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BT28RT



BA28RT



Advantage

1.High-end Configuration

- ECU-controlled Euro-IV engine of Deutz, with strong power;
- Dana axle, with standard configuration of 4 × 4 drive & steering and differential lock; its power being boosted for over 20%; low failure rate;
- Bosch Rexroth power-driven system, efficient and energy-saving;
- Danfoss PVG hydraulic control system, with Can bus controller, reducing failure rate of its system by over 30%, and highly universalized.

2.Precise Matching

- The engine output is electronically controlled, conserving about 20% fuel consumption;
- The whole series are subversively designed in structure. On the premise of ensuring excellent stability, comparing with same types from other brands, the total weight has been reduced by 15%-20%, which significantly reduces costs of use and transportation;

3.Familial and modular design for the whole series, with major parts available universally;

4.Rated loading capacity of platform up to 350 kg, meeting requirements of various operating conditions;

5.Equip with Secondary Guarding Protection system , with photoelectric sensor technology of global patent protection, to ensure safety of operators;

6.Standard configuration of telescopic boom, with working range improved by over 10%;

7.Product design fully comply with requirements of the latest EN280:2013+A1:2015 and ANSI/SIA A92 standard.

Italian Design

Protected by ten patents globally

Telescopic Boom Lifts



Articulating Boom Lifts



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The beginning of a new era

After several years of internal struggles, Swedish loader crane manufacturer Hiab has entered a new era, and has 'opened its doors' to show the world its vision for the future. And it's looking good. Mark Darwin reports from Hiab's main production facility in Stargard, northern Poland.

The appointment of Hiab president Roland Sundén in 2014 coupled with a change of strategy from the main board of owner Cargotec, has been the catalyst for a tremendous turnaround and it would appear the company is once again in a pioneering mood.

Hiab is the originator of the articulated loader crane producing its first unit 70 years ago in 1947. Unfortunately, years of poor corporate decisions following its acquisition by Partek in 1985 and frequent restructuring following the formation of Cargotec in 2004, resulted in the business losing its market leadership and almost robbed Hiab of its amazingly strong brand identity. The brand and its products are now centre-stage and it aims once again to become the world's leading loader crane manufacturer.

To herald in the new 'open' era, it hosted a press event last month at



Hiab president Roland Sundén

its largest and most modern loader crane MAU - multi assembly unit - in Stargard near Szczecin in northern Poland. With more than 25,000 square metres and 600 employees it produces 7,000 cranes. When combined with 2,500 cranes made in Zaragoza, Spain and 1,500 in Chungbuk, South Korea - its other loader crane facilities - Hiab claims that the total of 11,000 loader cranes a year makes it market leader again - although Palfinger is probably still out in front when it comes to revenues, given that



it produces more larger capacity cranes.

"The last three years have been a fantastic journey for Hiab," said president Roland Sundén. "When I took over the company was not in a great shape, having gone through a very difficult period but now the timing is perfect to open its doors and show everyone the beginning of a new era for the company."

Pioneering Hiab

Hiab was co-founded in 1944 by Eric Sudin and local builder Einar Frisk in Hudiksvall, Sweden - the name coming from the abbreviation of Hydrauliska Industri AB. Sundin, the world's largest manufacturer of wood skis, saw a way to power a loader crane with the truck's engine through the use of hydraulics producing the world's first loader crane to unload timber at his plant. In 1952 he founded hydraulics company Sunfab to develop more advanced hydraulic components for his cranes. Since then around

500,000 Hiab cranes have been produced are distributed to 120 countries around the world.

"Today the advance in technology with products such as HiVision and the newly launched HiConnect means the company is starting out on another pioneering journey. The company's strong brand has helped it through the difficult financial crisis and to turn around the business," said Sundén.

In 2012 and 2013 the company was barely profitable and cash generation was poor, and yet it started to invest in new products and began the huge turnaround programme. The company is now highly profitable with good cash flow but more importantly it is still growing. Growth from 2015 to 2016 was more than 20 percent and this year orders are up another 10 percent - in a market growing at around four percent suggests it is gaining market share.



Hiab was co-founded in 1944 by Eric Sudin and local builder Einar Frisk in Hudiksvall, Sweden

Hiab Frameworks is a modular prefabricated ready to install subframe for a chosen truck





Hiab CLX 248 mid range loader crane

"In 2014, 60 percent of the products were 10 years or older but since 2015 we have introduced 90 totally new or redesigned models so that today more than 70 percent of the range is three years old or less. A huge investment in R&D and production facilities have been major factors in the success. The company has grown so quickly that the factory in Stargard which began production in September 2014 is now struggling to keep up with demand."

In the same period Hiab has introduced several loader crane innovations, including Crane Tip Control (CTC), Semi-Automatic Folding (SAF), electric Power Take-Off (ePTO), Hiab Frameworks and nDurance high durability coatings/paint. The company has several divisions and brands including Jonsered forestry and recycling cranes, Loglift forestry cranes, Multilift hookloaders and skiploaders, Moffett truck mounted forklifts along with Zepro, Del and Waltco tail lifts, all of which - depending where you are in the world - are either market leader or number two in the market.

Other businesses that are not necessarily associated with Hiab include Princetown truck mounted forklifts in North America and Sinotruck Hiab Equipment, a joint venture with China National Heavy Duty Truck Group (CNHTC). More recently it has completed the acquisition of loader crane manufacturer Argos in Brazil.

HiConnect launch

However the main reason for the gathering was the launch of the new HiConnect telematics platform which provides customers with real time information to help improve productivity when running a fleet of cranes.

According to Jan-Erik Lindfors, vice president, new business solutions: "By using this information customers can maximise performance and avoid unnecessary downtime. Currently, customers with large fleets have limited data about their equipment utilisation rate, condition and operation. Decisions are made on gut-feeling, assumptions and experience rather than with hard data."

"HiConnect is Hiab's first service connecting our equipment. It is a three level fee-based subscription service supplying real time data via web based portal and dashboards to either a computer or mobile device, giving clear and simple overviews that provide status monitoring, service planning while helping improve the performance of each crane and operator. The information - true data of how the equipment is actually used - can be viewed in a quick and easy to understand format or in a more detailed format for those looking to find trends etc."

The system is cloud based with a continuous flow of information being sent from the crane to the Hiab cloud. Data is then analysed for safety, productivity, service etc

and sent to the user portal. Since February Hiab has had around 40 connected units with seven pilot customers. As well as the raw data Hiab has obtained a lot of customer feedback on the system and their requirements.

The customer portal has four main sections including Overview, Service, Notifications and Operation. Overview immediately flags up critical messages for example service indicators with errors, overdue services, notifications showing unsafe practices such as driving with the boom up. All of these can be dealt with immediately via a telephone call. The Service screen flags up the priority service needs and then the less important issues such as warranty checks and planned service checks. There is also an error log. Notifications includes the use and misuse of the equipment. Urgent operational alerts - such as driving in an unsafe way, boom up or stabiliser legs out - will be flagged immediately. This data will show which drivers have more problems and therefore need more training. The Operation screen is all about productivity - the operating and idling time, lifting capacity and over or under utilisation etc.

Another module to be introduced at the beginning of next year is Operator Performance which assesses operators on six parameters relating to the actual use of the crane - half dealing with safety and half with productivity. "Having a system such as HiConnect will allow customers to have information on the performance of the crane and operators which up to now they just

haven't had," says Lindfors. "It allows them to plan predictive servicing from the usage of the crane which is very important as downtime is a big issue."

One of the seven pilot customers is Travis Perkins in the UK. "Modern technology and connectivity has totally changed the way we operate our business. Now that we can track the vehicles in our fleet, we know exactly where they are and what they are doing. With this information, we can be more efficient and operate much more safely," says Andrew Hollingsworth, fleet technical manager at Travis Perkins.

HiConnect will be fitted to new cranes from next year in the USA, UK, France, Netherlands and Germany and can also be retrofitted to older cranes up to about five years old.

"We are very proud to be the first in our industry to bring this comprehensive suite of connected solutions to the market," says Sundén. "We have worked closely with our customers and collectively see many benefits today and huge future potential in HiConnect. This upcoming initial market offering is just a start. Early adopters will now receive key insights and functionality, but will also be part of further developing the HiConnect platform based on their needs."



ePTO-X HiPro 192



X-HiPro 418



HiVision in action



In the Stargard facility



A lithium ion powered Moffett E4 truck with battery powered loader crane



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