

# Liebherr-Australia Pty. Ltd.



# LIEBHERR

# The Liebherr Group



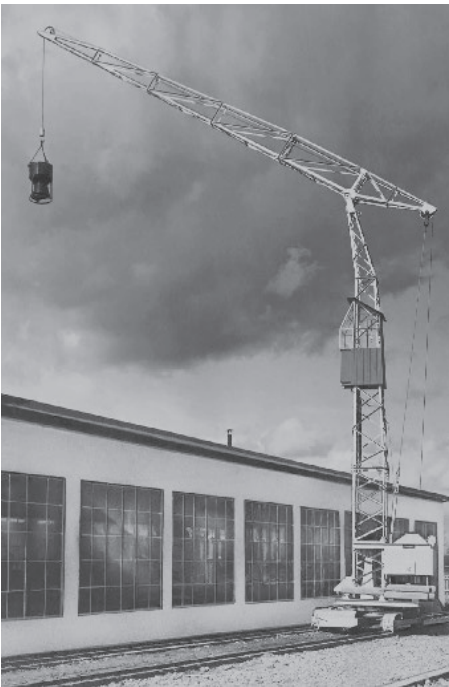
The Liebherr 20 t crawler excavator RT 100 from 1996 was equipped with a 130 HP/65 kW engine.

### Established in 1949

The Liebherr family business was established in 1949 by Hans Liebherr. The great success of his first mobile, easy-to-assemble and affordable tower crane was the foundation on which the company flourished. Today Liebherr is not only one of the world's leading manufacturers of construction machinery but is also an acknowledged supplier of technically innovative user-oriented products and services in numerous other fields. The company has now grown into a Group with more than 130 companies across all continents.

The decentrally organised Liebherr Group is divided into company units of manageable size, operating independently. This is to ensure proximity to the customer and the ability to respond flexibly to market signals in global competition. Operative management of the production and sales companies for the individual product segments is in the hands of divisional control companies. The Group now encompasses ten product divisions.

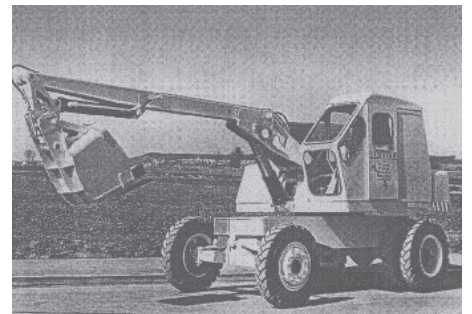
The Liebherr Group's holding company is Liebherr-International AG in Bulle, Switzerland, which is entirely owned by members of the Liebherr family. The family business is currently being managed in the second generation by Dr. h.c. Isolde Liebherr and her brother Dr. h.c. Willi Liebherr. Sophie Albrecht, Jan Liebherr, Patricia R uf and St efanie Wohlfarth have been actively involved in the management of individual divisions as representatives of the third generation since 2012 in order to help set the company's course for the future.



First Liebherr Tower Crane



The Elephant Type 90 was produced as prototype in 1954



Liebherr hydraulic excavator A 300 from 1957

## Our Core Values

We are  
**independent**

**Highest quality**  
in everything we do

We are a  
**trustworthy partner**

### **We are independent**

“Our independence enables us to make decisions rapidly and autonomously.”  
As a family-owned company, we aim for a high degree of freedom in all our decisions and actions. The basis for this is the financial independence achieved by sound business methods and retention of profits within the Group. The Group’s policy of extensive diversification helps to make us independent of economic fluctuations in individual business sectors or markets. Another element in this autonomy is our mastery of core technologies in every detail.

### **We are innovative**

“We work systematically to keep one step ahead.”  
Liebherr stands for continuous innovation and successful ideas management on a large scale. What we have already achieved serves as a basis for improvements in every area of the Group’s activities. We encourage our workforce to think creatively and are prepared to tackle even the most difficult technological challenges. Our decentralised corporate structure puts us in a position to react flexibly to competition in global market areas and to transform ideas rapidly into effective results. Our aim is to achieve technological progress in the best interests of our customers. Every year we invest considerable sums in research and development, to put us in a position to explore new paths and set new trends.

### **Our employees are a key factor in our success**

“We greatly appreciate the degree to which our employees identify with their company.”  
We are fortunate to be able to rely on capable, highly motivated employees who remain loyal to us for many years and devote themselves enthusiastically to the Group’s interests. To promote this situation, we create suitable overall conditions: secure jobs and a healthy working environment. The absence of unnecessary managerial levels encourages our staff to take on responsible tasks with ample freedom of action. We promote entrepreneurial initiative and offer our employees various basic and advanced training programmes. Liebherr stands for diversity in the cultural area as well. The Group draws strength from close teamwork across national borders. Cooperation within our Group is founded on integrity, mutual respect, fairness and trust.

We accept  
responsibility

We are  
innovative

Our employees  
are a key factor in our success

**We are a  
trustworthy partner**

“We aim to maintain our consistency and trustworthiness for many years to come.”

We strive for close cooperation with our customers and business associates, based on loyalty and fair play. Rather than being content with short-lived success, we aim for a long-term relationship. We supply products and services that create genuine added value and user benefit. Our policy is to be satisfied with our work only when the customer or business associate is satisfied. This has led to steady growth ever since 1949, when the first Liebherr Company was established.

**Highest quality in  
everything we do**

“We devote all our efforts to best performance.”

Our products and services must always measure up to the standards associated with the Liebherr name, and to which we give top priority: the best possible quality and effective support for our customer’s business activities. To ensure that our products are manufactured to this high quality standard, we invest unceasingly in the modernisation of our production facilities. We promote awareness of quality – and insist on it both in our own work and the work we commission from our business associates.

**We accept  
responsibility**

“We aim at all times to fulfil our responsibility to society in general and to the environment.”

As a family-owned company active throughout the world, we carry considerable responsibility for society and the environment. We are convinced that we shall only achieve long-term success if we remain aware of this responsibility in all our activities. Protection of humanity and the environment is of special importance in our business activities. It means that our products and the processes used to manufacture them must be safe, efficient and environmentally acceptable. Integrity has high status for us as a family-owned company. We undertake to apply fair business methods when competing on world markets. The Liebherr Group’s long history of successful growth is due to a responsible, forward-looking business policy. One of our principles will therefore continue to be “thinking of tomorrow today”.

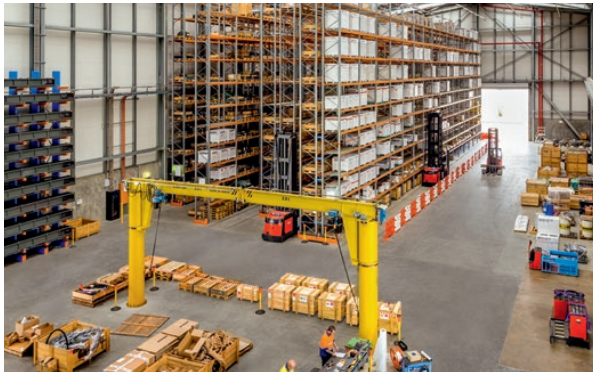
# Timeline of Liebherr-Australia

## A successful history

- |      |  |      |   |
|------|--|------|---|
| 1970 | <ul style="list-style-type: none"><li>• Liebherr began distribution in Australia via a network of dealers</li></ul>  | 1990 | <ul style="list-style-type: none"><li>• Established the Head Office of Liebherr-Australia in Adelaide (SA)</li><li>• First Mobile Harbour Cranes delivered in Australia and New Zealand</li></ul>             |
| 1974 | <ul style="list-style-type: none"><li>• First Liebherr Ship to Shore Crane introduced to Australia</li></ul>   | 1991 | <ul style="list-style-type: none"><li>• First Liebherr Offshore Crane on a permanent Offshore Installation in New Zealand</li></ul>   |
| 1981 | <ul style="list-style-type: none"><li>• Incorporation of Liebherr-Australia</li><li>• First Crawler Excavator introduced to Australia</li><li>• First Crawler Excavator introduced to New Zealand</li></ul>                | 1992 | <ul style="list-style-type: none"><li>• First Wheel Loader introduced to Australia</li></ul>  |
| 1983 | <ul style="list-style-type: none"><li>• Commenced operations in leased premises in Kilkenny (SA)</li><li>• First Crawler Dozer introduced to Australia</li><li>• First Wheeled Excavator introduced to Australia</li></ul> | 1994 | <ul style="list-style-type: none"><li>• Opening of the first branch in Auckland (New Zealand)</li></ul>   |
| 1984 | <ul style="list-style-type: none"><li>• First Crawler Loader introduced to Australia</li></ul>   | 1995 | <ul style="list-style-type: none"><li>• Opening of Mining branch in Mt Thorley (NSW)</li><li>• R 996 released from Liebherr-Mining Equipment Colmar factory</li></ul>   |
| 1985 | <ul style="list-style-type: none"><li>• First Mining Dozer released to the market from Liebherr Werk Telfs factory</li></ul>   | 1998 | <ul style="list-style-type: none"><li>• Opening of Mining and Earthmoving branch in Perth (WA)</li><li>• New T 282 truck released to the market from Liebherr Mining Equipment Newport News factory</li></ul> |
| 1987 | <ul style="list-style-type: none"><li>• First Wheel Loader introduced to New Zealand</li></ul>   | 2003 | <ul style="list-style-type: none"><li>• Opening of Earthmoving branch in Brisbane (QLD)</li></ul>   |
| 1988 | <ul style="list-style-type: none"><li>• First Material Handling Machine introduced to Australia</li></ul>  |      |   |

- |  |  |
|--|--|
| <p>2004 • Opening of Earthmoving branch in Sydney (NSW)</p> <p>2005 • LR 1280 Crawler Crane introduced to Australia</p> <p>2006 • New Dozer PR 764 released to the market</p> <p>2007 • Establishment of Mobile Crane branches:<br/> - Sydney (NSW)<br/> - Brisbane (QLD)<br/> - Auckland (New Zealand)<br/> • Opening of a Mining branch in Mackay (QLD)</p> <p>2008 • Opening of Crawler Crane branch in Sydney (NSW)</p> <p>2010 • Opening of Mobile Crane and Earthmoving branch in Melbourne (VIC)</p> <p>2012 • Establishment of Mining Sales office in Brisbane (QLD)<br/> • LTC 1045-3.1 Mobile Crane introduced to Australia<br/> • New T 264 truck and new R 9150 excavator released to the market</p> <p>2013 • 100<sup>th</sup> material handler sold in Australia</p> | <p>2014 • Completion of expansion projects around Australia:<br/> - Perth (WA): July 2014<br/> - Mackay (QLD): April 2014<br/> - Mt Thorley (NSW): February 2014<br/> • Opening of a Mining branch in Newman (WA)</p> <p>2015 • Addition of new Service Exchange Unit (SEU) Facility, Warehouse and a National Distribution Centre at the Head Office complex in Adelaide (SA)<br/> • Introduction of Maritime Crane division in Sydney (NSW)<br/> • Expansion of Earthmoving and Mobile Crane Divisions to a new facility in Auckland (New Zealand)<br/> • Delivered the 100<sup>th</sup> T 282 truck in Australia<br/> • New Liebherr Reachstacker LRS released to the market from the Liebherr-Werk Nenzing factory<br/> • New PR 776 dozer is currently undergoing a thorough testing and evaluation program before its eventual release to the Australian market during 2017<br/> • New R 9200 excavator released to the market with the first unit to be delivered in January 2017<br/> • First Liebherr Offshore Cranes on a permanent Offshore Installation in Australia<br/> • LB 24-270 Drilling rig introduced to New Zealand</p> <p>2016 • Celebration of 35 years of Incorporation in Australia</p> |
|--|--|

# Liebherr-Australia today







### Distribution and Remanufacturing

Liebherr-Australia Pty Ltd was first incorporated as a company in 1981 and soon after, the new Head Office complex on the 20 hectare site at Para Hills West in Adelaide (South Australia) was built. Since this time the company has expanded considerably with offices throughout Australia.

Liebherr-Australia Pty Ltd sells and supports a range of Liebherr products in Australia including:

- Crawler Cranes
- Deep Foundation Machines
- Earthmoving Equipment
- Mining Equipment
- Mobile Cranes
- Maritime Cranes

In addition to the sales and support services offered by the company the Adelaide site is also home to a major bucket manufacturing (backhoe only) and repair facility, with other similar facilities operating from Perth, Mackay and Mt Thorley.

Liebherr-Australia's Production Department occupies an area of approximately 3,500m<sup>2</sup> at the Liebherr Adelaide facility. Apart from GET (Ground Engaging Tools) bucket manufacture is completed wholly in house to Liebherr and customer specifications. Production department does all of its own cutting, pressing, welding, machining, line boring and painting.

The National Distribution Centre takes advantage of finest in class storage and distribution capability together with Liebherr global best practise systems for management of demand, procurement and warehouse management. This facility guarantees that Liebherr-Australia can meet the demands of our customers for parts well into the future.

The Remanufacturing Centre provides capability and capacity such that Liebherr-Australia is able to meet the demands of an increasing footprint of machines in a Liebherr OEM certified and controlled facility. Liebherr invests in tooling, systems and processes for its components to guarantee that the remanufacture exceeds industry best practise standards of quality and efficiency. In addition to existing excavator cylinder and gearbox remanufacture the facility encompass all truck suspension, hydraulic cylinder and gearbox works. Other services includes radiators, electric motors, submerged arc welding and machining.

With a combined footprint of 30,000m<sup>2</sup> the National Distribution Centre and the Remanufacturing Centre provides industry best practise standards of remanufactured components and parts for our customers fleets.

# Service and Support



### Top trained employees for satisfied customers

Liebherr-Australia enjoys a strong reputation for customer focus in its aftersales activities. Liebherr-Australia offers service and support for Mining Equipment, Earthmoving Equipment, Mobile and Crawler Cranes, Maritime Cranes and foundation technology. The Liebherr team is structured to respond quickly and effectively to any requirement. Fully qualified and trained technical specialists receive factory and field based training and are in daily contact with the manufacturing plants.

Support services are underpinned by a significant parts inventory and distribution infrastructure for all products as well as highly skilled technical support and maintenance staff. Liebherr-Australia also operates a Service Exchange Replacement Program for major excavator and truck components, which are remanufactured in our workshops to Liebherr's exacting standards. Our Support services also include all aspects of mechanical, electrical and welding repairs as well as providing comprehensive product support/maintenance planning solutions.

In addition, all Liebherr customers can rely on a comprehensive support organisation that provides a vast range of solutions, from next day spare parts supply, to on site repairs or major overhauls in our workshops.

Liebherr facilities located throughout Australia, are staffed and equipped to support our customers when it matters, with the most appropriate solution, and our choice of services and products is designed with Liebherr customers' needs in mind.

- Inspections
- Oil analysis
- Repair & maintenance agreements
- Spare parts
- Liebherr lubricants
- Extended warranty packages
- Workshop services



# What we sell and support in Australia

## Crawler Cranes

With the LR series, Liebherr offers a well-balanced programme of lattice boom crawler cranes. In the class below 300 metric tons, low transport weights, rapid self-assembly, optimum load capacity values across the entire working range and comprehensive operating information are among these cranes main functional features.

For larger crawler cranes with lifting capacities up to 1,350 metric tons, Liebherr also offers a wide range of multifunctional jib systems. These cranes can reach heights of up to 223 m at the hook and working radii of up to 152 m, but retain their outstanding manoeuvrability thanks to innovative solutions for the handling of extremely high ballast weights. The LR series is completed by the hydraulic duty cycle crawler cranes range (HS series), which is similar to the LR series in design. The machines have been developed for the most diverse material handling operations. This series comprises 6 models with load capacities between 35 and 200 metric tons.

## Mobile Cranes

Liebherr builds a wide range of mobile cranes with telescoping or lattice booms on wheeled or crawler-tracked undercarriages, to operate in the most diverse areas. These cranes are powerful, compact and manoeuvrable, and feature ultra-modern mobile-crane technology that satisfies combined road and off-road operating requirements on construction sites of all kinds, worldwide.



### Maritime Cranes

Liebherr builds various types of special-purpose cranes for material handling tasks in the maritime sector. The range of ship cranes is designed to cover demands on board all types of vessels and extends up to heavy lift requirements. A comprehensive range of floating cranes is available for bulk-handling and transshipping purposes.

The offshore industry is served by individually designed lifting equipment from Liebherr, constructed to suit customers' requirements. The offshore crane range includes advanced wire-luffing, and ramluffing and knuckle-boom cranes. The cranes are available in various sizes and can be modified for specific customer requirements.

Ship to shore container cranes are custom designed with a range of outreaches and specification detail according to individual customer requirements from panamax size through to the largest megamax cranes.

Mobile Harbour cranes are used for various applications such as container, bulk, scrap and general cargo handling.



### Deep Foundation Machines

In special deep foundation, only the hard facts count. Piling and drilling rigs have to be profitable at all costs: highly productive under extreme conditions, reliable under continuous pressure, versatile in their application and operationally economical.



# What we sell and support in Australia

## Earthmoving Equipment

For the earthmoving machinery sector Liebherr produces an extensive range of hydraulic excavators, crawler tractors and loaders and wheel loaders. The high quality requirements with which Liebherr products have to comply are ensured by in-house production of major sub-assemblies in a large part of the programme. For example, Liebherr itself develops and manufactures the entire driveline and control techno-

logy including the diesel engine, hydraulic system and transmission product groups. Liebherr offers efficient worldwide service at any operating site to ensure the availability of its earthmoving machinery. A closely spaced international network ensures qualified customer service and the supply of original spare parts around the clock.



## Mining Equipment

Liebherr loading and hauling equipment is widely used in the extraction of raw materials in surface mining environments. Even under the most arduous conditions, these machines perform at a high level of reliability in safely moving enormous amounts of material.

Liebherr hydraulic excavators have power outputs of up to 2.240 kW/ 3,000 HP and standard grab capacities of up to 34 cubic meters (44.5 cubic yards). With their diesel-electric drivelines and capability of handling payloads of up to 363 t (400 tons), Liebherr mining trucks are the ideal partners for such loading equipment.

In order to ensure uninterrupted availability of these mining machines, superior on-site service maintains a high level of performance and reliability for the life of the equipment. This cohesive service network provides efficient customer support and guarantees the supply of original parts around the clock. Through proven technical design and constant innovative development of its mining equipment, Liebherr delivers superior productivity that enables customers to move more tons per hour at the lowest cost.





**Liebherr in Adelaide**

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Fax (08) 8359 4077

**Liebherr in Adelaide**

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Gillman SA 5013  
Telephone (08) 8361 1600

**Liebherr in Brisbane**

Mining  
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South Brisbane  
QLD 4101  
Telephone (07) 3034 8800

**Liebherr in Brisbane**

Earthmoving, Mobile Cranes  
39 Elderslie Road  
Yatala  
QLD 4207  
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Fax (07) 3807 4160

**Liebherr in Mackay**

Mining  
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Paget, Mackay  
QLD 4740  
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Fax (07) 4963 3144

**Liebherr in Melbourne**

Earthmoving, Mobile Cranes  
41-45 Ordish Road  
Dandenong South  
VIC 3175  
Telephone (03) 8788 9700  
Fax (03) 9706 0132

**Liebherr in Mount Thorley**

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Mount Thorley Industrial Estate,  
Singleton  
NSW 2330  
Telephone (02) 6575 1000  
Fax (02) 6574 6769

**Liebherr in Newman**

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**Liebherr in Perth**

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Fax (08) 9479 5994

**Liebherr in Perth**

Crawler Cranes, Mobile Cranes  
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**Liebherr in Sydney**

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**Liebherr in Auckland**

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