

Liebherr-Australia Newsletter

LIEBHERR

THE SCOOP

2018 Autumn Edition

2017 Annual Report Recap

Facts and Figures from Liebherr's performance in 2017 // P.4

First LHM Relocation in Australia

A service first for the Maritime Crane Division // P.5

Boom for Adelaide Workshop

Liebherr-Australia Fabrication produces bucket destined for Chile // P.15





Foreword from the Board of Management

Welcome to 2018 from the Board of Management. We are excited and enthusiastic that all divisions within Liebherr-Australia have started with a positive order book and high levels of work across the business.

Earlier this year, we had the privilege of welcoming Ms Isolde Liebherr and Mrs Sophie Albrecht, Liebherr family members and shareholders, on separate occasions to visit some of our branches and customers.

At a global level, the Liebherr Group had a record year in 2017 with a turnover of €9,845 million. This has placed increased pressure across all factories to supply machines, resulting in delivery times being pushed out.

The construction and mining industries have stabilised across Australia and New Zealand, and whilst demand has increased, we are not subject to boom bust mining cycles of prior years. Economies in Eastern Australian states and New Zealand have record levels of investment in construction projects and export of bulk commodities is still strong. The challenges our business faces today are managing delivery times, labour pressure, wage pressure, training and finding the right balance in meeting our customers' needs.

Another industry, which has had a sharp increase and positive effect on our business, is the wind farm industry where there is an estimated project forecast of some 5000 turbines in the next five years. This has seen all major wind turbine manufacturers and global crane hire companies starting to implement a strong CAPEX cycle, presenting opportunity for large Liebherr cranes.

With high levels of business internally, we remain focused on delivering our HSE strategies to ensure the ongoing welfare of our employees. In addition, our Human Resource department is challenged in recruiting demands and supporting the many areas of our business.

We would like to take this opportunity to welcome Glenn Cooper to the business, who has taken on the role as Divisional Manager for Earthmoving.

We wish our employees and customers the very best in 2018. Please work safe and lend a helping hand to a fellow colleague or customer to have a positive outcome.

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



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Cover Image: QUBE's LHM 420. Story on page 10.

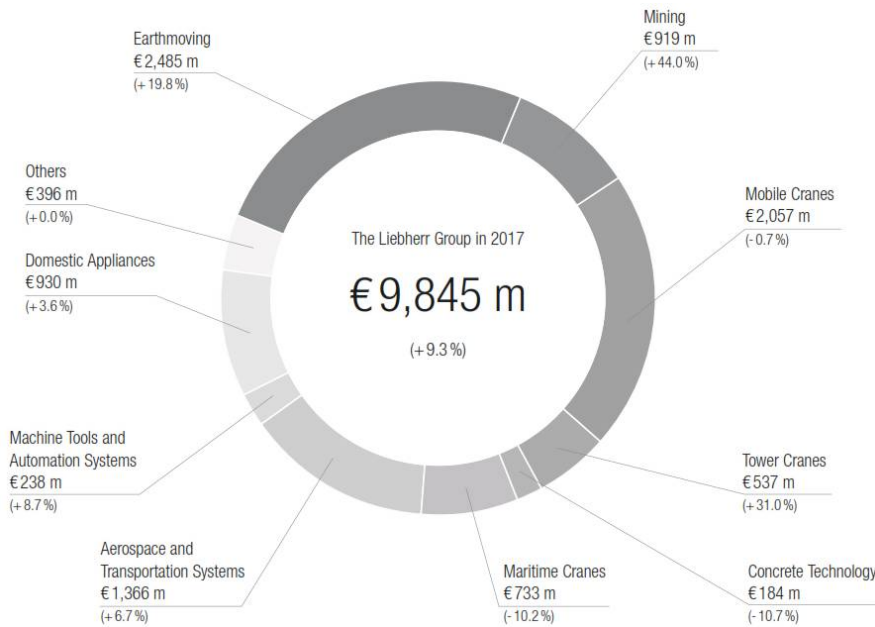
Liebherr Group News

2017 Annual Report: Facts & Figures

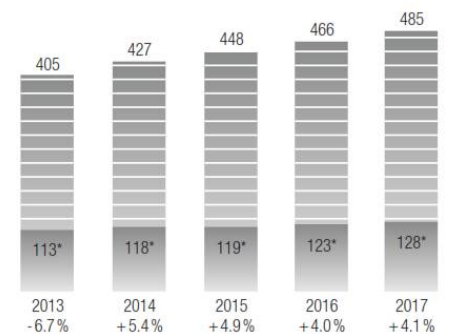
The Liebherr Group 2017 Annual Report was released in April, covering what was the most successful year in the Group's 69 year history. The full Annual Report has been published as an interactive online version with videos, comprehensive information and an interview with shareholders Dr. h.c. Isolde Liebherr and Dr.h.c. Willi Liebherr, and can be accessed via www.liebherr.com.au/annual-report. Below is an overview of our successful 2017.

Important Figures of 2017

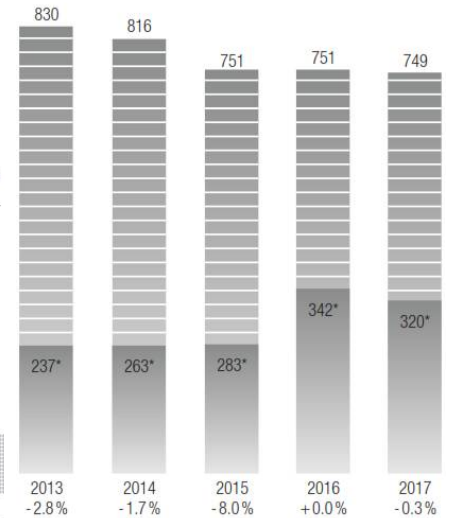
Turnover by product groups (variation compared to the previous year in %)



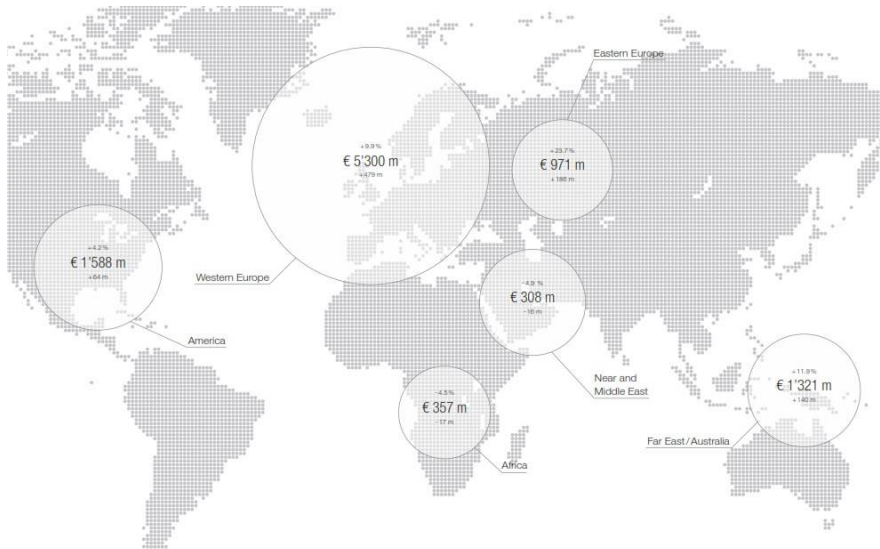
Depreciation m € (* of which, rental fleet)



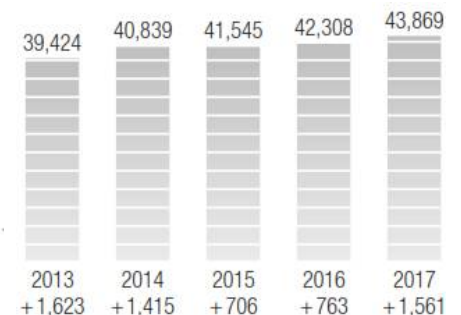
Investments m €



Performance by region



Employees worldwide



Feature Story

Maritime Cranes' first LHM Crane Relocation in Australia

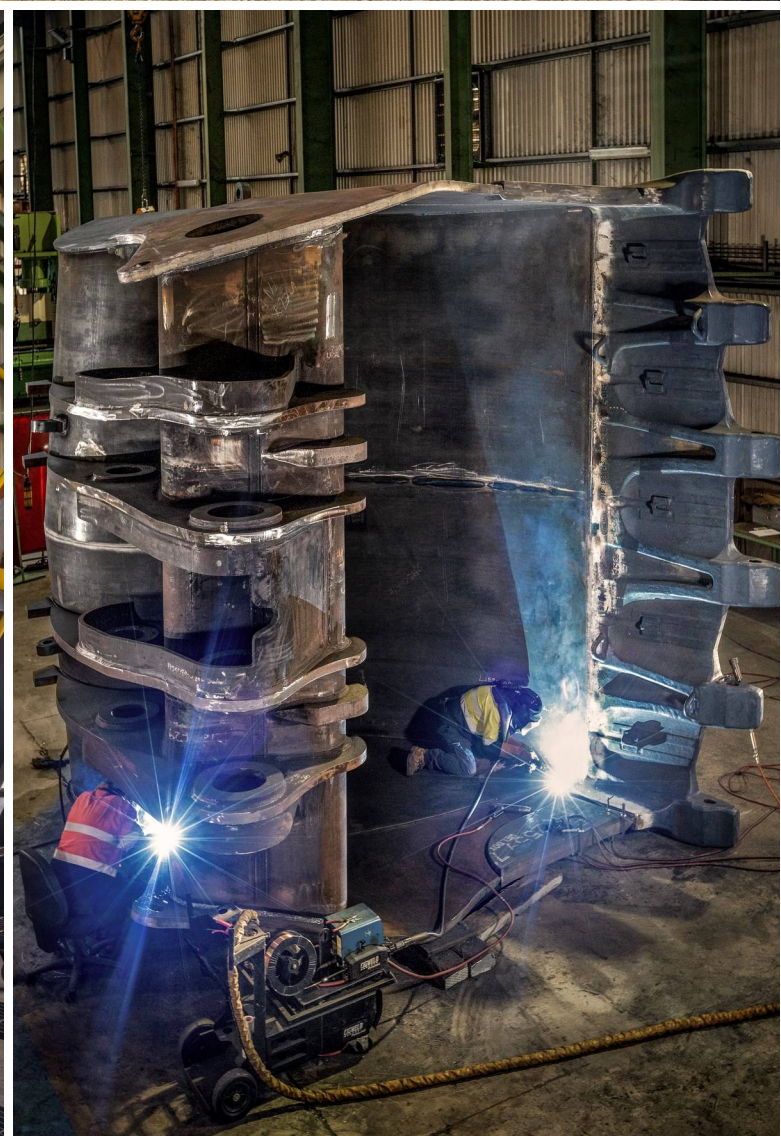
Liebherr-Australia Maritime Cranes Division was recently involved in its first relocation of an LHM Crane within an Australian port, instigated by the introduction of LHM cranes into Maritime's product portfolio in Australia. The relocation was arranged by Liebherr-Australia using a COG Lift. The transport and technical assistance was organised by a Liebherr expert.

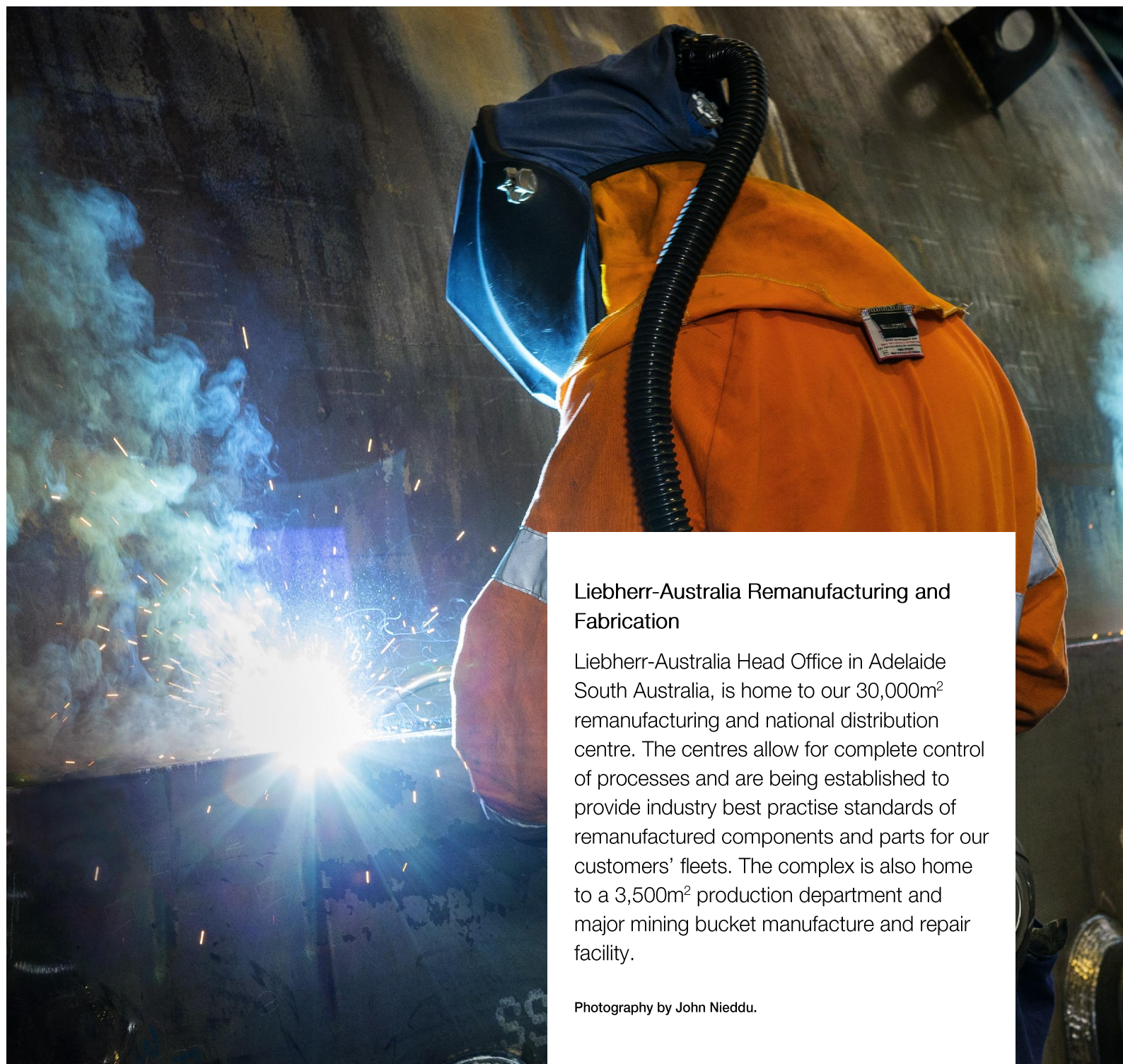
The relocation was deemed a success, with the customer soon to begin operating the LHM 550 on this new port.

Liebherr Maritime and Crawlers have now supplied an LHM 550, LHM 420, and a HS 8070 mounted to a barge for dredging of the harbour and surrounding waterways, into the Port of Townsville and Northern Stevedoring Services (NSS).



The LHM 550 141035 being unloaded at the Port of Townsville. ►





Liebherr-Australia Remanufacturing and Fabrication

Liebherr-Australia Head Office in Adelaide South Australia, is home to our 30,000m² remanufacturing and national distribution centre. The centres allow for complete control of processes and are being established to provide industry best practise standards of remanufactured components and parts for our customers' fleets. The complex is also home to a 3,500m² production department and major mining bucket manufacture and repair facility.

Photography by John Nieddu.

Machine Deliveries

New Equipment Deliveries

Liebherr-Australia has delivered a wide variety of machines across the country since the beginning of 2018. The following showcases a selection of these machines and our valued customers who bought them.

L 556 XPower® Delivered to Fulton Hogan in New Zealand



Fulton Hogan, who has been building roads, ports, airports, infrastructure and property throughout Australasia for more than 80 years, recently took delivery of a L 556 XPower® at their Sand Plant in Tauranga, New Zealand.

This was the second Liebherr machine and first XPower® machine for Fulton Hogan at Tauranga Bay of Plenty, who also have a L 586 IIIA at their Bay of Plenty Quarry.

The L 556 XPower® was chosen due to its lower fuel consumption and higher torque, and has proven to have an overall smoother operation, with no need to run into material to fill the bucket, lowering operator fatigue.



The L 556 XPower® at work for Fulton Hogan. ►

Mobile Crane Deliveries

1. Gillespies taking delivery of their second LTM 1060-3.1. 2. Liebherr Service Technician George Moudawar handing over a brand new LTM 1060-3.1 to Gary Grey from Country Wide Cranes. 3. Liebherr Sales Administrator John Torre handing over an LTM 1090-4.1 to Rob Medill (owner of JJ Cranes). 4. Will Redding, owner of WR Crane Hire, and Bryce O'Brien from Liebherr at the handover of the first Liebherr LTM 1100-4.2. ▶



1



2



3



4



BMA's new R 9800 at Goonyella Riverside.

Another R 9800 for Goonyella Riverside Fleet

BHP Billiton Mitsubishi Alliance (BMA) welcomed a new R 9800 to their fleet at Goonyella Riverside coal mine in March to add to their three existing R 9800s on site.

The BMA Project and Liebherr build teams completed the assembly over 48 continuous days, overcoming challenges to deliver the machine ready for production on time. Most importantly for our customer and our people, the team delivered the project without injury, ensuring everyone went home safely each night.

BMA filmed a timelapse video of the build and the R 9800 at work, which can be viewed on their YouTube channel.



QUBE orders LHM 420 for Bell Bay, Tasmania

Earlier this year, Qube, a major port solutions provider in Australia, ordered a new LHM 420 for the port in Bell Bay, Tasmania.

The new crane, in container handling version and equipped with a twin-lift spreader, is the eighth mobile harbour crane for Qube Ports, with units already based in Darwin, Bunbury, Port Hedland, Geraldton and Fremantle. Qube is also a customer of Liebherr-Australia's Earthmoving division, recently ordering 12 wheel loaders.

The LHM 420 will be assembled in Bell Bay in June by local and European engineers.

◀ Qube's new LHM 420 mobile harbour crane.

Third Liebherr Wheel Loader for Jordan Rail

Jordan Rail Pty. Ltd. took delivery of their third Liebherr wheel loader in Western Victoria in March 2018. The L 550 XPower®, equipped with industrial linkage and quick hitch to accommodate diverse attachments like buckets, forks and crane jibs, will work in rail maintenance and rail construction applications throughout Victoria.

Jordan Rail was established in 2007 in Western Victoria as a supplier of specialised rail equipment, attachments and personnel. Since then, Jordan Rail has continued to grow and expand not only in equipment and personnel, but in reputation for quality work and professionalism. Jordan Rail specialises in new track construction and maintenance of existing tracks Australia-wide.

In addition to the high fuel efficiency and strong performance of the L 550 XPower® wheel loader, operator comfort was one of the main reasons for Jordan Rail to choose another Liebherr wheel loader, with the cab design optimally adapted to the operator's day-to-day requirements. The spacious and ergonomic operator's cab offers ideal conditions for comfortable and productive work and reduces noise emissions to 68 dB(A) inside the cab.

The L 550 at work for Jordan Rail.



Two LH 30 Material Handlers delivered to Metalco

New Zealand based scrap metal recycler, Metalco Recyclers Ltd, recently took delivery of two Liebherr LH 30 M Material Handlers at their main steel processing yard in Te Puke on the North Island. The first Material Handler was delivered in August 2017 with the most recent delivery in January 2018. This joins other Liebherr equipment including A 934, A 944 C-LI, R 924 HDSL, and four R 924, at Metalco's other sites in Bay of Plenty, Palmerstone North, Waikato and Te Puke.

Metalco are a long-standing, valued customer, with Metalco appreciating the quality and longevity of Liebherr equipment.

The LH 30 working in New Zealand. ►



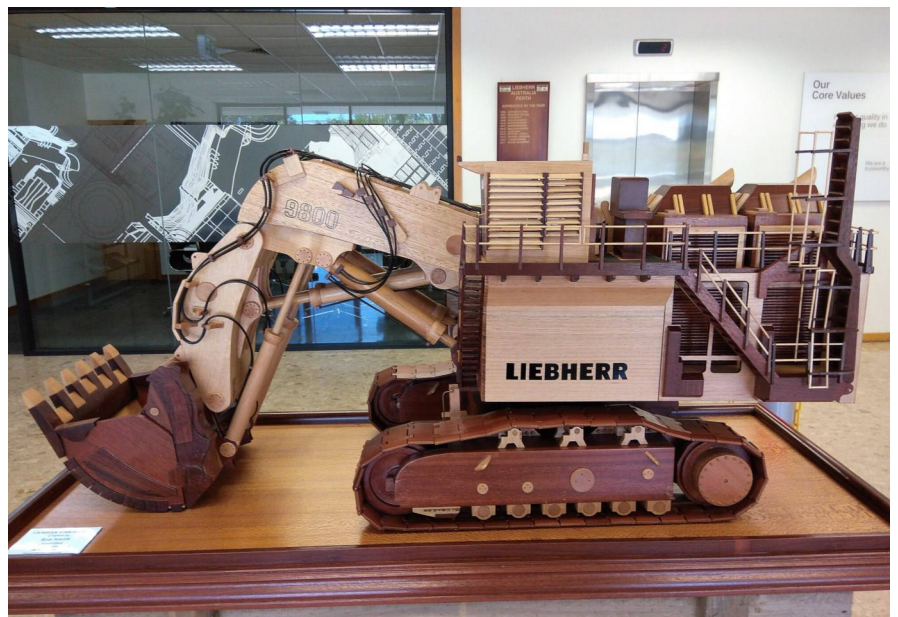
Branch News

News from our Branches

2018 has seen a number of customers and guests to our Liebherr-Australia branches and has revealed some exciting projects as showcased below.

Handcrafted R 9800 Model impressed in Perth

The incredible R 9800 mining excavator model pictured, handcrafted by fan Ron Smith, was on display at the Liebherr Redcliffe Branch earlier this year. The 1:15 scale model took 6 months to craft and is made of Tasmanian Oak and Jarrah. Thank you Ron, for applying your dedication and craftsmanship on Liebherr equipment and for allowing us to showcase your work in Perth.



A handcrafted R 9800 model made of Tasmania Oak and Jarrah. ▶



German Ambassador visits Adelaide

◀ The German Ambassador Dr Anna Prinz, together with the Honorary Consul Mr James Porter and Mr Phillip Dautel, visiting with Andrew Schultz and Andrew Mannix from Liebherr-Australia for morning tea and a site tour.

South Brisbane Office Relocation and Board Visit

The South Brisbane Liebherr-Australia office relocated in February to make room for their growing Mining Sales and Marketing department. Members of the Mining Board and Mrs Sophie Albrecht were welcomed to the office shortly after the move, and were very pleased with the office's new location and design.

The team in Brisbane is excited to welcome their customers and colleagues over the coming months.

Liebherr-Australia South Brisbane Office
Mining Sales & Marketing
67 Grey Street
South Brisbane, QLD 4101
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Liebherr Mining Board, South Brisbane Team and Mrs Sophie Albrecht at the new office.

Redcliffe Art Sculpture Unveiled



As part of the development approval for the Parts Warehouse at the Liebherr-Australia Perth facility, the City of Belmont required Liebherr to contribute to their Public Art Scheme. The final sculpture for this project was installed and unveiled late last year at the Redcliffe facility, after a long process of opening tender to local designers, designing the final concept, building the structure in the Perth Warehouse and installation on the Liebherr grounds.

Liebherr Perth Branch would like to thank all who contributed to the project, which they are now very proud to display for the local community.

◀ Aaron Craig and Ben Palmer, who participated in the build, underneath the sculpture.



The Liebherr-Australia Stand at Diesel, Dirt & Turf Expo in April 2018.

Events

Trade Shows, Conferences & Events

Upcoming Events: 2018

Please visit our displays at our upcoming events across the Earthmoving and Mobile and Tower Cranes Divisions this year. Contact your Liebherr Account Manager for more information.

AORA Conference (Stand 15)	2-4 May	Brisbane QLD
Waste Conference (Stands 8 & 14)	8-10 May	Coffs Harbour NSW
Quarry NZ Conference (Stand 6)	18-20 July	Hamilton NZ
Minerals Forum (Stand 23)	29-30 May	Queenstown NZ
Crane Association of New Zealand Conference	18-20 July	Auckland NZ
SMRANZ AGM & Convention (Stand 3)	26-27 July	Wellington NZ
Australasian Waste & Recycling Expo (Stand C50)	29-30 August	Sydney NSW
CICA Conference, Exhibition & Crane Display	17-19 October	Melbourne VIC

IOQ Technical Evening

Liebherr Auckland Branch successfully hosted the Institute of Quarrying (IOQ) Technical Evening in March, with over 40 people from the IOQ Auckland branch, quarry operators, owners, managers and suppliers from the industry attending.

Liebherr presented the L 580 XPower® Wheel Loader alongside other Liebherr machinery on display.

The IOQ Technical Evening held at Liebherr Auckland. ►



Community

Community Involvement

MACA Ride to Conquer Cancer

Liebherr is once again participating in the MACA Ride to Conquer Cancer for the fourth year running, to support our customer and the event's main sponsor MACA, and raise much needed funds for cancer research at The Harry Perkins Foundation.

This year we will be offering advertising opportunities on our team jersey for generous donations to the cause. If you would like more information on how to get involved please contact Matt Gibson via matthew.gibson@liebherr.com



Moolarben Coal Charity Golf Day



Team Members from Yancoala Moolarben, Peabody Wilpinjong and Liebherr-Australia accompanied by Australian Field Hockey Player Jo Banning, and Australian Rugby Union Player George Green, about to tee off.

Facility News

Boom for Adelaide Workshop

The Liebherr-Australia Adelaide Fabrication Shop is currently experiencing an increase in workload with mining buckets consistently being delivered for both our customers' ongoing requirements and for new machine deliveries. The forward order book for mining buckets stretches well into 2019.

Recently, the team delivered a 36m³ R 996B excavator bucket destined for export to South America for Thiess's R 996 Chile Fleet, making this the first exported bucket for the Adelaide Facility.

An Adelaide-fabricated R 996 bucket, destined for export to Chile. ►



Employee News

Welcome Glenn Cooper

Liebherr-Australia is pleased to welcome Glenn Cooper to the position of General Manager, Earth-moving Division for both Australia and New Zealand from May 2018, joining the team at the Erskine Park facility.

Glenn has extensive experience in the mining and construction industries, including many years at a senior management level with other OEMs. We look forward to supporting Glenn as he joins the Liebherr-Australia team, and to introducing him to our customers.



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Sydney | *Earthmoving, Crawler Cranes, Mobile Cranes, Maritime Cranes, Tower Cranes*

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