

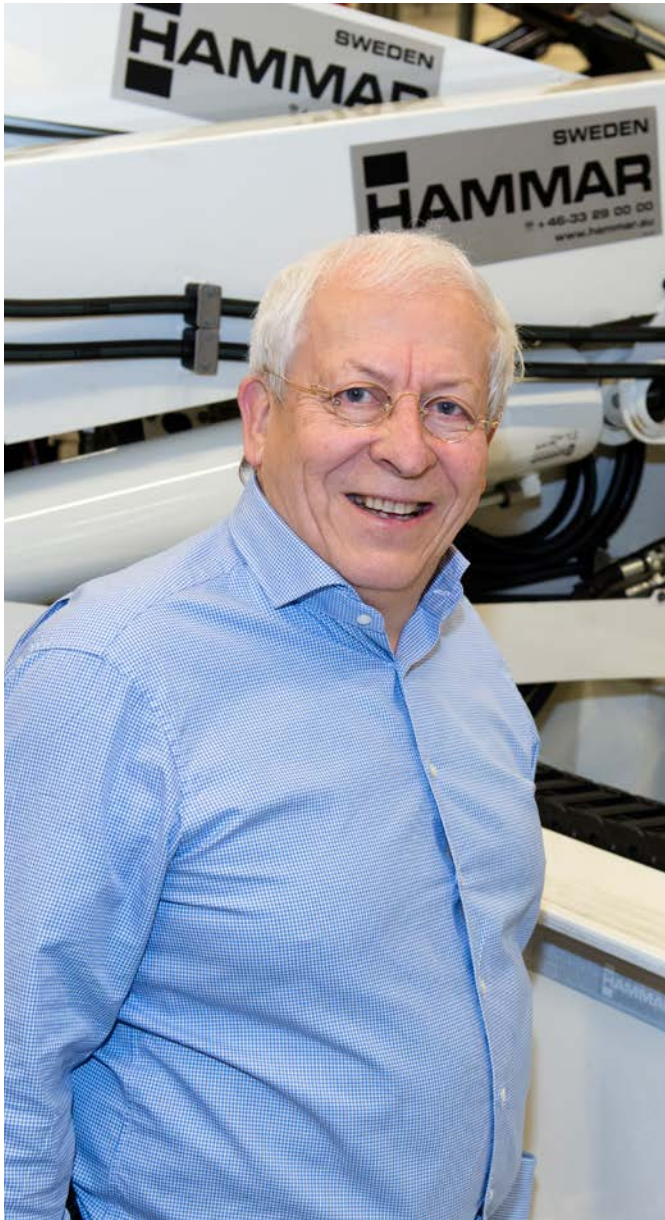
WORLD LEADERS
SINCE 1974
HAMMAR
SWEDEN
IN SIDeloadERS

BE A WINNER WITH HAMMAR



 **HAMMAR**

Our first 45 years are just the beginning of something that is set to get much bigger



45 years ago I was standing in my garage at home wondering how I could construct a sideloader. My deliberations and drawings resulted in a prototype that was 3.5 tonnes lighter than the lightest rival model!

That same year saw my very first delivery, to Pilkington Floatglass in Halmstad – and that was the birth of what is now Hammar Maskin.

A company that has since evolved to become a business with almost 200 employees here in Olsfors and subsidiaries in various locations around the world. So in actual fact sideloaders originating here in Knalleland can be found in a number of countries across the globe.

I realised early on that it was not possible to run a company that only sold sideloaders in Sweden and the rest of the Nordic region, especially not when I wanted to focus on quality and a product with a life cycle of perhaps thirty years.

Advantage gained through travel

So, getting out into the world and doing business was my motto. And by that I mean actually venturing out into the world and meeting customers, not simply contacting them by phone or sending faxes as we did then. When I made the effort to travel to Malaysia or Canada, I was indicating how important that particular customer was to me. This strategy gained me an advantage over my competitors. By setting up subsidiaries where our customers are located, we have developed a local presence that also gives us an advantage.

After having rented premises in Olsfors for nine years, the municipality offered us the opportunity to purchase eight hectares of land on the outskirts. Eight hectares perhaps seemed a lot, but I believed in growth and that would make it easy to expand.

And that's exactly what happened – in a number of stages, and as with our products, standardisation was the order of the day. Each new extension has the same dimensions as the previous one, making it simple to adapt overhead cranes and other equipment.

Full speed ahead!

I may have reached the age of 72, but I have no intention of retiring. Quite the reverse, I am ever keener to forge ahead! There are still countries that don't have sideloaders from Hammar Maskin and to date we "only" have 65 % of the global market. So, in other words, our first 45 years are just the beginning of something that we hope is set to get much bigger.

In this magazine you can read more about us and our products, and meet some of our many satisfied customers.

Happy reading!

Bengt-Olof Hammar, CEO and owner.

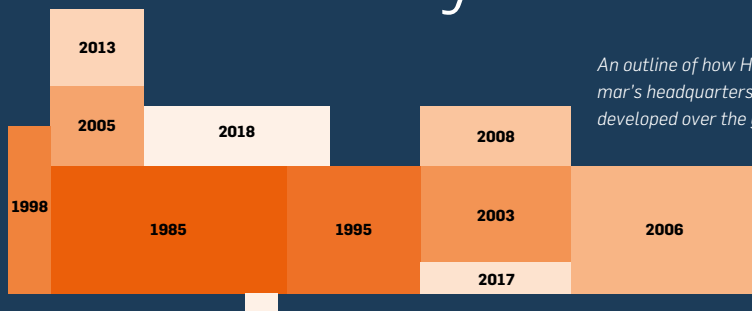
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HAMMAR

– Over 45 years



An outline of how Hammar's headquarters have developed over the years.



- 1974** Bengt-Olof Hammar designs his first sideloader with the model designation SL 30 S. This is the starting point for the formation of Hammar Maskin AB. The first Hammarlift prototype HAJ789 is manufactured, and is "Still going strong" today. Four machines are constructed in this year and the third of these is exported to Norway.
- 1976** The Hammar SL 20 BH model is launched and becomes the company's first vehicle-mounted model. The factory in Olsfors is expanded.
- 1979** An order for eleven Hammar sideloaders for Volvo AB; the factory in Olsfors has to be expanded due to increased production.
- 1980** The first double-sided and stacking Hammarlift is delivered.
- 1981** Hammar acquires Kalmar LMV's manufacturing operations for sideloaders.
- 1987** The Hammar 150 series is launched, Hammar's high-performance model.
- 1988** Hammar constructs the world's first sideloader with capacity for 45-foot containers.
- 1990** The Hammar 160 series is introduced, the world's lightest sideloader and a direct evolution of the original SL 30 series.
- 1992** Christian Ohlsson's TRIOLIFT manufacturing operations in Gothenburg are acquired and transferred to Olsfors.
- 1995** Hammar Australia Pty Ltd is set up.
- 1998** Hammar New Zealand Ltd is set up. The

- Hammar 190 series is launched, now the world's most popular sideloader.
- 2003** Hammar Malaysia is founded with its own production operations and a strong service organisation. The Hammar 180 series of truck-mounted sideloaders is introduced.
- 2005** The patented Hammer Gooseneck chassis is launched. This year sees investment in the first automatic 3D laser cutter.
- 2006** The subsidiary Hammar Lift Inc is set up in the USA with its own production operations and sales organisation. Hammar Service in Australia transfers to wholly-owned, specially-built premises in Brisbane. Hammar sells the first sideloader to Antarctica.
- 2008** The first sideloader with a 42-tonne lifting capacity is presented.
- 2010** The Hammar 155 model is launched, a heavyweight specialising in transfer operations. Hammar builds the first sideloader with a 60-foot capacity.
- 2011** Hammar Maskin lifts 60 tonnes and sets a world record for "Heaviest weight lifted by a Sideloader"! This record is verified by Guinness World Records.
- 2012** The world's first sideloader with capacity for arranging and stacking containers up to two high is launched, the Hammar MegaReach.
- 2013** The world's first electric PowerPack for sideloaders is developed by Hammar. A new laser hall with an additional unmanned fully-automatic 3D laser cutter

- is opened in Sweden. The first sideloader for lifting and transporting cable drums is developed.
- 2014** The Hammar 140 series is launched. A brand new lightweight model for clip-on mounting on an existing container chassis.
- 2015** Hammar Vietnam is established. The Hammar 130 series is launched, a lightweight model with facility for triple-crane configuration. Hammar New Zealand acquires the Auckland trailer production business of its partner SEEL Engineering. Hammar Malaysia relocates to its own, new and larger premises.
- 2017** The Hammar 110 series is launched. A lightweight model with a unique support leg specialising in transfer operations.
- 2018** Hammar South Africa is established.
- 2019** Hammar celebrates its 45th anniversary. The first step towards robotised trailer productions is taken in the form of a new robot welder. An additional robot crane welder is installed. Hammar's new "ULTRA LIGHT" lightweight concept is launched.



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EXPANSION AT HAMMAR



Sweden – lofty ambitions for growth

“We aim to sell to 99 % of countries in the world!”

Hammar’s headquarters in Olsfors, Sweden, have expanded significantly in recent years. The company has extended in stages, increased its rate of production and taken on new staff. The target is to double sales by 2025.

“By then I expect us to be selling our products to 99 % of countries around the world,” says owner Bengt-Olof Hammar.

He already had definite ambitions for growth when he purchased eight hectares of land just outside Olsfors in 1984 and constructed industrial premises of 3,600 m².

“We have since extended a total of eleven times, and we have still only made use of 14,000 m². In other words, we have plenty of space to expand further.”

And that’s what they intend to do – at an undiminished pace. Hammar’s products can be found in a total of 115 countries. However, there are still some gaps on the world map and they aim to fill these.

Sweden is the hub

The factory in Olsfors, Sweden, is the centre of all Hammar’s operations throughout the world.

“All design, manufacturing and testing of cranes takes place here in our high-tech facility. Half of the cranes are delivered direct to customers on Hammar-manufactured trailers as complete units. Our subsidiaries are sent finished cranes and prefabricated trailer steel, in containers.

The trailers are assembled locally by the

subsidiaries, and the cranes are then mounted. All trailers are specially designed for sideloaders and are based on 45 years of experience. We use Swedish steel in all our products to guarantee high and uniform quality. A Hammarlift is intended to be usable for 30 years or longer.”

Standardisation

Production is largely based on modularisation of design and manufacturing process. When combined with in-house production, this provides high quality and flexibility to accommodate customer requirements. The production process is highly automated, with robots and laser cutters operating round the clock to provide efficient production and a high level of quality. In the past year Hammar has added an additional robot welder

for crane production and a brand new robot cell for automated manufacturing of trailer frames. Bengt-Olof Hammar also points out the huge importance of skilled staff with extensive

experience. Many employees have been with the company for a long time, 20-30 years and longer.

The products are now sold to haulage companies, logistics companies, shipping companies, railway companies, defence organisations and relief organisations throughout the world. The growth strategy is based on getting even more customers within these segments to realise the advantage of being able to quickly unload a

whole container and set it on the ground without having to hire a crane. Or being able to stack two containers.

“Our products create versatility, as you can load/unload when and where you want.”

New applications

At the same time Bengt-Olof is coming up with new areas of activity for sideloaders. One such area is lifting and transporting large cable drums for expansion of power grids. Another field is transporting refrigerated containers loaded with fresh fish. This is more versatile and cost-effective than using large refrigerator ships. The Hammarlift is an important link in this logistics chain.

Hammar has secured an advantage over its

“By the time competitors succeed in copying what we’ve done, we already have a patent for the next improvement”

competitors thanks to the high performance level of its products and its strong focus on product development. As a result they are maintaining their advantage.

“By the time competitors succeed in copying what we’ve done, we already have a patent for the next improvement,” says Bengt-Olof.

Australia

– Expansion courtesy of lightweight models

Australia is the world's biggest market for sideloaders, and Hammar accounts for more than half of new sales. The company has experienced substantial expansion in the past few years. The foremost reason for this is the company's focus on ultra-light loaders, which means that the container load can be increased by 0.5-4.5 tonnes compared with our earlier models and up to 5.5 tonnes compared with competitors' models.

"There are four competing players, and we sell more than the other three combined," says Peter Levison, Managing Director of Hammar Australia, painting a bright vision of the future for the region.

Annual sales in Australia total around 150-200 new sideloaders from all manufacturers, and there are estimated to be over 2,000 units in all throughout the country. Australia is also Hammar's biggest market.

It makes things extremely efficient for transport companies when they can quickly unload one container, and then load a new one in its place. Although the sideloaders cost more to purchase than skeletal trailers, they soon compensate for that in increased transport volumes. In addition, with Australia being an isolated continent most goods are imported in containers, and exports are also sent via containers.

Lightweight model responsible for expansion

Over the past three years Hammar has undergone dramatic expansion in Australia and sales have steadily increased since 2016. The introduction of ultra-light machines, weighing two to five tonnes less than competing brands, has been a strong contributory factor to this expansion.

"According to traffic regulations you are allowed a total weight of 42.5 tonnes and a maximum of 53.5 tonnes if you apply for a permit. Therefore it is important to keep down the tare weight of tractor units and trailers. If our trailer together with the tractor unit has a tare weight of 15 tonnes, the container can weigh 30 tonnes, which is significantly more than the 22.5 tonnes that is most common here. It has now also been made legal to drive semi-trailers with four instead of three axles in special circumstances. We manufacture these and this allows the container weight to be increased to 32 tonnes."

The Australian container market is growing by around 5 to 6 % per year and Peter Levison expects that Hammar will grow by more than that – and continue to be the market leader.

"Transport companies know what we stand for in terms of quality and service. We no longer need to discuss these things at length with our customers. I believe in continued expansion and that we can increase our market share within new sales to 70 % within a few years."



Malaysia

– New facility, improved service and new model launch

Malaysia is the Hammar group's second biggest market. Since its establishment in 2003, the company has expanded considerably and has now sold over 650 units to Malaysia. In order to satisfy the ever-increasing level of demand, the company invested in a brand new facility in 2015.

Hammar holds 60-70 % of the Malaysian sideloader market and the rapid growth has resulted in the operation regularly being compelled to relocate to larger premises over the years. Consequently, in 2015 new land and a brand new facility was purchased.

The new premises are strategically located beside the major through route in the seaport of Port Klang, close to the capital city of Kuala Lumpur. Offices and workshop facilities cover 1,600 m², and with the overall plot being 7,000 m² there is room for continued expansion.

The premises accommodate service and sales operations. The team of twenty employees works at an ultra-modern facility designed to cope with the monsoon conditions that prevail at certain times of year.

"Our objective is to expand further in the region and strengthen our sales, service and aftermarket activities," says Chris Joon, who is the local manager of the facility in Malaysia since the company was established in 2003.

"In addition to high-quality products, we were quick to provide a good service offer to our customers, which has contributed to our strong expansion. In five to seven years' time I believe that we will have grown enough to require expansion of our facility," he continues.

The facility and equipment follow the standard previously established within the Hammar group to ensure maximum versatility. The latest expansion of service activities has increased capacity by 40 %!

New model launched

The Hammar 153 S is the latest model to be launched in Malaysia. The model is already available on other markets, but is now being launched for the first time here, with a 45-tonne lifting capacity. The 153 S model offers extremely safe and rapid transfer of loads from/to other trailers/railway wagons, while retaining a great deal of the versatility from our bestseller, the Hammar 195 S.

As part of Hammar's 45th anniversary, the model was officially launched and showcased in Malaysia on **04-05-2019**, with its **45-tonne** lifting capacity and capability for transporting **45-foot** containers.



New Zealand

In New Zealand, Hammar has taken all production under its own management through its subsidiary Hammar New Zealand Limited. At the same time it has also acquired associated engineering premises and land with a newly-launched sister company in New Zealand.

In 2016 Hammar in New Zealand acquired the business previously contracted for manufacturing and assembly of the Hammar model range for the local market. This also included property, land and staff.

Progress has been extremely positive, and the operation has expanded further in conjunction with the launch of the 110 model, including larger premises and additional employees. The 110 model has had a highly favourable reception in New Zealand, and with all its benefits and modern features it has rapidly gone on to become the best-selling model in the country.

The 195 model, which is the second best-seller, has also undergone a "New Generation"

upgrade, incorporating several of the benefits to be found on the 110 model, such as "UltraLight" chassis and CAN bus-based PLC-controlled "Safety+" system, which is now standard on all new Hammarlifts in New Zealand.

In light of the strong level of sales and the large number of Hammar sideloaders on the market there are demanding requirements for service, availability and back-up. The factory in Auckland has long opening hours 6 days a week and telephone support in addition. The possibility of servicing and repairs at weekends are important customer requirements to fulfil. Our target of "zero tolerance of downtime" also includes the option of short-term loan of replacement loaders during repairs and servicing, all to ensure trouble-free ownership for our Hammar customers.

Certified service agents with their own parts stock are available in the larger towns and cities throughout New Zealand, and with a further 15 service locations to choose from Hammar customers generally have an experienced contact they can turn to.



New subsidiary in South Africa

The new subsidiary in South Africa will be Hammar's first company of its own in Africa.

This will mean that Hammar is now represented by its own group companies on all continents. The office is strategically located in Cape Town, which is home to South Africa's second biggest container port.

"I have strong belief in South Africa as a market, since there is a great need for sideloaders and we have products that are competitive," says Joachim Ullberg, Sales and Marketing Manager at Hammar.

One crucial factor to the success of the Hammarlift is the weight requirements in South Africa.

"Our sideloaders are the lightest in the world, in most cases several tonnes lighter than our competitors'. This means that you can load significantly more into each container."

Together with the new office in Cape Town, the company has a partnership with a local financing company, which is helping new customers to finance their sideloaders. A large

After Sales network has also been established together with a local service partner.

"It is essential that customers have quick access to servicing and parts, and that a Hammar is never out of action," says Joachim.

Rewarding collaboration

Joachim Ullberg reports that they are looking into various off-road-segments in southern Afri-

ca. This includes, for example, the mining industry and being able to deliver supplies to remote areas. Together with South African manufacturer Bell, the company has already produced a number of Hammar sideloaders for dumpers.

"This is a specialist segment, in which we can see scope to expand in the future," points out Joachim.



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USA: New markets for sideloaders emerging

The USA is a large and complicated market owing to specific logistics requirements and traffic regulations, and Hammar is the only local manufacturer of sideloaders in this part of the world. Our success is down to earnest efforts to provide customised products.

Per Johannesson took over as CEO of Hammarlift Inc in 2015 and the business has since moved from Los Angeles to Dallas and gained an additional 3 staff. The company has offices and workshops for assembly and servicing of the

machines, and it also covers Canada and parts of the Pacific region.

The need for stacking and moving containers on the ground is already widespread in the USA and more and more people are realising the benefits of sideloaders. Per sees a positive outlook for this market.

"There is also great potential for customised vehicles and new applications," he explains. Terrain-adapted Hammarlifts can be used to transport material to otherwise inaccessible locations, e.g. when erecting a factory or constructing pipelines.

Up in Minnesota a unique low-build Hammar has been purchased to enable lifting and transporting of heavy-duty vehicles that are out of action or are more practical to lift for other reasons. This has awakened interest from the salvage industry in the USA, and the model has now also been adapted for 40-foot open-top containers, where the load can stick out above the container while at the same time complying with local height requirements.

Hammar is also expanding its service network in the USA.

Successful establishment in Vietnam

Hammar's subsidiary in Vietnam has relocated to new premises and expanded substantially. Vietnam, together with Malaysia, is Hammar's hub for accessing the rest of Southeast Asia.

Hammar set up its Vietnamese branch in 2015 in Ho Chi Minh city, and has recently moved into new premises.

"Vietnam is a new market for us, and we can also reach out to many of the neighbouring countries

from here," says Tommy Tuong Nguyen, who is responsible for the subsidiary in Vietnam.

Interest in China

However, the most interesting factor of all is that the branch in Vietnam opens the door to the vast Chinese market, and since it is a wholly-owned Swedish company there are no trade barriers.

"We recently exhibited at a fair in Shanghai and we observed that there is an enormous amount of interest in our products."



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Release Ultra Light – Successful project yields substantial weight reduction

Weight has always been an important consideration for Hammar over the years, and it is becoming ever more important. Consequently, Hammar has been working intensively for three years on developing and testing new technology to reduce the weight of its sideloaders. The project is now complete and Ultra Light represents a weight reduction of roughly one tonne, depending on the model.

The lighter the sideloader, the greater the payload that can be transported. In addition, fuel consumption is reduced, as is wear and tear on the vehicle and tyres. This, combined with tough restrictions regarding gross weight in a number of countries, led Hammar Maskin to initiate its Ultra Light project a few years ago.

“This involved looking at every single detail of the design in order to minimise the weight,” says

development manager Claes Andersson, and goes on to explain further.

High-strength steel

“Length of screws, plate thickness, thickness of hydraulic tubes, every single component was put under a microscope to see whether we could make it lighter. We use high-strength steel, for example, that has a higher yield point, and, that being so, it can be thinner. Naturally our meticulous pursuit to reduce the kilos did not impact

“Easily the lightest heavy-duty model in the world”

the quality of the machine or its lifting capacity, and costs were not allowed to spiral. This was a

challenge, but thanks to a single-minded sense of purpose and our extensive experience in developing and manufacturing sideloaders we have now come up with an excellent solution.”

The lightest heavy-duty-model

The results were as expected and it quickly proved that a small number of extensive modifications would reduce the weight of the cranes alone by 20 %. Together with the lightweight chassis and a number of new lightweight accessories, the weight reduction for a standard machine is around 0.5-2 tonnes.

“We succeeded in reducing the weight of our 160 S model with 36-tonne lifting capacity by over one tonne, to a mere 6,990 kg. This makes it easily the lightest heavy-duty model in the world,” says Claes Andersson, who is very pleased with the weight reduction that has been achieved.



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The world's strongest sideloader!

The world's strongest sideloader – comes from Hammar. The 157 H model has lifted 60 tonnes and is listed in the Guinness World Records. The record remains unbeaten to date!

The world record was set back in 2011 in front of TV cameras and an assembled host of journalists, who in honour of the day got to report a new world record of a slightly different kind.

"There's a certain prestige in manufacturing the sideloader that has lifted the heaviest-ever load," says Sales and Marketing Manager Joachim Ullberg.

However, it's naturally not the case that all our machines can lift 60 tonnes. For customers, Hammar offers a maximum CE-labelled lifting capacity of 45 tonnes, and these are tested with a load of 56.25 tonnes.

"All our machines perform test lifts before delivery and we always ensure that there is a good margin above the weight we guarantee that the machine can lift. If we specify 36 tonnes, there is a dynamic surplus weight of 10 % and a static surplus weight of 25 % that we verify by means of our test lifts. This is an important quality stamp from our side," points out Joachim.



LEGO enters the sideloader industry

Danish toy manufacturer LEGO, together with American truck company MACK, has entered into mobile container logistics.

In order to investigate and analyse this new competitor, Hammar has called in 9-year-old consultant Agaton, who has assembled the

model for Hammar.

"The company beats us hands down when it comes to weight and price, but they have a fair way to go before they can equal Hammar's huge lifting capacity," states Bengt-Olof, CEO and owner of Hammar, as he examines the product on his desk in Olsfors.





Hammar's first-ever sideloader

The very first sideloader from Hammar was sold in 1976. Several years ago it came back into Hammar's possession, and it now stands in the yard outside the headquarters in Olsfors, Sweden. Despite being 43 years old now, the loader is still in working order!

Halléns Transport & Logistics AB in Gothenburg, Sweden, was the customer that purchased the first Hammarlift. And it remained in use there for 20 years. Ernst Express in northern Sweden was the final user, up until 2000. It subsequently served as a rental loader at Hammar up until 2008 – 32 years in service, much of it working

double shifts.

Following a quick inspection, CEO and owner Bengt-Olof Hammar now stands and lifts 20 tonnes using said Hammarlift.

"This shows the fantastic lasting quality of our machines," says Bengt-Olof as he demonstrates how it works.

In-house the prototype is known as "Hajen" (The Shark) from its registration number HAJ 789.

"Hajen" weighs 10 tonnes, and at the time was 3.5 tonnes lighter than the lightest rival model. The SL 30, as the model is designated, already had a lifting capacity of 30 tonnes back then.

However, a great deal has happened since.

The SL 30 is no longer manufactured, although Hammar still offers spare parts for it. In 1990 the model was replaced by the Hammar 160, which is now a further 3 tonnes lighter with increased lifting capacity and 3 axles!

Hammar has manufactured many machines that have been in operation for more than 30 years now. For example, a few years ago the company received a spare parts order for its sixth-ever machine, which was delivered to Norway in 1977 and now operates on the French island of Guadeloupe in the West Indies. Hammar quality shows through time after time.

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Port Klang

– the jewel of the Far East

Port Klang has the densest concentration of sideloaders in the world and is Hammar's second largest market. In terms of handling of TEUs ("Twenty-Foot Equivalent Unit") Port Klang is the eleventh largest port in the world and there are big plans for expansion. But just why are there so many sideloaders in this particular location?

Port Klang is the eleventh largest port in the world in terms of how many containers it handles, and a large volume of this is imports and exports thanks to Malaysia's strong industry.

Sideloaders in the port are permitted to lift up containers independently. You can simply place a container on the ground where it is most convenient for the port and a sideloader can collect it later.

"This ensures a faster and more flexible container flow in the port, as the harbour cranes don't need to wait for a sideloader, unlike a container chassis," explains Chris Joon.

An additional contributory factor in the popularity of sideloaders here is that they have realised the big advantages of being able to set containers on the ground. There are very few loading platforms at the factories in Port Klang and the capital city of Kuala Lumpur.

"Loading platforms take up more space, force you to make permanent investments and require you to add to the building as soon as you want to increase the goods flow. If sideloaders had been invented at the same time as containers, we would never have been using loading platforms for containers today!" says Chris.

The factories are located within a relatively small area, which means lots of lifting operations for the sideloaders every day. Large producers like Volvo and Scania are present, which means that there is lots to do. Excellent motorways and good infrastructure together with the fact that the sideloaders can operate round the clock means that you can make maximum use of them.

"For us, Port Klang is the jewel of the Far East, as it is the global port with the most operational Hammarlifts on the go round the clock," says Chris.



NEW HAMMAR 110

In March 2017, the new, light heavyweight Hammar 110 was introduced at the THE Expo in New Zealand. The model is a transfer specialist with a low tare weight, but is versatile and works just as well for lifting from/to the ground. It is now available in most of the world and has exceeded all expectations.

The Hammar 110 has two main features: a new and unique patented dual-function support leg and a low tare weight. The new support leg has two different modes: StepOver Mode, where the support leg extends outward in an arch and can rest 3.2 metres out. This allows you to position it on the other side of a chassis or railway wagon. It also provides extremely high stability and low ground pressure, as well as more efficient and safe handling when transferring to/from another chassis. In Sledge mode the support leg is folded, allowing the leg to be set to the lifting position more quickly and reducing the space needed to 2.0 metres.

The tare weight is from 8.4 tonnes (18500 lb), which is around 1-2 tonnes (2200-4400 lb)

lighter than similar models. This means a higher payload, lower emissions and less wear and tear.

This model has been a huge success. In 2018 Hammar New Zealand sold more Hammar 110s than Hammar's best-seller, the Hammar 195. On the world's biggest sideloader market of Australia it is the second best-selling model since it was first introduced. In several other locations around the world where similar models have not been at all successful, they are beginning to try out the new concept, and the model is only just at the start of its journey. The Hammar 110 is not only a success, it is also changing how side-loaders are viewed across the world!



Summary:

36-tonne (79300 lb) lifting capacity, tare weight from 8.4 tonnes (79300 lb)*. Can be mounted on both trailer and truck chassis.

- Specialist for transferring from/to other chassis or railway wagons
- Versatile support leg with two different modes/functions: StepOver & Sledge mode
- Low tare weight
- Extra stability and extremely low ground pressure in StepOver mode
- Requires less space in Sledge mode, e.g. if you want to position a container close to a wall
- Extremely efficient operation, both lifting from/to the ground and transfers
- Can be equipped with additional, more advanced optional extras*
- Always equipped with Hammar Safety+ and weight indication system as standard

*Trailer-mounted, 3 axles, single wheel, 36-tonne (79300 lb) lifting capacity, S-chassis 20-40 foot, light-weight accessories.

**e.g. container spreader, crane extension, high cube stacking.

HAMMAR 195

25 to 40-tonne (55100 - 88200 lb) lifting capacity, tare weight from 8.0 tonnes (17600 lb)*. Can be mounted on both trailer and truck chassis.

- All-round model. Suitable for both lifting from/to the ground and transfers
- Highly versatile positioning of support leg – telescopic and can be angled between horizontal and vertical position
- Best-seller
- Low tare weight

*Trailer-mounted, 3 axles, single wheel, 36-tonne (79300 lb) lifting capacity, S-chassis 20-40 foot, lightweight accessories



HAMMAR 160

36-tonne (79300 lb) lifting capacity, tare weight from 7.2 tonnes (15800 lb)*. Mounted on trailer chassis.

- Primarily for lifting to/from the ground, but can also transfer from/to chassis in numerous situations
- The lightest heavyweight on the market!
- Simple and smart design for lifting from/to the ground
- Compact design.

*Trailer-mounted, 3 axles, single wheel, 36-tonne (79300 lb) lifting capacity, S-chassis 20-40 foot, lightweight accessories.



HAMMAR 151

36 to 45-tonne (79300 - 99200 lb) lifting capacity, tare weight from 9.4 tonnes (20700 lb)*. Can be mounted on both trailer and truck chassis.

- All-round model. Suitable for both lifting from/to the ground and transfers
- Highly flexible positioning of support leg – telescopic and can be angled between horizontal and vertical position
- Can be equipped with additional, more advanced optional extras**
- The world's strongest sideloader – lifting capacity up to 45 tonnes (99200 lb). Tested with 56.25 tonnes (124000 lb)!

*Trailer-mounted, 3 axles, single wheel, 37-tonne (81500 lb) lifting capacity, S-chassis 20-40 foot, lightweight accessories

**e.g. container spreader, crane extension, high cube stacking



HAMMAR 155

37 to 45-tonne (79300 - 99200 lb) lifting capacity, tare weight from 9.2 tonnes (20300 lb)*. Can be mounted on both trailer and truck chassis.

- Specialist for transferring from/to other chassis or railway wagons
- Extra stability and extremely low ground pressure
- Can be equipped with additional, more advanced optional extras**
- Strongest transfer expert, up to 42-tonne (92600 lb) lifting capacity. Tested with 52.5 tonnes (115700 lb)!

*Trailer-mounted, 3 axles, single wheel, 37-tonne (81500 lb) lifting capacity, S-chassis 20-40 foot, lightweight accessories.

**e.g. container spreader, crane extension, high cube stacking.



HAMMAR 140

16-tonne (35200 lb) lifting capacity, tare weight from 3.5 tonnes (7700 lb). Clip-on unit.

- Primarily for lifting from/to the ground, but also ideal for transferring empty containers
- Clip-on unit with separate engine that you can mount on any vehicle with a 20-foot container locks
- Option of switching lifting side
- Easy to mount/remove. Position on its support legs and drive off, or lift it off using a forklift
- Simple, fixed telescopic support legs



HAMMAR 180

12 to 30-tonne (26400 - 66100 lb) lifting capacity, tare weight from 3.1 tonnes (6800 lb)*. For mounting on truck/heavy-duty chassis.

- Primarily for lifting to/from the ground, but also ideal for transferring from/to chassis or railway wagons in numerous situations
- Fixed, mounted telescopic support leg with low position
- Extra fast handling from and to the ground
- Compact design, shorter and more flexible
- Lowest tare weight on the market for a sideloader mounted on a truck chassis

*Cranes for 20 foot only, 20-tonne (44100 lb) lifting capacity, lightweight accessories



HAMMAR 130

16-tonne (35200 lb) lifting capacity, tare weight from 7.4 tonnes (16300 lb)*. Can be mounted on both trailer and truck chassis.

- All-round model. Suitable for both lifting from/to the ground and transfers
- Triple-crane model, for individual handling of two 20-foot containers, and with collapsible central crane to allow 40-foot containers
- Highly flexible positioning of outer support leg – telescopic and can be angled between horizontal and vertical position
- The central crane has a support leg that can be positioned extremely low, which is advantageous if you need to position the leg under something
- Also available as a double-crane model



*Trailer-mounted, 2 axles, single wheel, 3 cranes, 16-tonne (35200 lb) lifting capacity, lightweight accessories.



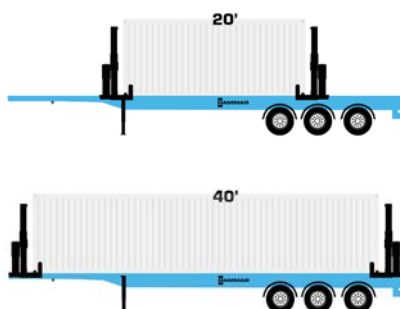
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HAMMAR CHASSIS MODELS

Hammar manufactures both cranes and chassis and delivers a complete product. Our chassis are built with high tensile Swedish steel and are designed specifically for siders. We customise our trailers for each individual country and construct them to suit customer requirements.

Fixed chassis/movable cranes

The most common and simplest chassis model, the "S-Chassis" (Sliding), has a fixed chassis with movable cranes. The cranes move between the 20-foot and 40-foot position as standard, but, depending on legal requirements and customer requests, can also be adapted for larger and smaller sizes. If you only plan to operate with one container size, it is also possible to have fixed, mounted cranes. The S-chassis has a low tare weight, a simple design and is an ideal choice in most situations.



Telescopic chassis

With a telescopic chassis you can extend or retract the whole chassis, making the entire vehicle longer or shorter. Ideal if you want a short vehicle for extra manoeuvrability when driving with no load or with 20-foot containers, or if you need to comply with laws limiting the length of your vehicle under certain conditions. We offer three different telescopic chassis models:

C-chassis

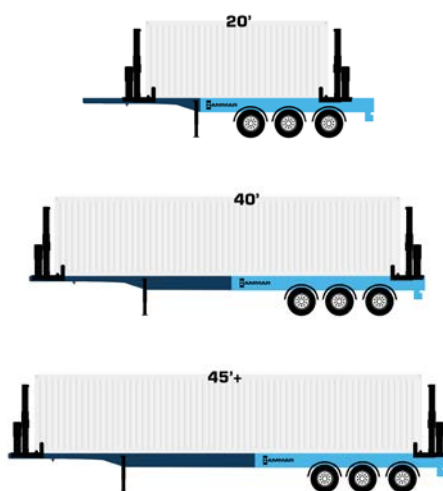
The most common telescopic chassis is the C-chassis (Combination). It combines movable cranes with a telescopic chassis. The movable cranes enable optimised positioning of your load, allowing the heaviest loads possible to be transported in all situations.

T-chassis

The T-chassis (Trombone) is the simplest telescopic chassis and has fixed cranes. Unlike the C-chassis, it is not possible to adjust it according to legal weight requirements and it is the heaviest of the telescopic chassis. The T-chassis is the one that can be built to the shortest length, providing a high level of manoeuvrability in the shortest position (20 foot).

A-chassis

The A-chassis (Advanced) is the most advanced telescopic chassis. It is made up of three moving parts and movable cranes, providing optimised weight distribution for both 2 and 3-axle trucks. It is also possible to make it shorter than a C-chassis in its shortest position.



Truck-mounted options

Several of our models can be mounted directly on a truck chassis. This is primarily for handling of 20-foot containers and provides unbeatable manoeuvrability.

Chassis adaptations



Hammar Gooseneck

All chassis models, apart from A & T, can be constructed with Hammar's unique gooseneck chassis. A gooseneck chassis is designed to transport 40-foot or 45-foot HC (High Cube, 9' 6") containers in countries with height restrictions that require this. Without a gooseneck chassis the container will sit higher than is permitted by law. In a number of countries a gooseneck chassis is standard.



Modular system

Hammar's chassis models can be equipped with a towbar or turntable at the rear to attach an extra trailer.



Axle configuration

Hammar's trailers can be constructed with differing numbers of axles to suit your particular situation. We adapt the axles according to local legal requirements, axle pressure distribution and turning radius stipulations.



HAMMAR ACROSS THE WORLD



Hammar's service agent on Malta, Express Trailers, celebrates its 15-year partnership with Hammar together with its customers.

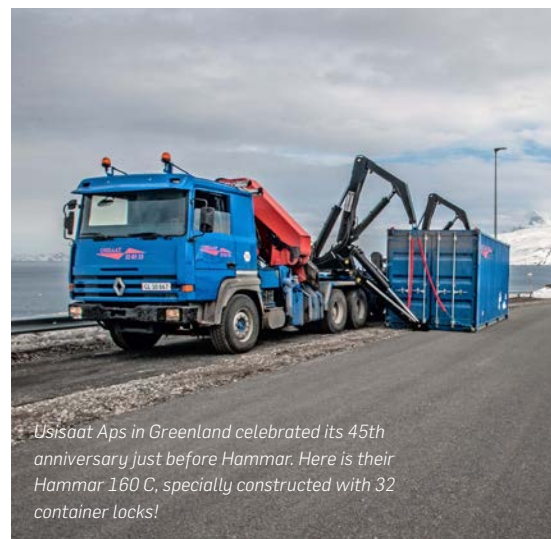
A terrain-adapted Hammar 195 S in South Africa demonstrates applications for the construction and mining industries.



Carroll's 3PL Logistics & Freight Transport in New Zealand with their new 4-axle Hammar 110.



Usisaat Aps in Greenland celebrated its 45th anniversary just before Hammar. Here is their Hammar 160 C, specially constructed with 32 container locks!



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GUNNEBO Industries



BW Group transfers a container using the new 45-tonne 153 model with front stabiliser leg. The first in Malaysia!



The new 110 model handles tank containers on the railway.



The Hammar 110 with specially-designed extra support legs for fast handling of empty containers. Delivered to Ljungs Transport in Sweden.



The Hammar 140 B can be found in the USA on trailers for pick-up trucks for handling of empty containers and vehicles.

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HAMMAR BEATS THE DRUM



Revolutionising cable logistics

Transporting cable drums (cable coiled on large steel drums) is a major component of logistics and work to lay cables throughout the world. The cable drums come in varying sizes, and transporting larger cable drums has historically involved a combination of mobile cranes and low-build trailers. The trailers have a low structure to accommodate the height of the load and to cope with the relevant national height requirements. The loading and unloading site has a mobile crane in place to take care of loading and unloading operations, and the cable is then pulled out.

In 2011 came the first enquiry about building a sideloader for transporting and lifting cable drums. The project was being delivered by NCC, the second biggest construction company in the Nordic region. Three drum loaders were ordered, and after 2 years of discussions, development and testing, the first Hammar drum loader was complete. The result was a globally-unique

trailer and sideloader.

Instead of installing cranes on a traditional low-build trailer Hammar built a trailer specifically designed for cable drums. A U-shaped trailer bed was developed, providing greater stability and strength in the chassis, as well as maintaining the low height level required. The cranes installed were Hammar 155 cranes, to ensure maximum stability and the lowest possible ground pressure.

NCC's project involved transporting 27-tonne cable (59 500 lb) drums that were 4.2 metres high. A total of three loaders were ordered. The reason for choosing a brand new logistics solution was to increase flexibility and save time and money.

"The biggest advantage with the sideloaders was naturally that you didn't need a forklift or mobile crane when loading/unloading," says Kjell Olofsson, who was in charge of the project at NCC. "Previously, when using a mobile crane, loading/unloading took at least 1 hour every time. And depending on the actual unloading site

it could take significantly longer. In addition, you also had the process of the mobile crane being driven to and from the site," he continues.

All transport and lifting operations are now taken care of instead by a single driver and vehicle. The time spent preparing for lifting operations has decreased from one hour to just a few minutes. All this has allowed a more reliable and exact timetable to be developed, while streamlining the entire process and making it more versatile in the event of alterations.

"It was never a case of a trailer standing waiting for another trailer, or a trailer standing waiting for the mobile crane," says Kjell.

Concept exported

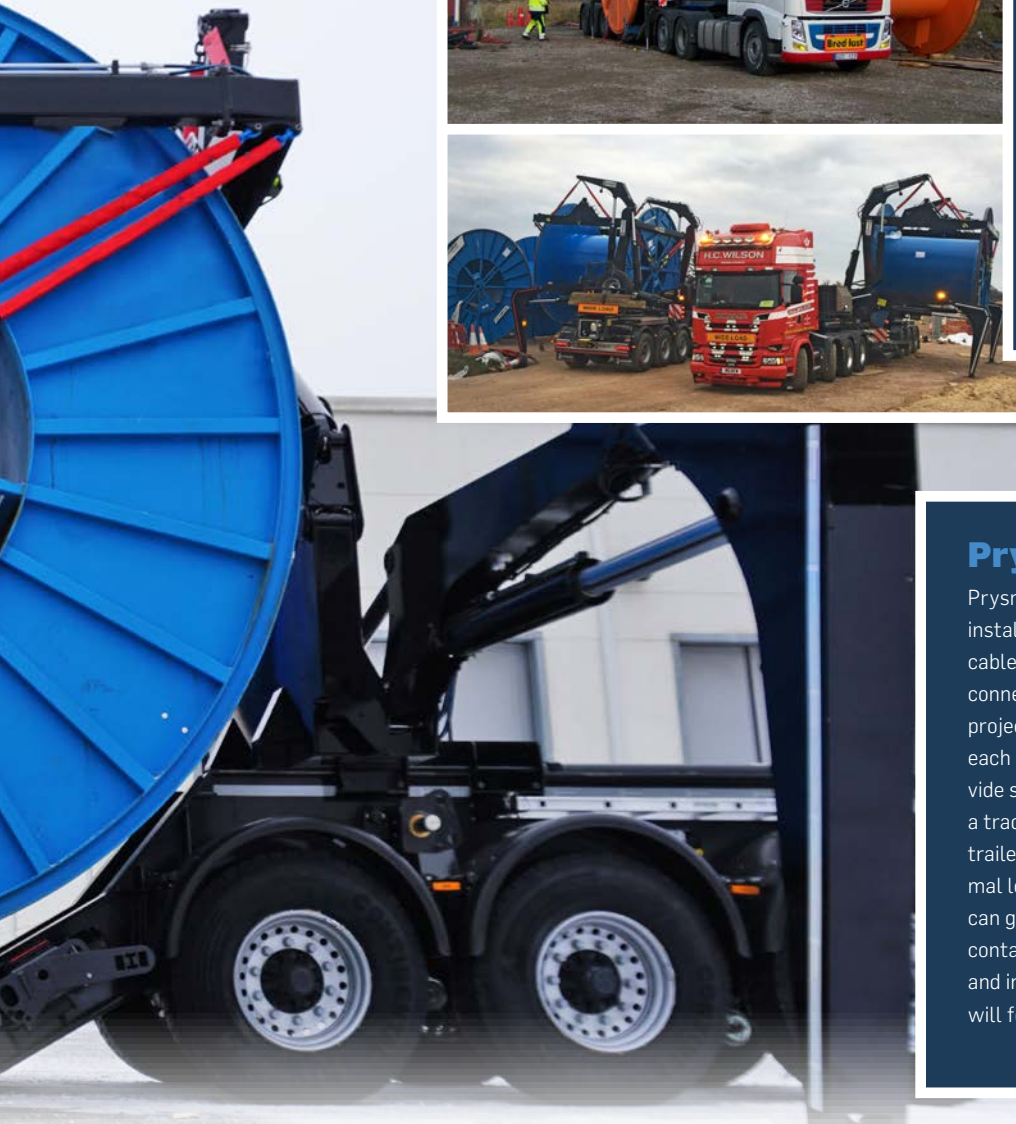
The UK was the next country to take advantage of the new concept. Prysmian Group, one of the world's largest cable manufacturers, had been commissioned to transport cable drums to connect up a new offshore wind farm to the national power grid in the UK.

Earlier projects involved cable drums



NCC

NCC's assignment comprised transport, pulling out and laying of 4 parallel DC power cables transporting 2 x 720 MW at a voltage of 300 kV. A total of approximately 564 cable drums were transported and installed over a period of two years along a route extending 190 km. The transport dimensions of Hammar's sideloaders were optimised for the width and height limits of the roads. The sideloaders from Hammar were an essential element of the project in order to streamline and improve the logistics chain and enable the project to be completed in 2 years.



Prysmian UK

Prysmian UK has successfully completed supply and installation of cable totalling 114 drums of 220 kV cable along the entire challenging 37 km route of land connection for the East Anglia One offshore windfarm project. Prysmian's solution required 2 km lengths on each drum and they selected Hammar trailers to provide significant operational savings and benefits over a traditional contract lift crane method. The Hammar trailer was key to reducing the requirement for abnormal load permissions and with adjustable suspension it can get closer to the point of installation and transport containers too. Prysmian continues to grow the supply and installation of high voltage cables and the trailers will form an important part of that future.

equipped with container locks to enable handling by sideloaders. However, there were no container locks in this project, and the cable drums were wider and weighed 32 tonnes (70 500 lb). In order to deal with lifting these cable drums, Hammar developed and produced a globally-unique hydraulic lifting spreader, and this

"The biggest advantage with the sideloaders was naturally that you didn't need a forklift or mobile crane when loading/unloading"

enabled the cable drums to be lifted using their central shaft instead. An additional request was the ability to handle 20-foot containers in order to transport all equipment more easily to the work sites, and Hammar resolved this by making the cranes movable.

Transport for the Prysmian Group's project

was managed by transport specialist H.C. Wilson Transport Ltd. Chris Rowlands, transport manager, explains that there are numerous benefits to the new transport solution.

"The biggest advantages are that we are self-contained in the loading and unloading of the drums, we don't have to wait for a third party to complete any lifting and the associated problems this can bring; the crane being delayed on previous jobs, the crane drivers having to be site inducted, the additional space that a large mobile crane takes up with its outriggers set out, etc," says Chris.

There are many risks with mobile cranes. In addition to the time it takes, the space required and greater demands on the terrain due to ground pressure, the weather can also cause problems.

"Due to the low working height of the Hammar cranes, they are not affected by high winds and can therefore be used during inclement weather, unlike mobile cranes," explains Chris.

Since the transport distances are relatively

short, it would have been necessary to hire four heavy mobile cranes to achieve the same efficiency as two drum loaders from Hammar

"Overall the two sideloaders save on hire of four mobile cranes, which over the length of this project would be extremely expensive. They save a lot of time and planning, making the project far more efficient and cost effective," says Chris.

Instead of four mobile cranes and two low-build trailers for the project, they have just two sideloaders. This also means reduced emissions and less impact on the local community.

Continuous development

Development of the drum loader is continuing. This includes further improvements to the versatility and the handling area. The latest development of the drum loader makes it possible to handle different sizes of cable drum, and there are plans to increase the lifting capacity up to 42 tonnes (92 500 lb). Together with the significant existing benefits of the Hammar drum loader, the future is looking bright.



Enger Transport, the haulage company most Hammars in the world “The products company is responsive to our needs”

Norwegian transport giant Enger Transport A/S purchased its first sideloader from Hammar in 1977. Today they own a fleet of forty Hammarlifts, used for transport around Ålesund and Oslo.

“Sideloaders are efficient to use for a variety of transport operations, and many of our customers require us to set their container down directly on the ground,” says the company’s MD Roger Enger.

Enger Transport was set up in 1971 by Knut Enger, who had one vehicle at the time and drove for the then Bilspedition. A lot has happened at the company since then, with offices now in Ytre Enebakk and Ålesund. Today they have just

over 100 vehicles and 220 container trailers, 40 of which are sideloaders from Hammar Maskin. Enger Transport is the biggest player in Norway in the field of container transport.

Roger Enger is the second generation in this family company, which he owns along with his two siblings.

Enger Transport purchased its first Hammarlift back in 1977, the sixth one ever to be produced.

“We had a customer who wanted us to set down their container directly on the ground and we began looking around for a trailer with cranes. At that time Google did not exist, so we searched our neighbouring countries and came across Hammar Maskin in Olsfors,” relates Roger.

That was the start of a partnership that has been going on for just over forty years now, and Hammar is the only make of sideloader they use. Enger Transport is now the haulage company that has purchased the most sideloaders from Hammar in the world.

High quality

“The products offer lasting high quality and the company is responsive to our needs for modifications so that the machines fit our operations. We have Hammar Sideloaders from 20 tonnes upward and various models.

“Another benefit is their aftermarket service; they always have spare parts in stock for quick delivery if something happens. The machines



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that has purchased the offer lasting high quality and the

also have a good, straightforward design, which means that we can service and repair them ourselves," says Roger.

He also explains that the Sideloaders have constituted a large portion of the company's growth.

"A significant proportion of our expansion has involved buying up other smaller haulage companies; more precisely we have made 28 acquisitions. Several of these haulage companies had sideloaders from Hammar in their fleets."

The importance of weight

Roger Enger also points out that Hammar's capacity for innovation has helped the company to reduce the weight of its trailers. This is espe-

cially important when transporting fish from the fish factories to the port.

"Fish must be transported in refrigerated containers and these are pretty heavy. Reducing the weight of the transport rig by two tonnes is a huge help.

"At the same time it is smooth and easy

using sideloaders when transporting fish. We can quickly lift the empty container down onto the ground and load up the full one in its place. This is much more efficient than having to have a forklift truck come along for unloading and loading."

"Fish must be transported in refrigerated containers and these are pretty heavy. Reducing the weight of the transport rig by two tonnes is a huge help."



Sideloaders make F1 logistics more efficient

To most people, the F1 circus is about fast cars, drivers and teams battling for the honour of being named champion following the final race of the year. However, car and driver performance are not the only crucial factors. Logistics are a highly essential aspect as teams transfer their equipment from one continent to another.

Formula 1 is a billion-dollar industry, and if we take the Ferrari team as an example, their turnover within F1 is a staggering USD 1.3 billion.

Transporting the miniature village set up prior to every race requires speed and exact precision. The slightest disruption can mean the difference between success and failure out on the track.

So it's no surprise that the F1 teams spend huge amounts of money on logistics solutions to enable them to move their whole entourage from one continent to another in the space of just a few days. It's not just a matter of garage and pit facilities for the cars. The F1 teams transfer whole buildings such as offices, bars, restaurants, solutions for electronics and IT, and more.

Once a race has concluded, everything is dismantled, packed into containers and transported on to the next venue.

With such requirements for mobility and efficiency and with so much already being transported in containers, sideloaders are an ideal fit for the logistics chain.

STS on F1 assignment in the USA

Swinglift Transport Service in Dallas transported containers using sideloaders for the F1 grand prix in Austin in 2018. The company's CEO Bruce McGregor feels that sideloaders are an excellent resource for making the finely-tuned F1 logistics even more efficient. The company has numerous events companies among its list of customers who choose to move equipment using sideloaders, as it is quick and easy.

STS has eight sideloaders in total, and its head office is in Dallas, Texas. Thanks to the success of its sideloaders the company has recently expanded, with a new office in Nashville, Tennessee.

"We have a wide variety of customers. These include

construction companies, international freight companies, small firms that use containers for transport and storage, logistics companies that need assistance with loading and unloading containers, and then we have a number of logistics assignments linked to various events. And the list goes on," says Bruce.

You carried out F1 transport services for the grand prix in Austin last year, how did you get the assignment?

"It was a company in Canada that contacted us on behalf of DHL. A large quantity of containers needed moving in a very short space of time."

Tell us about your role in the huge F1 logistics chain?

"Containers came from Houston on trailers. We lifted the containers off and set them on the ground. The highly efficient DHL team emptied the contents from the container and we then lifted the empty container back onto the trailer chassis, which subsequently travelled back to Houston (a distance of 200 miles/approx. 322 km). We did the same thing for 40 containers in all and it was an extremely fast and smooth process. Sideloaders were the perfect solution for this task."

Can you clarify why sideloaders were so good for this particular assignment?

"The fact that it's so simple to manoeuvre and set down the container exactly where the forklift wants it. Sideloaders work much faster than an ordinary crane, which would have been the alternative. Moreover, a sideloader can operate in tight spaces without causing any damage to the container or its cargo."

What potential do you see for using sideloaders at future F1 events?

"Since it involves transfers every week during the season, the teams have become highly proficient at what they do. If you add in our services using sideloaders, that makes them even more efficient, and naturally it also gives a boost to us and other companies that use sideloaders. The events industry has become a major component of our operations. We have numerous events companies who store their equipment in containers, since it's cheaper, for one thing, and it's also simple to transfer the container(s) to the next location using sideloaders."



Photo: Shutterstock



STS lifts the containers off directly at the F1 stable

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Containerlift from the UK is contracted to deliver everything from stands to generators for Formula E.



Hellingman Transport B.V. from the Netherlands delivers containers for the F1 Grand Prix in Switzerland.



Korea Interlink helps with logistics for the Grand Prix in Yeongam, Korea.



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Hammar popular among rental and leasing companies “User-friendly and reliable”

Vehicle rental and leasing is an important business for Hammar Maskin in Australia and New Zealand. Rental companies have noticed how much customers appreciate Hammar sideloaders, and when combined with reliability and the high level of service, the brand has become the obvious choice for many.

Family-owned Rentco Transport Equipment in Perth with its fleet of 2,500 vehicles is Australia’s biggest rental agent of equipment for the heavy transport sector. They have their own service centres and staff with a good understanding of the applicable transport regulations. The company has several sideloaders from Hammar in its range.

“Generally, our customers use sideloaders to satisfy their customers’ demands for unloading a container while it is standing on the ground and also being able to operate with maximum payload. In recent years, it has also become increasingly common for sideloaders to be used as mobile cranes to quickly lower a full container to the ground, load an empty one and then go on to the next assignment,” says Paul Scott, National

Business Manager at Rentco. The company has been renting out sideloaders from Hammar for several years now and is very satisfied with the results. “There’s no other manufacturer that has the same network of nationwide and high-quality service centres as Hammar. In addition, they are well represented in Australia, with staff and management team who ensure that any problems that occur get resolved quickly.”

Paul Scott stresses that he wants suppliers who work with the same passion as Rentco in dealing with customers, especially considering that Hammar often work directly with Rentco customers.

“The confidence that Hammar inspires in our customers also has an influence on our success. Furthermore, they have a product that is easy and safe to use, and which Hammar is behind all the way. All this makes it difficult for their competitors to get a foothold.”

Over 30 Hammarlifts

Semi Skel Hire is another rental company that rents out Hammar sideloaders. The company has been in operation since 1991 and has a total of

1,150 trailers for rent.

“We are a wholly-owned family business and we are responsible for the maintenance of our entire trailer fleet. We make sure to hand-pick the most qualified mechanics to ensure we offer the best service,” stresses the company’s Managing Director, Geoff Kelly.

It was in 2007 that Semi Skel Hire purchased their first sideloader from Hammar.

“Since then we’ve continued to grow, and we now have over 30 sideloaders from Hammar in our fleet. A variety of transport companies rent our Hammar sideloaders, and the biggest advantage – as customers put it – is the simplicity of quickly setting the container down on the ground. Our customers have a positive attitude to Hammar sideloaders and often declare that they are both user-friendly and reliable.”

Why did you choose Hammar sideloaders to begin with?

“We contacted various manufacturers once we’d decided to include sideloaders in our fleet. We very soon found that Hammar was the only one that could fulfil our requirements when it came to axles and other components that are standard in our trailer fleet.”

Hammar provides more effective emergency relief and defence operations



A key supplier

TR Group Ltd is a privately-owned company in New Zealand, founded on 15 November 1992, whose business is based on a unique corporate culture with strong values.

TR Group is a leasing and rental company that exclusively specialises in heavy vehicles, and it has included sideloaders in its range since 1995.

"Our goal is to be the best in the world at renting out trucks and trailers," says Brendan King, General Manager of TR Group.

They purchased their first sideloader from Hammar in 2001, and things went on from there.

"Thanks to the market liking their product and Hammar maintaining such a high level of service, they have become one of our key suppliers. Hammar sideloaders have a good life cycle cost, they are reliable, and we also have a very good relationship with Hammar's representatives here in New Zealand," says Brendan.

The armed forces from around 21 countries purchase sideloaders from Hammar Maskin. The advantages compared with conventional trailer transport options are the versatility and the speed of reorganisation of defensive positions. Aid organisations also make use of Hammar sideloaders, for operations such as transporting supplies in remote areas.

Several armed forces have discovered the advantages offered by sideloaders from Hammar.

"All armed forces have stringent requirements for products. They require certification and an effective aftermarket provision offering servicing and spare parts," explains Tommy Tuong Nguyen, who is responsible for the Defense Line business area.

Customised

He explains that it is often a matter of customised machines that can tackle transporting different sizes of containers. There are also a number of other requirement specifications that must be taken into account.

"If we take Taiwan as an example, the requirement there is that all components must be

manufactured outside China."

In an urgent situation sideloaders are used, for example, to quickly transport communication equipment and other admin material. They also offer advantages in the event of rapid troop movements, when equipment is crammed in a container and transferred to another location.

For humanitarian aid

On the other hand, sideloaders are just as effective for use in humanitarian aid efforts. Hammar Maskin's customer list includes a number of aid organisations, with the UN being just one example.

"A sideloader can unload containers at ports and airports, for example, transport them direct to a refugee camp, set down the container on the ground, and the aid workers can then give out supplies. Another advantage is that sideloaders can also assist in unloading from another vehicle, e.g. a semi-trailer standing alongside," says Tommy Tuong Nguyen.

Hammar has also constructed a number of terrain-adapted vehicles, providing greater scope for transporting supplies to disaster areas.

Hammar service network

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