

CRANES AND LIFTING

THE DEDICATED RESOURCE FOR THE CRANE INDUSTRY / NOVEMBER/DECEMBER 2020



LIFTING THE ECONOMY TOGETHER

Official Media Partner



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FROM THE EDITORIAL TEAM

WELCOME TO THE NOVEMBER/ DECEMBER ISSUE OF CRANES AND LIFTING

THE OCTOBER BUDGET, DELIVERED BY THE

Treasurer Josh Frydenberg, has provided one of the largest boosts to infrastructure investment in recent times. The funding is directed towards smaller projects that can deliver stimulus quickly, while continuing to invest in the larger projects that will strengthen the resilience of the economy to further shocks in the long run.

The budget has provided \$14 billion in new infrastructure projects to create 14,000 jobs in the future and \$2bn is earmarked for a road safety program.

This will deliver small-scale road safety projects to boost short-term economic stimulus and \$2bn in new funding is put aside for water infrastructure, making national water security a priority. Funding in these areas can only be good for the crane sector.

Following the budget announcements, Frydenberg visited SpanSet's manufacturing facility where he confirmed his commitment to Australian manufacturing. *Cranes and Lifting* was there to cover the event. Frydenberg and federal Member for Lindsay, Melissa McIntosh, spent two hours touring the facility and talking with staff and media. SpanSet collaborated with Western Sydney crane company Two Way Cranes who generously loaned one of its new Franna AT40s for

the visit. The treasurer was delighted to learn it was also made in Australia.

In this issue we sadly farewell an industry innovator and CICA Life Member. Rob Way passed suddenly and will be deeply missed by his family and many close friends in the industry. Rob was a pioneer and champion for a greater focus on safety in the crane sector and safety is a major focus in this issue. We are also pleased to include a focus on elevated work platforms. Wherever you see a crane operating, more often than not, you will find an EWP.

The team at *Cranes and Lifting* works hard to bring new initiatives to the magazine and it is rewarding when these are well received. We introduced the Lift of the Month with the September/October issue and it has proved to a popular addition. Feel free to send through your entries.

On behalf of the team, we hope you enjoy the read.

Simon Gould
Editor, *Cranes and Lifting*

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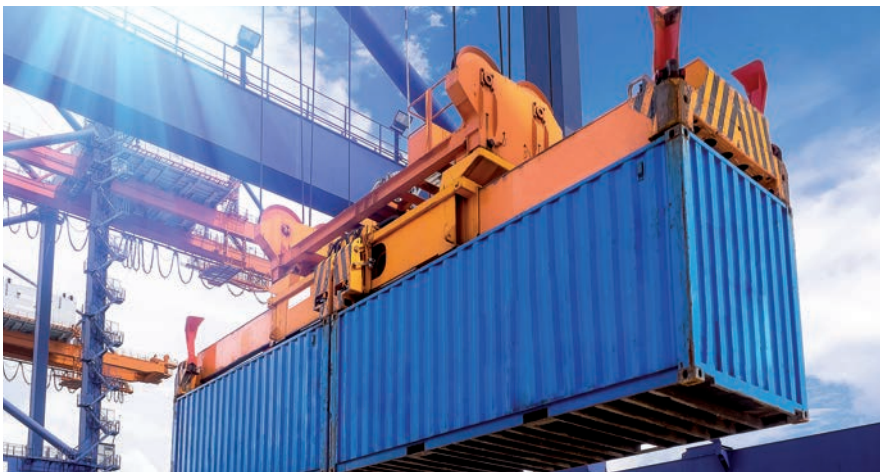
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Federal Treasurer, Josh Frydenberg and Federal Member for Lindsay, Melissa McIntosh, watch local manufacturing in action.

TREASURER BACKS LOCAL MANUFACTURING IN BUDGET

After one of Australia’s most significant budgets, the first stop for Treasurer Josh Frydenberg was the electorate of Lindsay.

Federal Member for Lindsay, Melissa McIntosh MP welcomed the Treasurer of Australia, the Hon Josh Frydenberg MP to Lindsay for the first stop after handing down one of the most significant Federal budgets in Australian history.

“The Treasurer came to Western Sydney after delivering this Budget because he knows the investment in Australian manufacturing, the support for hardworking and aspirational small businesses, and the road upgrades and infrastructure projects will create more local jobs. This is what the Budget is all about,” said Ms McIntosh.

The Treasurer joined Ms McIntosh at local manufacturer SpanSet Australia in Emu Plains, with managing director Kristian Pritchett.

“SpanSet is one of the many Australian manufacturers who will be able to scale up, be more competitive, take on apprentices, create jobs and lead our economic recovery,” said Ms McIntosh.

“As the Treasurer has said, there is no economic recovery without a jobs recovery. Western Sydney can lead our jobs recovery by being at the forefront of

a new era in Australian manufacturing, where we can compete on quality and value.

“The measures in the Budget will get behind manufacturers and unlock their potential, particularly in the areas where we can leverage our strengths, with the strategic investment through the \$1.3 billion Modern Manufacturing Initiative.”

The Modern Manufacturing Initiative will support projects within six National Manufacturing Priorities where we have a competitive advantage or emerging priorities, including resources technology and critical minerals processing, food and beverage, medical products, recycling and clean energy, defence, and space.

The Treasurer and Ms McIntosh were welcomed at SpanSet with the support of another Western Sydney business, Two Way Cranes, hoisting a large banner backing Australian manufacturing showcased by managing director Frank Zammit.

“In less than two decades, Frank went from purchasing his first crane to now having a fleet of 44 and employs over 120 people. As a Western Sydney local, Frank told me how the contract for the Western Sydney International Airport, was the highlight of his business career.

“Investing in the infrastructure projects our community needs not

only eases congestion and improves safety on our roads but gives Australian manufacturers and business like SpanSet and Two Way Cranes the opportunity to create more local jobs.

“The Treasurer also took part in a roundtable discussion with my Advancing Manufacturing Taskforce, dedicated to addressing the barriers facing Western Sydney manufacturers and exploring opportunities to create local jobs.

McIntosh and the Treasurer hosted a Federal Budget Briefing for local small businesses and community leaders.

“People in our community had the opportunity to hear directly from the Treasurer how the Budget will support their family, get behind their business and most importantly, create jobs,” said Ms McIntosh. “The Treasurer answered questions from local manufacturers, swimming centres, hotels and small businesses on delivering tax relief, supporting apprentices, and skills and training. Small businesses are the job creators of our economy. This Budget, the Treasurer and I are all about backing businesses to lead our economic recovery and create jobs. If you want to see manufacturers creating more local jobs, you can sign my petition to back Australian manufacturing at melissamcintosh.com.au/back-australian-manufacturing.”

LIFT THE ECONOMY: BUY AUSTRALIAN MADE

Following the release of key strategies during his Budget speech, Treasurer Josh Frydenberg visited Western Sydney synthetic sling manufacturer SpanSet, to learn first-hand what these strategies will mean to local industry.

IN HIS FEDERAL BUDGET SPEECH,

Treasurer Josh Frydenberg made a number of major announcements designed to promote and encourage the Australian manufacturing sector.

Following these announcements, Frydenberg made his first 'media doorstep' during a visit to SpanSet Australia a Western Sydney based manufacturer of Height Safety, Load Restraint and Lifting products. The Treasurer was joined by Federal Member for the electorate of Lindsay, Melissa McIntosh MP, and they were hosted by SpanSet managing director, Kristian Pritchett, and his team.

McIntosh recently established the Advancing Manufacturing Taskforce, aimed at investigating, promoting and advocating for policies that create local, national, and international opportunities for manufacturing

in Western Sydney. SpanSet, as an Australian Manufacturer, is proud to be a member of this taskforce, says Pritchett.

"As far as we are concerned, the Advancing Manufacturing Taskforce is a very important initiative for Australian manufacturing. Its aim is to bring about the efficiencies required to lower production costs and allow Australian manufacturers to compete against comparable imported products. We congratulate Melissa and her team for this initiative, and we are delighted to be playing our part in its success," said Pritchett.

Pritchett goes on to discuss the difficulties businesses, in general, have faced during the COVID pandemic and how federal government enterprise has helped ease the burden.

"Throughout the pandemic, most

businesses have applauded Federal Government policies and agree JobKeeper has been a real lifeline for many companies, along with PAYG incentives. These policies have kept most Australians employed in unprecedented circumstances.

"The Instant Asset Write-Off scheme is a positive and will help with our planned machinery and testing equipment purchases in the near future," he said.

Pritchett explains what a visit from the Treasurer means to an organisation like SpanSet Australia.

"For the Treasurer and the Federal Member for Lindsay to undertake a tour of our facility is an enormous honour. To have someone of Frydenberg's profile take time out of his incredibly busy schedule to tour our facility and meet with our staff was a huge boost.

"I am extremely grateful to both Josh Frydenberg and Melissa McIntosh for their approach. They were open, down-to-earth, and were genuinely interested in what our team does daily," he said.

During a press conference, which followed the facility visit, and a meeting with the Advanced Manufacturing Taskforce, the Treasurer explained how the Morrison Government is backing Australian manufacturing, as well as the science and research that underpins it. As part of our Economic Recovery Plan to lead the nation out of the COVID-19 crisis, the aim is to create the jobs needed now and for generations to come. Three key policies include:

An investment of \$1.5 billion over four years for the Modern Manufacturing



The Federal Budget included a number of initiatives designed to boost local manufacturing.

“With initiatives like the Manufacturers Taskforce, you really get the feeling there is a genuine and concerted effort to reclaim ground the manufacturing sector has lost. I feel manufacturing is being taken seriously.”

Strategy to allow Australian manufacturers to scale up, compete internationally, and create more jobs.

At a cost of \$4 billion from 2020-21 to 2022-23, the JobMaker Hiring Credit will give businesses incentives to take on additional young job seekers. This will help young people access employment opportunities as the economy recovers. The JobMaker Hiring Credit will be available to employers for each new job they create over the next 12 months and for which they hire an eligible young person, aged 16 to 35.

The third policy, designed to make the manufacturing sector more competitive, relates to energy. In a \$52.9 million package announced in the Budget, the Federal Government will work to tap into gas supplies in mines not being used, increase production, and use new pipelines to reduce domestic costs.

The move is expected to help bring down electricity prices and stabilise Australia’s own stockpile, while allowing the gas to serve as the backbone for a lower emissions national electricity market.

“It’s very encouraging to have a government focused on the manufacturing sector. When you are living and breathing Australian manufacturing every day, and everyone is working hard battling cheap imports, that severely impacts your business; you have to fight for every sale. With these policies, I honestly believe we are on the right track,” said Pritchett. “Arguably there are further policy changes around



SpanSet manufactures high quality synthetic slings for the heavy lift and haulage sectors.

free trade agreements that would add additional protection against imported products but that’s a discussion for another day.

“When competing against an equivalent imported product with a locally produced one, you need to work smarter, keep your costs down and invest in good people and efficient machinery. In this country, we need to be efficient to be competitive. The pursuit of these efficiencies is never-ending.”

Pritchett said that it is a massive step in the right direction to finally have

manufacturing at the forefront of the government’s mind.

“With initiatives like the Manufacturers Taskforce, you really get the feeling there is a genuine and concerted effort to reclaim ground the manufacturing sector has lost. I feel manufacturing is being taken seriously. The required investment is going to be there, and the necessary tax incentives available. There is a ground-swell of interest in locally manufactured product,” he said.

To help demonstrate SpanSet’s



Treasurer, Josh Frydenberg and Federal Member for Lindsay, Melissa McIntosh, meet the SpanSet team.

“The campaign is also designed to encourage Australian businesses to buy Australian made. This means consciously supporting Australian manufacturers and buying Australian products wherever and whenever possible.”

synthetic slings, Pritchett worked closely with Two Way Crane’s Frank Zammit, who generously made one of his new Franna AT40s available for the event. The Franna AT40 is manufactured in Australia by Terex.

“Frank has utilised SpanSet slings in his business, but it was not until he had a tour of our factory that he gained a greater appreciation of how our products are made, and the amount of manual labour and effort that is put into manufacturing them.

“He can now see we are working hard to keep 50-plus local people employed, to manufacture lifting slings, height safety equipment and load restraint products to the highest quality, while running a thriving business and keeping Australian manufacturing alive. With this understanding, Frank is now in a better position to appreciate the benefits of purchasing Australian made products over imported,” said Pritchett.

Pritchett goes on to discuss the reasons behind wanting to increase the

profile of SpanSet and what he hopes to achieve by doing so.

“We have been travelling under the advertising and social media radar for a while now, and this campaign is intended to change that and let the crane sector, in particular, know the benefits of purchasing SpanSet products. The campaign is also designed to encourage businesses to buy Australian made. This means consciously supporting Australian manufacturers and buying Australian products wherever and whenever possible. If the industry starts thinking like Frank and decides to go down this path, then we can really affect change in this country,” he said.

“It’s interesting. I recently received an email from Ross Johnson, manager of Dynamic Rigging Hire, one of Melbourne’s leading names in lifting and equipment hire. He saw our previous article in *Cranes and Lifting* magazine and said he was looking to replace his imported products with SpanSet equipment.

“Ross has been stocking some specific SpanSet products over the last 10 years and he has a lot of imported hire equipment coming up for renewal. He is impressed with the high quality of SpanSet products previously purchased and the fact that they are Australian made,” said Pritchett.

Where possible, Dynamic Rigging Hire stocks Australian made products, says Johnson.

“I understand you pay a little extra for Australian made slings, but I would say the ‘price gap’ is closing. The price of imported product is significantly increasing,” he said.

Dynamic Rigging Hire offers approximately 150 different synthetic round slings, with capacities up to 150t.

“We are gradually replacing what imported slings we have with SpanSet lifting slings; and there are a couple of reasons for this. We want to support Australian businesses, and we know SpanSet manufactures high quality products,” said Johnson.

“It is not always possible to know the source of imported equipment, but we know exactly where the SpanSet products are manufactured and we have a relationship with the SpanSet team. We know we can pick up the phone and discuss our specific requirements, at any time,” he said.

Pritchett stated, “this is exactly the response we want to encourage, and the type of attention we are looking to capture. We want business owners, like Frank and Ross, to say, ‘I’m going to support SpanSet specifically because I want a high-quality, Australian-produced lifting sling.’

Pritchett believes the tide is turning when it comes to Australian Made and Australian manufacturing.

“It’s an important message and it’s starting to get traction. The Treasurer has been here, and we are working closely with Melissa McIntosh MP on the Manufacturer’s Taskforce. Australian manufacturing is fighting its way back and I believe this can impact positively on the crane industry,” said Pritchett. ●

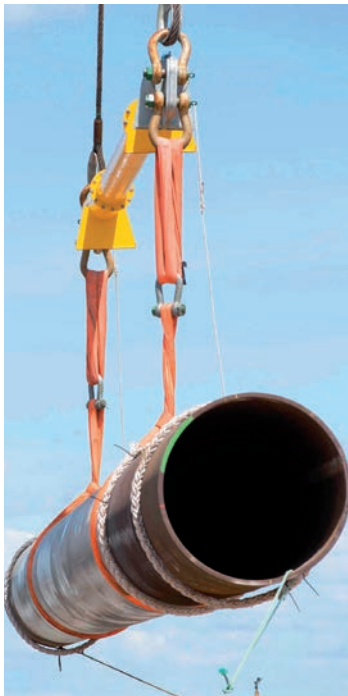
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IMPORTANCE OF UNDERSTANDING WHAT YOU ARE LIFTING

When crane hire companies are faced with the prospect of lifting expensive loads it is important for them to comply with the correct and required levels of insurance to manage the project.

Crane hire companies lifting expensive loads must always comply with the correct and required levels of insurance to manage the project.

CRANE HIRE COMPANIES ARE OFTEN

approached to conduct lifts which are out of the ordinary. In some instances, this can involve lifting extremely sensitive weaponry for the Defence Forces or expensive medical machinery. In some cases, they have no idea what they are lifting.

George Grasso, global chief services officer for Underwriting Agencies of Australia (UAA), discusses the importance of understanding the nature and value of what you are lifting and the pitfalls if you don't.

When a crane hire company is faced with the prospect of lifting expensive loads such as weaponry or important and valuable parts of a warship for the Defence Forces, it is important for them to comply with the correct and required levels of insurance to manage the project, says Grasso.

"Crane hire companies can find themselves in unique situations when it comes to these types of lifts, and as an underwriter, UAA wants to know about the types of tasks they are expected to execute, especially when they are moving and lifting loads such as weaponry or explosives and any type of sensitive work in and around an airport and hospitals, for example," he said.

"UAA wants to know about these types of exposures because, depending on the level and depth of severity of the exposures, we will determine whether we are prepared to cover it or not. To make these decisions, we need to understand more about the tasks facing the client," said Grasso.

UAA also recognises clients will find themselves in unique situations where the details of what they are lifting is confidential, and they don't actually know what they are lifting, says Grasso.

"We also understand there might be a confidentiality agreement and the crane hire business doesn't actually know what they are lifting. The most important element of this scenario is the contract they have signed. We've said it many times, it all comes back to the detail in the contract a client agrees to.

"Whether the contract is with the

Defence Forces, a Government Authority an airport, whoever it is, if the crane hire business is not going to be told what they are lifting and they are being advised what to lift and how to lift it, then any responsibility or any issue that occurs thereafter should be the responsibility of the Principle Contractor. That is how the contract should be drawn," said Grasso.

"This way, it makes insurance brokers and underwriters like UAA more comfortable that the entity engaging the services of the crane hire business is taking the responsibility for the lift.

"In the scenario where something goes wrong, each case is examined, managed and reviewed on its own merits."

In this instance, the major contractor engages the crane hire company, our client. The client then comes to UAA and says this is what we are lifting. We will ask to see the contract agreement between the client and the principle contractor and then decide if we are going to cover them for the work," he said.

Grasso goes on to explain what happens if something goes wrong with a lift.

"In the scenario where something goes wrong, each case is examined, managed and reviewed on its own merits. There would need to be an investigation on what happened and where the responsibility lies. All of these factors need to be determined before indemnity can be considered," he said.

Grasso also explains the importance for a crane hire business to ensure it has the right levels of insurance when it comes to conducting 'every-day lifts', which might put the crane close to its maximum capacities.

"There are a lot of items that clients lift including air conditioning units for example, which fall under our General Lifting of Goods Cover. We provide automatic cover for this in their policy. UAA generally cover goods up to a value

of \$250,000 automatically.

"If they are planning to lift anything more expensive such as an MRI scanning machine or other medical equipment for example, they certainly need to inform their broker so the broker can inform UAA. We then analyse the associated risks and we generally charge a bit more to cover the more expensive item.

"There is obviously an extra cost to get the additional cover, but this can make a huge difference when you are lifting more expensive items with values above the Sub Limit of the policy," said Grasso.

It is a similar scenario when a crane hire business is lifting historic artifacts which could include priceless and irreplaceable vintage war planes, or cranes are moving expensive camera equipment around a film set," says Grasso.

"It's the same principle. We need to know what the value of the equipment or item being lifted. We then determine the appropriate risk and then the appropriate a premium. Generally speaking, crane hire businesses forward these costs onto their client as part of the cost for the lift," he said.

Grasso explains what happens in a scenario where a crane hire business thinks they are automatically covered for a lift, they don't approach their broker for specific cover, and something goes wrong and there is an incident.

"In this scenario it will depend who their insurance company is of course. But it may impact on indemnity being granted or indemnity might be limited to the Sub Limit of their insurance policy. For example, if the sub limit of their policy is \$250,000 and the item is worth \$1 million, and the loss is a total loss of the \$1m, indemnity may only be for the Sub Limit of \$250,000.

"The remainder of the value will have to be borne by the crane hire business or there could be a liability stoush between the crane hire business and their client. It can get very costly if you are not properly and fully covered for these types of lifts or you could end up in a costly legal battle. All this can be avoided by consulting with your insurance broker to triple check you are covered," said Grasso. ●