

### **Latin America: Liebherr Mobile Harbour Cranes are in great demand**

In 2011 Liebherr-Werk Nenzing can report a run on its Mobile Harbour Cranes. 100% increase in sales compared to 2010 illustrates that the demand for sustainable investment in cargo handling equipment is still unbroken. Until the end of this year a total of 25 Mobile Harbour Cranes will be delivered to various customers throughout the Americas, 18 machines to Latin America and further 7 machines to Canada and the US.

Brazil once again was the key market in the area. With 12 Mobile Harbour Cranes delivered in 2011 the population has grown to 42 machines, making Liebherr the unchallenged market leader in the biggest economy on the continent. Impressive is not only the number, but also the diversity of sales with regards to models and application. Intermaritima situated in the port of Aratu opted for the 4-rope version of the LHM 280 for dedicated bulk handling. The same type of crane was purchased by Companhia Operadora Portuaria do Itaquí. The second LHM for this company will be delivered to Itaquí Port, Sao Luis. Also Fortesolo Serviços Integrados and Harbor Operadora Portuária needed new equipment for their bulk handling terminals in Paranaguá, but decided to go for the next bigger machine within the range, the LHM 320. Furthermore Serra Morena supports its operation in Rio Grande with a new LHM 280 as well as a new LHM 550,

now working side by side with two LHM 320s. Major container operators, Tecondi and Rodrimar added state-of-the-art equipment, type LHM 550, to their fleet of container handling cranes in the port of Santos. The LHM 550 for Tecondi is equipped with the new Pactronic® Hybrid Drive System. Tecondi also got delivery of its 4th LHM 600, currently the biggest mobile harbour crane available. Alongside the two LHM 550s, Rodrimar purchased an additional used LHM 400, for its operation in Recife. Moreover Triunfo Operadora Portuária purchased one LHM 180 for its general cargo handling terminal in Rio de Janeiro. This crane will be used to move offshore cargo for Petrobrás. Finally the first two super post panamax gantry cranes for the Port of Paranaguá, which will still be delivered in 2011, complete the Brazilian success story.

Dynamic development can also be reported from Chile. Portuaria Lirquén is already successfully operating a new LHM 550 equipped with the new Pactronic® Hybrid Drive System. At the moment the finger pier in Lirquén accommodates not less than six Liebherr Mobile Harbour Cranes capable of handling two vessels simultaneously. Also the LFS-series (fixed on a pedestal) was able to continue its effective market launch with the delivery of the 3rd crane of this type to Chile. The LFS 600 was delivered to Electroandina. In addition to its energy business, Electroandina offers port services in Tocopilla, for loading and unloading bulk goods, liquids, and general cargo.

A follow-up order for the 6th Liebherr Mobile Harbour Crane, this time a LHM 600, was placed by Argentina based Terminal T4, part of APM Terminals, which now

operates a total of four cranes in the port of Buenos Aires. A further highlight is the delivery of one LHM 550 for GMD Ingeniería y Construcción. Situated in Lázaro Cárdenas, Mexico, the crane's main field of application is, besides a small part of general cargo operations, dedicated coal handling.

Despite an uneven economic environment, Liebherr just recently finalised a major contract for two more LHM 600 for a Chilean container operator. This order will bring the number of LHM 600 in Latin America to a total of eight machines all delivered within the last two years. This development is showing the huge demand for Mobile Harbour Crane with highest capacity (208t) as well as biggest outreach (58m). In addition, the latest generation of the LHM 600 can be equipped with the Pactronic® Hybrid Drive System, which supports the existing parameters with unrivalled speed. The result is 30% more turnover and at the same time 30% less fuel consumption.

**More information:**

**Dobler Joachim**

**Telephone:** +43 50809 41-574  
**Fax:** +43 50809 41-447  
**E-Mail:** [Joachim.Dobler2@Liebherr.com](mailto:Joachim.Dobler2@Liebherr.com)  
**Internet:** [www.Liebherr.com](http://www.Liebherr.com)