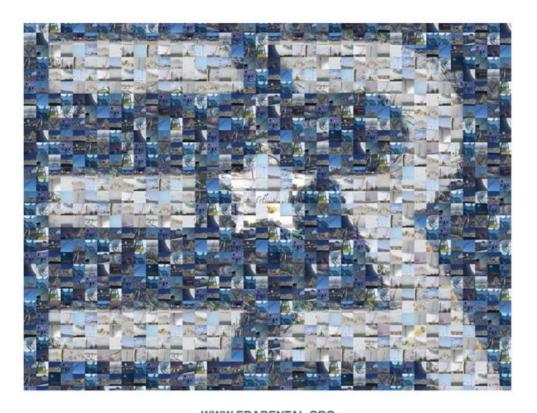
ERA Convention 2012

"Changing Rental"

Compaction

Martin Schickel

LIEBHERR Mietpartner



WWW.ERARENTAL.ORG



LIEBHERR Mietpartner

LIEBHERR Mietpartner: LIEBHERR Rental company in Germany

Mother company of:

LIEBHERR Location France -> France

LIEBHERR Alquiler Iberica -> Spain

LIEBHERR Rental Limeted -> U.K.



LIEBHERR Mietpartner: Rental Fleet

Country	Excavators	Wheel loaders	Crawler tractors	A,D,T,	Compactors
Germany	595	344	48	68	55
France	244	168	45	49	15
Spain	71	25	8	10	11
UK	107	21	24	8	



LIEBHERR Mietpartner: Liebherr Products

Excavators Crawler and Mobile 11 tons -> 90 tons

Wheel loaders
Capacity 800 liters -> 5500 liters

Crawler tractors and loaders
12 tons -> 44 tons

A.T.D. 30 tons



LIEBHERR Mietpartner: others products

A.T.D. Bell 25 -> 50 tons

Compactors Hamm Range 3412 HT /3516 HT /3518HT/3520HT /3520 HTP



LIEBHERR Mietpartner: Compactors

Why Compactors:

To be full liner in earth moving "key-account"

Why Hamm products

the company is structured as LIEBHERR (Family company)



LIEBHERR Mietpartner : Compactors expériences

We reduced our fleet in the 2 last years of 45 %:

LIEBHERR isn't automatically referenced for compactors renting

The prices are too low! (all countries)

Fixed-prices monthly will not be accepted (just will pay the working days)

Average use too low (less than 60 %)

The resale prices aren't the same level as LIEBHERR products,



LIEBHERR Mietpartner: Compactors actual

We will not reduce more:

Is not planned to have LIEBHERR Product

2013 the rental price in France will be increasing?

Requirement of compactors
in the next 3-4 years for "high speed train lines"
the actual national fleet must be expanded



LIEBHERR Mietpartner: Compactors

Rental conditions in the future

Price increasing 25 %

Average use more than 60%

Fixed-prices monthly must be accepted



LIEBHERR Mietpartner

THANKS FOR YOUR ATTENTION