

**HCE**

**LIEBHERR official representative for Lebanon**

**Profile**

# HCE

## The company

- is a Leader in the Sales, after-sales and Services for Lifting & Construction Equipment in Lebanon, which is one performing multi-industry companies. Headquartered in Beirut, Lebanon. Since our early days,
- **HCE** has involved from being a simply supplier of Lifting & Construction Equipment into a business partner, which strives to add value for customers at every step.
- Since its founding in 1998, **HCE** has grown to become a successful multi-industry company. Familiar brand name in its company.



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## Organizational Chart & Staff Structure

### ■ HCE

#### Location:

- JNAH – Beirut-Lebanon (Headquarter)
- JIEH – South/LB (Storage Yard)

#### Commercial Organisation:

- Trading / Import-Export
- Purchase Management
- Sales Management
- Administration
- Accounting
- Logistics
- Sales Manager /Sales Rep.
- Administration
- Sales Rep.
- Customer Support

#### After-Sales Organisation:

- Spare-Parts Management
- Service Management
- Administration
- Logistics
- Customer Service
- Technicians
- Service Manager
- Service Operation
- Spare-Parts Manager
- Service Eng.



# HCE

- Official Representative for Lebanon
- **LIEBHERR** Mobile & Crawler Cranes.
- **LIEBHERR** Mining.
- **LIEBHERR** Construction Machines & Tower Cranes.
- **LIEBHERR** Material Handling.
- **LIEBHERR** Maritime Cranes.

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# HCE

## Range

- **LIEBHERR** For more than 75 years, Liebherr stands for a large, continually developing range of sophisticated products and services. Exceptionally practical, seasoned and proven engineering as well as a consistent high quality level ensure customer benefit in all product areas.



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# LIEBHERR Mobile & Crawler Cranes.

## ■ MOBILE CRANES

- Our range of mobile cranes extends from 2-axle 35 tonne cranes to heavy duty cranes with a lifting capacity of 1200 tonnes and a 9-axle chassis. We have the perfect crane for you to handle every job.



## ■ CRAWLER CRANES

- Our crawler cranes deliver outstanding lifting capacities of up to 3,000 tonnes together with massive hoist heights and radii. With universal boom systems and extensive additional equipment, they can be seen in action on construction sites throughout the world.



# LIEBHERR Mining.

- Mining is a challenging industry. By partnering with Liebherr-Mining, you have the benefit of our 50 years' experience in design, manufacturing and support of mining machinery. We work closely with our customers to provide options that add value and can be adapted to your specific requirements. Quality, reliability, and innovative technologies ensure that mining operations are safe, time and cost efficient at all times – even under the toughest of conditions.

## MINING EXCAVATORS

LIEBHERR mining excavators are known for their exceptional performance, simple operation, operator comfort, easy serviceability. From the R 9100 the R 9800, all machines are designed to keep the costs per tonne at a minimum.



## MINING TRUCKS

Technical innovation, brand reliability, and excellent productivity make Liebherr trucks impressive. The trusted diesel-electric drive concept ensures the highest level of cost-effectiveness and, when paired with a Liebherr R 996 B or R 9800 mining excavator, the trucks are perfectly suited for the demands of mining environments. Customers can expect a high level of performance from these machines at the lowest cost per ton.



## MINING DOZERS

Liebherr has been developing and manufacturing hydrostatic dozers for 60+ years.

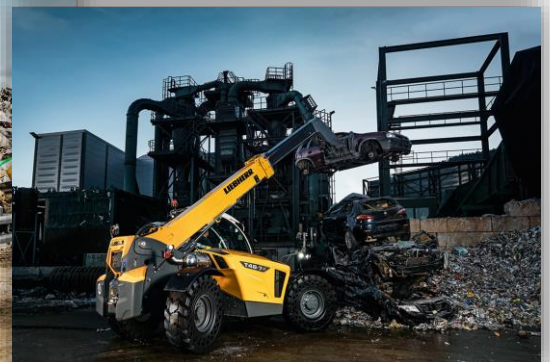
The PR 776 stands out as the most efficient dozer in the 70 t class, offering low cost per ton, constant high torque, and lower environmental impact.



# LIEBHERR Construction Machines.

## CONSTRUCTION MACHINES

The extensiveness of Liebherr's construction machines program is like no other. Apart from tower cranes of every kind and size and mobile construction cranes, the program includes a broad range of earth moving equipment with hydraulic excavators, wheel loaders, crawler tractors and crawler loaders, telescopic handlers and dumper trucks. For special underground engineering projects, we supply universal duty cycle crawler cranes or special piling and drilling rigs. Our concreting technology opens up a whole range of solutions for the cost-effective production and optimum transportation of quality concrete.





# LIEBHERR Material handling equipment

## MATERIAL HANDLING

- For material handling, Liebherr offers a wide variety of machines and technologies that are custom-engineered for these applications. Providing highly specialized machines and solutions from various series of Liebherr construction machines.



# LIEBHERR Maritime cranes

## MARITIME CARGO HANDLING EQUIPMENT

Liebherr Maritime Cranes is part of the Liebherr Group and provides an extensive range of port equipment, ship cranes, offshore cranes, digital solutions and consulting. The diverse portfolio of port equipment offers optimal solutions for the handling of cargo and containers in ports and terminals worldwide. Ship- and Offshore cranes in a wide selection of sizes and featuring innovative rope and cylinder luffing gear options offer tailor-made solutions for cargo shipping and offshore industry.

Digital solutions and consulting provide smart data analysis and productivity aids to maximise efficiency and returns from Liebherr cranes. A global network of over 450 service engineers in mixed sales and service companies deliver excellent customer service over the entire life cycle of the Liebherr machines.



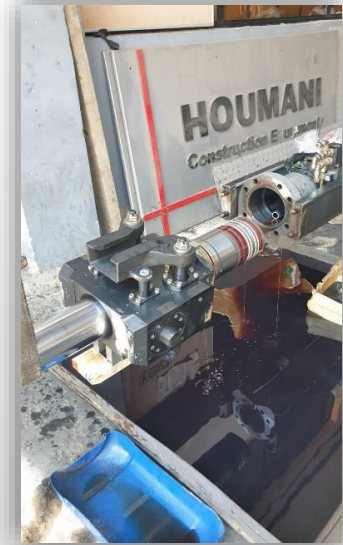


# HCE

## Aftersales & Support



- is one of the most important department in our company. Taking care for the Spare-parts organisation and service field of all our Product range with our best qualified engineers and up-to-date training at our suppliers in europe and equipped with the most recent workshop wagon.



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# HCE

## Service team

- is one of the most important department in our group. Taking care of the Spare-parts organisation and service field of all our range with our best qualified engineers and up-to-date training at our suppliers in europe and equipped with the most recent workshop wagon.



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# HCE

## Customer Service

- Locally, **HCE** commitment to its customers is the provision of world-class System to assist in achieving optimum operational efficiencies on Heavy & light Equipment. Our unique experience with current construction practices, and up-to-date knowledge of emerging trends gives us a thorough insight into how construction activities can be more effective. Our extensive branch network gives **HCE** an unrivalled reach, which translates into the ability to provide immediate response to sale, service and spare parts requirements. All of our branches offer 24 hours, 7 days on-online availability to cater for urgent needs and all customers have access to technical experts who can advise on application, operational and technical aspects of our Systems. As parts of a regional operation, we also have ready access to product specialist throughout the Middle-East that are able to provide in-depth technical knowledge.

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# HCE

## Training

### We focus on your personnel

- Well trained specialists are the key to success for every company. We want to support our customers with this and provide you with a professional range of training courses tailored to the needs of your personnel to enable them to develop their skills in their relevant segment. To improve our training methods, we structure our courses by professional groups and previous experience. Our experienced trainers deliver practical content, discuss real-life problems and provide answers to questions from everyday working life to ensure that your personnel receive the knowledge and skills they need.
- On request, we can also create basic and advanced training courses specifically tailored to your needs. If you are interested, please talk to your local sales partner.

## Face-to-face training courses



## Our three qualification segments

Crane operator...

Workshop staff...

Dispatcher...

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