

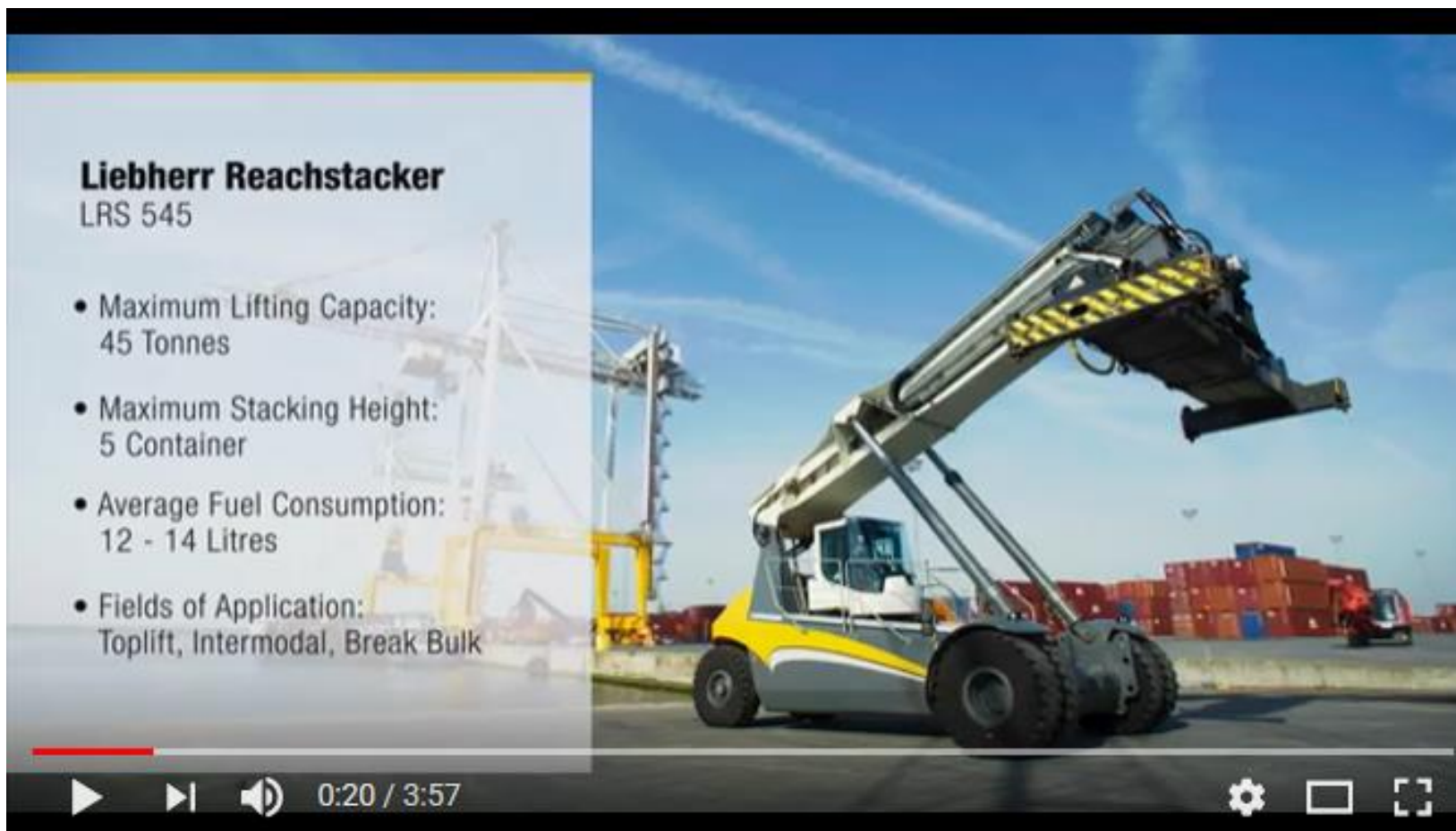
# Total Cost of Ownership as a key decision maker

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Igor Nedelchenko  
Area Sales Manager  
Harbour Mobile Cranes and Reachstackers

**LIEBHERR**





<https://www.youtube.com/watch?v=l3CFwyBDqSs>

**Liebherr - Reachstacker LRS 545: In operation**



The best way of saving money is

- to pick the right tools
- to choose something to save for

Total cost of ownership

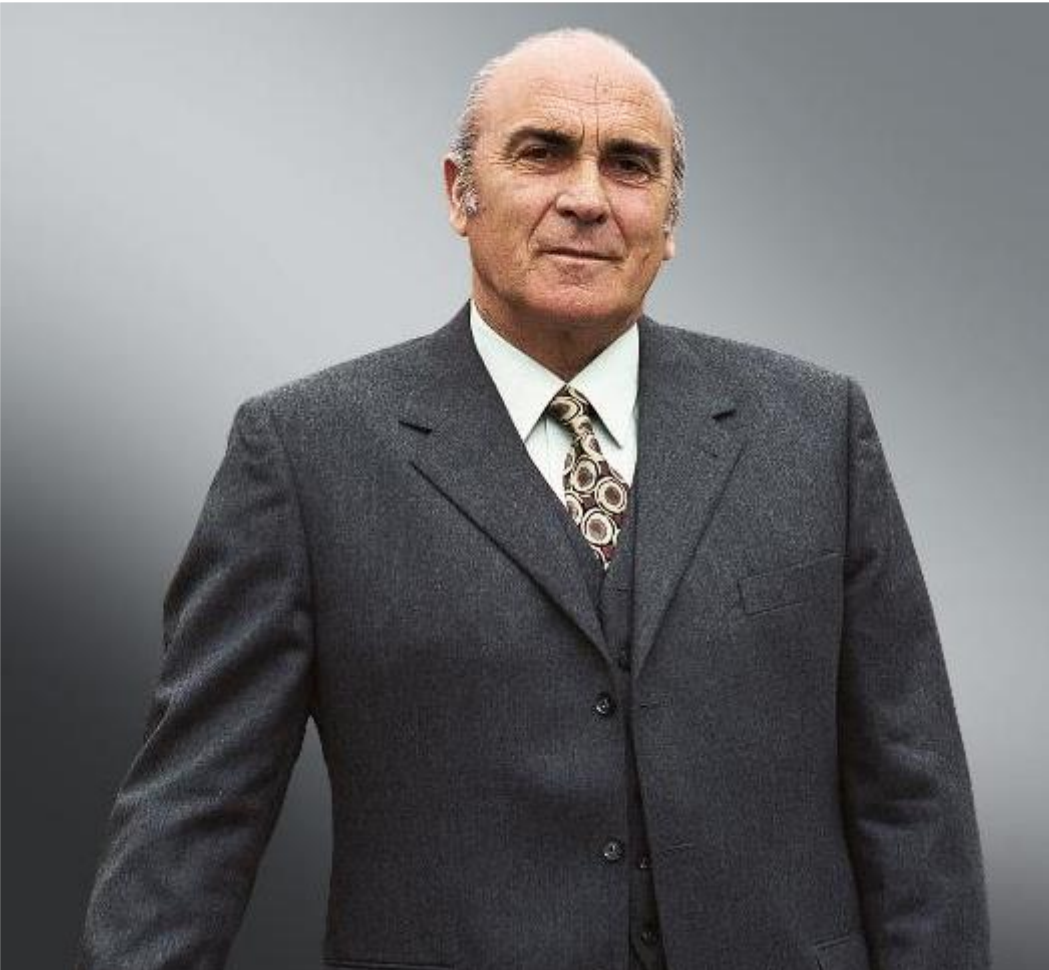
# Multifaceted product range





Total cost of ownership

## Liebherr – a family business



- Company founded in 1949 by Dr.-Ing. E.h. Hans Liebherr
- The Liebherr Group today: over 130 companies worldwide, more than 43,000 employees and around € 9,8 billion turnover (2017)
- Decentralised structure with straightforward, autonomous corporate units – divisional structure
- Holding company: Liebherr-International AG, Bulle/Switzerland

Total cost of ownership

## Liebherr – a family business



### Kirchdorf / Iller

- Lived and worked in a small wooden cottage
- Designed and built the first easy-to-assemble and quick-to-transport tower crane, the TK 10 (1949)
- Established the Hans Liebherr engineering works in Kirchdorf / Iller

Total cost of ownership

## Liebherr – a family business



- Dr. h.c. Dipl.-Ing. (ETH) Willi Liebherr, President of the Administrative Board
- Dr. h.c. Dipl.-Kfm. Isolde Liebherr, Vice-President of the Administrative Board
- Patricia Rüb
- Stéfanie Wohlfarth
- Sophie Albrecht
- Jan Liebherr

Left to right: Patricia Rüb, Stéfanie Wohlfarth, Jan Liebherr, Sophie Albrecht, Isolde Liebherr and Willi Liebherr





Liebherr-MCCtec Rostock

## Maritime Cranes

For efficient material handling in the maritime sector, Liebherr manufactures a comprehensive range of innovative cranes.



Total cost of ownership

# Maritime production network







## Total Cost of Ownership (TCO)

- Fuel consumption
- Spareparts
- Hybrid drive
- Consumables
- Service

## **Fuel consumption**

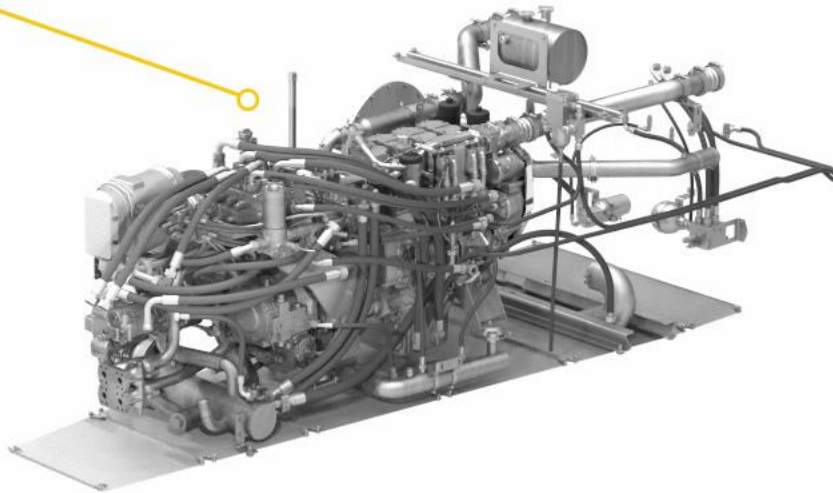
- 30% fuel savings compared to market average





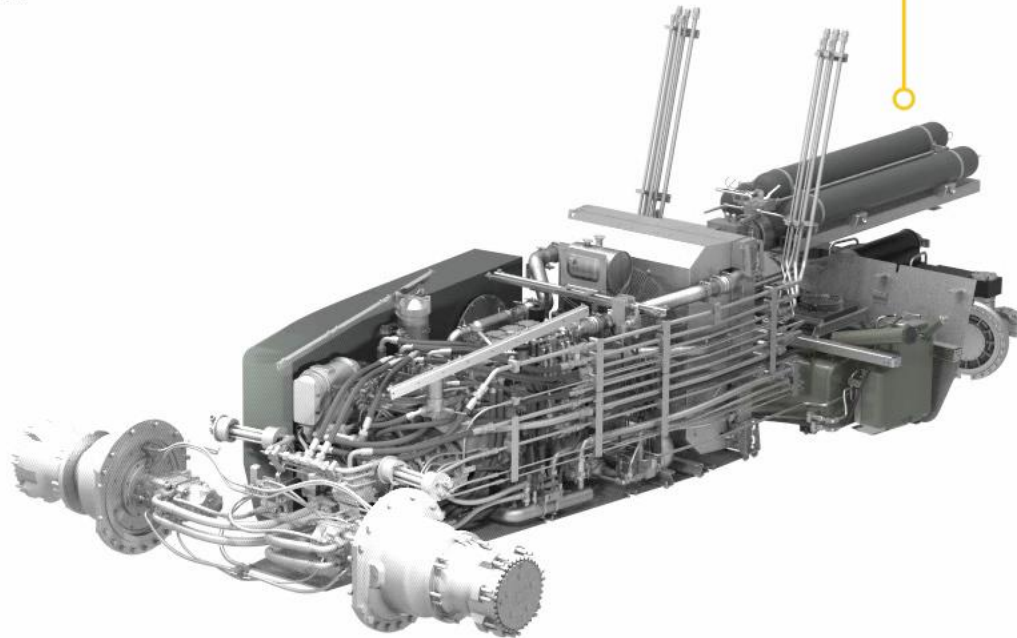
## Hydrostatic drive system

- No differential
- No torque converter
- Maintenance-free brake system
- Unique on the Reachstacker market



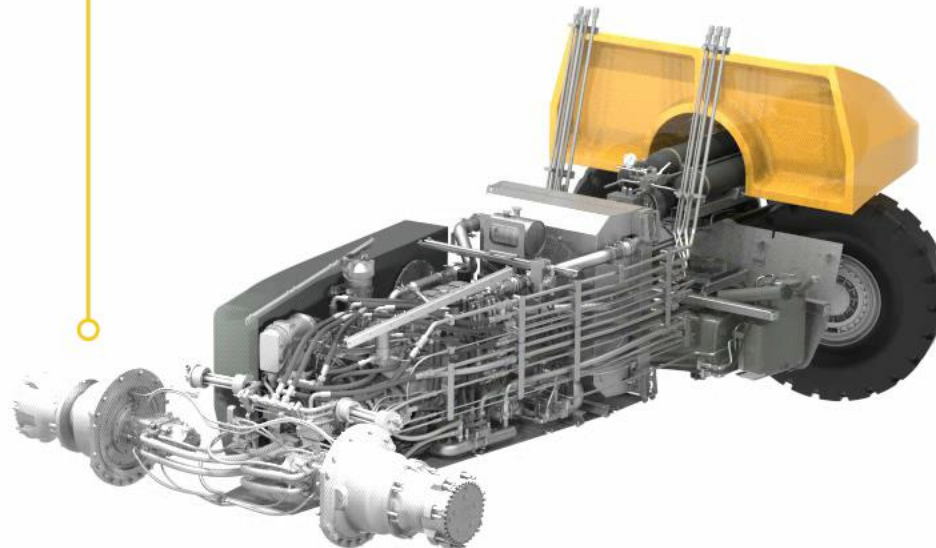
## Hybrid drive system

- Twice as fast acceleration from 0 to 20 km/h
- Maintenance-free power booster



## Individual wheel drive

- Extended tyre life
- Small turning radius





### **Extended service interval**

- 1,000 hours for engine and machine
- 50% less service than market average



## Savings

- Fuel consumption savings – 5 liters per hour
- Diesel average price – € 1,18 **GlobalPetrolPrices.com**
- Operation hours per year – 3.000
- Fleet – 6 reachstackers

$$5 \times 1,19 \times 3.000 \times 6 = \text{€ } 106.200,--$$

## Savings

- Fuel consumption savings – 5 liters per hour
- Diesel average price – € 1,18 **GlobalPetrolPrices.com**
- Operation hours per year – 3.000
- Fleet – 50 reachstackers

$$5 \times 1,19 \times 3.000 \times 50 = \text{€ } 885.000,--$$





■ BOOTH no.15  
LIEBHERR  
MACPORT International

Thank you for your kind interest.