



ANNUAL CORPORATE REPORT FOR 2009

Presented at the CICA Annual General Meeting 30/9/09

The Crane Industry Council of Australia
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CICA Board

John Gillespie (President)
Gillespies Crane Services

Danny Black (Vice President)
Terex Cranes

Jeff Brundell
JB Consulting

Bob Davis
Hiab Australia Pty Ltd

Andrew Esquilant
Morrow Equipment Co

Marcus Ferrari
Ferrari Nominees P/L

Stephen Lazenby
WATM Crane Sales & Service

Craig Meldrum
Perth Crane Hire P/L

Nick Morris
Aus Truestyle P/L

Albert Smith
Universal Cranes P/L

Malcom Smith
Tutt Bryant Crane Hire

Please also refer to the CICA Annual Financial Report as at 30/6/09 (separate document).

President's Report

Once again we are celebrating another outstanding successful year. We have achieved this in spite of the Global Financial Crisis, which hit the world about the time of last year's conference.

Amongst the many changes that we have progressively introduced this year, my report will not be as comprehensive as in previous years. In addition to my report of the activities of CICA, there will be separate reports from our Chief Executive Officer & the National CraneSafe Director.

I will touch only briefly on some of the areas that Alan & Jeff will cover more extensively.

At the 2008 conference held in Melbourne, CICA introduced Alan Marshall, the newly appointed CEO. The Board had very high expectations & I am delighted to report that Alan has exceeded those expectations.

Alan has had a extremely busy first year & I am sure that I can speak for everyone & say we are a more professional, viable & visible organisation today due to his enormous input & dedication.

One task that the Board set for Alan was to get out & meet our members & in his first year, Alan has travelled to every main land state & territory of Australia, attending State Association meetings & visiting members at their premises. He also attended the New Zealand Crane Industry Association Conference & met with the SC&RA Business Forum.

We achieved another record attendance at the 2008 conference with 340 delegates registering. The conference was a great success with the sponsors, marketing members & crane company members enjoying the experience, especially the social events.

I am delighted that 2008 was another record year for CraneSafe with an increase of 25% over the previous year. Every year since the inception of CraneSafe, has been a record. And 2009 will be another record, with a growth of at least 15%. This is an outstanding result & congratulations to Jeff & Kylie & the rest of the team.

There have been a few changes to the Board during the past year, with Mark Apthorpe resigning on the 8th December, due to him resigning from his employer & leaving the crane industry, we thank Mark for his professionalism & involvement.

Then, on 19th February, Hugh Morris resigned after being on the Board since 1998. Hugh has made a major contribution to the crane industry not only at the national level, but also in the Victorian Association. We thank Hugh for his long involvement, we will miss his calming influence & we wish him a long & happy retirement.

The Board welcomed Andrew Esquilant to his first Board meeting in July & we look forward to his involvement as new flesh blood. CICA & the State Associations need new people coming through the ranks & we need to encourage them to be actively involved.

The past year has again been a very busy year for CICA & the Board as is highlighted by the following:

1. Extensive work to achieve the retaining of the Mobile Crane Hiring Award.
2. Developing & approving the CICA Strategic Plan 2009 – 2012.
3. The Specialised Carriers & Rigger Association Business Forum tour to Australia in November, 2008.
4. Attending a meeting organised by the Federation of European Manufacturers held in Germany in November 2008 with the aim of achieving world crane standards.
5. Representative attending meetings of the National Transport Commission, Industry Advisory Group.
6. Representatives on many Australian Standards Committees.
7. Attending meetings with SafeWork Australia.
8. Attending meetings with many of the states Work Safe Authorities.
9. Reviewing industry training requirements.
10. Planning the BAUMA 2010 Tour.

The workload of the Board is very extensive & demanding as is highlighted by these examples & I am very pleased that the more directors are involved & sharing this increasing workload. In going forward there has to be more sharing of the workload & members seeking to be elected to the Board are now fully aware of the commitments that they need to make.

I am pleased to state that in 2 key areas, CICA has achieved outstanding results, that is financially & membership. We did not know what to expect after the GFC hit, but we hoped that we would not be too badly affected. However our revenues increased substantially, particularly from CraneSafe & sales of CICA Products. Also our membership grew in both categories.

Phil Chadwick has decided not to stand for re-election this year after serving a two term, due to increased business demands. We thank Phil for his enthusiasm & we hope that at some time in the future, he will find the time to seek election.

I would like to pass on my thanks to the CICA office, Alan, Kylie & Lisa. We have an outstanding team who are dedicated & very hard working delivering quality service to the members, besides offering wonderful support to myself & the rest of the Board.

To the Board, I can say that the members & the industry are indeed very fortunate to have a mixture of very experienced people blended with youth & fresh new ideas, all who are hard working & dedicated to driving change & delivering value to the membership.

With the driving force of Alan supporting the Board, we are looking forward to another very successful year.

John Gillespie
President

Chief Executive Officer's Report

I am pleased to be able to table my first Annual Report to CICA Members for the 2009 Annual General Meeting.

Importantly CICA thanked and farewelled Jane Walker (Executive Officer) during and after the 2008 Conference, as Jane embraced her well-planned departure and retirement plans in mid September last year. It was fitting for all concerned that the 2008 Conference in Melbourne was a record success with strong support from the industry.

Highlights and Achievements

With the great support of the CICA Members, the CICA Board and the State Associations, together we have made some significant progress over the last 12 months. It is gratifying to reflect on our highlights and achievements across business and industry issues including:

- improved financial matters such as: developing regular monthly enhanced financial reporting; moving from a cash to an accruals accounting basis; engaging a new accountant (as Robert Briggs retired); liaising with ASIC to remove our auditor and then appointing a new auditor; and our improved Annual Financial Report. In addition CICA has reported another strong financial result for the year-ending 30 June 2009
- the continuing growth and respect for the CraneSafe Program (led by Jeff Brundell, CraneSafe National Director), with a record level of Green Stickers being issued and our increased numbers of assessors
- the expansion and development of the CICA National Office resources with Kylie Charrett (CraneSafe Administration Officer) stepping up to assume increased responsibilities; and the recruitment of a new employee in Lisa Legge (Administration Officer) bolstering our activities and output

- improved member communications via producing regular and expanded Member Newsletters each two months; improving the website information content; and the ongoing national emails
- implementing the CICA Strategic Planning process and agreed Plan for 2009-12
- developing marketing, product and member sales activities and promotional material (including a CICA products flier, a CICA corporate brochure, CICA achievements and member benefits fliers, logo sticker, cloth badge, signs, etc) plus stepping up the CICA Media Release activity; and improving the CICA logo branding
- identifying the Income Tax risks and resolving the matter via obtaining an ATO Private Tax Ruling confirming CICA's tax exempt status
- securing a new Mobile Crane Hiring Modern Award for 2010
- improved member interaction: including introducing a national member contact and visit program; and increased discussions with and representation of the Tower Crane and Vehicle Loading Crane sectors
- ongoing industry lobbying and representations with state WorkSafe departments and Safe Work Australia
- our successful progress on various Projects such as the 2009 Canberra Conference; the new membership drive; the premises project; the 2009 renewals project; the Professional Conference Organiser (PCO) tender for 2010-11-12; the BAUMA 2010 Tour (led by Jeff Brundell); plus working with VCA on their Incolink Grant and Strategic Review projects.
- progressing an improved focus on Board Governance aspects (including a Director Resource kit)
- ongoing international input and support on global matters

Looking Ahead

Key issues to be addressed going forward include

- progressing agreed actions as per the Strategic Plan
- moving into CICA's new office building in mid November, minimising any disruption to members and the CraneSafe program
- once the office building has been bedded down, CICA needs to review its reserve policy and industry development plans
- unfolding the details for the 2010 Perth Conference, being held 1-3 September
- CICA's training strategy
- CICA's succession planning

In closing, I thank John Gillespie (President) and the CICA leadership team for their enormous contribution to progress CICA and the industry. Over the next 12 months I encourage others to consider stepping up to contribute at state and/or national levels.

Please contact me if you have any queries.

Keep Lifting Australia!

Alan Marshall
Chief Executive Officer

CraneSafe National Director's Report

The results just in for the year ending August 31, 2009 are very gratifying. We have achieved a 21% increase year on year and copies of both years are attached for reference. All areas have registered growth which is a testament to the strength and acceptance of CraneSafe given the overall estimate in a 30% reduction in the crane industry as a whole. We anticipated a slight slowing of growth late last year and acted accordingly with direct mailings to all users of the service followed up by advertising in the main publications. It is always difficult to quantify whether our actions were successful but it would appear from the overall growth that our actions were justified and successful.

There is still a big potential up-lift in many of the newer assessments and the tower crane segment will show substantial growth in the foreseeable future as D&G Verticon follow through on their commitment to embrace CraneSafe. At the NSW assessors meeting held in August we discovered that quite a few of the existing assessors are turning away work on the Overhead Travellers which alerts us to the need to actively pursue new assessors for this area. Truck Mounted Concrete Pump assessments will come on line in the next 3 months and will follow closely the take-up experienced in all new assessments introduced. Initially, the awareness from end-users is not so great. It is the users of equipment that drive the new requirements. Once it is established in the Industry that there is a solution available for their particular area, the users of the equipment start insisting on the type of service we have available and provide.

Our best supporters in this area are the major construction companies who use CraneSafe as a vital part of their OH&S policies. It is a most convenient way of illustrating that they are acting in a responsible way by insisting that equipment suppliers demonstrate that they have a sound quality assurance. Operating within the Crane Industry has enabled us to penetrate associated equipment far quicker than new areas where we are relatively unknown. Once the realization is out that we can provide a valuable service then the up-take accelerates. CraneSafe offers more than just an annual inspection. It is a process that provides peace of mind and will continue to expand."

Regards,

Jeff Brundell
CraneSafe National Director

CraneSafe

CraneSafe assessments are available for:

- Rough Terrain Crane
- Lattice Boom Truck Crane
- Lattice Boom Crawler Crane
- Hydraulic Truck Crane
- Articulated Mobile Crane
- All Terrain Crane
- Hydraulic Boom Crawler Crane
- Vehicle Loading Crane
- Self Erecting Tower Cranes
- Hammerhead Tower Cranes
- Luffing Jib Tower Cranes
- Diesel Luffing Jib Tower Cranes
- Overhead Travelling Bridge Crane
- Telescopic Handler - Rigid Frame
- Telescopic Handler - Rotating Frame
- Truck Mounted Concrete Pump

CICA Member List

As at 30/9/09

Life Members

Mr RB Parker
Mr R Way
Mr A McPherson

National Marketer Members

3B6 A'asia Pty Ltd
600 Cranes A'aisa Pty Ltd
A Noble & Sons Ltd
Australian Crane & Machinery Pty Ltd
AWD Equipment Sales Pty Ltd
BT Equipment Pty Ltd
Bullivants Lifting & Safety Specialists
Combined Lifting Equipment
Dellgale Pty Ltd
Finlease (Aust) Pty Ltd
Gleason Cranes Aust P/L
Haulotte Australia Pty Ltd
Heavy Equipment Finance Australia
Hiab Australia Pty Ltd
Hyva Pacific P/L

Ordinary Members

A2B Crane Hire P/L
Abigroup Contractors P/L
Action Recovery Services P/L
Albany Scaffold Hire
Aldridge's Crane Hire
All Over Rigging P/L
Allcranes & Equipment Inspections P/L
All-Rig Lifting & Engineering
Amercal Plant Repairs
Andrew Harris Engineering P/L
Armidale Romac Engineering
Associated Mobile Cranes Pty Ltd
Associated Rigging Aust P/L
Aus Truestyle Pty Ltd
Australian Construction Training
Australian United Brokers
Aztec Analysis
Barossa Valley Crane Hire
Ben Baden Services Pty Ltd
Blayney Crane Services P/L
Boom Logistics Ltd.
Borger Crane Hire & Rigging Service P/L
Botany Cranes
Building Erectors P/L

International Members

Lift Systems Inc.

Kennards Lift & Shift
James Equipment Pty Ltd
JLG Industries (Australia)
Liebherr Australia Pty Ltd
Manitou Australia
Manitowoc Crane Group Australia
Minorplanet Asia Pacific Pty Ltd
Morrow Equipment Company LLC
National Crane & Access Finance
PA Construction Equipment P/L
PWB Anchor
Robway Safety Systems Pty Ltd
Terex Cranes Australia
Underwriting Agencies of Aust Pty Ltd

Burpengary Crane Hire
Campbell Crane Services P/L
Camtrac
Capel Crane Hire P/L
Central Coast Cranes
Century Cranes
City Crane Hire
Coffs City Cranes & Rigging
Cooloola Crane Hire
Countrywide Cranes
CQ Crane Hire
Crane & Access Hire
Crane & Rigging Consultants Pty. Ltd.
Crane Safety Systems & Repairs
Crane Services
CTE Mechanical Services P/L
D.J. Adair Crane Services P/L
Daniel Smith Industries
Debner Cranes P/L
Direct Crane Trucks P/L
DTMT Construction
Dunn's Cranes (Kempsey) Pty Ltd
Eagle Cranes & Rigging
Edkon Pty Ltd

Ordinary Members Continued

Elite Cranes Services P/L
EMR Cranes P/L
Equipment Hire Australia Pty Ltd
Ferrari Bros. Crane & Rigging
Francrane
Freo Machinery
FS Cranes P/L
Fullers Mobile Cranes P/L
Gary J Nicholls
Gillespies Cranes Nominees Pty. Ltd.
Global Cranes P/L
Global Maintenance Strategies
Gold Coast Cranes
Gow's Transports & Mobile Cranes
Halifax Crane Hire Pty Ltd
Hanchard Crane Hire
Harley Cranes P/L
Hawkesbury Cranes P/L
Hercules Crane Hire P/L
Holmesglen College of TAFE
Huntingdale Mobile Cranes P/L
HVC Movement Engineer P/L
Jatco Engineering (Vic) P/L
John Holland Pty Ltd (WA)
John Holland Pty. Ltd. (QLD)
Johnston's Transport Industries P/L
JPM Crane Hire P/L
Kelly's Crane Hire P/L
Keppel Prince Engineering P/L
Kwik Pty Ltd
LCR Lindores Group P/L
Lee Crane Hire P/L
Legend Cranes
MAGS Mechanical Services P/L
MAP Crane Hire
Marine & Industrial Inspection Services P/L
Max Crane & Equipment Hire (SA) P/L
McPhan Cranes & Transport
Melrose Cranes & Rigging P/L
Metrolift Cranes
Microtec Engineering
Mildura Crane Hire
Millennium Access Rentals P/L
Monadelpous Group Ltd.
Muswellbrook Crane Services P/L
Myaree Crane Hire P/L
National Crane Hire P/L
North Coast Cranes
Northwest Cranes Pty Ltd
P&D Rigging & Crane Hire
Patterson Mobile Crane Hire
Peninsula Cranes & Rigging Pty Ltd
Perth Crane Hire P/L
Port Adelaide Construction Pty Ltd
Preston (NSW) Pty Ltd
QMW Industries P/L
Quicklift Crane Hire
Quinlan Cranes P/L
R-Col Training & Assessment Service Pty Ltd
Reka Services Pty Ltd
Resolution Rigging Services P/L
Revol P/L
Rumbles Cranes
Saunders Crane Hire
Sebastian Engineering Pty Ltd
Skelton Sherborne
Southern Crane Hire & Fabrication P/L
Southern Rigging & Scaffolding
Spotters Australia P/L
Stanley Crane Hire P/L
Statewide Cranes Australia
Stephensons Cranes
Stewart & Sons Steel P/L
Strang Anoikaka Ltd
Structural Cranes P/L
Sunraysia Crane & Rigging P/L
Surf City Cranes P/L
Swane's Crane Hire P/L
Sydney Cranes P/L
Tarrant Logistics
Terry's Crane Hire Pty Ltd
Thiess Pty. Ltd.
Tiger Crane Hire P/L
Town & Country Crane Hire P/L
Trams (SA) Pty Ltd
Turner & Central Crane Service
Tutt Bryant Crane Hire
Two Way Cranes & Rigging P/L
Universal Cranes (Wollongong)
Universal Cranes P/L
Warringah Crane & Transport
WATM Crane Sales & Services
Whiters Street Cranes
Williams Cranes & Rigging P/L
Williamstown Crane Hire
Wollongong Cranes P/L
Worksafe Training Centre
Youngs Crane Service