

Max Crane & Equipment Hire (SA) Pty Ltd

Your Premium All Terrain Lifting Solution

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Max Cranes has now been operating and growing each and every year for some 12 years now. I look back on this calendar year and can't help but think that this has been the hardest and most difficult year that we have endured since starting out. We are really starting to feel the fallout in the economy from years of Labour mismanagement both federally and at state level. I really struggle coming to terms with the good folk of South Australia returning the present government back into power. My thoughts are that all working people and business owners are yet to feel the full effects of that decision, paying interest on interest on borrowings is never going to have a happy ending. For those of you that know me I very rarely speak publicly about these things but when I see successful, long term business owners going to the wall for no failings of their own I feel something needs to be said. Its time government invested in infrastructure that secured jobs and the economy for the long term and not just for the construction or build phase. New ovals and Superways are fantastic for the city but don't really make use of the shrinking state coffers and borrowing power to our best advantage, and I am sure the hard working folk in regional areas would strongly agree on this point.

On a brighter note I can report that Max Cranes is continuing to grow, we just have had to work a whole lot smarter, harder and more efficiently. Over the next few months and with a few submissions going our way I only see positive signs for the company and its employees. Unlike a lot of our competitors we don't drop our rates as soon as it goes a little pear shaped, as a company we look for new ways of value adding to our services and products, delivering over and above our customer's expectations whilst maintaining our margins. The business has some exciting opportunities to take advantage of over the coming months and we look forward to the challenges ahead.

We are very happy to announce the appointment of Michael Phillips to the position of Chief Executive Officer of the Max Cranes Group. This is a new position at the business and one that was well overdue. Michael comes from a very diverse background in business, both financially and operationally. Michael and his wife Louise have relocated to Port Augusta from North Queensland. Both Shane and myself are excited about the opportunities and change that an appointment at this level can deliver.

We are also very pleased to announce the appointment of Shannon Grantham to the position of Operations Manager Cooper Basin. This is a well earned promotion for Shannon and is in recognition of his commitment to the successful day to day operation of the business but first and foremost in his commitment to all that work for him, their welfare and safety being of the highest priority.

Congratulations must go to both Global Maintenance USG and SACOME for their combined conference held recently in Whyalla. I have been told this was by far the best conference event staged to date. Well done guys!

Whist we are talking conferences I would also like to invite you all to Stand 57 at the Adelaide Convention centre for the Asia Pacific Oil & Gas conference from the 14 – 16th of October. See you there, my shout.

Lastly I would like to thank all of our customers that have supported our services and growth over the years and we look forward to working with you well into the future.

Kind Regards
Mark Kuhn
Managing Director



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Another record attendance was present for the GMUSG conference held in Whyalla at the Middleback Theatre on the 3rd and 4th of September. With delegates from all over the country, both Michael Edwards and Rodger Weste had many interesting conversations. Attendances from many levels of management in different areas such as Mining, Oil & Gas, Engineering, Construction, Renewable energy, Power, Civil and local companies just to name a few.

Although there was a lot of energy within the conference, it was apparent that the current workload of most companies was less than desired and most were seeking opportunity from new regions/diversification. Some of the presentations, like Senex Energy for example, showed there is current opportunity out there at present for certain sectors of the workforce. Most large opportunities, mining projects for example, seem to be in a holding pattern at present awaiting opportunity, whether it be financial backing, commodity value increase, approvals etc.

We hosted a trade booth near the Northern entrance of the main speaker room and had non-stop visitors to our booth for the first one and a half days which was great. We also displayed our new 100T Liebherr all terrain crane as well as one of our 32' scissor lifts, which was as usual very popular with observers allowing people to see the conference from a long way back with a MAX flag flying high. Many people asked to see the crane which our heavy lift manager Michael Kuhn was kind enough to give them a run down of the features and flexibility of the crane fleet.



Many contacts were made with past, present and possibly future clients, suppliers and relevant authorities, which we will follow up as opportunity arises. Several contacts made the comment that we always put forward a professional positive company, and presentation was second to none. It was pleasing to see that our presence has been noted by many interstate companies and representatives, noting that our brand is very strong and reputation for providing safe lifting options is present within the many types of industries.

"Another great conference for the region and indeed the state, showing all that there are opportunities for the future, even though we are currently in a slow environment at present. I would like to thank Michael Edwards and Michael Kuhn for their efforts setting up, liaising with the many people present and generally making the event a great opportunity for Max Cranes."

- Rodger Weste, Business Development Manager

New Staff Welcomed

Two trainee riggers commenced a traineeship with us at the start of September— this is a continuation of our up-skilling and trainee program. This program has been successfully running since 2004 and many of our trainees have stayed and continued their careers with Max Cranes. We welcome Roby McDonald and Alex Martin to our business and we look forward to developing their skills to ensure they have long term opportunities with us.

The business has also welcomed Rob Wilkins into our workshop as a Heavy Diesel Mechanic. Rob is from Midlands, England and Max Cranes have sponsored him with his 457 Visa. Rob has been a great addition to the business, fitting in extremely well, and has brought some much desired skills to the workshop team.



Staff Appointments

Max Crane's welcomes the following new appointments to the business

Michael Phillips
CEO

Shannon Grantham
Moomba Operations
Manager

Brad Sugden
Moomba Supervisor

Rob Wilkins
Diesel Mechanic

Alex Martin
Roby McDonald
Trainees

Slade Laube
Heavy Diesel Mechanic

An interview with Michael Phillips, the new CEO of the MAX CRANES Group

Max Cranes has experienced major and rapid growth in recent years and to facilitate future development have welcomed to the team a new CEO, Michael Phillips. After a few weeks of settling in to MAX CRANES, Jenna Bury (JB) the editor of our company magazine recently asked Michael Phillips (MP) the following questions:



JB: Where are you from?

MP: I've lived most of my life in Melbourne, but moved to Cairns in FNQ in 2005.

JB: Where have you previously worked?

MP: For a large part of my career I've worked in roles with listed multi-national companies and ASX-listed companies. In 2008 I established my own management consulting business.

Over the last 16 years I worked in senior executive roles with companies involved in civil construction, building construction, mining contracting and mining services, construction materials (aggregates, concrete, transport), and property development. Most have operated large fleets of mobile equipment.

My last role was as Chief Financial Officer of a fast-growing private-equity-back heavy earthmoving and mining equipment rental business based in Mackay with a 300 unit fleet worth \$350 million.

JB: What is one interesting thing about you?

MP: Tough question! From my late teens until my mid-twenties I was heavily involved in car rallying. I was a driver, navigator and director of events.

JB: What brought you to work at Max Cranes?

MP: The opportunity to take on the role of CEO with a successful and well-established business about to undergo further rapid growth, and operating in markets that were familiar to me.

JB: What was/is your first impression of Port Augusta?

MP: After living and working in regional Australia for most of the last 10 years, no major surprises! Port Augusta reminds me very much of Ocean Grove and Barwon heads which are separated by a narrow stretch of water and are connected by old and new bridges.

JB: What was/is your first impression of Max Cranes?

MP: Three things stood out :

- (a) an impressive fleet of modern well-maintained cranes;
- (b) modern facilities at Port Augusta; and
- (c) most importantly, some really great people.

JB: What are your goals for Max Cranes in the immediate future?

MP: My immediate goals for Max Cranes over the next 12 months are to:

- (a) Further develop the MAX CRANES safety culture;
- (b) Build a strong leadership and management team to underpin the business's continued success supported by robust business processes and systems; and
- (c) Further develop and strengthen relationships with customers and partners in key market segments.

New addition to the Max Crane Yard

A piece of Port Augusta's history is now on display in the Max Cranes Yard. A steam crane was kindly donated by the Port Augusta City Council after the closure of the Homestead Park Museum earlier this year and is now on display at the front of the Max Cranes Yard.

The 62 tonne steam crane was bought by the Commonwealth Railways from English manufacturers Ransomes and Rapier Ltd. It was part of the rolling stock and equipment purchased for the construction of the Transcontinental Railway, stretching from Port Augusta to Kalgoorlie and began working on February 16, 1914. Construction of the Railway took 5 years to complete and the line was opened in 1917. The Crane was then used during derailments and accidents. It was retired and put on display at Homestead Park in the mid 1970's.

The crane weighs 62 tonnes and was capable of lifting up to 30 tonnes at a 19 foot radius. The boiler, which provided steam to drive the machinery, operated at 120psi.



Australian Decommissioning Services Dryer Pellet Plant



Australian Decommissioning Services engaged Max Crane & Equipment Hire in May 2014 to assist them with the 3rd stage of decommissioning redundant plant at the Arrium Pellet Plant in Whyalla. Various conveyers, machinery and plant have been removed safely without incident over a 4 month period. Due to the high risk nature of demolition, extensive planning including Lift plans, cad design, risk assessments and work methodology were undertaken to ensure this project was completed on time, safely and on budget.

The largest lift of the project was the removal of a redundant dryer which was 26 metres long and 3.2 metres in diameter.

The dryer weight was calculated by an engineer at 102.5 tonnes including a 15% contingency.

The AC-500-2 was configured with 180 tonnes of counterweight, sideways super lift and a 42.5 metre Main boom length to lift the dryer at a maximum radius of 12 metres. In this configuration the crane had a Lift Capacity of 123 tonnes.

The integrity of the dryer and centre of gravity were calculated by Aztec Engineering and an extensive rigging arrangement was installed to ensure the lift was completed safely. An extensive survey of underground services was also completed.

The lift was completed over a 3 day period with minimum impact to Arrium's Pellet Plant operations.

Cooper Basin Rig 826 Rig Moves

Max Crane & Equipment Hire have been servicing ITAC, completing rig shifts in the Cooper Basin since 2007. Rig 826 has over 100 trailer loads of equipment that needs to be loaded and unloaded using cranes. This keeps two cranes and several Elevated Work Platforms busy at each end for a week at a time depending on move distance.

We have been successfully involved in rig moves supplying cranes for various customers to complete maintenance and rig moves on the following Rigs - Rig 826, Rig 100, Rig 932, Rig 184, Rig 3, Rig 16, Rig 48, Rig 948, Rig 754, Rig 18, Rig 32, Rig 30 & Rig 724.

Our crews have extensive knowledge of assembly and disassembly of these rigs and understand the safe work procedures required for working in the harsh environment of the Cooper Basin. Our crane crews are verified as competent by our Crane Specialist Manager and trained in Heat Stress, 4wd, Santos Rev 3, Santos Rev 4, Santos Rev 7.4.

Our modern all terrain machines are Cooper Basin compliant with Vehicle Monitoring Systems & Dedicated Moomba Communication Systems fitted to ensure the safety of our crews. Our lifting equipment is inspected and tested on a regular basis to ensure compliance with the Australian Standards and our clients' health & safety standards.



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