



MULTILIFT

MULTILIFT BUYER'S GUIDE **CHOOSING THE RIGHT HOOKLIFT**

CHOOSING THE RIGHT HOOKLIFT

Interested in adding a MULTILIFT hooklift to your operation?

What industry do you operate within?

MULTILIFT turns your truck into a Swiss army knife, however waste haulers, municipalities, landscapers, contractors, etc. all have slightly different criteria required to get their jobs done. Knowing your industry and focus will allow us to fast-track the conversation.

What body styles are you currently using or plan to use?

There can be nuances for different body styles. For example, with a dump body often times you will want the body to extend roughly one foot beyond the rear rollers so you do not dump directly onto the bumper. If you are utilizing a sand or salt spreader, the spinner or chute will require one to two feet of clearance beyond the hooklift and could require additional legs on the body subframe to protect them. These are just two of many items we need to consider.

What capacity is desired?

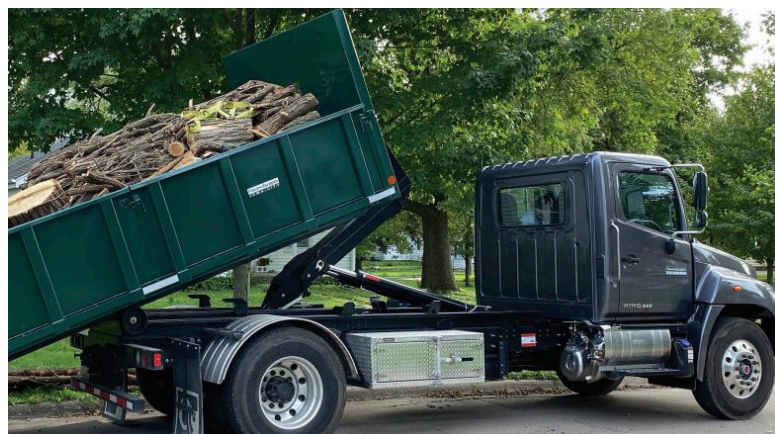
The MULTILIFT will need enough capacity for the everyday loads and possibly a bit extra for occasional surprise overloads, within reason.

What GVWR are you planning on using?

The truck will need to be capable of safe and legal load handling that also matches the tasks required.

What body lengths best fit your customers' needs?

Most hooklifts are designed around a two foot range of length variance - from a few inches past the rear roller to up to two feet beyond. We refer to this as "optimal range." This will prevent issues with a DOT-legal overhang, keeps the vehicles traveling behind you safe in the case of an accident, and optimizes your weight distribution. The sliding style hooklift design has the potential to handle longer or shorter body lengths outside



of the optimal range, but should be used only for special or emergency situations. Special bumper configurations can be purchased to keep you within legal limits when handling longer than intended bodies.

Will you require a tarp system, permanently installed on your truck?

If a tarp system is required it will need an additional 12 inches to the recommended C/A or C/T and also Clear Frame measurement recommended online or in MULTILIFT literature. This space is required for mounting the tarp system between the back of the cab and the front of the hooklift.

Do you plan to add a toolbox?

For a toolbox, make sure you have ample and clean frame rail space available for the installation.

CHOOSING THE RIGHT TRUCK



Do you already have a truck?

If yes, we would need to know if it is new or used. New trucks are typically clean - presenting few challenges during the installation process. Used trucks can present a number of unforeseen challenges. If you already have a truck we will assist in selecting a MULTILIFT that best fits for safe and ideal operation.

What brand and model is your truck?

Brand and model would be required if we need to do a full weight distribution and analysis. This is helpful in quickly identifying any truck nuances. Example: cab-over design, behind the cab exhaust, or large rear fuel tanks.

What is the GVWR of the truck?

GVWR of the truck will determine which capacity of hooklift will best fit.

What is the C/A (single axle) or C/T (tandem axle) measurement of the truck?

This measurement will determine which length of hooklift will be appropriate for your truck. Note: C/A is the distance from the back of the cab to the center of the rear axle. C/T is the distance from the back of cab to the center point between tandem axles. Hiab range of hooklifts suitable to most C/A or C/T measurements. The greatest value shown provides the best weight distribution.



What is the Clear Frame?

Clear Frame refers to usable frame rail behind the cab of the truck. This will determine if there is enough frame on the truck to support the hooklift, which cannot extend beyond the truck's frame. Exhaust stacks or anything else directly behind the cab may render a portion of the space unusable.

Will there be additional lift axles added?

This will allow Hiab to determine if increased load capacity will be available and assist in adding accessories to the truck.



CHOOSING THE RIGHT BODY FOR YOUR PURPOSES

Are you currently operating with hooklift-ready bodies or containers?

If your MULTILIFT will be required to match, manage or secure existing bodies, Hiab will help you to determine the correct hooklift for your needs. To assist in this determination, please have the following information ready:

What are the hook heights on existing bodies?

What are the existing bodies' lengths?

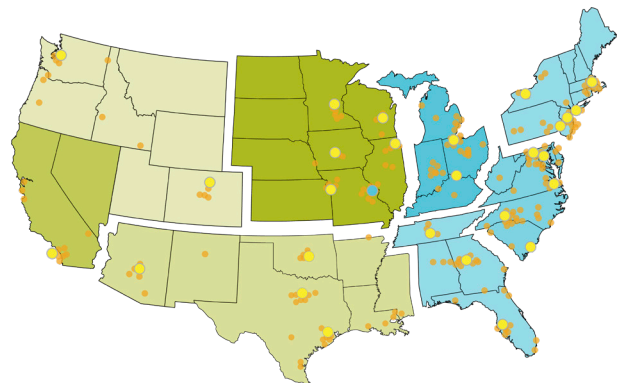
Are existing hooklifts another brand?

What is your existing body lock configuration?

The more complete the information provided, the better your experience will be and the better we will be able to determine the ideal solution for your needs. We look forward to working with you.



HIAB USA LOCATIONS



Our commitment to you

Hiab is the world's leading provider of on-road load handling equipment, intelligent services, smart and connected solutions. Hiab's class-leading load handling equipment includes HIAB, EFFER and ARGOS loader cranes, LOGLIFT and JONSERED forestry and recycling cranes, MOFFETT and PRINCETON truck mounted forklifts, MULTILIFT and GALFAB skiploaders and hooklifts, and tail lifts under the ZEPRO, DEL, and WALTCO brands. As the industry pioneer and with a proud 75 year history, HIAB is committed to be the preferred partner and solution provider to its customers and shape the future of intelligent load handling. www.HIAB.com HIAB is part of Cargotec Corporation. www.cargotec.com

For all your sales and service needs, call our nationwide hotline at 419.482.6000 to find your nearest HIAB USA branch.



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