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# Port & trans-shipment solutions

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Focus on FCC

# LIEBHERR

Maritime cranes



## Agenda

**01**

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Liebherr  
– a family  
business

**02**

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Today's  
focus is on  
Fixed Cargo  
Cranes (FCC)

**03**

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Our client's  
choice

**04**

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Summary



Mr. Adrian Schieber

Sales Manager  
Port & transshipment solutions

Located at Liebherr-Rostock  
GmbH, Germany

**You will find us at booth: 6**

**01**

# **Liebherr – a family business**

Port and transshipment solutions

## Factsheet: Group overview (2024)



# 1949

Founded by Hans Liebherr  
in Kirchdorf an der Iller,  
Germany

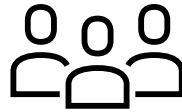


Parent company  
**Liebherr-International AG**  
based in Bulle, Switzerland

**Liebherr is a  
family-run  
technology  
company**

# 13

Product segments



# 54,728

Employees

# > 40

Production sites



# 14,622

Turnover in € mio

# > 150

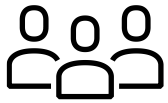
Companies

# Locations

## Facts and figures



**€ 1.75 bn**  
Turnover (2024)



**6,009**  
Employees (2024)



**50**  
Companies worldwide





Liebherr-MCCtec GmbH

# Liebherr Rostock

[Germany]

Foundation	2002
Total area	451,000 m <sup>2</sup>
Employees*	1,836 (2024)
Turnover 2024	€ 576.0 m

## Products

- Mobile harbour cranes
- Ship cranes
- Offshore cranes

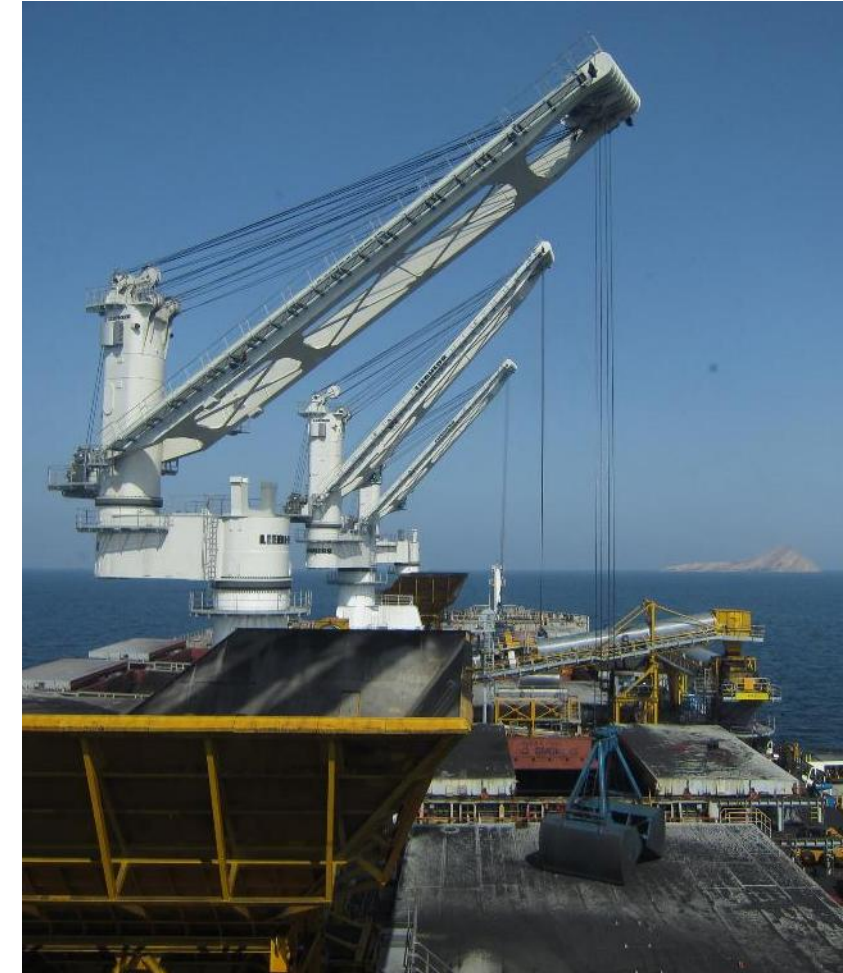
\* without leasing



Port and transshipment solutions

## A general overview

Port & transshipment solutions



**LIEBHERR**

**02**

## **Focus on Fixed cargo cranes**

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***Moving beyond occasional material handling  
by building a business case***



Port and transshipment solutions

## Operational challenges in small terminals



**Low CAPEX & OPEX**



**Serving various ship sizes**  
(e.g. Barge to Panamax)



**Handling a variety of cargo**

(e.g. Dry bulk & Container,  
Break bulk)



**Training of operators and  
service crew**

**Spare parts availability**

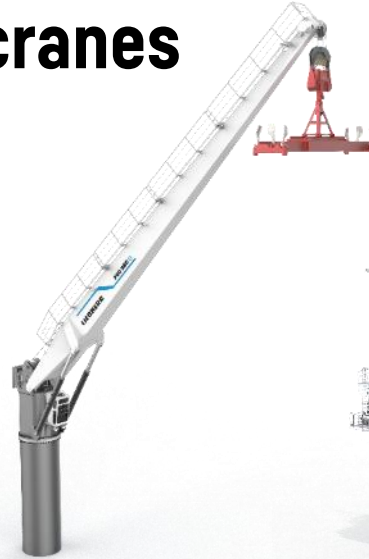


Port and transshipment solutions

## Liebherr solutions: Fixed cargo cranes



FCC 230



FCC 280



FCC 310



FCC 360



FCC 500 E

Type of crane	Electro-hydraulic Single-rope multi-purpose		Electro-hydraulic 4-rope		All-electric 4-rope
Load cycles acc. to FEM classification	Up to 500.000		Up to 2.000.000		

### Turnover :

- Ø Container/h	20 – 25	22 – 27	30	35	40
- Ø Dry bulk t/h	250 - 350	300 - 450	800 – 1.000	1.000 – 1.500	1.500 – 2.000

Port and transshipment solutions

## **Fixed cargo cranes: 230 & 280**

Space-saving design

Local emission-free

### **Applications:**

Mainly container handling with semi-automatic or automatic spreader

### **Lifting capacity and outreach:**

FCC 230: up to 45t in hook operation / up to 29,5m

FCC 280: up to 80t in hook operation / up to 38m

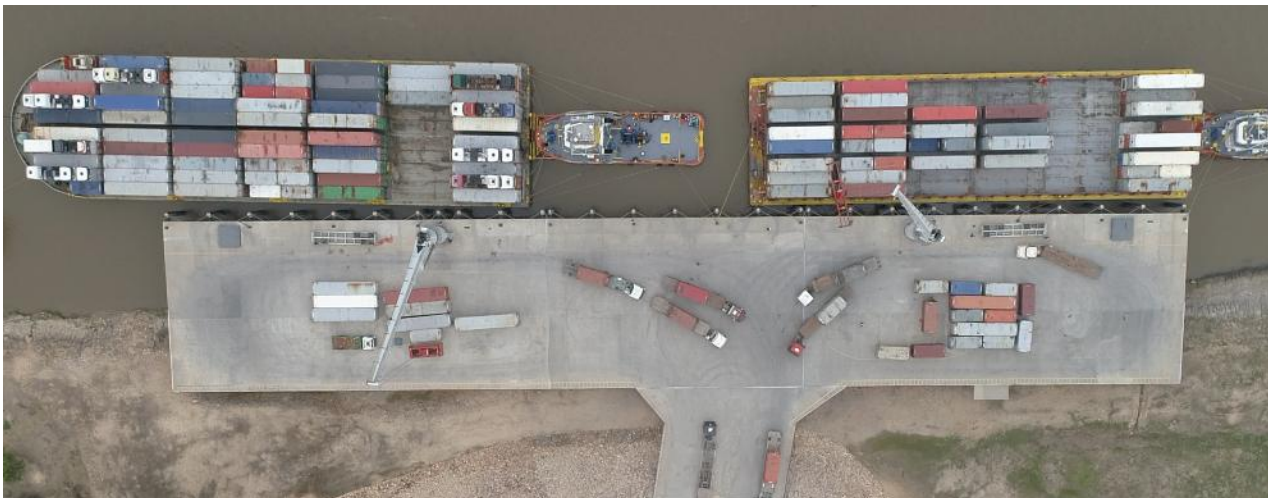
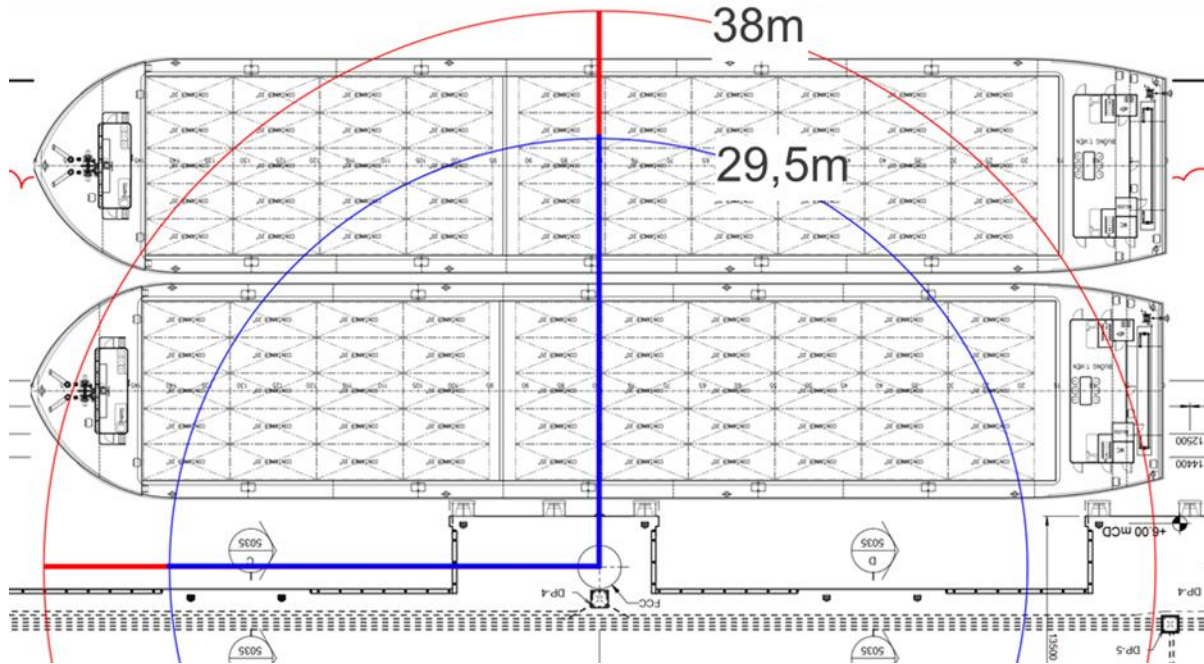


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Product range PTS

## Example: Outreach FCC 230 & 280





Port and transshipment solutions

## **Fixed cargo cranes: 310, 360, 500 E**

Long life cycle

Maximising dry bulk turnover

### **Applications:**

Mainly dry bulk handling with 4-rope grab

### **Lifting capacity and outreach:**

FCC 310: up to 30t in grab operation / up to 32m

FCC 360: up to 45t in grab operation / up to 36m

FCC 500 E: up to 90t in grab operation / up to 50m

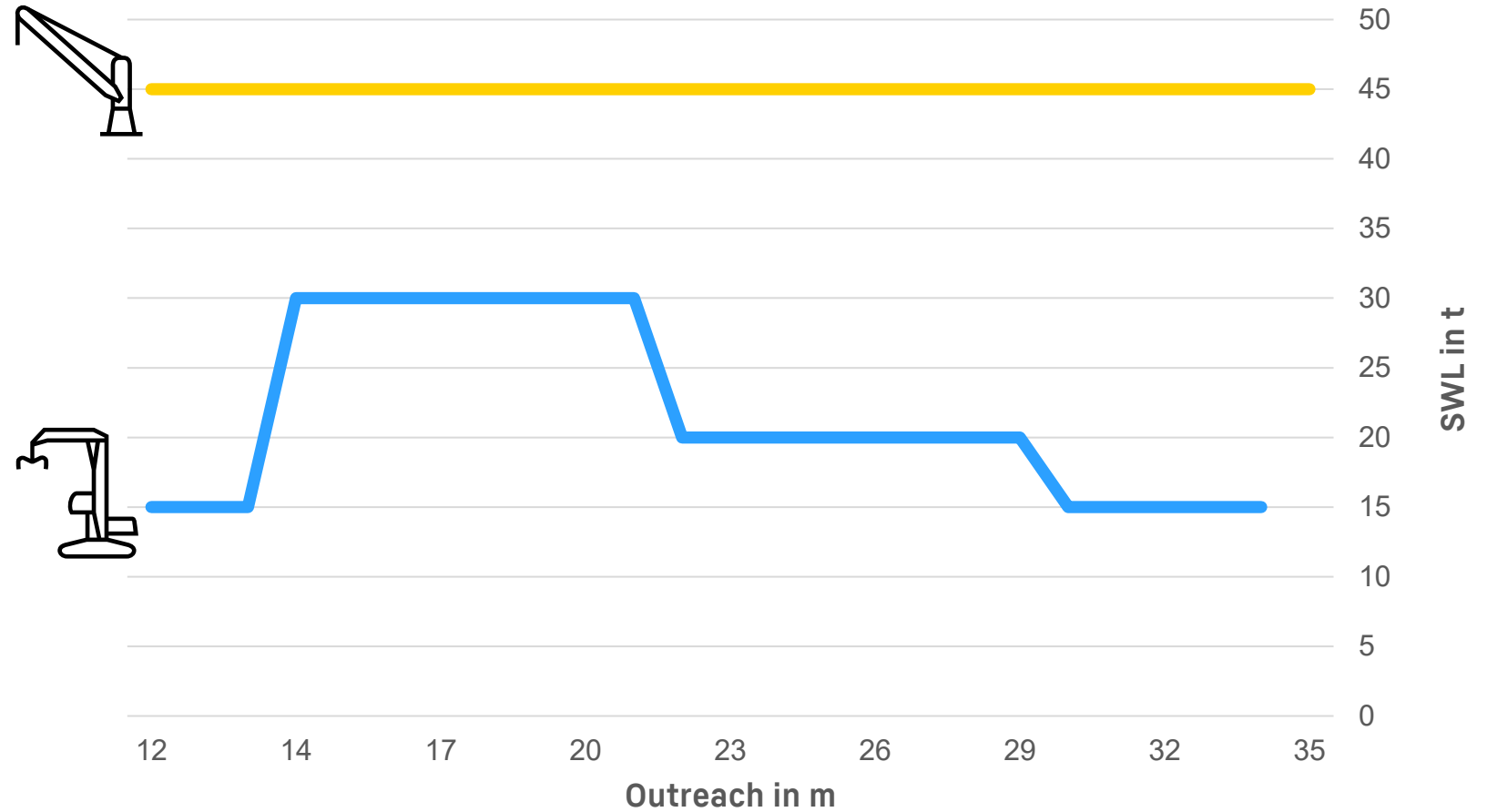




## Example: Grab curve

### Advantages Liebherr Rope crane vs. Hydraulic material handler

- Same high performance from minimum to maximum **horizontal** outreach
- Same high performance from minimum to maximum **vertical** outreach



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## BCT, Indonesia



**6\* FCC 360**

**3\* FCC 300**



**FCC 360 up to  
1.500 t/hour**

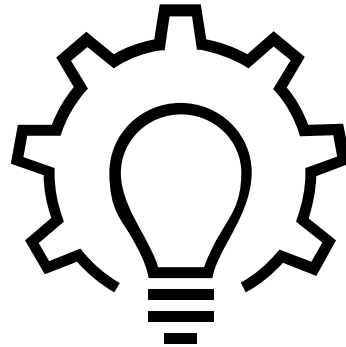


**90m x 27m  
(300ft)**



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# Project realisation



# 01

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## Liebherr Scope

Manufacturing of Crane

Provision of

- Reaction to Foundation  
RTF

# **01**

## **Liebherr Scope**

Manufacturing of Crane

Provision of

- Reaction to Foundation RTF

# **02**

## **Customer Scope**

Engaging Civil Engineer

- For evaluating existing foundation
- For design of Foundation

Engaging Construction Company

- For building foundation & lower pedestal



# **01**

## **Liebherr Scope**

Manufacturing of Crane

Provision of

- Reaction to Foundation RTF

# **02**

## **Customer Scope**

Engaging Civil Engineer

- For evaluating existing foundation
- For design of Foundation

Engaging Construction Company

- For building foundation & lower pedestal

# **03**

## **Finalization**

Together we manage

- Erection and commissioning
- Long term support in service
- Data generation and management (LiDAT)

**03**

**Let our clients speak**

Port and transshipment solutions

## Liebherr in Vietnam



### Fixed cargo cranes

Sales start in 2001

58 units in 2025

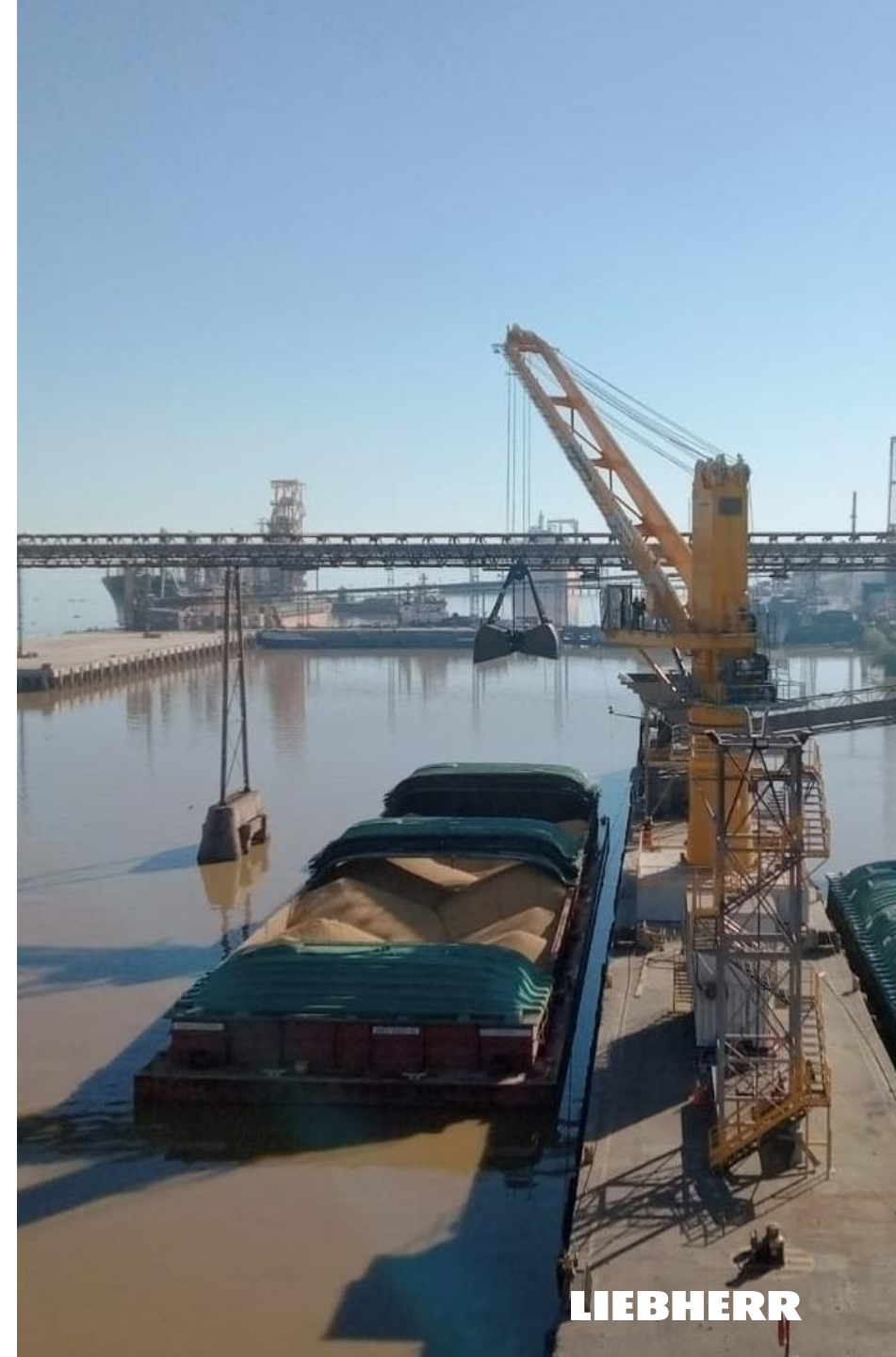


### Travelling cargo cranes

Sales start in 2003

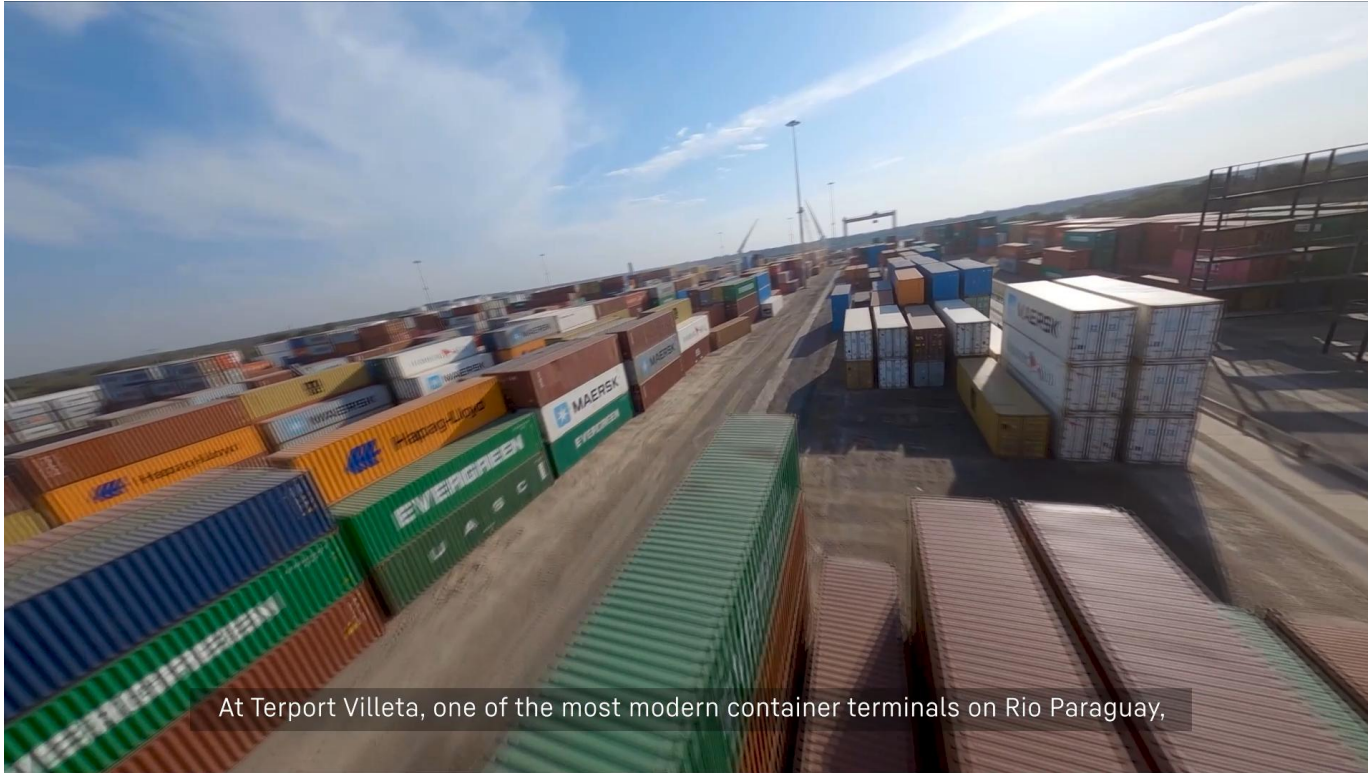
98 units in 2025

Local made gantries



Port and transshipment solutions

## TERPORT tells its story



At Terport Villeta, one of the most modern container terminals on Rio Paraguay,



# 04

## Summary



Port and transshipment solutions

## Features and benefits

- **Low initial investment** to build a business case
- **Space saving** for minor impact on harbour area
- **Standard or individually pedestal** to meet with specific customer requirements
- **Large max. outreach** for serving up to Panamax size
- **High turn over rates** both for containers & dry bulk to bring performance to ports with smaller berths



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Port and transshipment solutions

## Target customers

- **Operators of seaports** calling mainly smaller ships and having dedicated anchor points
- **Operators of river ports** with substantial material handling
- **Catering ship size** from barges up to Panamax
- **A long-term view** on the business due to fixed solutions





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Thank  
you.

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