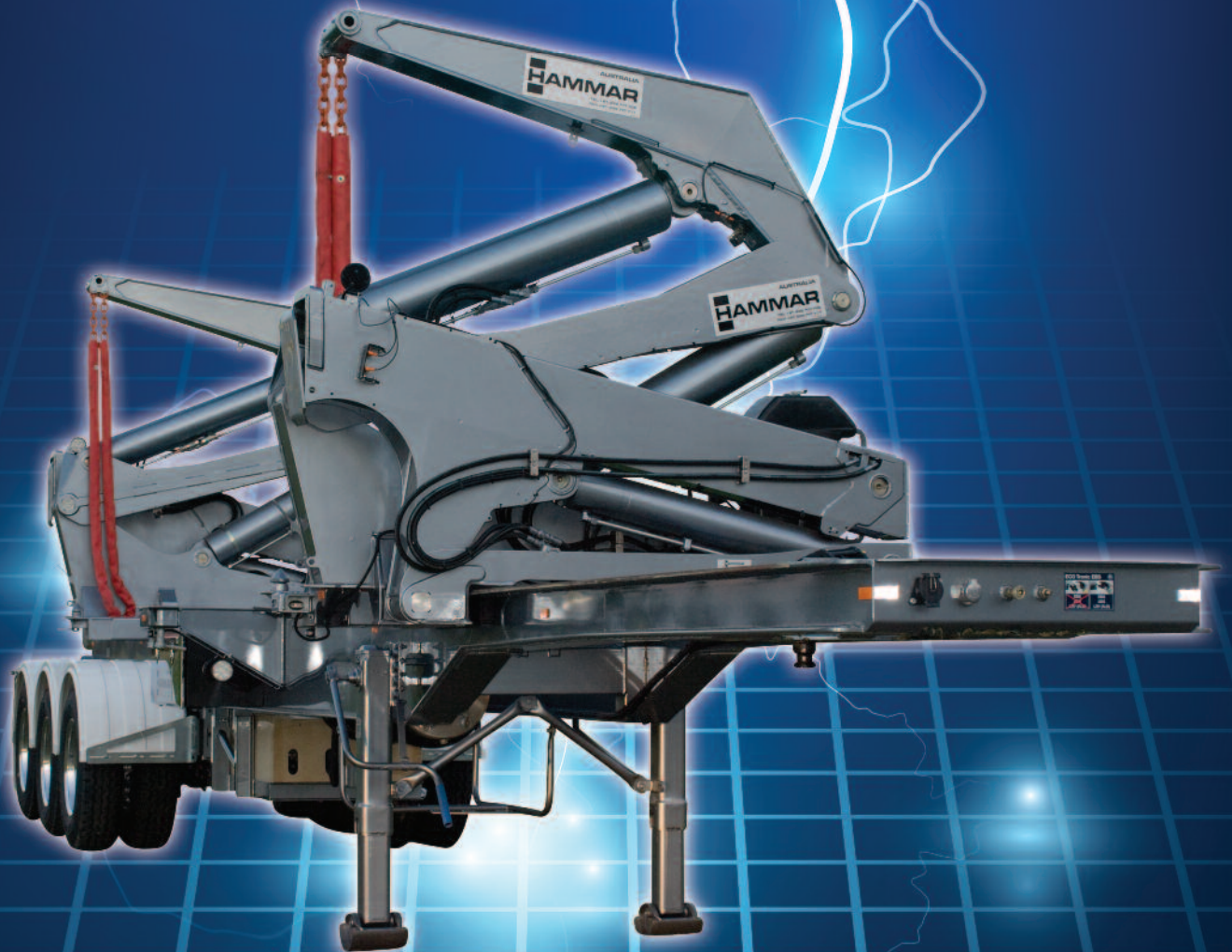


News from Hammar Australia: the world's first electric sideloader



From Peter Levison's Desk



Welcome to another issue of the Hammar News. This issue is chock-full of articles and stories which we think you will find interesting.

We've always prided ourselves of our world-beating technology. And, this year, we are happy to announce a home-grown development, the electrical sideloader. We're so excited about this Australian invention that we've placed it on our front cover and give you the story on page three.

You will note that a little Aussie innovation can have reverberations worldwide. You have to wonder, why no one has thought of this before. Considering the many benefits, it couldn't have come any sooner.

We feature two stories from our customers who are happy with their Hammar experience. Elf Mushrooms and MT Movers like their Hammar sideloaders and let you know about how they

came about using our sideloaders. And, more importantly how the use of our products have helped them in their work.

I know that we're biased, but they make interesting reading. You may find yourself in a similar situation, so don't hesitate to discuss your needs, to allow us to come up with a solution that will help you get your work done.

Since our last newsletter, we introduced the 155HS Mega transfer. A solution for applications that require superior stability and can benefit from the wide and high tunnel for moving a trailer through—you get flexibility plus. And, most importantly, you can use the stabiliser on the front, rear or both cranes.

Plus, you can place the sideloader flat onto trailer to assist in the lifting. It's worth having a read.

There are a host of other articles that make interesting reading. We also cover the Rig Lifter solution which we introduced a few years ago. Now well and truly proven in the field, we thought we might cover this solution again.

Finally, I thought that I might introduce the new members of our team, as well as announce the new Hammar Service office in WA. We're growing slowly and it's good to place faces to names, so you know who are speaking with on the phone.

I hope you enjoy this issue.

Happy reading.

Peter

See you at the Brisbane Truck Show

Since our start as an Australian company, we've always looked to ways to engage with our customers. And, trade shows is a proven way of meeting and greeting our customers and other parties. This year, Hammar Australia will be exhibiting at the Brisbane Truck Show.

We expect our owner, Bengt-Olof Hammar to again assist us at our stand. Still active at the helm of the company, Bengt-Olof is not only a live wire, but a fount of so much technical knowledge.

Why not make it a point to pay us a visit. We will be at Stand 24.



The team at our stand at the Melbourne Truck Show, from left: Malcom Thompson, Grahame Heap, Bengt-Olof Hammar and Peter Levison. Almost 100 years of combined experience with Hammar.

We hope you can make it. And, please make sure that we will see you there.

Electrical Sideloader developed in Australia—a world first!



The electric power pack



Sometimes the obvious takes a while to make itself known. Then, an eureka moment and it's right in front of you. This is what happened to our team at Hammar Australia.

The current state of play for sideloaders has been the use of hydraulics powered by a diesel power pack or the truck's PTO to move the sideloader. Why not use an electric motor instead?

So, we set about to develop an electric motor to drive the sideloader. Why use an electric motor? Well, there are a number of reasons, but here are the more important ones.

First of all, when you think about it the functional (operational) cycle time for a sideloader is only about one hour per day. That allows for up to say 16 movements. Think about it, at three to four minutes each time, that only comes to 60 minutes.

Unlike engine-driven sideloaders, when the sideloader is not working, an electric motor shuts down.

With an electric motor driven sideloader, the user gets lower noise levels. With increased urban density, noise pollution can be a problem. Tick that problem

as gone, with our electric sideloader.

And, the user gets a lighter unit. This means greater payload capacity and savings in use of fuel. Not only that, as there is less fuel, there is also less pollution. So, one gets a greener alternative.

Additionally, the user gets lower cost through the life of a sideloader. Admittedly, there is a slight premium to purchasing the new electric alternative. But, with lower operational cost, greater payload and lower fuel costs, the small premium is paid for in only a few years.

Mind you as more electric units come on-stream, we expect the premium (approximately 10%) will drop in the coming years.

And, in line with our customisation policy, the user will have the choice of mains-charging batteries, primemover charging or even generator charging.

It's an exciting development for us at Hammar Australia, with the release of the electric motor sideloader which will be premiered during the Brisbane Truck Show. And, we look forward to sharing this with our Hammar branches around the world.

Quad axles from Hammar help increase mushroom production



David Tolson in front of one of his trucks

Rob and Norah Tolson began growing mushrooms in 1961, with a yearly production of 28,000 kg annually. Once their sons, Roger, Kevin and David, finished school, they migrated back to the family farm to hone their mushroom growing skills before going off on their own.

Today, collectively, the brothers produce and sell around 11,000,000 kg a year of white mushrooms, ranging from the small button to the big jumbo flat variety, all for domestic consumption. Most of the production is sold to the Australian East Coast-based supermarket chains, wholesalers and a selected number of agents.

It's a thriving concern consisting of one hectare of insulated undercover growing area based at Vineyard in New South Wales employing 130 workers—a job David says is extremely satisfying.

In the process of examining his overheads David has recently moved to a quad axle, Hammar-built side-lifter developed to more cost efficiently handle the ongoing supply of peat required for the growing process.

Elf Mushrooms import over 350 containers of the 'deep-dug' black peat each year, so it's important that this function is carried out both safely and economically.

He explains that "using the Hammar quad axle concept, we expect to increase the number of bags of peat in a container by five to 10%—without adding an extra cent in transport costs as adding the fourth axle now allows us to carry a 20' container with a payload of over 30 tonnes. On arrival at our farm, the container is swung and placed into position for the offloading of the 1,000 bags of peat contained in each container. We unload the container using a forklift with 'push-pull' attachment.

David elected to have the sideloader fitted with BPW disc-braked axles, an airbag suspension and the BPW, EBS module featuring the anti-roll function. It's a package that David says is a no brainer!

The trailer running gear also has the braking and tyre saving benefits of both the BPW Lift and self steer axles



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which give Elf Mushroom the ability to drive the rig safely and effortlessly while not increasing pavement wear along the route.

Without the implementation of the NTC Quad Axle Blueprint design for the quad axle sideloader, Hammar was able to meet all our requirements which involved a lot of modifications, such as the construction of a low profile chassis design to meet the 1.4 m twist lock height.

“Our choice to go with Hammar and BPW was also made easier because both suppliers have a great reputation to deliver the goods and service backup needed to keep our seven day a week, 24 hour a day operation happening,” concludes David.



Meet Hammar's Sydney-based Team

Since our last newsletter, we've had two additions to the team. They are Mark Fitzgerald, who runs the day-to-day needs of our office and Brendan Biasi, who looks after Southeastern Australia sales.



Mark Fitzgerald

Mark joined us in 2010 and Brendan in 2012.

We welcome them both and we look forward to working with them and building the Hammar brand in Australia.



Brendan Biasi

There have also been some moves within the team. Grahame Heap has been promoted to

General Manager. Grahame started with us in 1998.

Starting as Sales Manager for Southeastern Australia and the Pacific, he now looks after Northern Australia and Pacific area sales and is responsible for the day-to-day running of Hammar Australia.



Grahame Heap

Peter Levison has also had his role expanded. He continues as Managing Director of Hammar Australia, but is now also responsible for managing Hammar's expansion in Southeast Asia.



Peter Levison

Industry Focus: Hammar sideloaders are tops for MT Movers

“...we are both big fans of the Hammar produced sideloaders because you can't beat the performance of their gear or the personalised service that's offered...”



What started off with a couple of mates and their trucks forming a partnership in a road transport business has blossomed into one of Australia's unique and highly viable container movement services.

MT Movers, owned and managed by Alan Eriandsen and Ray Babarovich, specialise in transporting 20' and 40' shipping and rail containers within the Brisbane metropolitan area and throughout the central and south east Queensland region, with services "on demand" into other states. The unusual aspect of their business is that the majority of the services undertaken involve the movement of



Handling a 48' container



Hammar MLT sideloader - MT Movers are the largest users in the world

empty containers, hence the 'MT' (translating to 'empty') capitals within the corporate name.

Clients range from container sales yards, transport companies that conduct wharf work, the rail industry and for the commercial and domestic building and removalists sectors.

Alan notes, "we are both big fans of the Hammar produced sideloaders because you can't beat the performance of their gear or the personalised service backup that's offered. In fact, we are the world's largest user of the Hammar ML – 12 tonne side loader trailers. We also incorporate the use of Hammar sidelifters."

Sideloaders for the Pacific



We, at Hammar, pride ourselves of the world-leading technology that we use in the production of our sideloaders. We can also lay a claim to our innovative approach to solving the needs of our customers all over the world.

Designed specifically for use in the Pacific islands, Africa and other developing countries is the Hammar 195Tsideloader. In this region, 20' containers is the norm, with 40' units being the occasional exception.

The T suffix in the sideloader name stands



for telescopic chassis. And, that's just what makes these sideloader chassis different. They easily extend for use with 40' containers. And, as 20' container-ready, these units are very compact and highly manoeuvrable. They're ideal for use where this compactness is desirable.



This trailer is in the 20' position.



This trailer is in the 40' position.



While these sideloaders are currently used in the Pacific, please note that these sideloaders are not suitable for Australian use.

Spotlight on the Hammar 155HS MEGA Transfer



After only a few years since its release, the Hammar 155 HS sideloader has had very good acceptance locally. This stabiliser made a big splash in the 2011 Brisbane Truck Show, which was attended by Bengt-Olof Hammar, who helped the local team man the Hammar booth.

The rationale behind the 155 HS is to provide superior stability, while maintaining low ground pressure. Characterised by the Hammar Mega Transfer that looks like an “h”, the stabiliser has a wide and high tunnel, when extended. The tunnel allows the companion operator to drive through and reverse during transfer.

The stabiliser especially provides the versatility of allowing the operator to use the stabiliser in other ways, as well. This doesn't just go over the top of a companion trailer during transfer, but can also be left on top of the trailer when transferring.

Folded over, the stabiliser can be made to sit flat on a companion trailer, which is ideal for transfers where there is not enough room for extension the increased width.

Part of the 150 Series, our most heavy duty and also the most imitated sideloader in the world. This range is also the one that provides

users the most customisation options of all the Hammar sideloaders.

Features of the 155HS MEGA Transfer

- Unsurpassed stability
- Drive through or reverse in transfer
- Wide and high tunnel for safe transfer
- Container can be left on when transferring
- Stabiliser operates independently of the crane
- Used on front or rear or both cranes
- Could be place flat onto trailers
- Extra stabiliser on non-lifting side
- Double stack heavy containers (9'6")
- Solid and safe design (Patent Pending)
- Lower tare weight
- Hammar quality design and manufacture



The 155HS stabiliser has a wide and high tunnel much like an “h” as noted in both photos on this page.

A unique feature of the 155HS is the ability to option the sideloader with only one Mega Transfer stabiliser on either the front or rear crane, with a standard stabiliser on the other. This type of configuration provides the user with the advantages of the Mega Transfer stabiliser, while still maintaining

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an ability to split/join and handle 2x20' containers, particularly with companion trailers.

The Hammar 155HS has stabilisers on the non-loading side for superior stability and safety during double stacking operations.

Overall, for safety, flexibility and superior stability the 155HS is hard to beat.



(Top) 155HS stabiliser can sit flat on a trailer, if no room for extension is available.

(Right) Lifting two 20' containers, note 155HS stabiliser in front only.



Double stacking is easy with the Hammar 155 Mega transfer



Hammar in the Guinness World Record Book



It's not every day that one can brag about setting a world record. And, to be listed in the Guinness World Record Book.

But we made it into that prestigious book on 27 June, 2012.

Witnessed by the press, a TV team and of course, the entire staff at Hammar Olsfors, Sweden the

record was for the successful lifting of a container weighing 60 tonnes using a standard Hammar 157H sideloader.

Carrying that weight has meant that we are the only sideloader manufacturer to achieve this. And, we have the certificate to prove it.

Again, Hammar does a world's first.

Hammar makes lifting easier in oil and gas drill rigs



Out in the bush, especially in applications like oil and gas drill rigs, a sideloader is an ideal alternative to the need to call in a crane to move and load heavy equipment. We proven through the years that Hammar sidelifters can easily handle 20', 40', 45', 48' containers or 2 x 20' containers and flats easily from the ground, trailers, trucks and railway wagons.

So why not use the same technology, to use sidelaoder to handle oil field drill rigs? Right?

In fact, this is now reality. With the ability to handle 14' to 58' oil field drill rig, using approved lifting points or bollards in the ends and also smaller loads with uses of a lifting beam.

After all the sideloader is a crane and can do what a crane is supposed to.

The Hammar sideloader can lift mast and other

pieces that are longer than 58', or those with lifitng points inside the ends.

In addition to the stabilising legs, Hammar sideloaders have two extra full hydraulic support

legs on the non-loading side to stabilise in double-stacking applications or during windy conditions.

This means windy conditions up to 50 km/h.

Hammar sideloaders provide the ability to use fibre slings, depending on lifting requirements.



Hammar hard at work—a 23 m, 23 tonne drill rig mast being transferred to another trailer.

It's important ot note that using Hammar sideloaders does away with the need to hire mobile cranes and rig trucks. 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 C

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- Features/Benefits of the Hammar Rig Lifter Solution:**
- an extendable top arm allows the handling of extra wide loads and the placing of rigs high above the ground
 - the ability to lift all loads smaller than 20', up to 30 tonnes in weight, with use of a spreader bar
 - extremely safe, allows for single person operation and spotting, hence fewer personnel in the vicinity 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, for added safety

Site office loaded using the Hammar 151 C

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Rig Loader does the equivalent work of a 150 tonne crane.

Plus, a 30,000 lbs hydraulic winch installed with Hammar sidelifters provides that extra capability with equipment positioning.

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

Handling land-based oil and gas drill rigs normally requires the use of mobile cranes and rig trucks. Using a bit of lateral thinking, Hammar has designed its sideloaders to be used as cranes in drilling applications. So, to save the unnecessary cost of investing or hiring extra plant, use the Hammar solution for lifting and transporting rigs and other equipment.



30,000 lb winch



Hammar Rig Lifter has many uses in the field, note well head in foreground



Hammar Rig Lifter loading a 36 tonne sub base



Lifting container from flatbed. Note the reach beyond the stabilisers.



Hammar Service opens WA branch to better service the west



Some members of the Hammar Service team based in Perth

Established in 2005, Hammar Service, a wholly-owned subsidiary of Hammar Australia, set up in the Brisbane suburb of Lytton. The branch/service centre was setup to look after the servicing of Hammar sideloaders Australia-wide, through a national network of specially-appointed service providers.

Following the success of the concept, and taking into consideration the isolation of Perth from the the eastern states, we took the strategic decision to open

a branch there. This is a marked difference to our competitors, who only have a limited presence at the service level.

Hammar's WA branch opened in 2012 is a dedicated service/manufacturing centre with parts and production stock being delivered directly from the company's head office in Sweden. With manufacturing based in WA, lead times will greatly improve for local delivery.

For your closest Hammar service location across Australia:

Northern Territory
Darwin Container Services
Ph: 08 8984 3092



Some of the Hammar Service staff in Brisbane

Western Australia
Hammar Service
Ph: 08 9494 2929



WA office and works



South Australia
Pacific Materials Handling
Ph: 08 8268 9430

Queensland
Hammar Service
Ph: 07 3393 6111

New South Wales
West Trans NSW
Ph: 02 9666 5574

Tasmania
Webster Trucks
Ph: 03 6274 9900



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