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THE LIEBHERR-AUSTRALIA NEWSLETTER | AUTUMN 2015

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MARITIME CRANE DIVISION FUELLED BY CUSTOMER SERVICE

In January 2015, Liebherr introduced a customer service division for maritime cranes in Oceania, to fill a growing market requirement. Located in Sydney, the new division will focus on offshore and gantry cranes.

In October 2014, they successfully handed over two Liebherr BOS 4200 LITRONIC Cranes for explosion-hazardous area, in compliance with Australian Standards. The cranes are installed on the Wheatstone Platform which is part of the Wheatstone Project, one of Australia's largest resource developments. The Wheatstone Platform will be installed 225 kilometres off Western Australia's coast, in a water depth of 70 metres. Natural gas will be brought to the Earth's surface via a series of subsea wells and transported through a network of subsea flowlines to the Wheatstone Platform, where it will be treated and transported via

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a subsea pipeline to an LNG facility near Onslow on the Western Australian coast. Installed on this platform, both Liebherr offshore cranes allow for safe cargo handling and personnel transfer.

Liebherr are currently assembling one Ship To Shore (STS) in the Port of Brisbane and two STS in Adelaide and all three new cranes will be ready for operation by the end of April. Liebherr has one STS in operation in

DAKAR 2015: LIEBHERR ENGINES TAKE TOP HONOURS

Kamaz Master racing team took out the top 3 fastest places at the 2015 Dakar Rally in South America. The team specifically used the 8-cylinder D9508 A1 engine for the task as it allowed their 8.9 tonne truck to reach 0-100km/h in 10 seconds and go to a maximum speed of 140km/h. Melbourne and later this year, an additional set of three STS will be installed in the Port in Sydney with further deliveries expected in the very near future.

In all maritime areas, further growth is expected in the coming years, which will significantly increase the demand for localbased OEM Customer Service.



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Welcome to the Liebherr Shop





Welcome to the Liebherr-Shop

Pictured: The official online store – liebherrshop.com.au – is now open for business!

Liebherr launches Australia's own online shop!

The Liebherr-Australia Marketing Team are pleased to announce that our official online store – liebherrshop.com.au – is now open for business!

This is an important stage of growth for Liebherr-Australia as it will allow our employees and customers to be able to

promote the company and brand with official Liebherr stock (and finally have access to those ever popular machine models)!

The online shop is user-friendly and allows you to shop 24/7 with orders normally shipped direct to your door the next business day. The shop is filled with a range of Liebherr branded items, with much more to come, so be sure to check back regularly! The Technical Director of Kamaz Racing, Vladimir Guba said "to win a race, not only are high engine performance and speed decisive but also low failure probability and the shortest possible repair times", which is displayed in the day to day operational capabilities and reputation of Liebherr mining excavators and trucks.

The wins and success of the entire Kamaz team in Dakar with the work of the Liebherr manufactured engine is best summed up in Guba's own words: "We are pleased to have found such a good and reliable partner in Liebherr for the heart of our vehicles. We hope that working together in the future will help us to secure continued success". Pictured: one of the Kamaz team's entries for 2015 Dakar Rally, powered by Liebherr.

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Delivery of a new LTM 1100 4.2 to ALE Heavylift

The recent purchase of an LTM 1100 4.2 All Terrain has increased ALE Heavylift's fleet of mobile cranes to 10. This LTM 1110 4.2 is the first new crane in Australia to be branded with ALE Heavylift company colours and will supplement the existing fleet in the company's Gladstone office.



Pictured: The LTM 1100 4.2 purchased by ALE Heavylift.

New alternative to the All-Terrain Mobile Crane

The Liebherr LTF 1060-4.1 telescopic truck-mounted crane is a compact and economical alternative for crane operators in the taxi crane business.

And, for the first time, the 4-axle unit can now travel on Victorian roads with its complete ballast on board, ready for immediate action when it reaches the site.

High load capacities and a long telescopic boom make the LTF 1060-4.1 an economical solution due to the use of a standard truck chassis. Along with the great national service support of Liebherr service centres around the country, in conjunction with wide spread service network of the Vehicle OEM, makes the LTF the right choice.

- » Max Lifting Capacity- 60 t at 2.5 m radius
- » Telescopic Boom-10.2 m 40 m
- » Lattice Jib- 9.5 m−16 m
- » Total Counterweight 0.6 t / 10.2 t

Liebherr demonstrated quality work at IQA Boral Dig Day

Liebherr Australia Pty Ltd were part of the recent IQA Boral Seaham Demonstration & Customer Days in November 2014 where the efficiency of the Liebherr L 566 Wheel loader was demonstrated: showing the efficiency of a Liebherr 190 Kw engine and hydrostatic drive train, being the only one of its kind on the day; compared to conventional transmission systems, the hydrostatic driveline with Liebherr Power Efficiency achieves a reduction in fuel consumption for wheel loaders of up to 25%. This reduces operating costs and environmental pollution with the latest Tier IIB engine technology. Also displayed was the Liebherr R 936 LC Hydraulic Excavator, including Liebherr 160 Kw engine with an operating weight of 31 tonnes.

A2B thrilled with new Liebherr Crane

Wangara-based A2B Crane Hire has taken an industry-leading step in its development, purchasing a new state of the art, award-winning 45 tonne Liebherr crane – the first of the models to be put to work in Perth.

"It is compact, manoeuvrable, has an amazing lift capacity, and the VarioBase stability system is the latest word in safety when it comes to setting the outriggers," said Karen Hawkins, a partner with Mark Brant in the business.

The system won the safety category at this year's European Association of Abnormal Road Transport and Mobile Cranes awards because of its capability to enable each individual support to be computer controlled, extended and supported to provide for maximum, safe lifting capacities.

The crane's vital statistics confirm its ability to work in confined areas – chassis length 8.91 metres, chassis width 2.7 metres, minimum turning radius 6.1 metres, tail swing 3.2 metres, and lowest vehicle height of 3.01 metres.

It has a maximum capacity of 45 tonnes, maximum lifting height of 48m and a maximum radius of 39 m. At full extension of its 36 m telescopic boom, the crane has a 7.8 tonne lifting capacity.

Another feature is its extendable cab, in which the operator can be lifted to a



Photographs taken by Jim Hankins, Chairman NSW Branch of the Institute of Quarrying Australia (IQA).

maximum eye level of 7.8 m, enhancing visibility on site.



Pictured Above: The 45 tonne Liebherr crane purchased by A2B Hire.

Griffith City Council takes their fourth Liebherr machine

In February, Griffith City Council in NSW took delivery of their fourth Liebherr machine.

Due to the excellent reliability, operator comfort, fuel efficiency and previous experience, when it came time for Griffith to update their crawler loader, the choice was easy.

Operators on site were very happy to have another Liebherr, and commented on how quiet and powerful the new machine is and received a safety and operational walk around on the new machine at the site shed.

The LR 634 crawler loader will be used on the tip face and in the green waste section of the tips providing economical and proficient

CRANE DELIVERIES



Pictured: Michael Refalo (Liebherr Service Technician) handing over a brand new LTM 1055-3.2 to Brendon Cox (Borger Cranes Crane Operator).



Pictured: Michael Refalo (Liebherr Service Technician) handing over a brand new LTM 1090-4.1 Brian De La Mare (WGC Crane Operator).

landfill rubbish movements.

Liebherr Sydney's technicians leading hand Broc Murphy was on site to assist with the handover of the machine, and provided invaluable information to the Griffith technical staff on the mechanical aspects of the machine. Griffith technical staff took the opportunity to ask Broc about aspects of their L 509 Wheel Loader.

Liebherr-Australia has an excellent long term relationship with Griffith City Council, and looks forward to the relationship continuing through the future decades.

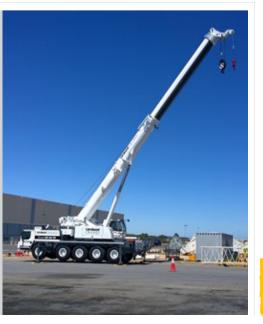


LIEBHERR CRANES CONTINUE TO DOMINATE THE MARKET

United Cranes recently took delivery of a new LTM 1095-5.1 which is the fourth Liebherr machine in the United Cranes fleet.

> This has added a flexible taxi crane to their portfolio and as a result opens up a range of new opportunities for the United Group.

> > With a view to expand operations in South Australia, Liebherr looks forward to a strong business relationship with United Cranes in the coming years.





Pictured: Griffith City Council's LR 634 Crawler Loader at the Liebherr Australia Erskine Park, NSW premises for its delivery

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REMONDIS CUTS FUEL COSTS WITH LIEBHERR WHEEL LOADERS

Liebherr has partnered with REMONDIS to upgrade its wheel loaders at its Organic Resource Recovery Facility (ORRF) at Port Macquarie in northern New South Wales.

For over ten years, REMONDIS have been a reliable partner for supplying high quality compost products to farmers, retailers, schools and the wider community. Furthermore, REMONDIS offer cost effective and efficient waste management solutions to businesses in the Port Macquarie region.

The REMONDIS Organic Resource Recovery Facility (ORRF) is one of Australia's first custom built landfill alternatives. Located in Port Macquarie, the tunnel composting facility treats a combination of food and garden organics as well as biosolids.

The composting services provided by the ORRF make the region one of the State's highest performing areas for resource recovery. Recently, Liebherr Australia worked with REMONDIS to supply the facility with two new wheel loaders, customised to suite



Pictured Above: Liebherr L 542 P High Lift Wheel Loaders on site at the Remondis Organic Resource Recovery Facility at Port Macquarie.

a tunnel composting and sales loading operation.

Liebherr's Earthmoving Division said the loaders were a popular choice for resource recovery facilities.

In this instance the Liebherr L 524 P HL (High Lift) wheel loaders were customised with larger wheel rims and extended reach arms which were then fitted with a sturdy three metre 'High Dump Bucket' to maximise their tipping reach, maintaining in excess of a five metre dump over height whilst also enabling their flexibility to also work within the tunnels confines. Liehberr also said the machines were equipped with Liebherr's LiDAT tracking system. LiDAT is a data transmission and positioning system that offers real time tracking of mobile equipment. This allows for efficient management, optimal operation scheduling and remote supervision.

The Hydrostatic Transmission and latest Tier IIIB engine technology combination makes the loaders more fuel efficient than older technology. This machine is an effective all-rounder, and is ideally suited to waste management, transfer station or composting operations.

R 996 Module Transformation

Liebherr Perth recently completed the overhaul of a pair of R 996 B engine modules for a customer in the Pilbara. The customer removed the modules from a redundant R 996 and delivered them to the Perth workshop. Here the modules were stripped back to bare frames, media blasted, repaired and reassembled back to an as new standard. During the process the R 996 modules were upgraded to R 996 B specification. A dedicated group and trades people and apprentices worked through their weekends to ensure the modules were delivered on time supported by an extremely hard working parts team that kept up with an increased demand for parts during the project.

Once delivered to site a Liebherr field support crew executed the installation of the modules. The modules were replaced and the 15,000 hr shutdown was completed in 5.5 days exceeding customer expectations by far. The success of this project has resulted in a continued commitment from the customer to continue to maintain their fleet of excavators in this modular format and has now extended to exchange R 996 B hydraulic tanks and service arms as well as R 9400 Engine and Splitterbox combinations.



Pictured: the Liebherr-Perth team with the module they worked on.



SUCCESS STORY: R 9800 MINING EXCAVATOR

From the first R 9800 excavator arriving to Burton Coal Mine in Queensland in 2010, the Liebherr R 9800 has enjoyed continued growth with remarkable success and reliability over numerous sites around the country.

Liebherr has also set the benchmark in 800 tonne excavator performance in Australia and New Zealand, with two of the World's largest mining contracting companies now having four R 9800s in their respective fleets.

» Thiess has the R 9800 at Burton Coal and Lake Vermont.

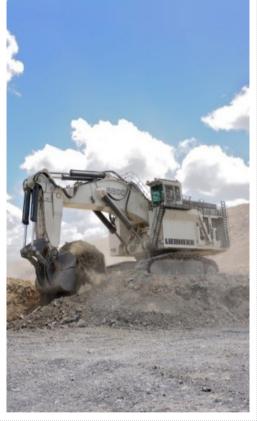
» Thiess purchased their third and fourth R 9800s for Lake Vermont, along with two fleets on Liebherr's T 282 C (363t OHT) in 2012. » Downer's first and second R 9800 arrived at Christmas Creek mine, WA in 2011-12, the first 800t excavators in Iron Ore.

» Downer Mining's third R 9800 arrived in Qld in 2013 and their fourth went to NSW in 2014.

» Yancoal's Moolarben mine received the first R 9800 into NSW in late 2013, which also was the world's first R 9800 to be fitted with sound suppression!

» Bloomfield Coal received their first R 9800 in late 2014

Liebherr looks forward to the continued growth and popularity of the R 9800 throughout Australia.



AQUAMATE APPRECIATE LIEBHERR MACHINES' ROBUSTNESS Like most manufacturers, Aquamate take the purchase of any capital equipment, no matter its size or expense, very seriously.

> Brett Fitch, Engineering Manager of Aquamate, explains: "Seeing as our own products are driven by value, not just price, Aquamate recognise the importance of good quality, well specified equipment.

> > When considering the Liebherr machine, the most important thing to us was the robustness of the machine; when turnaround on maintenance crews can extend from days into weeks, the

machine's ability to continuously perform in very remote, rugged conditions was of upmost importance.

Aquamate acknowledged Liebherr's reputation for quality equipment and the proven performance of other Liebherr cranes and loaders operating on site.

Adding to Aquamate's decision to purchase a Liebherr L 508 C "Dorithy" was the utility of the loader; its combined fork and bucket capability, factory supplied additional safety equipment, low operating weight and increased manoeuvrability made it the most attractive offer that we received."



INTRODUCING MARC AMANN Head of Customer Service - Maritime Cranes

Marc Amann has recently joined Liebherr-Australia from Austria and is the new Head of Customer Service - Maritime Cranes, based in Erskine Park, Sydney. Australia is the last remaining continent for Liebherr Maritime to establish, so Marc is looking forward to the challenge of launching the services in the region and meeting our future customers.

Marc has always worked for Liebherr and started as an Apprentice Machine Fitter, then moved onto being a Technical Advisor for Offshore Cranes, and progressed to being the Area Manager for Technical Services, before coming to Australia!

Outside Liebherr, Marc likes to be active,



Service - Maritime Cranes

taking part in mountain biking, was a volunteer Firefighter (Group Commander) and trainer in Austria, and is very interested in Moto GP and Formula 1 racing. While in Australia, he wants to learn how to dive.

LIEBHERR IN THE NEWS!

Liebherr has recently featured in the Singleton Argus



Pictured: Golf Day organisers Tony Laing, Leonie Sweeney, Frank Osland with Upper Hunter community relations coordinator Glen Parsons (second from the right), with their Liebherr R 9800 excavator.

"

The Rix's Creek Annual **Golf Day**

The Rix's Creek annual golf day was once again a success, and the committee was able to hand over \$31,178, which has made the total \$238,869 donated to the Cancer Council since 2002. Liebherr is a proud supporter of the golf days.

Changing Places

Liebherr's Brisbane South Mining Sales branch will be gaining a new face in the next few weeks. Grant Taylor will join the Brisbane team after six and a half years' service in mining sales covering WA from our Perth branch. Grant will be changing his location to take on the Queensland territory in the role of Sales and Marketing Executive. The team welcomes Grant's experience and wealth of knowledge and looks forward to introducing him to our valued customers over the coming months.

Quality means doing it right when no one is looking.

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- Henry Ford

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LIEBHERR'S COMMITMENT TO THE HUNTER VALLEY

Here are some of the recently completed photographs of our Mt Thorley branch. They show the new facilities after construction of a new two storey office of 2,012 m2. The Liebherr warehouse has doubled the capacity with the addition of 760 m2 in floor area. This is an important step for the branch, which supports the Mining industry within the Hunter Valley, and wider NSW region. Approximately 100 employees provide our customers with product and technical support, field service and maintenance, parts sales, machine sales, machine and maintenance training, and machine construction.





Liebherr in Mount Thorley

Mining



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Liebherr in Perth Mobile Cranes 283 Mandurah Road East Rockingham WA 6168 Tel: (08) 9236 5600 Fax: (08) 9236 5699

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