

# Hiability



A MAGAZINE FROM HIAB  
ABOUT ON-ROAD LOAD  
HANDLING | #1.2016

Spotlight on  
Urbanisation:

**THE FUTURE OF  
LOAD HANDLING**

**HiVision™**

**Seeing  
is believing**

Meet Eddie  
Karlsson:

***Trial***  
with no margin for  
***error***

# “Let’s connect to the future”

**W**hen I joined Hiab recently, it felt almost like jumping on a train travelling at 200mph. As a newcomer some things have struck me about the company.

There is excitement here about our opportunity to take a leap in terms of change, and in becoming the leader in intelligent load handling. We have got the products, people and pioneering spirit to make it happen.

Innovation is part of the Hiab DNA. It will pave the way for sustainable solutions that provide productivity, efficiency and safety, such as the game-changing HiVision™ 3D vision control system and the VSL<sup>PLUS</sup> stability system. You will find both at Bauma. Read more about them on page 20 and 24.

Hiab’s future – and that of our entire industry – depends on the trends all around us. Two such trends are urbanisation and connectivity, which is the theme of this first issue of Hiability, our new magazine.

**Another trend** is that sustainability is getting more and more important, and this is an area I see Hiab spearheading.

Successful business is about the people – and cooperation. I have found the Hiab team to be passionate and professional, with a strong will to succeed. This is also true for our dealers, who are an integrated part of our business. Going forward, we will work together with them and our customers to come up with relevant solutions.

Bauma is a great opportunity to connect in a more relaxed way. Let’s meet there to discuss the future.

I also hope that you will enjoy Hiability and find the content inspiring, relevant and useful. Please let us know what you think. Pleasant reading! ▣



**ORIGINALLY FROM ARGENTINA**  
**Name:** Sebastian Pocard **Position:** Senior Vice President Sales and Markets **Age:** 49  
**Family:** Married to Annalie, three children  
**Lives:** in Gloucester, United Kingdom  
**Background:** Originally from Argentina. Prior to Hiab, 20 years with Husqvarna Group at several leading positions. **Free time interests:** Spending time with family and friends!

**Three-word description:** Passionate, optimistic, genuine  
**Go-to energizer song:** Several songs by Rod Stewart that I tend to sing while I shower  
**Motto:** Attitude is everything

Sebastian Pocard  
Senior Vice President,  
Sales and Markets, Hiab



**10** The future of load handling  
While the world’s cities continue to grow, the load-handling industry is facing big challenges.



**08**  
**REIGNING CHAMPION**  
His aim is to win again: meet the reigning world champion in crane driving, Johnny Jensen.



**20**  
**SEEING IS BELIEVING**  
A game-changing innovation, the new HiVision™ 3D vision control system could revolutionize crane operation.



**26**  
**MEET EDDIE KARLSSON**  
He has already won several motorcycle trials riding titles, but there are many more out there to win.



Hiability #1.2016  
Hiability is published by Hiab AB. [www.hiab.com](http://www.hiab.com) **EDITOR IN CHIEF** Lotta Clausen  
**PRODUCTION** Hiab Communications **CONTACT** [hiab.communications@hiab.com](mailto:hiab.communications@hiab.com) **CONTENT AND LAYOUT** Spoon  
**PRINT** Göteborgstryckeriet. Thanks to all contributors, advisers and interviewees! April 2016.



# A third icon joins these landmarks

**Our latest hero shot** comes all the way from the shores Down Under in Sydney, Australia. Two world-renowned landmarks provide a spectacular backdrop for this image. The Sydney Harbour bridge, opened on 19 March 1932, is the world's largest steel arch bridge; while the Sydney Opera House, with its scenic harbour setting, continues to remain an internationally acclaimed architectural icon of the 20th century.

After a day of scouting the beautiful landmarks of Sydney the location was decided. Jason Galea, owner of J&J Freightlines, spent the day with the crew setting up the shot and the results were spectacular. With the world famous Sydney Opera House on the banks of Sydney Harbour in the background and the Harbour bridge to the right, it was the perfect setting for this exciting MOFFETT hero shoot.

## New app to find service points

Hiab's new easy-to-use Service Locator App gives information on your current location and closest service points, as well as their contact information and driving directions. The app works both online and offline, and includes service points for all Hiab product brands.



Scan the code to get to download site.



## Hiab ProCare™ keeps the customers' business running



The new Hiab ProCare™ service agreements take customer service to the next level. There are two levels that both old and new Hiab customers can choose from: Hiab ProCare™ Inspection and Hiab ProCare™ Essentials. "An increasing number of our customers are looking for not only equipment, but for solutions including products and services. We developed Hiab ProCare™ to meet these needs better. We built the products, and our service network knows the best how to service them to secure their original performance," tells Maria Lindroos, Product Manager, Service Agreements. ▣

## Heavy loads require rock steady tunes

**Good music** is vital on the road – it helps to focus and maintain a positive mindset and good energy, to name but a few benefits. We asked the experts – our Facebook followers and Hiab team mates, many of whom spend several days a week on the road – to reveal their favourite tunes. Here are the songs they recommended: ▣



### Award winner

## Your expert partner!

Hiab has become the first company in its industry to be awarded Mercedes Benz's Unimog Expert Partner in accordance with a demanding test and selection procedure by Mercedes Benz Special Trucks. Only 16 partners so far have been awarded with this honour, which means that they have met the special requirements for sales, service, quality and technology. Hiab was awarded the certificate at Demopark 2015 trade fair in Eisenach, Germany. ▣



- Back in black .....ACDC
- Gimme all your lovin..... ZZ Top
- Simply the best ..... Tina Turner
- Heaven's on fire .....KISS
- We will rock you..... Queen
- The boys are back in town..... Thin Lizzy
- Livin' on a prayer ..... Bon Jovi
- Don't stop believing ..... Journey
- Sweet home Alabama ... Lynyrd Skynyrd
- Smooth operator ..... Sade
- Here I go again..... Whitesnake
- Wind of change ..... Scorpions
- Jump..... Van Halen
- Janie's got a gun..... Aerosmith

Listen to the playlist on Spotify




# Supporting a better future for Tanzanian wildlife

Tanzania has one of the biggest elephant populations in Africa. However, its government revealed recently that the population has fallen by an alarming 60 percent in the past five years.

Luckily, WWF sees several good initiatives right now in Tanzania. For example, well-trained and equipped park rangers have been posted in conservation parks and parks to protect the elephants. Also, in the Ruaha area, which has the largest elephant population today, WWF has established a special unit which can effectively combat the criminal networks that control poaching.



Hiab is proud to support the efforts of WWF by making a yearly donation. Also you can support WWF's work by visiting its website or by purchasing a special

toy elephant from Hiab's Club Shop. 

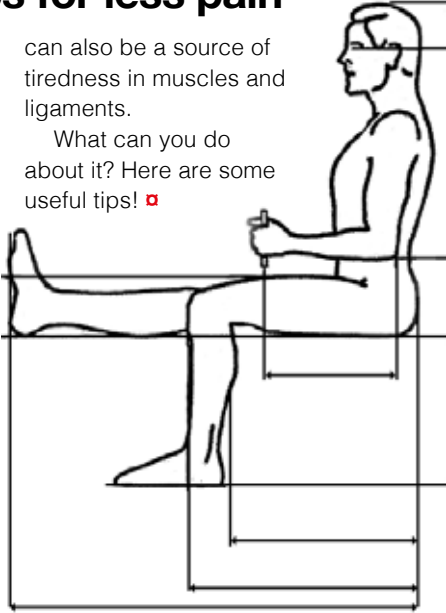
Scan the code to get to Hiab's web shop.

## We've got your back! 5 tips for less pain

Work can often be repetitive, which can result in back and shoulder pain. The lower back in particular takes a beating if you spend

your day sitting down. Hands and arms are also subject to strain if you are using levers several hours a day. Too much vibration inside the cabin

can also be a source of tiredness in muscles and ligaments.

What can you do about it? Here are some useful tips! 

**1. TAKE A FIVE-MINUTE BREAK** every hour, just to stretch your legs. Take a walk around the machine, and see it as an opportunity to check that all your equipment is in order.

**2. WAVE YOUR ARMS** slowly every five or ten minutes – it helps loosen up your joints and get synovial fluid flowing.

**3. MAKE SURE YOUR SEAT OR CHAIR HAS ARMRESTS**, and check they are in the right position.

**4. SITTING ON A SOFT ERGONOMIC PILLOW** can sometimes do miracles. Or put it behind your lower back. Experiment!

**5. IN YOUR SPARE TIME, EXERCISING** with a rowing machine is highly recommended. It gives your shoulders, arms and back – in fact your whole body – a real workout.

SOURCE: HENRIK ANDERSSON, MASSAGE THERAPIST

## CILT Safety Award

### “New fleet is the envy of the industry”

Marshalls, UK's leading supplier of hard landscaping products, has won the Chartered Institute of Transport and Logistics' prestigious Safety Award for 2015. Marshalls faces daily safety challenges as it delivers the company's products to building sites, homes, and builders merchants' yards.

Marshalls, Hiab, and SDC Trailers worked together to design a modern delivery fleet that incorporated the very best equipment available, with the specific requirement that the safety of the operator, customers, and other road users – especially vulnerable ones such as pedestrians and cyclists – was to be a top priority.

“The new vehicle designs have led to a significant reduction in accidents and injuries to both our own employees and

other people,” said Guy Ripley, Regional Logistics and Fleet Manager at Marshalls. “Our entire fleet is now designed to the new high-level specification, making it the envy of the industry, and giving us an ever-improving accident record in an increasingly demanding work environment.” 

## iLoad – exploring the next generation load handling


In 2013, Hiab started research cooperation project iLoad together with two Polish university partners. The focus has been in developing the control systems for the future of load handling, as well as exploring new materials and joining techniques.

“This project was about finding a completely new way to our existing products and techniques,” says Rafal Sornek, Hiab's Vice President for Technology and Quality Development. “We are happy to announce that as a result of the project we have introduced Model Based Design into our control system development and have

explored a new approach to lightweight design.

“The iLoad project produced significant advantages, particularly when compared to the more traditional method of outsourcing the ‘innovation race’,” he continues.

In 2016, Hiab will launch the first new products developed using Model Based Design. “We also continue the research on lightweight

structures, moving from laboratory testing into field tests of the first components. The great results shown in the research project pose our organisation a new challenge, because they require a completely new approach to the design of structures. But as a technology leader, we gladly accept this challenge,” Sornek concludes. 



Rafal Sornek

## Meet World Crane Champion, Johnny Jensen

# “The skills come from within”

**N**o two days are the same for Johnny Jensen. One day he is all alone, collecting gravel; the next he is surrounded by people, receiving an award for being World Champion in crane driving.

That is the best thing about his job, he says – the constant variety: meeting customers, being able to work with big machines, seeing new sites, towns, streets. And not least – being out in the open air.

**The first ever** World Crane Championship (WCC) was held in Birmingham, UK in April 2015. Competitors from 12 countries participated. Although Johnny Jensen dropped one of his shoes (actually a slipper!) in the final, he clobbered the competition. He succeeded in manoeuvring around the obstacle course in a winning time of just 2 minutes and 18 seconds, at the controls of a HIAB X-HiPro 192.

“I had a feeling I would win,” he says when we meet him in a gravel pit, with its moonscape-like scenery, some 50 kilometres north of Copenhagen. “The only hard thing was avoiding pulling down the beams. It was a great experience, and loads of fun. I would really like to win again.”

**Today he is working all by himself**, collecting stones for a construction site a few kilometres away. For this, he has his large, almost azure-blue three-year-old Scania R560 Triple Bogie, as his companion. Perhaps the airbrushed Betty Boo

gives him an extra push, looking down from the cabin. The stones Johnny Jensen gathers with his HIAB 244 HiPro on top, are sofa sized – nothing like the small objects he was dealing with during the competition.

So how do you get to be as good as Johnny? Is the secret lots of training, or experience, or something else?

None of the above, he says.

“You have got to have it in you. Of course a lot of training can make you a better crane driver, but I think it comes from inside.”

**Johnny has been driving cranes** for a remarkable 22 years – or since he was just 20 years of age. “I was so fond of driving trucks – that’s why I got in to this,” he says. “There is really no other explanation. The truck and crane-driving skills do not run in the family. I am the only one.”

Johnny met his wife at a motor show for old American cars in Denmark. “That is what got us together – our common interest in cars,” he says. Today they live together with their two-year-old son in a house in the small town of Gilleleje, located on the northern coast of the Danish island of Sjælland.

The next WCC will be held at the IAA Commercial Vehicles Show in Hannover in September. It is Johnny’s greatest ambition to win again. But this time he will not wear slippers, he says with a laugh. “I will have real shoes – I won’t be taking any risks this time.”



### Johnny Jensen

- **Age:** 42
- **Family:** Wife and two-year-old son.
- **Lives:** In Gilleleje, a small coastal town north of Copenhagen
- **Works:** As a truck

and crane driver for a company named Benny Rasmussen and Sons.

- **Known as:** World Champion in crane driving

## Have you got what it takes?

A prize worth EUR 25,000 can be yours! This year, the competition is even bigger. We have added new countries to the qualifications, and are visiting in total seventeen countries with our special WCC truck. The exciting final will take place in September at the IAA Exhibition in Hannover, Germany. This is your chance to participate in a worldwide competition and take a shot at winning finals; honour and glory and EUR 25,000!

Scan the code to get to the registration for WCC 2016



# KEEPING EVERYDAY LIFE MOVING

— *in a growing world*

As megatrends such as urbanisation gather speed, the load handling industry faces new challenges. But you still need to get your bread for breakfast.



“The electric truck-mounted forklift is one of the fundamental technologies that enables huge amounts of loading without disturbance.

GLORIA ELLIOTT, CHIEF EXECUTIVE OF NAS

**T**oast pops out of the toaster. It's finally the weekend. You sit by your new dining table, which you assembled yesterday after getting the pieces delivered by the furniture company. There is still time to read the morning paper before you head out for some badminton at the new sports centre that is celebrating its opening weekend. It's a smooth Saturday.

The bread you are biting travelled quite a way before arriving at the breakfast table. It started out in a wheat field, made its way via a mill, a bakery and a warehouse to the small convenience store down the block, where you bought it. Your new table made it from the designer's drawings and the sourcing of renewable and sustainable wood via a complex logistics network to finally being delivered as the flat package that arrived at your doorstep.

For each link of the chain a lot of software, hardware and man-hours make sure that the right stuff ends up at the right place at the right time.

In each case, the delivery happens when it is needed: every piece flows smoothly to the delivery to happen like you want it to. However, these dense logistics networks are getting more complex by the day.

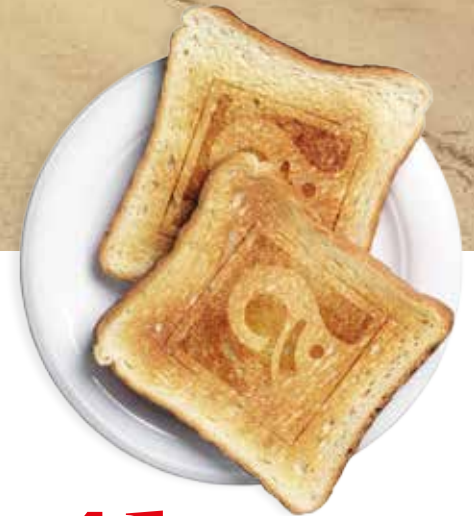
**Have you noticed anything new** about your hometown? You can't avoid it if you live in an Asian boomtown, but even in Europe and the US cities are transforming. According to UN-Habitat, the United Nation's programme working towards a better urban future, six out of ten people in the world will live in urban areas by 2030. It is estimated that 90 percent of it is taking place in Asia and Africa and that the number of so-called

megacities, with more than 10 million each, will have passed 40 in 2030. Tokyo is likely to remain at the top of the ladder with 37 million inhabitants in the metropolitan area. That is more than Canada's total population in 2016.

Sounds like a lot of construction materials to deliver to sites. And a lot of waste to be moved out of cities. A lot of load to handle.

**Cities become more crowded**, but how does this impact the quality of urban life? The people living in and moving to cities expect to enjoy at least the same level of convenience and comfort as before. Actually, in their opinions, traffic could always be smoother, shops open longer, and the quality of air better. Buying toast, eating out, getting tables delivered and going to the gym should be possible 24/7.

One visible side-effect of urbanisation is the →



41

The projected number of megacities by 2030.

60%

of the land that will be urban by 2030 has not been built yet. Also the share of the world population living in urban areas by 2030.

2.5 billion

The estimated increase in the urban population by 2050.

6 billion

The total global population in urban areas in 2045.

SOURCE: UNITED NATIONS

increase of small convenience stores with longer opening times. This means more frequent deliveries, which means a greater need for smart solutions.

And all this progress should not compromise quality of life. So more deliveries cannot mean more traffic jams and more trucks causing safety hazards all day. One option is to increase deliveries at night. But what about the noise – even in the city that never sleeps, people need to sleep.

**Silence is golden when timed right.** The Noise Abatement Society (NAS) is focused on urban sound levels. They promote making night-time deliveries silent. “Delivery culture is very noisy. Training staff is paramount to achieve silent deliveries at night, so that things aren’t slammed or thrown on the ground. Sound travels further at night,” explains Gloria Elliott, Chief Executive of NAS. Key to getting residents behind changes like this is to involve them. The people benefit from stuff being available when they want it, but are afraid that their interests are overlooked.

“We all have a responsibility in the urban situation,” Elliott points out. “People want to be

a part of making a positive difference.” In other words, it is in everyone’s interest to develop cities and improve the quality of urban life in the face of new challenges.

New, silent equipment is making night-time deliveries possible. With MOFFETT’s electric truck-mounted forklift or the HIAB ePTO crane, moving to a genuinely 24/7 society is a reality. “You can deliver beautifully quietly with this kind of technology, and the electric truck-mounted forklift is one of the fundamental technologies that enables huge amounts of loading without disturbance. It’s a no-brainer compared to the old method of lifting,” Elliott says.

### ***Did you know that...***

- ... today, nearly half of the 3.9 billion people living in urban areas live in cities with populations less than 500,000 people.
- ... most of the fastest-growing cities globally are these kinds of smaller urban settlements.
- ... One in eight people live in the 28 global megacities with 10 million or more people.

SOURCE: UNITED NATIONS

Silence isn’t the only benefit of these solutions. Delivery trucks will consume less fuel at night, because they waste less time in stop-start traffic. The people delivering and receiving the goods will be less stressed out, improving health and safety. New solutions to maintain quality of life despite urbanisation further the case for wellbeing and sustainability.

**So here you are on a calm Saturday** morning still eating your piece of toast. This scene could take place just as well in 2016 or 2020. You’ve slept well thanks to the electric MOFFETT that delivered groceries outside your window last night. If you are in the business of delivering or lifting, you will be well aware that in 2020 the silent truck-mounted forklift is just one part of load management.

In 2016 you didn’t always even know where and when your crane was being used. The increased need for load handling meant that you had to make moves to be more efficient. By 2020 connectivity has changed your everyday business. Now you have real-time information on your cranes’ moves. You,

the crane-owner or fleet manager, get things done more efficiently and more precisely than before. The transition felt natural, because by the time you got your cranes connected, you were already using digital tools to remote control your home’s security and air-conditioning, while checking out where your kids are hanging out in the afternoon.

Digitalisation has also made servicing your equipment more efficient by 2020. Now you worry much less about downtime – and frankly, with the way the equipment is used now you can afford it even less. The cranes communicate directly about their needs, and spare parts are usually delivered before any glitches. All these developments are also more sustainable solutions.

Load handling is transforming and its full potential is being unlocked. So that despite more crowded cities, everyday life keeps moving.

The toast may arrive on your table different routes than before in 2020. The city you live in may have gone from 700,000 inhabitants to a million. But you’ll eat your breakfast in the same way as in 2016, and go play badminton at a sports centre as ever. It’s urban living just the way you like it. ▣ →



“Our target is that all of our products are connected and able to communicate with other systems and devices by 2018.”

ROLAND SUNDÉN PRESIDENT, HIAB

## “All products connected by 2018”

Driven by urbanisation and digitalisation, the major forces affecting load handling industry, Hiab has just taken the first steps towards smart, connected products. President Roland Sundén explains Hiab's stance on the future of load handling.

### How will urbanisation affect the load handling industry?

Urbanisation will inevitably make cities more crowded, meaning that our customers have more loads to manage in less time and in tighter spaces. To ensure our customers get their job done, our role as the pioneer is more relevant today than ever since we created the industry: we are committed to keep on developing new solutions that unlock the full potential of load handling.

### How can digitisation help?

Taking advantage of the digital opportunities will give our customers the tools to manage the increased complexity of load handling. They will be able to operate more efficiently in a 24/7 society. Connectivity, for example, will provide owners and operators with information and knowledge on how they use the equipment. However,



Roland Sundén



### Facts: MOFFETT E4

- Electric truck-mounted forklift powered by lithium-ion batteries
- No emissions
- No noise at all – silent operation
- Designed for applications such as urban distribution in locations where access is restricted and low noise is paramount

connectivity is not a value itself – we are taking advantage of it to bring more value to our customers with products that are more safe, efficient and easy to use.

Our target is that all of our products are connected and able to communicate with other systems and devices by 2018. This is a demanding task that requires a completely new way of thinking about products and services – but as a pioneer of our industry, we gladly accept this challenge. ▣

## Environmental benefits appeal to customers

The ePTO project started in February 2014 as a collaboration between Volvo Trucks and Hiab.

“ePTO has been very well received by customers. The customers who have shown the greatest interest in the product are those involved with public procurement (i.e. municipalities and government) and those with a distinct environmental profile,” says Björn Pettersson, Regional Manager

for Volvo Trucks Market Sweden.

The ePTO's energy consumption has proved in several trials to be



Björn Pettersson

72 percent lower in electric mode compared to diesel operation. Taking into account diesel prices, savings could be as high as USD 300 per month. ▣

**72%**  
lower  
consumption  
in electric  
mode for  
**ePTO**



### Facts: ePTO

- Short for electric power take off.
- Runs with electric plug-in technology.
- A full charge of 40kWh is enough for a full day's normal operation.
- Charges overnight, but can be charged up to 80 percent in just 50 minutes.
- In collection of recyclable materials, for example, the diesel engine can be switched off for two hours of an eight-hour shift.
- Silent and emission-free crane work shifts.
- Demands 70 percent less energy consumption compared to a conventional truck-mounted crane.





**LOAD STABILITY SYSTEM (LSS)**

• LSS automatically compensates for unintentionally excessive and abrupt vertical load movement. This makes the crane operation smoother and thus faster and helps protect the cargo, the vehicle and the work environment in the vicinity of the crane against potential damage.

**NEW FEATURE**

**EASY FOLDING JIB AND HOIST**

• Fold your crane, jib and hoist without having to remove pulleys and hoist rope. An integrated pulley system saves valuable time when setting up the crane and stowing it away.

**NEW FEATURE**

**JIB DUAL CAPACITY (JDC)**

• The JDC function optimises jib performance by providing a capacity boost when the outermost extension of the second boom is retracted.

**VARIABLE STABILITY LIMIT + (VSL<sup>PLUS</sup>)**

• VSL<sup>PLUS</sup> is a safety system that automatically regulates crane capacity in relation to actual stability by sensing the position of each stabiliser leg and whether there is a load on the truck.

**NEW FEATURE**

# Safe, smooth, and supersized

...and if that is not enough, let's add fast to the list of features. The HIAB X-HiPro 1058 enables better performance, easier and faster mounting and installation, and increased durability and ease of use. With the jib this crane gets the work

done, no matter how awkward or high-up the location. Its massive capacity of 86 metric tonnes and horizontal outreach of up to 35 meters with a jib, and vertically up to 37 meters, creates possibilities for heavy lifting at very long ranges. This is one of the powerful

cranes in the 1058-series. A configuration with eight extensions gives an outreach of 19.7 metres and a lifting capacity of 803 kNm. Fitted with a JIB150X-6 with extra-long support the outreach is expanded to just under 35 metres. ▣

HIAB X-HiPro 1058 in figures	EP-6	E-10	E-8 +JIB 150X-6
Max. lifting capacity (kNm).....	825.....	794.....	803.....
Outreach, hydraulic extensions (m).....	16.4.....	24.0.....	19.7.....
Outreach with jib.....	-.....	-.....	31.8.....
Outreach with jib, with manual extension (m).....	-.....	-.....	33.3.....
Outreach with jib, extra long support out (m).....	-.....	-.....	33.3.....
Outreach with jib, extra long support out, manual ext. (m).....	-.....	-.....	34.8.....
Slewing angle:.....	Endless.....	Endless.....	.....
Weight "standard" crane, without stabilisers:.....	7,119.....	8,224.....	7,833.....
Weight Stabiliser equipment 9 m span (kg).....	1,192-1,319.....	1,192-1,319.....	119-1,319.....
Height in folded position without/with jib (mm).....	2,589.....	2,602.....	2,507-2,734.....
Width in folded position without/with jib (mm).....	2,538.....	2,538.....	2,538-2,550.....
Installation space needed (incl. rotation space) without/with jib.....	1,813.....	1,913.....	1,923-1,935.....



The system comprises several cameras to give the operator a life-like experience.

# SEEING IS BELIEVING

— *the man who came in from the cold*



Showcasing HiVision™ in a first test and pilot environment.

The HiVision™ 3D vision control system is a true game-changer, moving crane operation to the safety and comfort of the truck cabin. In the long-term, it might even be possible to remote-control several trucks at once, distant from the working site.

**A**fter a 50-kilometres drive through a thick forest, the road fenced in by snow-clad spruces, you arrive at today's work site. It's freezing cold under the leaden northern sky, the logs waiting to be loaded stacked high on the ground.

After a cup of thermos coffee and a sandwich you are ready to get down to business. The good thing is, you don't have to leave the warmth and comfort of the truck cabin. Instead of heading out in the cold to climb the ladder up to the crane cabin, you put on your virtual reality goggles, grab the joysticks and start loading.

Science fiction? Wishful thinking? "Not at all," says Rafal Sornek, Vice President, Hiab Technology and Quality Development. "Based



Rafal Sornek

on the recent advancements in virtual reality goggles, cameras, and connectivity we've developed a system with cameras on top of the forestry crane, which enables you to see the working area and operate the crane remotely using VR goggles – the HiVision™ 3D control system, which is unique in the industry."

Development got off the ground in June 2015, involving an image-processing company focusing on getting a latency-free signal from the cameras to the goggles.

At the first test the development team was impressed. Green-lighted, the project



Hiab's HiVision™ 3D control system will potentially fundamentally change the day-to-day business of load handling, bringing the operator into the comfort and safety of the truck cabin.

continued, now including a company working on the camera housing design as well as Hiab's R&D teams in Poland and in Sweden.

Safety was a major concern. "In a traditional crane, the operator needs a 240-degree field of view to see that no one approaches the crane from the side," Sornek says. "That's why we decided on four cameras."

**When the HiVision™ operator** turns his head the goggle image switches from two forward-looking cameras to two looking sideways. This provides a very realistic view, without moving parts on top of the crane. The cameras are fixed in a relatively small box placed where the operator's head would normally be.

## Main benefits

- Safe and comfortable work situation
- A lighter crane solution allows for increased payload

The decisive test came when professional crane operators were invited to test-operate a crane outfitted with HiVision™. Sornek remembers it fondly: "There was this very sceptical guy who said, 'No way, you need to be in the crane cabin or top seat, you need to feel the crane operating'. Then he put the goggles on, got into the truck cabin to operate – and we couldn't get him out. The general operator verdict was that it would work."

The HiVision™ system will be a main Hiab attraction at Bauma 2016. While this is not yet the production-ready version, it will be quite advanced.

"We will create a space where visitors can test-operate a crane simulator with HiVision™," Sornek says. "It will be extremely interesting to get feedback from the end-users. I want to work closely with them, because they usually help us to discover opportunities that we would not think of ourselves. Hiab is embracing a business model where we cooperate with customers, dealers and other stakeholders to develop new products."

Hiab's short-term reason for introducing the

**"I'm a strong believer that we soon will have driverless trucks, and it makes no sense to have crane operators on them waiting to get to the site."**

**RAFAL SORNEK** VICE PRESIDENT, HIAB TECHNOLOGY AND QUALITY DEVELOPMENT

HiVision™ system was operator safety and comfort, but Sornek has a clear long-term vision. "In the future the operator doesn't even have to be in the truck, but operates remotely from a distance, saving costs. I'm a strong believer that we rather soon will have driverless trucks on the roads, and it makes no sense to have crane operators sitting on these

waiting passively to get to the site. One person could even operate several trucks remotely."

It also opens up the job market to more people. You don't necessarily need a truck-driving license, and it could be a perfect job for disabled people.

**Another driver for remote crane** operation is ever-stringent safety regulations. Sornek says that 3D systems such as HiVision™ might even become compulsory and replace unprotected top seats. "We want to be the safety forerunner in our industry," he says, "complying with regulations even before they become the actual law."

The HiVision™ system is also closely related to other digital projects. Digitally seeing and recording what you are handling opens up the possibility to reuse and process information in various ways, such as providing evidence of careful handling or controlling where you dropped the load. "I think that there are huge business opportunities, also outside of the forestry crane business," Sornek says. ■



Test driver Henrik Strömbäck (right) says he is impressed by the system. Here together with Hans Lyngbäck, Hiab's Project Manager for Application & Tools.

## "It was a cool feeling"

**Hiab's HiVision™ 3D control system** has what it takes to be a true game-changer. To safeguard its operation before launch the system is now going through rigorous testing. Hiability caught up with two test drivers to get some inside information.

Henrik Strömbäck has 20 years experience from timber hauling. What was his first impression? "It exceeded my expectations. For sure, it's very different compared to the traditional way," he says. "Still, there's no need to relearn how you work. You can rely on the experience and skills that you've built up."

Taking part in a pilot test that ran over two days, Stefan Lindholm got to know the system in its natural element – the forest. "I loaded and unloaded a complete lorryload," he says, "and it was cool feeling to be able to do that from inside the truck cabin."

"You could see everything that you usually

can from a crane cabin," he continues. "You just had to turn your head and the cameras would adjust. There is a menu inside the goggles that lets you choose and adjust various parameters, such as the crane and the stabiliser legs. You can also personalise the operation by choosing various user profiles."

Both drivers agree that it is a huge benefit not having to climb out in the cold. Strömbäck says: "You've got everything close by and you can start loading immediately when you arrive at the work site." ■



Stefan Lindholm had the opportunity to testdrive the system in the forest.

# Don't be caught off balance

By calculating the total weight of the crane vehicle, Hiab's VSL<sup>PLUS</sup> stability feature optimises lifting capacity with maintained safety, even in cramped spaces or in front of the truck.

**T**urning up at a site just to find it too cramped to fully extend the crane vehicle stabiliser legs to get optimal capacity and safety is an unwelcome surprise for crane operators.

The assignment may prove time-consuming and hard to carry out efficiently – or even at all. Either way, it is bad for business. Now Hiab's VSL<sup>PLUS</sup> stability feature puts an end to this challenge.

In the late 2000s, the European Union took action against incidents where crane vehicles

overturned and put the operator, bystanders, nearby buildings and the vehicle itself in harms way. The European Union Machinery Directive 2006/42/EC makes it mandatory for crane manufacturers to install a system that supervises the stability on the entire crane vehicle.

Hiab's solution, the VSL (Variable Stability Logic) safety feature, monitors the position of and pressure on each stabiliser leg. It automatically regulates crane capacity in relation to actual stability during operation and shuts the crane down if it enters the danger zone.

Going one step further, Hiab has launched VSL<sup>PLUS</sup>, which is the perfect add-on for the HIAB X-HiPro heavy crane range.

"VSL<sup>PLUS</sup> maintains the same high safety level as the original VSL, but improves the lifting capacity," says Lennart Andersson, System Manager, Crane Controls, Hiab. "The feature takes advantage of the total weight of the crane vehicle. The heavier the entire truck, the better the counterweight, which makes it possible to optimise the lifting capacity, even when the stabiliser legs aren't fully extended."

VSL<sup>PLUS</sup> shines when working in confined areas, where a traditional crane can't work safely at its full lifting potential. Another example is lifting in front of the truck; usually a critical operation.

Andersson says that, "With VSL<sup>PLUS</sup> and extra load on the cargo bed, or in the load hook working close to the truck, you can carry out tricky assignments, such as in narrow city streets. It simply opens up for more business for our customers." ▣



Lennart Andersson

## "Better return on investment"

Sjöströms Åkeri in Hudiksvall, Sweden, has already put the VSL<sup>PLUS</sup> feature to good use. "Working on a bridge," Managing Director Lars Sjöström says, "we could still carry out the job with satisfactory safety and capacity."

VSL<sup>PLUS</sup> also lets you counterbalance any reduction in lifting capacity as you unload. "For example," he says, "if you're moving tiles up onto a roof you can maintain optimal lifting capacity throughout the operation if you unload in the right order."

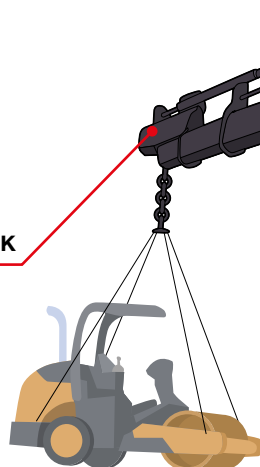
The bottom line, Sjöström says, is that, "you can utilise the crane better and get more work, improving the return on investment."

Another company that welcomed VSL<sup>PLUS</sup> from the start is Transgruas J. Salavedra in Girona, Spain – a versatile company, working in construction, industry and transport.

"We use VSL<sup>PLUS</sup> in narrow spaces, where you can't make full use of the stabiliser legs," says Managing Director Josep Salavedra Ciurana. "This enhances our working capacity and provides extra safety. Now we work with better security, information and trust." ▣

### IN FRONT OF THE TRUCK

• Detecting the vehicle's total weight and moment on each stabiliser leg, VSL<sup>PLUS</sup> makes it possible to carry out tricky operations.



### STABILISER LEGS

• Sensors in leg and extensions send information to the intelligent safety system SPACE for stability calculations for every position.

### TRUCK BED LOAD

• The heavier the load on the vehicle, the more stable it will be, even with stabiliser legs not fully extended.



**Eddie Karlsson**

**Profession:** Trials-rider  
**Lives:** Fjärås, (about 50 kilometres south of Gothenburg) Sweden  
**Age:** 21 **Bike:** Factory rider for Montesa Factory, Barcelona, Spain. Montesa Factory is owned by Honda, Japan **Website:** eddiekarlssontrial.com

# “My goal is to become number 1”

At the age of just three, **Eddie Karlsson** swept downhill on a bike without stabilisers. Today he is one of the best motorcycle trial riders in the world. The road ahead is full of training and competitions, and there is no time for partying – just yet.

**I**t's an ordinary day at work for Eddie Karlsson. In his case that means training for several hours, both indoors and outdoors. When we meet him he is right in the middle of some trial tricks, jumping up with his motorbike, a Montesa 300 RR, on massive boulders. He passes by the photographer, lying on the ground, with just a few centimetres to spare. Being the reigning Swedish X-trials champion, these are easy tricks for him.

Eddie Karlsson, now aged 21, has been riding bikes of all sizes for as long as he can remember. It all started out when he visited his father at weekends. His father was the proud owner of a scrapyard, and as a child Eddie had great fun riding between the piles of discarded metal goods.

"The junkyard has always been my second home. The interest in motorsport started growing there and then. This place is a part of my childhood," he says.

A few years later he got his first motocross bike.

He rode up the hill and then his father told him to turn off the engine.

"I rolled downhill. My dad said I had to learn a bit more before I started to go fast."

His father has been a great source of inspiration, Eddie stresses.

**"I got hooked on motorcycles** because of my father's interests. He has always been kind of a daredevil and he has also tested trials. He thought I should try it because it's a bit quieter and provides a good foundation to start from, before heading to other motorsports."

Motorcycle trials is not a speed sport. "It's a lot more about constant decision-making, knowing the exact position of the motorcycle while getting over different obstacles. It's a sport that is all in your head, really."

For the uninitiated, trials riding may seem a bit odd. Like parkour for motorbikes, you could say. In order to get maximum grip the tires are underinflated.

**What then is the secret to becoming a great trials rider?**

His answer comes quickly.

"To become a good trials rider you need to have a good sense for the motorcycle and of course, a strong mind. I would say that the mental part counts for almost 50 percent. Competition and training require a lot of concentration. If you don't have it, things can go very wrong."

**Daily training is necessary** to reach the top, and Eddie's schedule is tough.

"During the training season I ride for three to four hours a day, and do one to two hours of physical exercise per day, five days a week."

When it comes to mental training, he mostly figured it out for himself, he says.

"It comes naturally from doing a lot of competitions and building up a routine. Of course, I've had help from different people, and I try to pick the best from their advice."

His path to the elite level has been smooth, to

say the least. Eddie Karlsson is a multiple Swedish champion and now has a contract with the Honda Montesa team, based in Spain. Having won the outdoor European title in 2013, his aim is to become world number-one.

Because of his involvement with the Honda Montesa team he spends a lot of his time in Barcelona.

"Especially during the winter season, I try to stay in Spain since the factory is located there and the best drivers live there. It's great to be able to ride and live like they do."

**But being young and fully devoted** to his sport also has its side effects. There is not really time for nightlife, partying or going backpacking around the world at the moment.

"I have never drunk alcohol," he says. "I want to be fully focused on trials. There is not much time for parties and that kind of stuff. Actually I am not very interested in it either. It's like the saying: 'What you don't know can't hurt you'." ▣



Eddie Karlsson has been sponsored by Hiab since autumn 2015. "Hiab has the same goal as me – to become the number one in the world at what we do".

**“It's a sport that is all in your head”**



This year Eddie was the proud winner the Swedish championship in trial. "I was so happy about it".

"My first memory of pedal bikes was when I was 3 years old. My dad turned up the stabilisers so that I was forced to cycle normally. A bit later I got my first motocross and I had to ride up the hills and turn off the engine and then roll back down. I had to turn it off because I should learn before I really start to go fast."




*Eddie Karlsson's international titles*

- FIM World Trial Championship Outdoor: 10th place 2015, 14th place, 2012, 2013, 2014.
- FIM X-Trial World Championship Indoor: 7th 2015.
- European Trial Championship Outdoor: Gold 2013.
- Nordic Outdoor Trials Championship: Gold 2013 – 2014 – 2015.
- Representing Sweden in FIM Trial des Nations 2011, 2012, 2013, 2014, 2015.

## Share your uplifting life

We love to see what you and your Hiab equipment have been up to – whether it be a challenging work task or a relaxing day at the beach. Whenever you think of us, take a snap and post it to Facebook, Instagram or Twitter using #HiabMoment. We regularly comment, repost and reward the pictures.

And make sure you follow us on Facebook, Instagram, Twitter, LinkedIn and YouTube – you will be the first to know about the exciting launches and to get a chance to see behind the scenes. We are @hiabglobal 📷

PHOTO: ANDREAS UNDEN



PHOTO: DANIEL BRICE

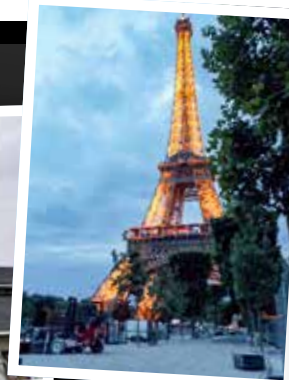


PHOTO: MAGNUS PETTERSSON



PHOTO: SARI VALKONEN

### FIND US HERE



[www.facebook.com/Hiabglobal](http://www.facebook.com/Hiabglobal)



[www.twitter.com/Hiabglobal](http://www.twitter.com/Hiabglobal)



[www.instagram.com/Hiabglobal](http://www.instagram.com/Hiabglobal)



[www.youtube.com/Hiabglobal](http://www.youtube.com/Hiabglobal)

PHOTO: ANDREAS SJÖSTEDT



PHOTO: GLEN FEASEY



PHOTO: TOBIAS CORNELIUSSON



PHOTO: JEZUZ FLOREZ



PHOTO: ANSSI NIEMINEN



PHOTO: JUSSI KATAJAINEN



FOTO: @TANGYZIZZLIN/INSTAGRAM



PHOTO: FERNANDO VIDAL



PHOTO: JENS NAUJOK



PHOTO: TIMO KOLJONEN



PHOTO: FERNANDO VIDAL

# This is Hiab

The Hiab family consists of eight different brands with a very wide range of features. No matter if you are lifting 150 kg or 25 tonnes, the right product is in the family.

## Apart of Cargotec

Cargotec is a leading provider of cargo and load handling solutions. The company operates in more than 100 countries and has production sites in 13 countries. Cargotec's business areas include Hiab, Kalmar and MacGregor who are recognised leaders in cargo and load handling solutions around the world. Cargotec employs approximately 11,000 people globally.



### CRANES

- HIAB
- LOGLIFT
- JONSERED



### SERVICES

- Sales, service and distribution network with in more than 100 countries



### DEMOUNTABLES

- MULTILIFT



### TRUCK-MOUNTED FORKLIFTS

- MOFFETT










### TAIL LIFTS

- DEL
- WALTCO
- ZEPRO

**Did you know?**

The name Hiab comes from the abbreviation of Hydrauliska Industri AB and should be pronounced 'high up'.

## Eight brands to cover customer needs globally

 <b>HIAB</b>	 <b>JONSERED</b>	 <b>LOGLIFT</b>	 <b>MOFFETT</b>	 <b>MULTILIFT</b>	 <b>DEL</b>	 <b>WALTCO</b>	 <b>ZEPRO</b>
<ul style="list-style-type: none"><li>• founded by Eric Sundin in 1944 (Sweden)</li><li>• joined the group in 1985</li><li>• main product: loader cranes</li><li>• key customer applications: delivery of building materials, industrial products, digging</li></ul>	<ul style="list-style-type: none"><li>• founded by William Gibsons in 1833 (Sweden) – first forestry cranes come to market in 1961</li><li>• joined the group in 1978</li><li>• main product: forestry cranes and recycling cranes</li><li>• key customer applications: forestry logging, heavy recycling</li></ul>	<ul style="list-style-type: none"><li>• founded by Juhana Laakso and Karl Viktor Vartiainen in 1891 (Finland) – first forestry cranes launched in 1966</li><li>• joined the group in 1988</li><li>• main product: forestry cranes</li><li>• key customer applications: forestry logging</li></ul>	<ul style="list-style-type: none"><li>• founded by Cecil Moffett in 1945 (Ireland)</li><li>• joined the group in 2000</li><li>• main product: truck-mounted forklift</li><li>• key customer applications: delivery of goods in several industries, including building, gas, agriculture, recycling and beverage</li></ul>	<ul style="list-style-type: none"><li>• founded by Terho brothers in 1949 (Finland)</li><li>• joined the group in 1977</li><li>• main product: hooklifts and skiploaders</li><li>• key customer applications: waste, recycling, construction, rescue, defense</li></ul>	<ul style="list-style-type: none"><li>• founded by Ken Sparrowhawk in 1987 (UK)</li><li>• joined the group in 2008</li><li>• main product: tail lifts</li><li>• key customer applications: local urban deliveries</li></ul>	<ul style="list-style-type: none"><li>• founded in Gardena, California, in 1954</li><li>• joined the group in 2000</li><li>• main product: tail lifts</li><li>• key customer applications: local urban deliveries</li></ul>	<ul style="list-style-type: none"><li>• founded by John Westling in the late 1940's (Sweden)</li><li>• joined the group in 2000</li><li>• main product: tail lifts</li><li>• key customer applications: local urban deliveries</li></ul>

# A global actor

We keep everyday life moving by unlocking the full potential of load handling in our customers' businesses. We see load handling as a major contributor to industrial productivity. Our vision is to refine and unlock its full potential; our mission to make sure our customers run their businesses efficiently. With experience from more than 100 markets, we have a truly global perspective.

### Key focus areas

- **Innovate** – that's in our DNA. Creating sustainable solutions for the 24/7 society is part of becoming the leader in intelligent load handling.
- **Be closer to our customers and dealers** – that allows us to be proactive and innovate ahead, and to create the most positive customer experience in the industry.
- **Use our local know-how and presence to grow globally** – our vast experience from more than 120 markets gives us a truly global view.
- **Light up our pioneering spirit** – to inspire the whole industry's transformation.

#### Bispgården, Sweden

- ZEPRO tail lifts

#### Hudiksvall, Sweden

- Research & development centre

#### Raisio, Finland

- MULTILIFT demountables

#### Stargard, Poland

- JONSERED and LOGLIFT forestry cranes, HIAB loader cranes

#### Shanghai, China

- MULTILIFT demountables

#### Zaragoza, Spain

- HIAB loader cranes

#### TaiAn, China

- HIAB loader cranes (joint venture with Sinotruk)

#### Chungbuk, South Korea

- HIAB loader cranes

#### Witney, UK

- DEL tail lifts

#### Dundalk, Ireland

- MOFFETT truck-mounted forklifts

#### Tallmadge, USA

- WALTCO tail lifts

# 2,800

professionals work for Hiab, spread out over the world in 35 countries. They are involved with a whole range of duties, from research and development, to production, sales and marketing of our brands.

### Our values make us what we are

Wherever we operate, we live and work by the same set of core values: Reliable, Caring and Pioneering.

- **Reliability** is our priority – our customers rely on us to make a living on Hiab equipment to keep everyday life moving.
- **Caring** is reflected in making equipment that is safe to use. It is also creating sustainable solutions, because we care about the world we live in.
- **As the industry pioneer** it is in our nature to set industry standards. When the industry is changing so fast, our customers rely on our ability to pioneer new solutions that ease their everyday and build their future.

### Did you know?

- Hiab was founded by a ski manufacturer named Eric Sundin living in northern Sweden. In order to facilitate the ski production he invented hydraulic cranes for timber. He turned this into a separate business in 1944. The ski production ceased almost 30 years ago but, Hiab lives on.

### Key numbers and figures

- Established in 1944, becoming the pioneer in the industry.
- Part of Cargotec Corporation
- Sales of EUR 928 million (2015)
- Personnel approximately 2,800 in 35 countries
- 11 research, development and assembly units globally
- Our customers range from large national or regional companies to local, small enterprises. Customers' business areas comprise construction, infrastructure, distribution, forestry, landscaping and agriculture, warehousing, waste and recycling, and defence.
- Our global service network provides local support whenever and wherever needed. We have a wide service offering, including Hiab original spare parts, Hiab ProCare™ service agreements and Service app.

## How did you like Hiability?

We are excited to launch the first ever Hiability, and now we want to hear from you! Which stories did you like and what would you like to see in the coming issues?

Take five minutes to complete a short survey, and you can be a winner of a EUR 150 voucher for Hiab ClubShop – home for all Hiab-branded products!

Send your feedback by 31 July on [www.surveymonkey.com/r/hiability](http://www.surveymonkey.com/r/hiability) or by using this QR code.

Thanks in advance for your feedback. The winner will be contacted personally and announced on social media.

