

# ERA Convention 2012

*“Changing Rental”*

**Compaction**

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**LIEBHERR Mietpartner**



[WWW.ERARENTAL.ORG](http://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 Limited**

**-> 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**