HAMMAR NEWS

1995-2010

15th Anniversary Issue

Hammar in Australia, since 1995

Our 600th Hammar in Australia

An important landmark on our 15th year in Australia occurred in May, 2010: the sale of our 600th sideloader. It really is great that it has happened with a long time client, The Wemysses of Wemyss Transport. Stephen Wemyss was one of the first users of Hammar sideloaders in Australia. He obtained his first unit in 1992, before we even started our company in Australia.

Stephen bought his first Hammar sideloader when he was with another company, Smith Bros. Transport. In 2004, the Wemysses restarted their company. In fact, this is their lucky 13th Hammar sideloader—having bought that many through the years.

The 600th Hammar is one of four ordered in May by Wemyss Transport. In appreciation for this loyalty, we've invited Stephen and Judith Wemyss to visit our head office and works in Sweden.

They promised to visit us in 2011. Congratulations and thank you to Stephen and Judith.

Stephen Wemyss stands in front of their head office (top); Peter Levison congratulates Judith Wemyss and invites the Wemysses to visit Sweden, while Stephen looks on.

From Peter Levison's Desk


photo circa 1997

This year, 2010, marks our 15th anniversary in Australia. Hammar Australia started operations in May, 1995. Born out of a decision by the parent company, Hammar Maskin AB, in late 1994 to establish its first subsidiary on the other side of the world.

Australia then had the potential of becoming one of the biggest markets for sideloaders in the world. I am quite happy to add that today, Hammar Australia is the largest subsidiaries of Hammar Maskin and that we account for more than 50% of the local market.

For this accomplishment I am most grateful to our customers for their wholehearted support. And, to keep deserving that support, I promise to keep pushing the boundaries of improving our service offering.

Our product range represents the best there is in current technology. No matter how good the product is, this is only as good at the after-sales support and backup that goes with.

I want you to feel that when you buy a Hammar sideloader, you've not only made a good decision then, but one that you will appreciate well into the future.

In this issue, we present our A-Double Hammar to help you improve your productivity and another use for a sideloader that will save users money, moving land-based drilling rigs and ancillary equipment.

A recent win in New Zealand catches Steelbro yet again. It's another slap on the wrist for the company for breaching patent and/or copyright laws—the other one being one of our competitors.

We also have a feature on one of the more successful container transport handling company, ACFS, which makes interesting reading.

Plus, there's a lot more interesting reading in the newsletter for you. I trust you will enjoy this issue.

Peter

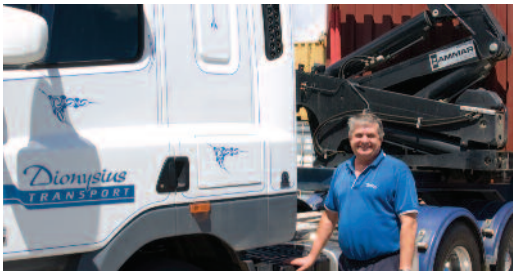
Presenting our A-Double sideloader

You Can Now Legally Lift And Carry 33 Tonne Containers*

The user can lift the heavy container and load onto the rear trailer and bring the cranes forward to get the traction on the prime mover.

Hammar A-double acts like a normal 20”- 40” sideloader. It has a low tare weight and has all the features a standard sideloader, i.e., 2 x 20” carrying capacity and double stacking, if requested.

“We see at least a 50% improvement in efficiency than a normal sideloader combination.”
-Bevan Dionysius, Dionysius Transport Service, Brisbane QLD



Bevan Dionysius

With road regulations, productivity and cost pressures playing more prominent roles in today’s marketplace, haulage and trucking companies are on a constant search for improvements in container transport.

Introduced at the Brisbane Truclk Show in 2009 and also featured at the Melbourne Truck Show earlier this year, our Hammar A-Double sideloader has proven itself as a great way to improve productivity in container handling.

The Hammar A-Double allows the user to legally lift and carry up to 33 tonne containers, with mass management and on approved B-Double routes, or approximately 29 tonnes, without mass management. The unit allows the user to carry one heavy container, without the need for a companion vehicle, normally a skel and prime mover combination.

The A-Double saves time and labour by allowing the heavy container to be loaded on the B trailer. To provide sufficient traction on the drive axles, the sideloader cranes are moved forward on the A-trailer.

According to Beven Dionysius of Dionysius Transport Service, “we see at least a 50% improvement in efficiency than a normal sideloader combination.” In his inimitable style, Dionysius described the Hammar A-Double as “better than fish and chips”.

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**with mass management and using approved B-double routes*

Testing the Hammar A-Double in Sweden in 2004. While this system is still relatively new in Australia, this has been used in Europe for over six years.

It is easy to connect and disconnect the B-trailer. This allows the driver to load two trailers in combination in just 20 minutes.

"A-Double Sideloader", from p. 3

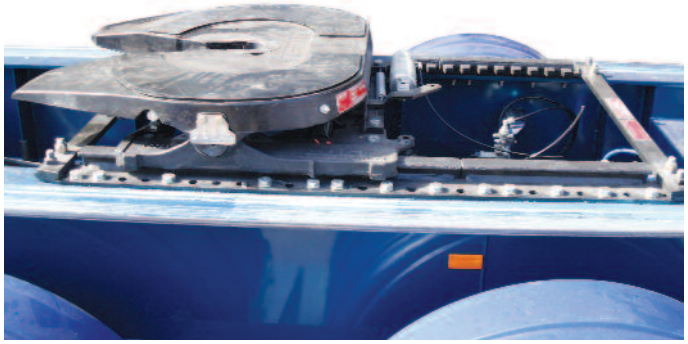
Already proven in Europe for some six years now, the A-Double allows the user to carry up to three 20' containers, or one 20' and one 40' container. With mass management this means that up to 43 tonnes, on about a 20 and 23 tonne split, can be carried,

The Hammar A-Double system gives the added benefit of the ability to position 20' containers to optimise weight distribution.

using approved B-Double routes.

According to Peter Kelland of Parkwood Transport, this Hammar sideloader allows a driver to enter a yard with this B-Double combination and come out with two heavy containers loaded in just 20 minutes. In fact, their operation relies purely on sideloaders, without any reliance on forklifts. Parkwood Transport has one of these units in their fleet of 12 sideloaders.

The A-Double sideloader acts like a normal 20'-40' unit, with the added features of a turntable as an A



The chassis is fitted with an air-operated sliding turn table to cater for different B-Trailers

trailer, in a B-Double combination. The turntable is supplied as part of the package.

For more details, contact us at Hammar Australia.

Our system allows you to carry a 20' and 40' container (above) or 3 x 20 footers.

Another Hammar A-Double ready for delivery

A Leading Container Transport Company Gives Us A Good Rap

Australian Container Freight Services (ACFS) is one of Australia's largest privately owned container handling organisations

Australian Container Freight Services' (ACFS) managing director, Arthur Tzaneros attributes the company's meteoric rise to the top to having great personnel, state-of-the-art facilties and systems, as well as great backup from its suppliers.

In four short years, ACFS is now one of the largest privately-owned container handling companies in Australia. The family-owned company traces its roots to the family's ownership of Australia's largest and arguably most successful container transport handling organisations, Smith Bros. The latter was sold to P&O in 2001.

Today, ACFS boasts a 100 strong truck fleet, coupled to super and standard B-double configuration, curtain siders, flat tops and side loaders—providing a round-the-clock shuttle service between the wharf and the company's own facilities.

These facilities include six warehouses, with a sum total of over 36,000 m2 of warehouse storage and over 2,000 TEU of FCL storage at their Port Botany plant. In Queensland, the company has two facilities on the Port of Brisbane, with18,000 m^2 of storage and 1,000 TEU hard stand capacity is available for logistics clients at the Portgate facility, and another three hectare facility at the Port where the transport fleet is managed. Over 22,000 m^2 of warehousing capacity and hard stand storage for 700 TEUs are available in Port Melbourne.

Their services cover free and bond

Terry and Arthur Tzaneros of ACFS

storage facilities, comprehensive transport services, a cargo handling consultancy through to supply chain implementation.

Arthur Tzaneros notes that the family enterprise is committed to investing in facilities, systems and the recruitment of quality personnel to meet the growing needs of their current client base, spread throughout the Australian east coast.

ACFS relies heavily on equipment suppliers such as us at Hammar Australia, who provide them leading edge side loader technology, backed by a comprehensive after-sales service and maintenance support.

"We operate a number of Hammar sideloaders purely because they are lighter and more robust than most other brands. They are also fully radio remote controlled to give us the flexibility and safety we need for our container transportation needs, whether it be for forty or twenty foot length containers", explained Tzaneros.

Each Hammar sideloader is uniquely designed and built using lightweight high-tensile Swedish steel. The patented stabiliser, when folded is inclined for a good reason; when extended it achieves a longer, stable out-reach to be able to lift containers easily and safely. To add further stability, the trailer chassis os fitted with the soft riding, precise tracking, BPW air suspension and 10 stud tri-axle system which adequately handles the 33 tonne loading requirement.

This is glowing endorsement, which we are proud to receive.

Hammar wins patent infringement suit against Steelbro

Steelbro loses cross appeal

The stabiliser legs first introduced on our 195 sideloader in 1998 are covered by international patents. In this case won against Steelbro has reaffirmed the ownership of this patent. The patent centres on the negative inclination of the stabiliser legs that provides a 300 mm gain in reach.

In an appeal to the NZ Court of Appeal, Hammar Maskin AB, Bengt-Olof Hammar and Hammar New Zealand Ltd won a judgement against Steelbro New Zealand Ltd for infringement of patent relating to the stabiliser legs on sidelifters—in which the stabiliser leg is stowed in a 'negative' inclination.

"The decision upholds the patent that Mr Hammar took out on his development of the new stabiliser legs introduced on our 195 sideloader in 1998," said Fred Sandberg, Managing Director of Hammar New Zealand.

At the heart of the case is the stabiliser let first used on the Hammar 195 sideloader. the stabiliser leg is folded in a negative inclination beyond the horizontal position, which saves space. With the ends of the support sleeves being bevelled there is a 300mm gain in reach when the stabiliser is extended to vertical, and with the stabiliser fully extended the 300mm is an enormous benefit to the stability of the vehicle during load and unloading compare to previous designs.

In 2004, Steelbro introduced its SB361 and 401 sidelifters with a 'negatively' stowed stabiliser Hammar took Steelbro to the High Court in 2008 claiming, among other things, patent infringement. Although Hammar's patent was found to be valid, the High Court found that the Steelbro products did not infringe.

Fred Sandberg, Hammar New Zealand's managing director

In the High Court decision the use of the phrase "in a bearing" in claim 1 of the patent was construed to mean that the stabiliser leg included a separate bearing component. Steelbro argued, and the High Court judge agreed, that the Steelbro stabiliser leg did not contain a separate bearing.

Hammar appealed the part of the judgment relating to the 'bearing' issue and Steelbro cross-appealed on the ground that the judge was wrong to consider the words "connected to" in claim 1 of the patent could cover an indirect connection, via a platform, between the pivot pin and the chassis, and on a further ground that the patent was invalid because the claimed invention did not meet the stated object of the invention.

The Appeal Court judges , however, agreed with Hammar, noting in their finding: "In our view Hammar's interpretation of the claim, which adopts a functional view of the term 'bearing', provides an orthodox description of the relationship between two parts which interact by the movement of one against the other and/or where one bears some of its load on the other."

It was also noted that "there is no separate physical bearing shown in the drawings. If there was intended to be an additional integer in the form of a separate physical bearing then, one would expect that to appear in the specification and the drawings. Instead, what permeates the whole of the specification is the functional concept of bearing. We consider that, taking a purposive approach to the construction of the patent and construing claim 1 in the context of the specification as a whole, the term 'bearing' in claim 1 is used in a functional sense. This means that Hammar's construction is the correct construction. No separate physical bearing component is required."

The Appeal Court judges also dismissed the cross-appeal by Steelbro. The Court of Appeal did not consider that the phrase "connected to" in the context of the patent implied that the pivot pin must be "directly attached" to the chassis.

Hammar was awarded costs against Steelbro.

Hammar exhibits at 2010 International Truck and Trailer Show

Some views of our sideloaders exhibited at the International Truck and Trailer Show in Melbourne, VIC.

Hammar Australia staffed a display at the 2010 International Truck and Trailer Show held in the Melbourne Showgrounds from 18-20 March. Lauded as possibly the most significant dedicated display of trucks, trailers and ancillary equipment in the southern hemisphere, the show drew a crowd of over 35,800 visitors.

The team at our stand, from left: Malcom Thompson, Grahame Heap, Bengt-Olof Hammar and Peter Levison.

At Hammar Australia, we look at every opportunity to interact with our customers as a good occassion. We thought this show was an important one to display our wares and meet our customers. We were the only sideloader manufacturer present at that show.

An indication of how our parent company feels about the Australian market, Managing Director and Owner of Hammar Maskin AB, Bengt-Olof Hammar was there to give us a hand.

Thanks to our visitors for stopping by to see us at our stand. See you at the Brisbane Truck Show in 2011.

We took advantage of the show to display our A-double sideloader, see page three for the story on this amazing system, as well as our new Hammar 151HC 20'-60', 42 tonne SWL—the sideloader with the highest lifting capacity in the world, see pages 10-11.

Feedback from many of our visitors was quite good. They were, in the main, happy to see that we are committed to the Australian market. We intend to continue this practice by exhibiting in the Brisbane Truck Show in 2011. See you there!

HAMMAR SAFETY FOCUS

Hammar has always taken a pro-active approach to safety and the need for a crane operator to be conscious of safety at all times. Our knowledge base covers not only proper crane use, but other recommendations covering things like the best position for the operator, as opposed to the load.

Hammar Safety+

First on our safety focus, is the **Hammar Safety Plus**. An advanced safety monitoring system, built around a central PLC system, Safety+ provides the user safer lifting.

The system continuously monitors the mass of the load and the load position, in relation to the sideloader trailer and the position of the sideloader support legs—preventing the sideloader from entering a lift position, which may put man and machine in danger.

If the load enters an area where danger can occur, the operator is only allowed to bring the load back into a safe operating position.

Hammar Safety+ is equipped with a large LED display which shows the relevant variables. The operator can continuously monitor the mass of the load, the load distribution between the cranes and the position of the load and support legs.

The LED display is easy read and the interface is very user friendly.

On the display the operator can also see the total work hours, total number of lifts and the present system voltage. HAMMAR Safety+ allows the crane arms to be operated before placing the support legs on the ground, thereby giving easy access to connecting the hooks to the container corner castings.

New Australian Standard For Sideloaders

In late 2007, the Australian Standard that covers the design and safe use of Vehicle Loading Cranes, AS1418.11 and AS2550.11 was amended to specifically include sideloaders. This has some serious implications for their owners.

New sideloaders have to be fitted with a load monitoring device (see above article).

The most notable effect of the new standard on all users is the need for inspections of equipment. In effect, it is now a requirement to carry out our annual inspections and record these inspections in the vehicle's Log Book. There is also the need for a 10 year inspection.

The latter is a major inspection that involves the disassembly of the cranes, crack testing, rebuilding and final load testing. Again, the test results are to be recorded in the Log Book. Where the new standard becomes specially onerous is the requirement to carry out the same major inspection every five years after the 10 year inspection.

This new standard is quite important information for anyone considering the purchase of an aged sideloader, as well as those considering trading units that are getting older.

We enjoin you to please be aware of the new inspection requirements—for your own safety.

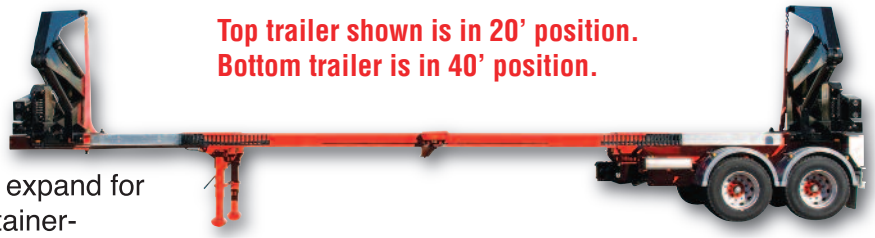
Hammar's Pacific Solution

Hammar prides itself of the leading edge technology that is used in the production of its sideloaders. We can also lay a claim to our innovative approach to solving the needs of our customers.

Designed specifically for use in the Pacific islands, are the 195T and 151HT sideloaders. In this region, 20' containers is the norm, with 40' units being the occasional exception.

The T suffix in the sideloader names stands for *trombone chassis*. And, that's just what makes these sideloader chassis different. They easily expand for use with 40' container-ready, these units are very compact and highly manoeuvrable. They're ideal for use where this compactness is desirable.

We note that these sideloaders are not legal for Australian use.



Top trailer shown is in 20' position. Bottom trailer is in 40' position.

The Australian Solution for Light Containers

Australian equivalent of the sideloaders for use in the Pacific: in 20' and 40' positions (top and bottom).

There is an alternative to the Pacific-friendly sideloaders for use in Australia. The ML 12T sidelaoder is available locally and is legal for use in the country. These 12 tonne units are ideal for specific applications, where low tare weight and smaller size are important considerations.

If you find yourself in need for smaller, lightweight solutions, call us to discuss your needs. We have the sideloaders just right for you.

Our new look website is now up. New features, new content including videos are ready for your viewing. To visit our new site, please check out:
www.hammar.com.au

Hammar 151HC 42 Tonne SWL: Used on Oil & Gas Field Drill Rigs

INTRODUCING THE WORLD'S MOST POWERFUL SIDELOADER

A 23 m, 23 tonne drill rig mast being moved to another trailer

Let's face it, Hammar sideloaders can easily handle 20', 40' containers or 2 x 20' containers and flats easily from the ground, trailers, trucks and railway wagons. Using the same technology, wouldn't it be just as easy to use these to handle oil field drill rigs? No problem.

In fact, this is now reality. Together with our client, ITAC Services (Aust), we have designed the Hammar Riglifter. With the ability to handling 20' to 60' oil field drill rigs, using approved lifting points or bollards in the ends and also smaller light loads.

Hammar 151 HC lifting a 25 tonne mud tank

After all the sideloader is a crane and can do what a crane is supposed to. Using what is already available means that a Hammar sideloader will lift and handle plant for field oil and gas rigs from 20' to 60' long and up to 16' wide. The drill rings can be with either approved lifting points or bollards in the ends.
The sideloader can lift masts and other pieces that are longer than 60' and transfer these to other trailers.

Consider the advantages and features of the Hammar solution:

- an extendable top arm allows the handling of extra wide loads and the placing of rigs high above the ground
- with the use of a spreader bar, the ability to lift all loads smaller than 20', up to 30,000 kg in weight
- safer than alternatives: allows for single person operation and spotting, allowing for fewer personnel in the vicinity of the sideloader, while lifting
- provides precise lifting and setting down due to the use of two crane arms and a single operator
- remote control means that there are no cables to worry about, providing added safety.

Cont'd. page 11

Full pipe bin weighing 20 t being lifted, note reach beyond stabilisers

Hammar 151 HC in 20' (top) and 60' positions

"Hammar 151HC…", cont'd. from page 10

A Hammar sidelifter comes with fibre slings, 16 mm or 19 mm chains, depending on lifting requirements.

In addition to the stabilising legs, Hammar sidelifters have two extra full hydraulic support legs on the non-loading side to stabilise in double-stacking applications or during windy conditions.

The sidelifters can work in windy conditions of up to 50 km/h.

Using Hammar sideloaders does away with the need to hire mobile cranes and rig trucks. The use of a Hammar sideloader on a truck means that this can be towed on the road, while carrying a load itself.

A typical sideloader, the Hammar 151 HC Rig Lifter does the equivalent work of a 150 tonne crane.

Plus, a 15,000 kg hydraulic winch can be installed with Hammar sidelifters, to provide that extra capability to do equipment positioning.

It's a wonder that no one thought of using Hammar sidelifters for this use previously.

Today, this is already in use in Australia. This Hammar solution gives the user more flexibility, whilst cutting costs previously associated with rig lifting in field oil and gas fields.

Plant without lifting points like this BOP can be loaded, using a lifting beam

Lifting a degasser directly from the quarantine area

Hammar Rig Lifter loading a 36 tonne sub base

Loading from a mafi flat, just off-loaded from roro vessel (at the back)

Handling of over length portable buildings

HAMMAR Service

You won't fail with the genuine article: Hammar parts and service

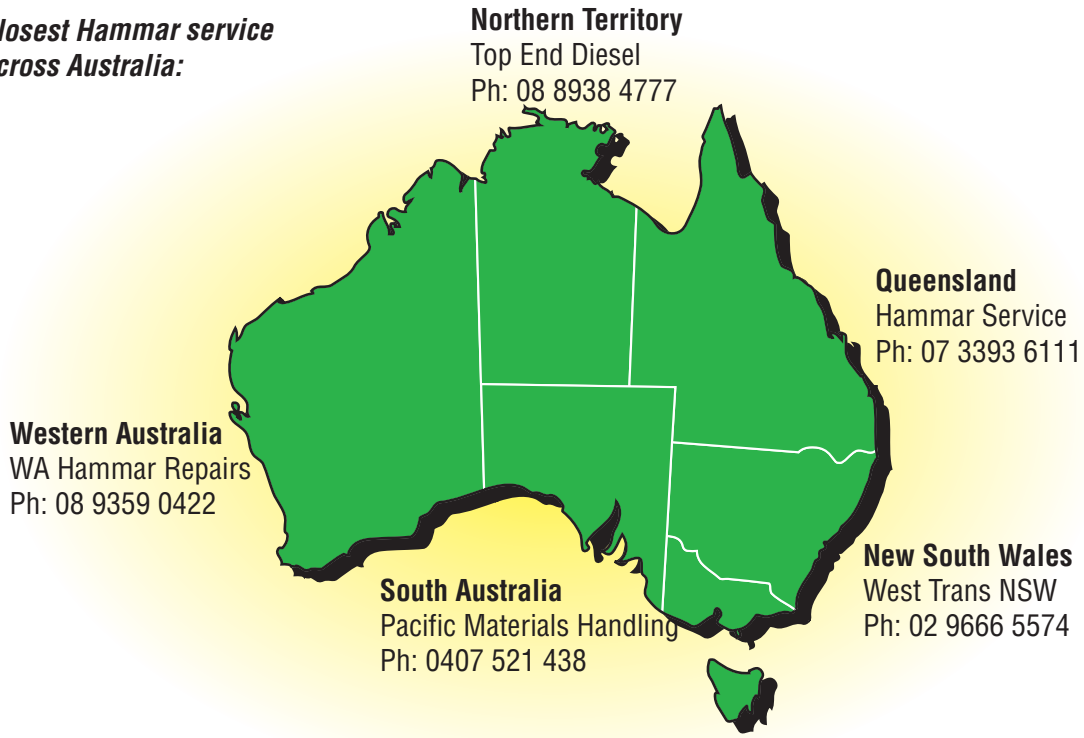
Hammar offers a full range of spare parts and comprehensive service backup across Australia. Our trained technicians or certified service agents can help keep your sideloader operating as it was intended to using only genuine Hammar parts.

Hammar Service have invested in the latest Josam laser wheel alignment system and hydraulic cylinder bench to provide you with quicker turnaround and less down time.

Hammar are proud to announce the appointment of Top End Diesel as our authorised service agent for the Northern Territory. Top End Diesel can perform all general repairs and supply a full range of genuine Hammar spare parts.

So give Neil or Ruth a call at Top End Diesel, they will be glad to help.

For your closest Hammar service location across Australia:



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