiDrive, since space is often restricted and I do the loading and unloading single-handedly.”



Patrice Scholler and Christofoli’s red truck with its red HIAB 200 C-5 crane is a familiar sight at building sites throughout Switzerland.



Handling boulders like eggs

Markus Stähelin and his HIAB 245 E with grapple are entrusted with the most delicate of tasks.

At his employers Hauri Seons' huge gravel pit near Boswil, they often find large stones that have broken away from the rockside, smoothed and rounded by the Ice Age. They collect these natural stones and sell them as ornaments for parks and gardens. To avoid ugly mechanical marks, the stones have to be handled like eggs. This is where Markus Stähelin comes into the picture.

"Using the grapple, I start by sorting them according to size in our warehouse," says Markus. "Then, as and when the orders come in, I load them on to the vehicle,



Ever so carefully, Markus Stähelin "harvests" one fine specimen after another, sorting them according to size. It is vital to avoid damaging or creating ugly marks on them, so absolute precision is a must here.

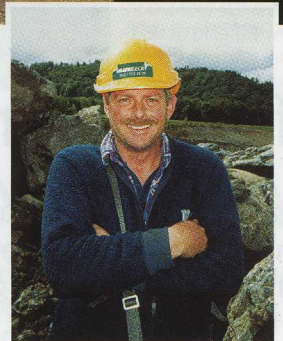
drive them out and put them in place."

With CombiDrive, it is easy to position them in exactly the right spot, whether it's a rockery in a garden or as an ornament,

for example in a city square or a park.

There is certainly no lack of demand.

"On the contrary. Sometimes we are at it almost round the clock!"



XS 166 HiPro – an efficient garden tool

Clamshell bucket or "tree tong"? Those are the main tools on the HIAB 166 HiPro used by Basel's Park Administration – Stad Grün.

"There are ten big parks here in Basel and quite a number of small ones as well," says driver Pierre Stutz. "So we are certainly not short of work."

When we meet him, they are busy loading a small "shuttle vehicle" with sand that is to be laid next to a day care centre some 50 metres along a garden pathway. A three axle Mercedes equipped with a HIAB XS 166-5 HiPro is making light work of it and things are moving fast.

"The platform is really useful with this kind of work," says Pierre. "Partly, it gives you a clear view and you can see what's in the platform when loading or unloading. Otherwise, we also have a three-way tipper."

The task is soon settled and we are off to the next job.

"I'd say we use the crane's bucket on 80 per cent of our



There's little space and it's fiddly, but from his platform Pierre Stutz has a clear view of the work area and can manoeuvre his XS 166 HiPro safely – and elegantly.

tasks," says Pierre. "We have a special tong when we plant trees – to grip the trunks with."

Apart from this crane, the Park Administration people also have access to three HIAB 020:s on Unimog vehicles, mainly to avoid heavy manual lifting, as well as a HIAB 080 and a HIAB 090.



A seven-ton septic tank has to be lifted, from a sloping position, over a pile of earth and then lowered into a pit behind the truck. Tricky? "Well, you run into a lot of this stuff, but with a Hiab 400 it's no problem", says Kevin Ehrlichman.

Precision operation with a heavy load



Between the house and the lilac hedge in bud, around the corner and down the lawned slope towards the glittering Mississippi River: there, on a steep slope, Kevin Ehrlichman and his HIAB 400 have to lift a seven-ton septic tank off the truck and swing it back over a pile of earth and finally place it in the pit – without damaging the nearby cedars.

A difficult delivery? "Well, you run into a lot of this stuff. Sometimes it's worse, but we have the equipment we need", he says.

Which is something that customers have discovered too.

"They appreciate the fact that we can avoid the trees in their gardens. More and more people are specifically asking for a Hiab delivery when ordering a septic tank".

Kevin does four-five deliveries a day. His Dad Mike is the local manager at Brown-Wilbert's septic tank factory at St. Cloud, Minnesota and he can only agree.

"We have three HIAB 400s here and one HIAB 260 in Fargo. The customers who have past experience of our competitors' jerky and inaccurate cranes, well it blows their minds when they get a delivery using a Hiab crane".

Works in any condition

So more and more people who order a new septic tank are now also specifying delivery by Hiab crane. And the cranes work in any conditions.

Well aware of their marketing value, the firm also makes sure it always uses the latest Hiab crane when delivering to a new customer...

One of the three biggest

Brown-Wilbert Inc. successfully specializes in the production and delivery of concrete septic tanks and burial vaults. The company is one of the three biggest in its field in the USA, with a total of 165 employees. It has 13 factories and around 20 distribution centers in Upper Central and the northern States around Lake Michigan.

"But we deliver throughout the USA", says Jack Asheman, who heads the business, which has in all 90 trucks and 35 cranes. Its small cranes are used to deliver burial vaults.

"Our oldest Hiab crane dates from 1958 and it is still in daily use".

Five of the company's factories make septic tanks, of which the most popular model is the seven-tonner. The biggest tank, weighing ten tons, proved to be where the big Hiab cranes offered the optimal solution.



"Hiab cranes are as tough as woodpecker lips. That's why we go for them", says Jack Ehrlichman, local manager at the septic tank factory at St. Cloud.



Jack Asheman, boss at Brown-Wilbert Inc., which specializes in burial vaults and septic tanks, says: "I like Hiab cranes. The oldest that we have in daily use dates from 1958".



AUSTRALIA

Nortruss's recipe for the future: "Exceeded expectations"

The lads and lasses at Nortruss Timber Supplies in Brisbane, Australia decided last year to pull away from all the competition. The company delivers, among other things, roof trusses and one of their objectives was to be able to handle one tonne at an outreach of 10 metres, without it impinging too much on the vehicles payload.

The Australian Hiab dealers, BG Crane were among those invited to make an offer. As they were already well acquainted with Nortruss's quality consciousness and ambition to constantly exceed their customers' expectations, they suggested a HIAB XS 166 E-5 HiPro with Valve 91 and Combi-Drive. Meanwhile Nortruss's Managing-Director, Ross Reyner was on a business visit to Sweden. He was invited to visit the Hiab factory in Hudiksvall in order to better acquaint himself with the advanced crane technology on which the XS concept is based. After that, it wasn't difficult to arrive at a decision.

With their XS 166, fitted to a Hino tractor, Nortruss can now achieve their original objective and even reach a further five



Nortruss exceed their customers expectations every day, with the help of their new HIAB XS 166 E-5 HiPro.

metres with a load of 700 kgs. They can now exceed their customers expectations on a daily basis. With the help of Combi-Drive, the operator can also assist in the actual assembly on site. The customers were satisfied and Nortruss are now planning a purchase another identical crane/truck combination.

HiPro for exact assembly

Sani Strehovski's speciality is delivering scaffolding throughout South Australia. He uses his new XS 166 E-5 HiPro both in the distribution and assembly of the scaffolding.

He used to operate an XS 144 E-3 for the same job, but traded up to the 166 HiPro after just 18 months.

"That change of cranes led to a vast improvement in capacity and only an insignificant loss of the vehicle's load capacity," says Sani Strehovski.

The combination of SPACE 5000 and CombiDrive remote control delivers all the precision he needs when it comes to erecting scaffolding.



Sani Strehovski's XS 166 E-5 HiPro is the perfect tool for the distribution and erection of scaffolding.

This new acquisition has also made him one of the first truckers in Australia to use the new HiPro technology. He is thus well prepared for the introduction of new crane regulations in the spring of 2004, which, will bring Australia into line with European standards.



SWEDEN

Precision is vital here. Stefan Karlsson and his HIAB 550 can do a job that would otherwise require four men, wearing protective clothing, to tackle. "The aim..." he says, "...is to replicate the original building as closely as possible and that's why we are trying to save as much re-usable material as possible."

HIAB 550 – Tough but flexible Salvager of Cultural Heritage

Carefully, bit by bit, damaged sections are picked out of the fire ravaged house. It is next door to Varnhem's over 850-year-old monastery church in an historically sensitive environment in southern Sweden. The crane is playing its part to restore the house, the aim being to produce a house that is as true as possible to the original and using as much of the original material as possible.

On the second floor, standing in a middle of a pile of remains, Stefan Carlson is choosing what pieces to lift out with the clamshell bucket on his HIAB 550. The material is tipped into a tractor bucket and driven to a container. The boys from the builders are standing outside, cutting up the bigger pieces so that they fit into the bin. They appreciate Stefan's work, because the alternative would have been four men having to stand among the charred remains and soot and dust – and break the pieces off by hand.


This is a simple job for Stefan. He doesn't even need the jib, he can still reach at an outreach of 24 metres. He has had his HIAB 550 for six years now and is very pleased with it.

"I've only had three stoppages during this period," says Stefan. "Most of them were my fault, but they did the repairs quicker than quick. The thought of changing makes would never enter my mind, I wouldn't dare do it..."

The crane namely provides the muscle in his trucking business and has helped generate a great many assignments.

"I assemble a great many houses and forgings and erect walls. I often use the personnel basket and when customers see how quickly and easily things get done with the help of this crane it leads to more jobs. None of the competition can beat Hiab's precision."

Among Stefan's customers is a balcony manufacturer. Stefan transports the balconies and lifts them into place. "I must have delivered up to 200 such units by now."

Sheds, boats and containers are other items he is used to handling. With a lifting capacity of 15 tonnes close in he can manage most loads. He also has a hydraulic hammer for the crane enabling him to set up road foundations. 





Tarmac Topblock adopts the XS family on a broad front

The UK's leading manufacturer of building blocks, Tarmac Topblock have worked closely with Partek Cagotec Ltd for a good many years now. The Hiab XS 144-2 CL and HIAB 085 Roller rank as the most popular crane models among Tarmac's employees.



The HIAB 102 used to be the standard on the older trucks – platform truck and trailer. They still have 27 such units in operation, but when the XS cranes were introduced, the XS 144-2 CL soon became a favourite. Rear-mounted, this crane can easily handle the truck and trailer's 44 tonne-load.

Tarmac Topblock are part of the Tarmac Holdings group, a giant in the UK in the grit, road and construction materials branch. They have, during the past five years, systematically converted their fleet of vehicles and today 95 per cent of their cranes bear the Hiab name. This strategy has proved to be a profitable one, particularly appreciated by Tarmac's contracted drivers, who run their own vehicles. They obviously all have their own preferences, requirements and opinions regarding their cranes, yet another factor behind the warm welcome afforded to the XS programme.



Tarmac Topblock's trucks are a familiar sight on building sites across the UK. Despite their being owned by the individual drivers, there is a high degree of uniformity. A yellow Hiab crane is one piece of standard equipment.

Partek Cagotec's ability to provide training to new operators, in collaboration with Train a'Lift, has helped further in this respect.

Some 60 Hiab-equipped vehicles form part of Tarmac Topblocks distribution chain.

Tarmac Topblock have recently increasingly opted for radio-controlled cranes. Five of their vehicles are equipped with Hiab's radio control units. This makes for safer and more service-oriented work, as it is an added help to drivers to place the load exactly where the customer wants it.

Asia gets its first XS 800

Kim Soon Lee Heavy Transport in Singapore are, as the name suggests, heavy transport specialists. They are dependent on equipment that can handle tough tasks on a daily basis. Their latest acquisition is a HIAB XS 800.

Kim Soon Lee strive to stay at the forefront of technical developments. They were in fact the first Asian entrepreneurs to import a HIAB XS 700. And now their fleet has been bolstered with another HIAB that is the first of its kind in Asia – an XS 800.

"We appreciate the Hiab cranes' reliability and quality, as well as the great service provided by the local retailer," says the owner of the company.

Another important factor influencing his choice of cranes is Hiab crane's built-in safety – A heavy argument when it comes to heavy lifts.



Asia's first XS 700 has now been joined by another "First in Asia", fellow family member XS 800. Both run by Kim Soon Lee Heavy Transport in Singapore.



A HIAB 175-5 helps build swine facilities

Fred Groenestege Construction specialize in producing turnkey solutions for the breeding of pigs. The company is strategically located in the heart of Ontario's swine industry and has steadily grown into a successful business since it was established in 1978.

A vital aspect of Groenestege Construction's operations is the efficient handling of the building systems. These can include anything from insulated concrete foundation walls and precast concrete pen and room divider walls to plastic coated plywood for ceiling and walls.


The company opted for HIAB cranes right from the start. The latest addition to their fleet is a HIAB 175-5.

Fred Groenestege says they particularly appreciate the versatility of the Hiab cranes. "Our products are both large and



Strength and precision are prerequisites when delivering and lifting building units on the spot at the building sites. "I don't think there is anything out there that is better than HIAB for handling our material on-site," says owner Fred Groenestege.



awkward to handle and we need this versatility, together with the radio control facility, to be able to precisely manoeuvre the units on-site." 

Hard at Work in the Quarries

Georgian Aggregates and Construction Inc. produce quality aggregates for road and building construction. Their new HIAB XS 700 crane is hard at work every day in the pits, moving machines and equipment.


"One big reason we purchased the HIAB XS 700 was so that it enables us to move six 18 metre-long conveyors for our portable plants – at a time," says equipment manager Gene Fortin.

Gene manages the company's equipment matters via its parent company Walker Industries and emphasises..."It's important to have the flexibility to easily move around material handling equipment to suit the production of aggregate in our quarries."



The XS 700 can handle six of these 18 metre-long portable plant conveyors at a time – just one of a variety of the tough day-to-day lifting tasks entrusted to this reliable workhorse.


The XS 700 delivers that flexibility in the toughest of working environments.

"The crane has been reliable and has worked out well. Hiab was the best choice for us." 

Small HIAB big in Malaysian plantations

Small Hiab cranes and new Jet Grabber tools are proving to be a winning combination in the handling of palm olive nuts. Each palm fruit weighs between 25 and 40 kgs and used to be lifted manually onto the transport trucks.

Now, tractors fitted with a small Hiab crane and Jet Grabber are making light – and faster – work of this task. They enable just one man to gather the fruit that has been cut down from the palm trees.

To date, the technology is being implemented mainly in Malaysia, but interest is being shown across much of Asia, as well as Central America. 



A small HIAB and Jet Grabber on a tractor are making light – and faster – work of loading the palm fruits onto the trailer.



Bespoke XS Crane to handle Machines indoors

The XS concept provided Domenico Curcio with precisely the right crane for tricky machine installations in confined spaces. It came in the form of a Hiab XS 166 HiPro with a radically shortened outer boom.



ITALY

Together with his two sons, Domenico Curcio runs one of Italy's most advanced trucking operations. They offer solutions for most needs, very much thanks to their close relationship with Hiab. The company's flagship is a HIAB 700 EP-5 and over the years they have built up quite a collection of cranes for different requirements, including a HIAB 330 with jib and a HIAB 330 S with short outer boom.

Domenico Curcio needed a crane with a really short outer boom to enable them to carry out particularly tricky jobs involving the delivery of machines directly on to factories' shop floors and other confined spaces. The hook should never be any further than four metres from the centre of the crane when fully extended, but with the hydraulic extensions completely retracted.

"We needed this so that we could handle machines inside premises where ceiling height is often restricted," he says, adding "... even with the standard shorter boom, which is 4.46 metres long, you need to raise the inner boom beyond a com-



"Domenico Curcio got exactly what he needed. The extra-short outer boom improves access and facilitates precision work in the tightest of working conditions – qualities he often needs to make full use of in connection with machine deliveries."

fortable limit."

The answer came in the form of a bespoke version of the XS 166 ES-5 HiPro, complete with a specially shortened outer boom, double links and the long hydraulic reach Domenico Curcio needs to be able to offer his clients flexible solutions.

There is no mistaking his satisfaction. "We definitely wanted a HiPro from the new XS series, but adapted to our needs – and we got it!"

As part and package of the deal the company also got a crane that can, without any problem, handle loads placed high at the front of the platform i.e., two standard pallets of bricks.

Fat (Field Artillery tractor) is the name of the Indian army's new tractor unit for its 130 and 155 mm howitzers. With 6WD, powered by a 315 horsepower diesel, fully independent suspension on all wheels, 10 forward gears as well as two reverse gears, it can get around on just about any kind of terrain.



INDIA

FAT is based on an Indian manufactured BEML-TATRA VVN 66 and is mainly used to pull the Indian army's howitzers, carry ammunition on its platform and the cannons ten-man crew. Its maximum speed is 80 kilometres per hour. The air pressure in the six tyres is regulated from the driver's cab, which enables it to be continuously adapted to the ground conditions – lowering the pressure in loose sand and snow for example – and thus help to keep the vehicle mobile. The unique, cylinder shaped chassis has articulated wheel shafts which, together with six wheel-drive – each of the six wheels are independently driven – means that this vehicle can keep moving in just about any kind of terrain.

FAT can operate in up to 1.4 metres of water, climb over 60 centimetre high crags of rock and cross over 90 cm broad ditches.

And if that's not enough, all 50 new FATs are equipped with a remotely controlled HIAB 022 T-3 for, among other things, loading and unloading ammunition palettes.

FAT gets around everywhere



The new Indian army tractor for artillery pieces can handle just about any kind of terrain with its six wheel-drive and advanced suspension. To handle the ammunition they have chosen HIAB 022 T-3s.



TV star at the fair



"Our new HIAB XS 600 E is so fast that the boys on the roof no longer have time for a smoke when we deliver, but the customers appreciate it," says driver Thomas Jägers.

Hiab's stand at the Dach+Wand 2003 Industrial Fair in Hamburg was dominated by Gerhard Spöler's new MAN, fitted with a HIAB XS 600 E-7, which is on its way to becoming a TV celebrity in Germany.

The vehicle is used for the delivery of roofing materials, with the crane being the company's first from Hiab.

Thomas Jägers is the only one in the company allowed to drive it.

"We used to have another make, but choosing the Hiab was a good move," he says.

Having sole responsibility to lift and manoeuvre 800 kilograms of roofing materials at a time up to nine storeys demands a great deal from man and machine.

"This is faster compared with the crane we used to have. And now that I have CombiDrive, I can do the entire job myself," says Thomas.

The only ones who aren't entirely pleased with Spöler's investment are the roofing workers.

"They no longer have time to take their smoking break," says Thomas. "Our delivery is now done in a fraction of the time it used to take!"

But among customers, it has become all the more popular. Fast and safe deliveries spell considerable savings and since they now have direct contact with Thomas in his truck, they know exactly when he will be arriving. The investment has led to a marked increase in orders.


Reliability is another positive factor. Seven men usually make up the team on the roof, so any delays or breakdowns can be very costly. It has to work every day, because this four axle MAN FE 450 and its HIAB XS 600 E-7 HiPro with Jib-4, variable pump and two tonne winch is the company's only crane truck.

"We've had no problems with it at all so far. And apart from this and its speed I also appreciate its precise response," concludes Thomas Jägers. But we couldn't help wondering where this talk about being a TV celebrity comes in?

"Oh, there's a popular programme on German television



The Hiab flag flew highest at Hamburg's building fair. Delivering roofing materials is a speciality of Gerhard Spöler in Heiden and their new HIAB XS 600 E-7 with Jib-4 reaches nine-storeys high.

where viewers can follow a family as they go about building their house – from the planning stage to a complete villa. RTL shot a scene when we were delivering roofing material and that'll be broadcast this autumn." 



Pekka Vartiainen new MD of Partek Cargotec

M.Sc. Pekka Vartiainen has been appointed Managing Director of Partek Cargotec, encompassing Hiab, Multilift and other leading brand names. He was previously Managing Director at ESAB where he was also in charge of the Swedish, Norwegian and Danish divisions.



HIAB

Fermented Baltic Herring and the latest on cranes at Hiab's Customers Day

Almost two hundred guests from around the world assembled in Hudiksvall, where Hiab was founded in 1944, for Hiab's big customer meeting in the middle of June. The focus lay on a presentation of the factory and the manufacturing process.



The programme included a preview of some of this year's new products and attracted a great deal of attention, particularly the HIAB XS 288 and the new HiDuo control system.

Of course, the visitors were also given the opportunity to enjoy themselves in a more recreational context, for example a sauna followed by a dip in one of the tub-like barrels, warmed by log fires burning underneath... Some of the more daring braved the cold waters of the lake. Other informal activities included arm-wrestling with the women's world champion, Sweden's Heidi Andersson, an ABBA show and an aerial balloon trip over Hudiksvall. A few guests also went so far as to sample that exotic Swedish culinary speciality: Fermented Baltic herring.

Hiab's Marketing Communications Manager, Harm-Jan Riksen had reason to be very pleased with the occasion.

"We heard many words of appreciation, both from customers and our own staff. Meeting in relaxed circumstances like these is great for generating dialogue and contacts – both between us and our customers and between the customers themselves."

It goes without saying that there was a lot of branch talk and much comparing of notes. After all, that is the lifeblood of a customer-oriented company.

The arrangement was spread over five days, one for each language group, which facilitated contacts. Many of the guests who had come from further afield also took the opportunity to visit the Multilift factory in Finland after the meeting in Hudiksvall.

This customer's day was something of a dress-rehearsal for Hiab's 60th anniversary in 2004. 