

Liebherr-Australia Newsletter

LIEBHERR

THE SCOOP

2018 Winter Edition

LTM 11200-9.2

Liebherr to welcome Australia's largest Mobile Crane // **P.4**

HS 895 HD

Heavy Duty Crawler Crane performs well in Victoria // **P.11**

Safe Way Awards

Liebherr takes home Gold Status and Innovation Award // **P.15**





Foreword from the Board of Management

Welcome to the third quarter of 2018. The unseasonal warm weather in some parts of the country may reflect the current positive levels in all industries and more importantly our products and services within Liebherr-Australia. As reported in our last Scoop newsletter, all Divisions are experiencing positive levels of business in 2018, which looks to continue into 2019.

The Mobile Cranes business is currently preparing for the delivery of an LTM 11200-9.2 all-terrain crane, which is due to arrive in Australia at the end of the year. Max Cranes have purchased the machine for the wind farm industry, and once arrived, this crane will be the largest rubber tyre mobile crane in the southern hemisphere.

New Mining equipment deliveries continue to be strong, importantly to new customers such as Macmahon, Middlemount South, BGC and SMS Rental. This customer diversification is critical to the long-term sustainable growth of our business.

Labour pressure for skilled trades continues to be an obstacle affecting our mining regions as the mining sector starts to gain momentum. Our Human Resource teams have been working diligently to discover, attract and retain new talent.

Safety continues to stay at the top of our minds every day, and with workloads at a high level, we ask everyone to work safely and extend a hand of help or support to all colleagues across the business. Our Health, Safety and Environment team remains focused on delivering their plans and strategies to have a safe and workable environment at Liebherr-Australia.

More exciting growth, events, branch news and machine deliveries are discussed in this edition of The Scoop.

Thank you all for your cooperation and continued support of Liebherr-Australia, and we look forward to ending a successful year with our valued customers.

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



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Cover Image: An R 9400 being assembled. Story on page 14.
 Note: Errors previously published on pages 10, 12 and 13 have been amended in this version of The Scoop.

Machine Sales

New Equipment Orders

Liebherr-Australia is excited to announce a number of machine sales that have been confirmed in the past couple of months. We are excited to support our customers with these new machines as they arrive over the coming year.

Australia to welcome largest Mobile Crane in Southern Hemisphere

It is with great excitement that Liebherr-Australia Mobile Cranes have secured a contract order with Max Cranes of South Australia, for a new LTM 11200-9.2.

This machine is the largest that Liebherr manufactures on rubber tyres in our German facility, Liebherr-Werk Ehingen GmbH, and once it arrives, will be the biggest Mobile Crane in the Southern Hemisphere.

The machine will work within the wind turbine industry for service and maintenance contracts in addition to general lifting for major projects across the country.

Delivery is scheduled for November of this year, with the machine starting its first project in December in the wind farm industry. We wish Max Cranes the very best success and continued support for the future.



Top: Michael Kuhn (Max Cranes), Sophie Albrecht (Liebherr—head of Mobile Cranes Division), Mark Kuhn (Max Cranes) and Christoph Kleiner (Managing Director of Sales for Liebherr-Werk Ehingen) at the Liebherr-Werk Ehingen Open Day in Germany, earlier in the year.

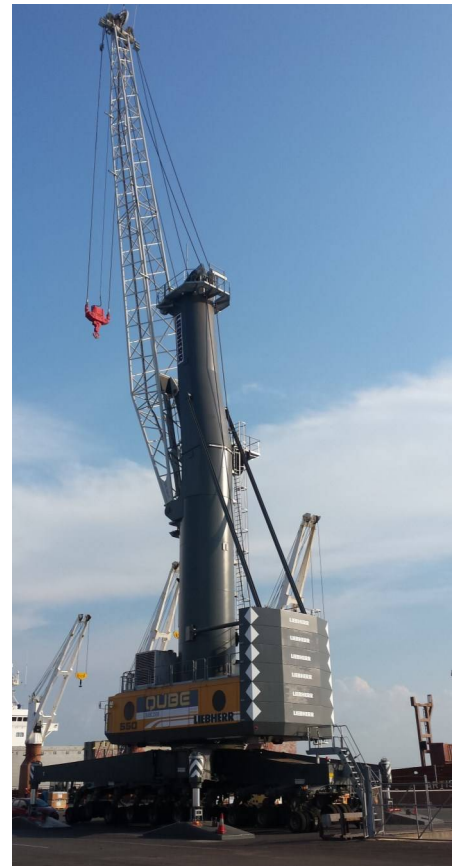
Bottom: The LTM11200-9.2: soon to be the largest crane in the southern hemisphere.

Another Mobile Harbour Crane for Qube

Qube Logistics, the Australian logistics supplier with services and facilities in 28 ports across the country, have ordered a LHM 550 for their Whyalla operation with SIMEC. This will be the ninth harbour crane for Qube from Liebherr within the last five years, joining the LHM 420 which was recently delivered to Bell Bay in Tasmania.

The new crane will come with a SMAG 4-rope grab and SmartGrip® bulk handling option, allowing materials with a variety of densities to be handled with the same grab. Todd Emmert, Director of Qube in Western Australia, commented on Qube's commitment to assisting SIMEC in the development of the Whyalla Port, and how Liebherr has helped this happen; "Liebherr has worked very hard to shorten our delivery to suit our client's needs."

We look forward to the delivery of the LHM 550 at Whyalla.



An LHM 550, soon to be delivered to Whyalla. ▶

Joyce Kranes orders first Liebherr Maritime Crane



Joyce Kranes has ordered an LHM 280 Mobile Harbour Crane for Dampier, Western Australia. The heavy lifting and logistics specialist has been a long-term customer of Liebherr Mobile Cranes, but this will be their first purchase of a Liebherr Maritime Crane.

The LHM 280 will come in the 64 tonne version, be capable of handling offshore support equipment, and will also be equipped to handle standard 20' and 40' containers with a RAM spreader. It will also be installed with the new LIDAT smartApp to support port terminals' analyses and optimise cargo handling. The pad arrangement is designed specifically for the quay, and it has a number of options selected to meet the requirements of the offshore supply base.

We look forward to supporting Joyce Kranes and their new LHM 280, due to arrive in Dampier at the beginning of 2019.

An LHM 280, soon to arrive in Dampier.

Machine Deliveries

New Equipment Deliveries

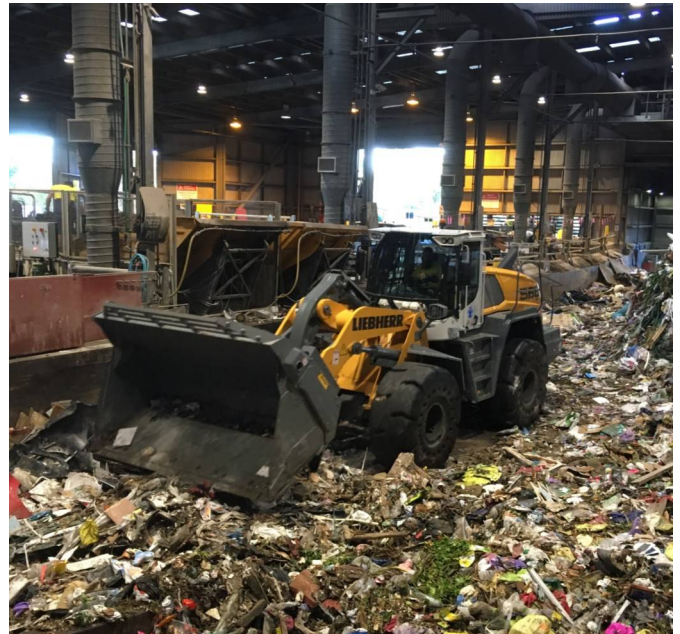
Liebherr-Australia has delivered a wide variety of machines across the country over the past few months. The following showcases a selection of these machines and our valued customers who purchased them.

Cleanaway adds to Liebherr fleet in Brisbane

In July, Cleanaway took delivery of eight machines for four waste facility sites across Brisbane including Liebherr's PR 756, L 566 XPower®, L 550 XPower®, L 538 and L 526. These machines join Cleanaway's already extensive fleet of Liebherr equipment which now totals over 23 units and includes dozers, material handlers and wheel loaders.

Cleanaway is Australia's largest waste management company, providing sustainable waste management solutions to a range of customers including councils, small business, large corporate entities and government agencies and is one of Liebherr-Australia's major earthmoving equipment customers.

The new equipment has been performing well across locations, with positive feedback on fuel economy, power, safety (visibility), and operator comfort, along with the Factory Waste Specific design of the machines and OEM quality product and service that Liebherr Group and Liebherr-Australia provides.



Cleanaway's PR 756 Dozer and L 566 X Power®.

Macmahon takes delivery of first R 9800

Macmahon Contractors have taken delivery of their first R 9800, with Liebherr-Australia Mackay Branch finalising assembly and handover in June. This was the third large excavator delivered to Byerwen Coal Mine in the last 12 months, joining two Liebherr R 996Bs. Both Macmahon and their client QCoal are already impressed with the performance of the Liebherr machines and we hope to continue our relationship with Macmahon at Byerwen with more equipment in the near future.



Macmahon's R 9800 ready to work at Byerwen Coal Mine. ▶

TENEX adds Liebherr to their fleet

TENEX Rail, established in 2012 by founders Matt and Madelaine Tennant, is a rail maintenance provider which operates Australia-wide.

TENEX Rail recently received delivery of three Liebherr machines to their workshop in Seymour, Victoria, including two A 922 Rail Excavators, and one L 556 XPower® Wheel Loader. These will also be joined by an R 914 Rail Excavator at the end of 2018. TENEX is impressed with Liebherr equipment being suitably equipped for their chosen industry and the fact that it does not require any additional modifications 'as delivered' from the factory. In addition to the lack of modifications required to meet their demands, TENEX are extremely impressed with the after sales support/service received.

Liebherr-Australia looks forward to providing continued support to TENEX and their machines, across their rail maintenance projects nationally.



TENEX Rail's new L 556 XPower® Wheel Loader, and two A 922 Rail Excavators.

Mobile Crane Deliveries



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1. Borger Cranes taking delivery of an LTM 1040-2.1. 2. Liebherr National Parts Manager Manson Tong (left) with Dylan Cooper (right) from Coopers Heavy Industries, taking delivery of his brand new LTM 1070-4.2. 3. MCG's new LTM 1100-4.2. 4. Rivex's first LTM 1060-3.1 for their fleet. 5. An LTM 1130-5.1 ready for handover to Performance Rigging. 6. Leon Tarrant and Matt Reed with Reed Cranes & Transport's new LTM 1060-3.1. 7. The latest delivery to Norwest crane hire, a Liebherr LTM 1250-5.1. ▶



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Feature Story

Where is our equipment manufactured

Discover the factories that manufacture Liebherr equipment that comes to Australia.

Did you know that there are 12 factories that manufacture equipment across our product range (Mining, Earthmoving, Crawler Cranes, Foundation Equipment, Maritime Cranes, Mobile Cranes and Tower Cranes) in Liebherr-Australia? The factories, which cover the continents of Europe, Asia and North America, show the diversity of Liebherr on a global scale, which itself has 130 companies in over 50 countries that sit within The Liebherr Group and under the holding company Liebherr-International AG.

In addition to this list of major factories is an extended list of facilities and manufacturing plants that produce parts and components of our Liebherr machinery, and the corporate offices that assist in the running of our business globally.

Liebherr-Australia has 13 branches across Australia (10) and New Zealand (3) to service our customers and our machines 24/7/365.



USA

Liebherr-Mining Equipment Newport mining trucks

Europe

Liebherr-Mining Equipment Colmar SAS mining excavators and mining trucks

Liebherr-France SAS crawler excavators

Liebherr-Werk Bischofschofen GmbH wheel loaders

Liebherr-Hydraulikbagger GmbH material handlers, wheeled excavators, rail excavators

Liebherr-Werk Telfs GmbH dozers, crawler loaders

Liebherr-Werk Nenzing GmbH crawler cranes, duty cycle crawler cranes, piling and drilling rigs

Liebherr-Werk Ehingen GmbH mobile cranes, crawler cranes, rough and all terrain cranes, military cranes

Liebherr-Werk Biberach GmbH tower cranes

Liebherr MCCtec Rostock GmbH LHM and BOS cranes

Asia

Liebherr Machinery (Dalian) Co. Ltd. wheel loaders (IIIA), crawler excavators (IIIA)

Liebherr (HKG) Limited crawler cranes, duty cycle crawler cranes, piling and drilling rigs

Feature Story

HS 895 HD performing well in Victorian Sand Quarry

The gamble for Liebherr-Australia's Crawler Crane Division to bring the largest heavy duty crawler crane to Australia has paid off for Liebherr and our customer.

The HS 895 HD is the largest Heavy Duty Crawler Crane in Australia. Weighing 200 tonnes and boasting 2 x 35 tonne winches, this crawler crane was built to tackle the tough jobs.

Arriving into Melbourne in December 2016, this crane was a gamble for our customer and our Crawler Cranes Division. Since commissioned on site however, the HS 895 has proven itself time and time again. Operating in a large sand quarry in regional Victoria (Lang Lang), our customer can now access areas of the quarry that were traditionally ignored. Our customer also noted that the increase in production is an impressive 400 tonnes per hour which more than covers the initial investment and running costs of the HS 895.

Equipped with a 5.5 cubic metre clamshell grab, and operating with a swing radius of approximately 180 degrees, each full cycle takes only 45 seconds to achieve a full pay load. By utilising the HS 895, the digging depth on site has also doubled to 40m, which compared to hydraulic excavators in this same application, is a huge advantage.

Liebherr-Australia is looking forward to the continued success of this equipment in Australia and New Zealand with more additions of this application planned for 2019/2020.

You can watch this machine in action on the Liebherr YouTube Channel.



The HS 985 HD in a sand quarry in Lang Lang, Victoria. ▶

Events

Trade Shows, Conferences & Events

AORA Conference

The Australian Organics Recycling Association's conference was held in Brisbane in May with over 170 delegates present. Liebherr had a stand in the exhibition and participated in the demo day with the L 566 XPower® wheel loader.



Photo courtesy of Paul Benjamin Photography.

Quarry NZ Conference

The Quarry NZ Conference celebrated its 50th anniversary in July in Hamilton, New Zealand. In addition to an indoor stand and displaying an L 580 XPower® wheel loader outside the venue, Liebherr was a bronze sponsor of the event. Liebherr New Zealand's Key Account Manager Earthmoving, Craig Nicholson, also held a presentation on the latest advancements in Liebherr engineering, focussing on the wheel loader range to showcase innovation and efficiency within the industry, as well as the latest emission control technology requirements.



SMRANZ AGM

The Annual General Meeting & Convention of the Scrap Metal Recycling Association of New Zealand was held in July in Wellington, New Zealand. The event was attended by over 100 delegates from the scrap metal network of New Zealand and Liebherr was present with a stand.



LGSA Conference

Liebherr exhibited the L 550 XPower® wheel loader at the 21st Works and Parks Conference and Expo of the Local Government Supervisors Association Western Australia, which took place near Perth in August. The event had over 50 delegates from various WA shires and councils in attendance.



Waste Conference

The Waste Conference took place in May earlier this year in Coffs Harbour, NSW. At the conference, where over 600 delegates were present, Liebherr exhibited an indoor and outdoor stand with the LH 24 Material Handler on display.



Photos courtesy of Waste2018 Conference.

XPower® showcased in Sydney's North

The Earthmoving division partnered up with the Earthmoving Equipment Magazine to showcase the L 556 XPower® wheel loader and give it a test drive.

Heath, who is an operator himself, had great feedback on the machine, giving the comfort of the cabin high praise. The article, which is published in the August-September Issue of Earthmoving Equipment Magazine, also highlighted the L 556 XPower®'s smooth and nimble driving experience, excellent visibility, and impressive increase of power considering the reduced fuel consumption, overall performance, and our data management and positioning system, LiDAT.

You can watch a video from Earthmoving Equipment Magazine on the Liebherr YouTube Channel.



Paul Findlater (Liebherr-Australia) showing Jamie Gray (Mayne Media) and Heath Thompson (H Thompson Projects) the L 556 XPower® at the demonstration site in Ingleside, NSW.

News from Branches

Branch and Community News

We have had the pleasure of hosting a number of customers and guests across our branches at Liebherr-Australia over the last few months.

MACA Ride to Conquer Cancer Golf Day



John Carter, John Illarietti, Michael Butler and Peter Eaton at the MACA Ride to Conquer Cancer Charity Golf Day.

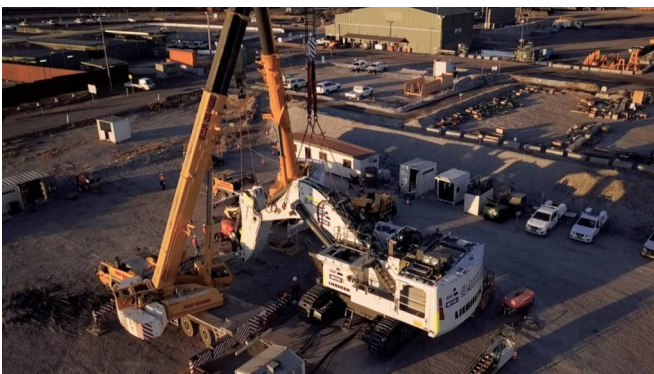
Shenhua visits Mount Thorley Branch



Mount Thorley and Liebherr employees welcomed the Board of Management from Shenhua Watermark for a tour of our facility.

Video Snapshots

Have a look at some of the amazing images captured in our recent video of a R 9400 build for BGC Mining at Idemitsu Boggabri Mine in NSW. You can watch the full video on the Liebherr YouTube Channel.



Liebherr wins at Safe Way Awards

Following six consecutive years of meeting the International Foundation for Accident Prevention’s safety criteria and receiving gold status recognition, Liebherr-Australia Perth Branch achieved the pinnacle status at this year’s 2018 Safe Way Awards, the Platinum Award.

Liebherr-Australia Perth Branch also took home the Innovation Award, with our submission for the 15,000 hour R 9400 Excavator Engine Module Exchange System, developed and piloted in Western Australia. This creative concept beat eight other quality entries based on its risk reduction, with the safety risk reduced from Extreme down to Low. This is achieved by a more controlled work environment, fewer crane lifts, a reduction in working at heights requirements, and mental health benefits for employees due to reduced time away from home. Additional to the safety benefits, is the reduction of machine down time by 50%, increasing machine productivity for our customers.

This program, which has been adopted nationwide, is an outstanding example of Liebherr’s Core Values of Innovation, Quality and our Employees being a key factor to our success, and has been recognised by both client and industry representatives. Congratulations and thank you to the Liebherr Perth team members who have assisted to bring this innovation to fruition.



Perth Branch HSE Advisor Brendan Hill accepting the awards on behalf of Liebherr-Australia Perth Branch.

Walk for Mental Health



Over 30 employees from Liebherr Mount Thorley Branch took steps in the right direction with a 2.5km walk around the industrial estate, and a healthy morning tea to promote Mental Health Awareness.

Well done to all involved!

BGC recognises outstanding Customer Support

Wayne Willis, Project Manager for Liebherr-Australia Mount Thorley Branch, was recently recognised by BGC Contracting for his outstanding efforts in delivering two R 9400 excavators for the Idemitsu Boggabri Project in NSW. Wayne’s efforts in streamlining processes ensured that the machines were delivered on time and on budget per the original schedule.

We thank BGC for their recognition of our employees and especially wish to congratulate Wayne and his team, for this positive outcome and for demonstrating the Liebherr Core Value that ‘our employees are a key factor of our success’.

Dave Barber (BGC), Mick Renshaw (MLR Group), Wayne Willis (Liebherr-Australia) and Les Reid (BGC). ▶



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