

**gasworld**<sup>®</sup>  
Incorporating CryoGas International



# The Transportation Issue

Moving gases across the continent

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Hiab USA Inc.

# Optimizing cylinder distribution

## A means of differentiation

**A**s we approach the end of 2016, it proved to be another year of change for the packaged gas industry. With the Airgas acquisition by Air Liquide, the industry continues, what has been the norm for decades, its practice of consolidation.

Both the major producers and independent suppliers are eagerly trying to gain market share and differentiate themselves in a US economy that is sluggish at best. Though product quality, customer service, and product availability are on the forefront, product delivery is an ever increasing focus.

“Our industrial gas customers are realizing the value Hiab adds to both their distribution operations and their bottom line. Couple this with improved safety while consistently exceeding the needs of the ever demanding customer, Hiab products are proving to be a ‘win-win’ scenario,” stated Andy Phillips, Application Manager – Industrial Gas & LPG Markets for Hiab.

“The Hiab product line is ideally suited to fulfill the demanding distribution needs of the packaged gas industry,” says Phillips. “Especially when you consider that gas

suppliers need to pick up their package assets when delivering full cylinders, our products save the industry both time and money.”

The Hiab product line to the packaged gas industry includes the Moffett truck mounted forklifts and Hiab cranes of varying sizes and configurations.

At the delivery site, a Moffett can be easily dismounted from its transport position in less than a minute then used to unload and place packaged gases for the customer. A Moffett significantly reduces manual labor improving the safety for the driver and his surroundings. This specialized mobile material handler gives the driver complete control of their deliveries and allows them to deliver more products in less time.


Gas delivery needs vary widely by end market, package type, and geography. In addition to the Moffett, Hiab cranes deliver cylinders to remote locations where access can be a challenge. Hiab produces remotely-controlled articulated cranes with the ability to deliver and retrieve gas packages over obstacles or elevated locations. The delivery of packaged gases using Hiab articulated cranes provide a solution for multiple

applications, such as cylinder packs to the oil fields, dewars of nitrogen for phone line maintenance, and hydrogen for powering remote cell towers.

Most refineries and petrochemical facilities limit the operation of a crane while performing cylinder deliveries: Another example where a Moffett is ideally suited. These facilities usually have multiple drop sites which add a layer of complexity thus requiring a means of mobility incorporated into the delivery of multiple cylinders and packs. A Moffett has the ability to deliver a load of multiple cylinders and packs exactly where they are needed. This increases delivery efficiencies for gas suppliers since they can quickly unload cylinders or packs and are not dependent on a customer-operated lift.

Innovation is a key priority to Hiab as populations increase and drive the need to create sustainable solutions for a 24/7 society. This innovative spirit led to the “Diesel Rated” Moffett under the UL 558 standard. This option includes upgraded electrical, fuel, and exhaust systems to ensure compliance to the standard. A DS rated Moffett is ideally suited to the industrial gas and LPG markets where the risk of fire or spark is an added concern.

Hiab recognizes that in addition to safety, convenience is a priority to customers and has introduced the ability to mount and dismount a Moffett remotely without the need of the driver climbing up into the machine. This new feature significantly reduces the risks of driver injury versus typical lift gate operations.

“At Hiab, our mission is to keep everyday life moving by unlocking the full potential of load handling in our customers’ businesses. We are committed to providing innovative leadership to the industrial gas and LPG markets and look forward to an exciting future,” concluded Phillips. 

### FOR MORE INFORMATION

As part of Cargotec Corporation, Hiab is a leading provider of on-road handling equipment. For more information contact Andy Phillips, application manager for Hiab, at [Andy.Phillips@hiab.com](mailto:Andy.Phillips@hiab.com).