

## Corporate Profile

### Business Overview

Established in 2011, Crane Lift Australia Pty Ltd (CLA) is a specialist provider of mobile and tower crane dry hire services, and end-to-end crane project management services (which may include wet hire) within Australia.

Company founder and Managing Director, Greg Abbonizio, has worked on some of Australia's largest and most complex crane jobs over the past 20-years. Details of his experience are provided at the rear of this document.

### Company Services

CLA provide Crane Hire and Crane Project Management Services.

#### *Dry Hire*

CLA deliver fully compliant, quality cranes to your project. You provide the licensed operator throughout the hire duration. We provide services including:

- Delivery and collection of fully compliant machinery to and from your site
- Provision of inspection sheets and statutory documentation
- Technical support service and back up
- Prompt response to queries

#### *Crane Project Management Services*

CLA listen to, and understand your exact requirements. Following this, they provide recommendations that will achieve optimal outcomes for your business. Aside from crane hire, additional services provide may include:

- Fixed price contracts
- Site inspections, lift and job safety analysis
- Simulated lift drawings
- Risk assessment
- Planning supervision
- Provision of machinery specifications and data
- Erection, dismantle and relocation / transport hire
- Operator and rigger hire

### Company Strategy

To deliver long-term customer satisfaction via personal servicing and continuous investment in the right equipment to best meet customer needs cost effectively.

### Vision Statement

To be large enough to supply, but remain small enough to provide personal service.

### Mission Statement

To deliver fully compliant, quality equipment, that's right for the job, on-time, at a competitive rate.

Crane Lift Australia choose to work with small and large private companies, ASX listed organisations, business alliances and crane hire companies who's needs may be complex, or straightforward.

<b>Business Goals &amp; Objectives</b>
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| <ol style="list-style-type: none"> <li>1) To be recognized as crane hire experts within the construction, maintenance and resource sectors.</li> <li>2) To source premium quality cranes locally and internationally at competitive prices in order to provide competitive rental rates to our customers.</li> <li>3) To build relationships across our customer's businesses in order to provide solutions that are realistic, achievable and will meet our customer's changing needs.</li> <li>4) To develop industry knowledge through attending conferences, exhibitions, manufacturer, association, supplier and industry information sessions - locally and internationally.</li> <li>5) To adhere to all statutory and legal requirements.</li> <li>6) To embrace recommended requirements. These include ensuring that our machines are serviced and maintained in-line with manufacturer's specifications, and additionally, working to recommendations provided by industry bodies.</li> </ol> |
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<b>Business Strategy</b>
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Organic growth through nurturing of existing customer relationships and referral by personal recommendation.
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<b>Business Competitiveness</b>
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CLA prides itself on skill, expertise and it's ability to research, locate and purchase machinery at the best price.
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<b>Quality Management</b>
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CLA is committed to creating a safe working environment for our employees and contractors.
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Company processes ensure that CLA complies with current Australian Standards, Work Safe Guidelines and Occupational Health and Safety legislation and include systems such as safe work guidelines, training operations, maintenance programs, promotion of safe work habits.
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Prior to commencement of any job, CLA ensure that Hazard and Job Safety Analysis sheets are completed.
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<b>Our People</b>
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Anyone who works with CLA (whether a manager, an operator, dog-man or rigger) has lived and breathed the industry for years. CLA staff are fully qualified and are continuously trained to meet multi-ticket and skilling requirements for their individual roles.
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Post assessment and understanding of your individual job and machinery requirements, if you require crew, we're happy to provide details of their certifications and training history.
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<b>Environmental Philosophy</b>
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CLA strive to sustain and respect our environment. We will happily discuss, and where possible work with you to meet any environmental policy that you may have.
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#### **Career Overview**

Greg Abbonizio has held long-term contracts across manufacturing, resources and construction sectors over the past 20 years in order to complete Routine Maintenance, Shut Down Work and New Construction Work.

Greg has successfully passed required independent OHS audit testing year-on-year by resource corporations. He is well known within the industry for completing all work in a quality manner, within budget and on-time. Continuous engagement of Greg's services by a handful of long-term customers for ongoing periods demonstrates his ability to deliver high levels of customer satisfaction.

#### **Completed Projects – Resources**

Greg has been engaged to work on sites to complete Routine Maintenance, Shut Down work and New Construction Work. His work has involved:

- Wet and Dry Hire services (Franna cranes through to 300 Tonne All Terrain Cranes)
- Access Hire (Boom Lifts and Scissor Lifts)
- General Equipment Hire services (from hand tools through to generators)
- Site Accommodation (Site Offices)
- Shift and Staff management of 30 – 40 staff
- Occupational Health and Safety processes provided by various resource corporations

Greg successfully passed all independent OHS audits conducted year-on-year. Engagement of his services within the resource sector for more than 20 years demonstrates his ability to continuously deliver to his customer's instructions.

#### **Completed Projects - Manufacturing**

Greg has held long-term contracts within the manufacturing sector for ongoing Routine Maintenance Work and Shut Down Maintenance work for periods of 2 – 10 weeks. His work has involved:

- Wet and Dry Hire services (Franna cranes through to 300 Tonne All Terrain Cranes)
- Access Hire (Boom Lifts and Scissor Lifts)
- General Equipment Hire services (from hand tools through to generators)
- Site Accommodation (Site Offices)
- Shift and Staff management of 30 – 40 staff

Aside from completing all work in a quality manner, within budget and on-time, Greg's ability to satisfy his clients is best demonstrated by the fact that he has been continuously engaged by ASX, private blue chip corporations for long-term periods of 20 years.

#### **Completed Projects - Construction**

Greg has been involved with new building construction over the past 20 years. Dry Hire services (Franna cranes through to 300 Tonne All Terrain Cranes). His work has involved:

- Staff (Dogmen, Riggers, Traffic controllers)
- General Hire Services (Hand Tools, Generators, Site Offices)
- Access Hire Services (ranging from Boom Lifts and Scissor Lifts)
- OHS processes

Aside from completing all work in a quality manner, within budget and on time, Greg's ability to satisfy his clients is best demonstrated by the fact that blue-chip corporations have continuously engaged him over a long term period.

<b>Work History – Greg Abbonizio</b>	
<b>Huntingdale Cranes</b> <b>Managing Director</b>  <b>Key Achievements:</b> <ul style="list-style-type: none"> <li>• Management of major projects across Australia:</li> <li>• Fleet of approximately 45 cranes from 3 tonne to 300 tonne</li> <li>• Operation of tower cranes in the CBD up till the early 2002</li> <li>• Ran a fully maintained workshop</li> <li>• Importing and sales of cranes from overseas</li> </ul> <b>Reason for leaving:</b> <ul style="list-style-type: none"> <li>• Shareholding sold to two managing partners</li> </ul>	<b>1990 - 2008</b>
<b>Monash Hire Group (7 branches)</b> <b>Managing Director</b>  <b>Key Achievements:</b> <ul style="list-style-type: none"> <li>• Operated for approximately 40 years in the construction industry</li> <li>• 400 access machines / approximately 1000 general items including forklifts lighting towers and all site equipment / transport division with 30 trucks trailers and tilt trays</li> </ul> <b>Reason for leaving:</b> <ul style="list-style-type: none"> <li>• Business sold to Coates Hire June 2010</li> </ul>	<b>1990 - 2010</b>