

Liebherr-Australia Newsletter

# LIEBHERR

## THE SCOOP

2019 Summer Edition

### **Tower Cranes Division**

Liebherr-Australia adds Tower Crane Division // P. 4

### **Liebherr 91EC Milestone**

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### **MAX Cranes LTM 11200-9.1**

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# Foreword from the Board of Management

On behalf of the Board of Management, we would like to pass on our warm regards and best wishes for the start of 2019.

The commencement of the 2019 calendar year has given us another chapter in the history of Liebherr-Australia, with the introduction of the Tower Crane division, which has its headquarters in Biberach Germany. The Tower Crane product is the oldest within the Liebherr Group.

The Tower Crane Division will operate across Australia and New Zealand, with the aim of the business to sell direct to customers and provide rental contracts to support the estimated fleet of 100 tower cranes and 40 hoists in Australia. The new division has four operating sites in Pinkenba Brisbane, Caringbah and Unanderra Sydney, and Wellington New Zealand.

Please take this opportunity with us to welcome an additional 85 employees, including two new General Managers: Craig Jones in Australia and Bill Houlker in New Zealand. The formal announcement regarding the new Divisional Manager and Executive General Manager will be made shortly.

We are also pleased to announce the commencement of the Component Division within Liebherr-Australia. This new division is initially expected to be based in Perth Western Australia, and further information will be announced in the next Scoop.

We finished 2018 with a positive level of business across all divisions, with the challenges of customers' expectations and obtaining machines from our factories in Europe due to the additional global demand. This year's forecast seems to be at a similar level with all industries having a high level of investment from government, and further development of mining projects.

2019 will bring the dedicated conferences and shows we attend to support our products, with one special addition: Bauma in Munich from 8-14 April 2019. With the Liebherr stand having commenced construction in November last year, we are confident it will be another great event to display all of our products and meet with customers old and new.

In closing, we would like to thank you all for the positive contribution and support in 2018. Going forward we are continually focused on developing and introducing a high level of Health and Safety across the business, to make Liebherr-Australia a stronger and safer place to work.

We wish all our customers and employees the best success for 2019.

Andrew Schultz, Trent Wehr and Andrew Esquilant  
Liebherr-Australia Board of Management



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Cover Image: Max Crane’s LTM 11200-9.1, the largest telescopic mobile crane in the southern hemisphere. Story on page 8.

Feature Story

# Tower Cranes Division Introduced to Liebherr-Australia

**Liebherr-Australia welcomes Morrow Equipment Co. as the new Tower Crane Division.**

From January 1 2019, Liebherr-Australia will take over the business activities, including all the employees, locations and current contracts and customers of Morrow Equipment Co. L.L.C, as the Tower Cranes Division of Liebherr-Australia.

The Tower Crane family is looking forward to growing the business of Tower Cranes in Australia whilst continuing to support the current customers and local markets.

Liebherr-Australia extends a warm welcome to all new employees and customers and we look forward to working collaboratively to ensure the success of all involved.



Feature Story

# Earthtrack Solutions' A 922 Railroader at Sydney Harbour Bridge

**A Liebherr A 922 completed work on the Australian icon, the Sydney Harbour Bridge.**

Earthtrack Solutions delivers specialised high-rail plant and equipment as well as services throughout rail and civil infrastructure projects Australia-wide. Earthtrack Solutions' existing fleet of Liebherr equipment includes three A 922 Railroaders (with a fourth on order) and two Wheel Loaders: an L 550 XPower® and an L 556 IIIB.

One of their A 922 Railroaders recently performed a job on the Sydney Harbour Bridge for Laing O'Rourke Australia, re-railing a section of the track on top of the bridge. Paul Vella, Earthtrack Solutions' General Manager, commented on the benefits of using the Liebherr Railroader saying: "The A 922 Rail has great visibility around the machine and the small radius overhang makes it great for tight spaces around signal infrastructure. The lifting ability is far superior to any machine in its class in Australia."



**Earthtrack Solutions' A 922 Railroader working on the rail lines at Sydney Harbour Bridge.**

Feature Story

# Set to break records

**An R 994B in NSW is the oldest in the Southern Hemisphere.**

EX302, an R 994B at the Cowal Gold Operations in NSW commissioned in 2005, is the oldest R 994B in the southern hemisphere with over 82,000 SMU (Service Meter Units).

The excavator recently underwent maintenance to extend the machine's life and included upgrades to the cab, the fuel tank and ladder kit, and HD bucket links.

The only R 994B that has a higher hours than EX302 is in Russia with more than 86,000 SMU.

We look forward to following the progress of this machine as it reaches its next milestone.

The R 994B undergoing maintenance upgrades at Cowal Gold Operations.



Feature Story

# Milestone for Liebherr 91EC

**A Liebherr 91EC Tower Crane celebrates 20 years of service.**

James Cook University's Daintree Rainforest Observatory at Cape Tribulation recently celebrated the 20th birthday of the Liebherr 91EC Tower Crane which plays a fundamental role in facilitating the university's research. The 47m high crane is used to carry researchers from the forest floor to above the canopy to undertake ecology and biodiversity studies.

On top of its 20th anniversary, this crane has now been crowned the longest standing crane in Australia. The crane has seen great change in its 20 years, being hit but unfazed by a Category 3 Cyclone early on, and in more recent years has been equipped with automated sensors and wireless data network.

Being one of the team that was involved in putting up the crane 20 years ago, Liebherr-Australia General Manager Mobile Crane Division Andrew Esquilant, and Craig Jones and Jeff Cook from Morrow Equipment, recently attended an anniversary event.

Liebherr-Australia are proud of the unique and interesting application of this crane, and hope it continues to be an excellent resource for Australian and International research into the future.



The longest standing crane in Australia, a Liebherr 91EC.

Machine Deliveries

# New Equipment Deliveries

**Liebherr-Australia has delivered a wide variety of machines across the country in 2018. The following showcases a selection of these machines from the past few months, and our valued customers who purchased them.**

## Crane Deliveries in New Zealand

2018 was an exceptional year for the New Zealand Crane Industry. Strong economic conditions produced record demand for lifting equipment for infrastructure and high rise development.

Liebherr-Australia Mobile and Crawler Crane Division in New Zealand enjoyed the benefits of this and delivered a record number of units in 2018 to our major customers and, very pleasingly, to a few first time Liebherr owners.

Some of the most notable deliveries included the following:

- Underlining the success of their LTM 1055-3.2, Collins Lifting Ltd added a new LTM 1090-4.1 to their fleet.
- Two units were delivered to Tower Cranes NZ Ltd, an LTM 1160-5.2 and an LTM 1090-4.1. Both machines are working successfully.
- A further three units were delivered to Titan Cranes Ltd in Wellington to add to their already impressive Liebherr fleet of 14 cranes. This included two LTM 1060-3.1 and an LTC 1050-3.1 (the first in the country).
- Christchurch company Smith Crane & Construction Ltd also added a further three units to their Liebherr fleet, which now totals six Crawler Cranes, 12 All Terrain Cranes and 21 Tower Cranes.
- Waikato Crane Services Ltd added a further three Liebherr cranes to their extensive fleet.
- NZ Crane Hire continued to support the Liebherr brand with the addition of another two units, an LTM 1055-3.1 and an LTM 1090-4.1.
- Hi Lift Cranes Ltd added an LTM 1160-5.2 and have placed a further order for 2019.



Hi Lift Cranes' LTM 1160-5.2.

Sales orders remain strong for the first part 2019 and it looks like be a very good year ahead. The Mobile and Crawler Crane Team in New Zealand Andy Cameron, Alipate Haangana, Tom Curran and Annie Iglesia continue to work hard in support of our valued customers.



Smith Crane & Construction's LTM 1060-3.1.



Collins Lifting's LTM 1055-3.2.

# Downer welcomes R 9400

Downer has been successfully delivering contract mining and civil projects to an impressive list of global customers for over 90 years.

Downer recently purchased an additional Liebherr R 9400 excavator for one of its mining operations in Western Australia. The new machine added to the fleet of Liebherr excavators purchased since 2009 which includes R 9800 BH excavators and R 9400 excavators, used in both coal and iron ore applications.

The new R 9400 is equipped with a 24m<sup>3</sup> EVO bucket, the first of its kind in Australia, and will be loading 220 tonne trucks. It is joining an R 9400 and R 9250 at the mine site, which is located 200kms north-east of Laverton in Western Australia.

Liebherr-Australia's on-site build team for this assembly received positive feedback from a Downer maintenance supervisor for leading a safe and clean work site, and with efficient and precise work practices.

"They kept cool heads, great work ethic, very clean work area and I think it is because of this that the young apprentices will turn out to be great tradesmen."

"We were audited from the customer during the assembly of the 9400. The team were able to hand over all paperwork, their PPE were spot on, their work area was perfect, and their work practices were precise, and they were all humble and professional."

"I just want to express my gratitude of these guys and the way they worked together. A fantastic supervisor and the people underneath him were respectful of him, myself, and our rules. They made my job very easy."

We congratulate the team for their exceptional customer support.

Liebherr-Australia is proud to be associated with Downer, and look forward to a continued strong and mutually beneficial relationship.



Downer's R 9400, ready for transport to site.



Liebherr build team Mark Vunk, Martin Cousens, John Raines, Jacob Vivian, Josh Routley and Michael Butler (not pictured - Chris Di-Nardo) with Downer's new R 9400.

## Big year for Qube Bulk

In December, Qube Bulk received delivery of its 18th machine for 2018, an L 586 XPower® Wheel Loader. This Wheel Loader, which was delivered to Port Hedland in WA, will be used at Qube Bulk Port's material handling load out facility. Qube Bulk is a leading mine to market logistics provider in Australia and now has a nearly thirty strong fleet of Liebherr Wheel Loaders and Excavators.

Qube Bulk has been pleased with the performance of their fleet, with Qube Bulk Director Todd Emmert stating, "The purchase decision was based on a desire to seek significant fuel burn savings and to drive improved productivity. We are over the moon with the initial trials."



Qube Bulk's R 920 Crawler Excavator on site.



One of Qube Bulks four L 576 XPower® Wheel Loaders.

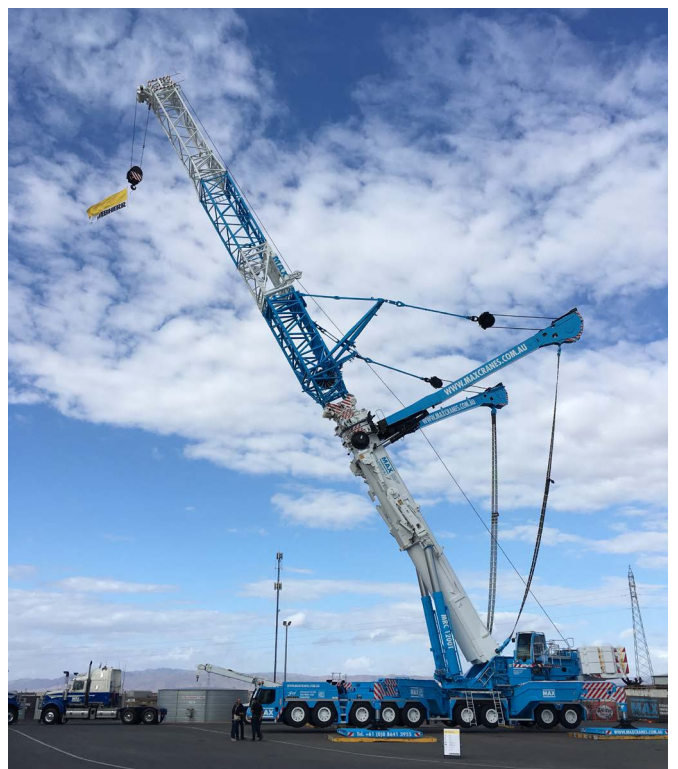
## Delivery of the biggest All-Terrain Mobile Crane into Australia

One of Liebherr-Australia's South Australian customers, Max Cranes have taken ownership of the largest All-Terrain Mobile Crane manufactured by Liebherr-Werk Ehingen GmbH (LWE), and boasts the biggest of its kind in the Southern Hemisphere. MAX and its heavy lift team will be operating in servicing and maintaining the fast erecting wind farm parks and utilising the machine for general heavy lifting on major projects around the country.

Their decision towards the LTM 11200-9.1 was its flexibility, long reach and great capacity of maximum 1,200t, which allows MAX to expand its capabilities in construction and the maintenance of wind towers nationally.

After weeks of intensive training with two specialised trainers from Liebherr's Mobile and Crawler Crane factory, MAX Cranes took delivery of the machine prior to their open day launch in Port Augusta in late November. With over 300 people in attendance, MAX's commitment and enthusiasm about heavy lifting on this machine was inspirational. The day after the launch, they opened their doors to school children and the public to experience this remarkable piece of machinery.

Liebherr is proud and excited to support MAX on their way to success with their new LTM 11200-9.1.



MAX's "Joy" LTM 11200-9.1, officially named at their Open Day.



# Liebherr Batch Plant Wheel Loaders for Boral

Boral has recently added additional Liebherr Wheel Loaders to their Concrete Batch Plant fleet. Deliveries in QLD, NSW and WA in recent times have increased the Boral new Liebherr Loader population to seven units.

The Liebherr L 538 Z IIIA is fitted with 2.7m<sup>3</sup> bucket, 104kW engine and many additional safety features and inclusions, thus providing Boral with a well-balanced and affordable wheel loader solution.

Percy Briggs (Operator at Maldon, NSW) and Paul Findlater (Liebherr-Australia) with Boral's L 538 Z IIIA Wheel Loader.



# A 918 for Civil Construction in New Zealand



Civil Construction is a New Zealand based company engaging in civil works, site works, earthmoving, drainage and general contracting.

This A 918 Wheeled Excavator was delivered in June 2018, the photo was taken in Queenstown.

Civil Construction enjoy how quick and smooth the A 918 operates, which allows greater productivity on the job site and less fatigue on the operator. It was added to their existing fleet of ten Liebherr machines: an A 900 and A 918 Wheeled Excavator, an L 541 and L 550 Wheel Loader, as well as six Crawler Excavators (four R 900s, an R 920 and an R 934).

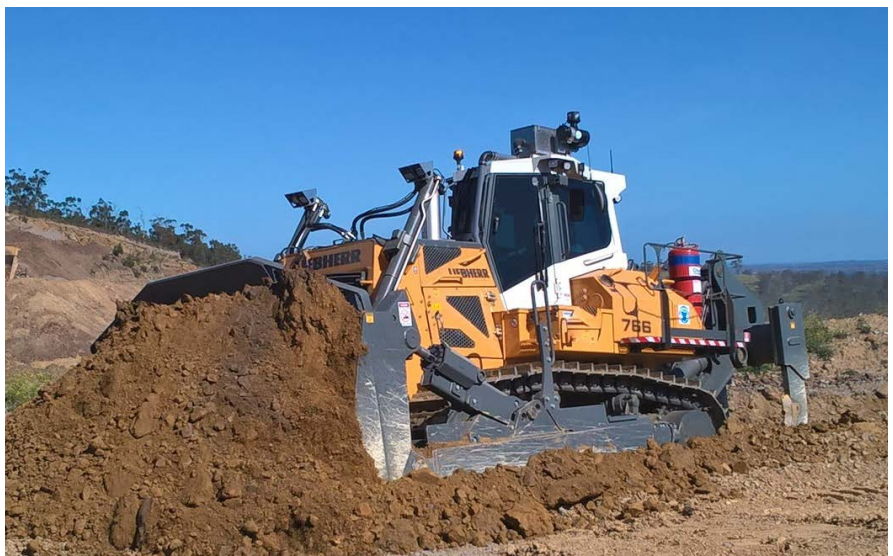
Civil Construction's A 918 Wheeled Excavator.

# PR 766 Delivery in Victoria

A PR 766 Dozer was recently delivered to one of Liebherr's Key Account Customers from a large quarry application in Victoria. The dozer is fitted with a 13.6m<sup>3</sup> SU Blade and 3 shank variable pitch rippers.

The PR 766, at 53 tonnes, is the second largest model in a range of all Hydrostatic Dozers available from Liebherr.

A new PR 766 for Victoria.



# Mobile Crane Deliveries

1. Liebherr Service Technician Corey Cassidy (right) handing over a brand new LTM 1130-5.1 to Digger Misner, the owner of Capital Cranes in the ACT. 2. Borger Cranes 4th LTM 1060-3.1, ready for handover. 3. The owner of Two Way Cranes, Frank Zammit (centre), along with Robert Hardy (left) & Adam Keenan (right) taking delivery of his brand new LTM 1060-3.1. 4. GBP Cranes from Gunnedah NSW recently purchased an LTM 1060-3.1. 5. Preston Hire recently took delivery of their 3rd LTR 1060. 6. An LTM 1130-5.1, the first new Liebherr Crane for Sarina Crane Hire. 7. Craig Membrey from Membrey Transport and Crane hire are pleased to take delivery of their new LTM1100-4.2 adding to their already impressive Liebherr fleet of all-terrain cranes.





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Events

# Trade Shows, Conferences & Events

## CPMA Dinner

Liebherr was a gold sponsor at the AGM & Dinner of the Construction Material Processors Association in Melbourne last August. An L 580 XPower® Wheel Loader was showcased at the event which was a gathering of 300 industry decision makers and quarry operators.

The L 580 XPower® welcoming guests at the CMPA AGM and Dinner.



## AWRE Expo

Liebherr exhibited an LR 636 Crawler Loader at the Australasian Waste & Recycling Expo (AWRE) at Sydney's International Convention Centre in August last year. The event received record attendance in 2018 with over 2,000 visitors and Liebherr was well received among those who attended.



The LR 636 at AWRE in Sydney.

## WasteMINZ Conference

Liebherr Earthmoving Division exhibited at the WasteMINZ Conference & Expo in Christchurch NZ in November 2018. The event attracted over 500 attendees.



Delegates visiting the Liebherr stand at WasteMINZ.

## CICA Conference

This year's CICA Conference in the Melbourne Convention Centre was a great event for our Mobile Crane Division, with over 300 delegates attending industry presentations, product and industry updates by manufacturers, and visiting the exhibition hall.

Liebherr exhibited the LTM 1100-4.1 along with a newly imported, high quality used LTM 1055-3.2. We look forward to the next CICA Conference to be held in New South Wales in 2019.

An LTM 1100-4.2 and LTM 1055-3.2 on display at CICA.





## CMIC

The Construction Materials Industry Conference (CMIC) was held at the International Convention Centre in Sydney in September 2018.

The event attracted over 500 delegates and exhibitors.

Liebherr at CMIC in September.

## Institute of Quarrying Golf Day

In November, Liebherr-Australia Earthmoving participated in the Institute of Quarrying WA Branches Golf Day with a Gold and Golf Hole Sponsorship. The event was a great success and enjoyed by all attendees.



Mark Taylor (Liebherr-Australia), Ashley Joyce (GM GBC Cement), Michael Smith (Operations Manager Qube Bulk Rockingham), and Steven Shore (Liebherr-Australia).

## CCNZ Contractor of the Year Award

In November, Liebherr Earthmoving Division sponsored the Civil Contractors New Zealand Association's Contractor of the Year Awards in Christchurch, held by the Canterbury Branch of the CCNZ. GM Earthmoving, Glenn Cooper, presented the Company Image Award to Fulton Hogan, one of our valued customers in both Australia and New Zealand.



Glenn Cooper presenting the Company Image Award to Fulton Hogan.

## Waste & Recycle Conference

Liebherr Earthmoving division recently participated in the Waste and Recycle Conference in Perth in September 2018. With over 400 attendees over the two dates, this event is the industry's premier gathering in Western Australia.



The Liebherr stand at Waste and Recycle Conference in WA.

Community

# Community News

## Andrew Esquilant inducted into CICA Hall of Fame



Congratulations to Board Member of Liebherr-Australia, Andrew Esquilant, for his induction into the Crane Industry Council of Australia's Hall of Fame.

Andrew has dedicated the last 25 years to the crane industry in Australia, beginning as a dogman at Morrow Equipment and working his way up to the rigging, erecting and dismantling team and eventually to a sales position. In 2010 Liebherr-Australia welcomed Andrew to the team as the National Sales Manager for Mobile Cranes. Andrew is now a member of the Board of Management for Liebherr-Australia, and 2019 will be his 10th year as a Board Director for CICA.

Andrew was humbled by the experience of receiving this honour saying, "Induction into the Hall of Fame is a privilege, I was completely shocked as the award was totally unexpected. You don't do this stuff to get awards, you do it because you've got a passion. This year was my 18th conference and I clearly remember my first one on the Gold Coast. I knew no one, and all these names were getting banded around and here I am 18 years later and my name is getting banded around with them. That makes me feel very privileged."

From all at Liebherr-Australia, congratulations to Andrew for this well-deserved honour.

Andrew receiving his CICA Hall of Fame award from John Gillespie.

## In Memoriam: Phil Morris, a mining industry legend

Phil Morris, a former State Manager of Liebherr-Australia in Perth and a dear friend of many in the industry, passed away in September 2018.

Phil started in the mining industry in the late 1980s as a Maintenance Supervisor, establishing RPM Machinery Company and Exelco contracting companies in the 1990s. Up until 2007, Phil worked in Asset Management, Maintenance and Operations for Downer, Thiess and Eltin where he was involved in the purchase of many Liebherr machines. From 2007-2009 Phil led the West Australian Mining operations as the State Manager for Liebherr-Australia in Perth. We wish to thank Phil for his contributions to Liebherr and the Australian Mining Industry as a whole, and send our condolences to his family and friends.

Phil Morris, Liebherr-Australia State Manager for Perth 2007-2009.



## Apprentice of the Year Awards



Congratulations to the recipient of Liebherr-Australia's National Apprentice of the Year Award, Oliver Powell, who also received the NSW Regional Apprentice of the Year. Oliver was the winner of the NSW Regional Apprentice of the Year Award last year, and has now completed his third year of his electrical apprentice at Mt Thorley.

Congratulations also goes to the Regional Apprentice of the Year Winners: Zane Hazzard (WA), Brett Hamilton (QLD), and Daniel Bugeja (SA).

Tony Johnstone (EGM Customer Support - Mining) presenting Oliver Powell with his award.

Community

# Liebherr Gives Back

Liebherr-Australia has participated in many fundraising and community efforts over the past couple of months. These have been on a company and a branch level, and have been possible due to the generous efforts from many of our employees.

## MACA Ride to Conquer Cancer

Liebherr-Australia participated in the MACA Ride to Conquer cancer for the third year running in October. Liebherr is a proud participant of this event, which in 2018 raised over \$4 million which will go towards cancer research at the Harry Perkins Institute of Medical Research.

Ten of our Liebherr-Australia employees and customers joined Team MACA for the 200km bike ride over two days up the coast of Western Australia.

Congratulations to all riders and their sponsors, and to our valued customer MACA for their part in the important charity event.

L-R: Tony Johnstone, Grant Taylor, Wayne Austin, Matt Gibson, Darren Toyne (FleetCo), Andrew Douglas, Jono Craig, Duncan Mackellar (MacKellar Mining), Gerard Fonceca, and Trent Wehr.



## WA Food Drive

In December, the employees of Liebherr-Australia Perth Branch in Redcliffe donated 120kg worth of foodstuffs to the WA Food Bank which enable them to provide food to those in need in the Holiday Season.

Well done and thank you to all who contributed.

Donations for the WA Food Bank Fundraiser.

## Buy A Bale Donation

Throughout 2018, employees at the Mount Thorley Branch participated in fundraising events.

The employees of the branch raised \$2715 which was donated to the Buy a Bale Foundation to support the farmers during the drought and give back to the regional community.

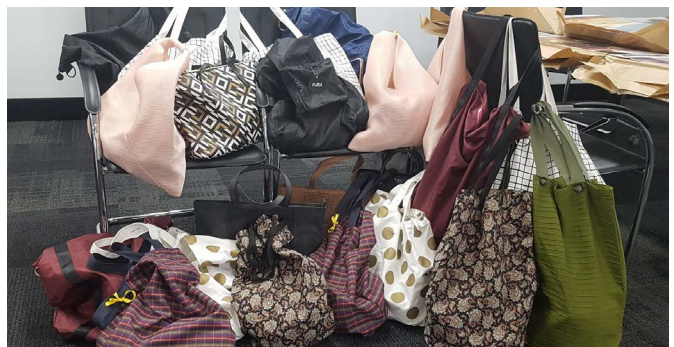
Special thank you to Bronte Brown and Heidi McGregor who organised the fundraising events.

## Share The Dignity

Employees at the South Brisbane Liebherr-Australia branch donated a total of 22 bags to Share The Dignity's 'It's in the Bag' Fundraiser in December.

Each bag is filled with toiletries (which were collected from business travel trips), sanitary items and gifts, and is given to victims of domestic violence and homelessness as a Christmas gift.

This year, over 138,000 bags were collected Australia-wide.



22 bags ready to be donated to Share the Dignity.

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