



The leading crane rental Company in Southern Chile.



GRUAS

**LINAHUA**  
TRANSPORTES ESPECIALES



Gruas LINAHUA offers the most comprehensive and technologically advanced range of cranes in southern Chile, which ensures that costumers can rely on the right equipment for their project every time.



GRUAS LINAHUA is the largest crane rental company in southern Chile. Operating for more than 20 years, mainly from Puerto Montt; we offer a wide range of services regarding hoisting and transport of special loads. We can provide safe, cost effective, technical solutions, state-of-the-art equipment in combination with high quality and safety standards, to suit your needs. We have always been the leading company in our market by supplying the most comprehensive service available. For that purpose, our crane fleet ranges from 7 to 300 tons, being the most relevant the 50-70-80-90-100-200 and 300 ton LIEBHERR crane. Also, we can provide GOLDHOFER and EAGER BEAVER lowbed trailers.

## ABOUT US

Gruas LINAHUA was born on 1991 in Castro, Chiloe Island, from the specific need to provide a hoisting and moving service of equipment or large loads which required to be installed in places of difficult reach or height. On those years the company owned only two cranes. Due to the fact that demand was rising, in particular from other areas, LINAHUA decided to move headquarters to Puerto Montt on 1993. From then on, LINAHUA has been growing thanks to a great management team, state of the art equipment and also thanks to the preference of our customers, who have seen on LINAHUA a reliable partner for their hoisting and transport necessities. Throughout the years, LINAHUA has been always anticipating every new demand on their market and, with our experience and background, we have broad our service to the whole country.





# OUR VALUES

The construction industry involves complex and dynamic work environments that present new hazards to workers on a daily, or even hourly, basis.



## Vision

“Be the best company of integrated services, based on heavy lifting and specialized transport, with the greatest trust and differentiation on every market we are involved”.



## Mission

“Base our strategy on transparent dealing with every agent around us. Became a strategic partner of our customers, overcoming their expectations and satisfying their needs in advanced; honor our word with our suppliers on everything we promise and maximize our human resource, with social responsibility and going always on the vanguard on our projects.”

# QUALITY POLICY

Deliver a wide range of service with cranes for heavy lifting and specialized transport, which must fulfill and overcome the expectations of our customers, being committed to:

- Making excellence a way of working, basing our actions and service on the ISO 9001:2008.
- Reaching customer's satisfaction, taking immediate actions when it doesn't occur.
- Achieving and inspiring a mutual commitment of professional ethics with our customers, suppliers and employees.
- Satisfying our employees' needs: training them, respecting their needs and providing them of an adequate space to developing their activities.
- Constantly checking our procedures, faithfully practicing continuous improvement.





Always aware of the importance of our employees, committed to the best service we can provide and convinced of the premise “every accident can be avoided” is that we state the following:



Linahua® is committed to:

- Safety is a priority in our organization.
- Our staff and customers' safety.
- Comply with all legislative requirements.
- Prevent contamination which could be originated during our company's services.

This will be achieved by providing:

- Continuous improvement in our procedures in order to achieve a service as safe as possible.
- Invest in training of our staff to achieve appropriate qualifications, so we can ensure safety and quality in our services.
- Study and promote every measurement at our reach to minimize the environmental impact due to a failure in our equipment.

Along with the previous points, we encourage our employees to keep in mind:

- Every employee is responsible of their own safety and the one around them.
- Is mandatory for all members of our staff to wear the elements of protection provided by the company while performing every task.
- There is no objective which could overcome doing every task and service with rigorous safety measures.

# OUR SERVICE

Our company has always been committed to delivering a high quality service, with the most modern and largest cranes in the market; with top-of-the-line technologies and preventive maintenance.

## CRANE AND RIGGING SERVICES

### All Terrain and Rough Terrain Cranes

With a fleet of several cranes from 7 to 300 tons, we are prepared to help you with your lifting requirements.



## SPECIALIZED AND HEAVY HAULING

### Loader cranes and lowbed trailers

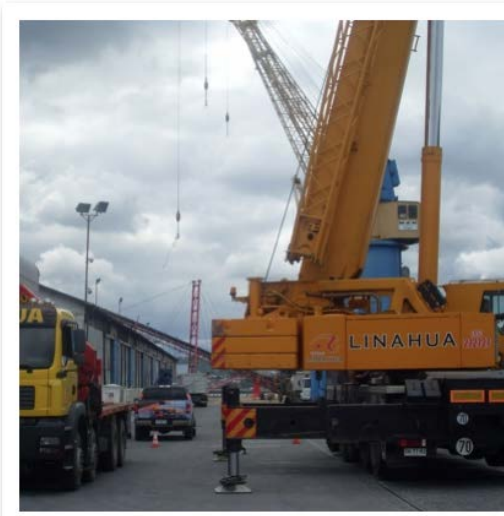
Our company counts with specialized equipment for heavy hauling of machinery, heavy and over-sized loads, containers, etc. Our trucks with an extendible lowbed trailer up to 12 meters (40ft) and with a possible 18 meters-long (60ft) load and up to 50 tons. Besides, we count with loader trucks to lift and transport loads of up to 15 tons.



## STORAGE

### Storage services

Besides delivering a crane service and heavy hauling, we are able to supply storage for a wide range of loads on daily, weekly or monthly basis.



## TECHNICAL VISIT

### On-site Consultation

Gruas LINAHUA is here to help you for all your lifting needs. From planning stages all the way up to making the lift. Starting with meeting you at the jobsite for an on-site consultation. We do this to find out your requirements and put the job “to paper” and make certain we are conveying your true needs.





# CORPORATE SOCIAL RESPONSIBILITY

The management team of Gruas Linahua™ has always been committed on giving back to the community in which we're involved in. Like this, changing small details on the way we act, the company has been working to improve the condition of its employees, customers and the whole community around us. Specifically:

## Internal Aspect

### Continuous Training and Learning

We know how important it is for our employees to develop continuously in their professional lives, this occurs in two levels:

- Internal and external Training. Periodical training programs are provided, on subjects such as safety, quality, customer service, among others.
- Higher education. We encourage are people to continue their studies, by being flexible in whatever aspect we can assist them with to achieve their goals.

### Human Resources Management

- We know how important it is manage our people correctly. For that purpose, we give a big considerable percentage of our time to improving the work place, having meeting for communication purposes and being as transparent as possible. On the other hand, our employees have responded splendid, with an average of 11.2 years working with us and almost no resignations in the latter years.

## External Aspect

### Community

- The company is continuously giving support to non-profit organizations. Some projects we have been involved in over the years have been working with Coaniquem (organization which helps children who have been victims of fire-related injuries), the construction of a monastery, Hogar de Cristo, among others.

### Environment

This subject, undoubtedly, is one the biggest issues we have been working on at this department. And the reason is as simple as realizing that we all live at the same place, same environment, and is our responsibility to do whatever we can.

At this moment, we are working on:

- “Zero-Papers” Project. As in any other company, the use of physical documents is almost mandatory; however, you can always optimize how and how much you use it. Grúas Linahua™ has been dramatically decreasing the usage of paper with initiatives such as: switching to electronic invoice, receiving electronics documents as much as possible, optimizing processes and, especially, working on the culture on an inside-out focus, so we all can achieve our goal.
- Creation of conscious-awareness. We cannot do this by ourselves, but we can certainly do our part. Did you know that 1,100 million people around the world live without drinkable water available? You don't have to be an expert to realize that the reserves of drinkable water are becoming smaller and smaller by the day. Because of that fact, Grúas Linahua™ started a small project, with hopefully huge outcome, of putting a small overview about this subject on every outgoing e-mail.
- A new challenge Grúas Linahua™ is getting involved now is calculating our carbon footprint, namely, the total greenhouse gas emissions caused by any given company. We know this will take time and resources, but we are sure it will be the worthwhile and we can only hope that it will inspire other organizations to take measures about this emission to our atmosphere.

At Gruas Linahua™ we are convinced that each one of us, either a single person or a big corporation, can make the difference. You just have to believe and take the first step...

# OUR CUSTOMERS

We have been working together with our customers in a diverse range of industries. Some of the companies that have preferred our services are:

- ABASTECEDORA DE COMBUSTIBLE S.A.
- ASTILLEROS Y SERVICIOS NAVALES S.A. - ASENAV S.A.
- AZVI CHILE S.A.
- BESALCO S.A. Y FILIALES
- CBI MONTAJES DE CHILE S.A.
- CELULOSA ARAUCO Y CONSTITUCION S.A.
- CLARO VICUÑA VALENZUELA S.A.
- COMPAÑÍA CERVECERÍAS UNIDAS S.A.
- CONSORCIO DRAGADOS CONPAX S.A.
- DRAGADOS CLARO VICUÑA VALENZUELA S.A.
- EMPRESA CONSTRUCTORA BELFI S.A.
- EMPRESA ELECTRICA DE AYSÉN S.A.
- GAMESA CHILE S.P.A.
- GLOBAL ENERGY SERVICES SIEMSA S.A. CHILE
- HORMISUR-INEIN S.A.
- ICAFAL INGENIERIA Y CONSTRUCCION S.A.
- ING DE TRANSPORTES JAVIER CORTES S.A.
- ING. Y CONST. QUEZADA Y BOETSCH S.A.
- MERCOCARGO S.A.
- NAVIERA MAGALLANES S.A.
- NESTLE S.A.
- SACYR S.A.
- SALFACORP S.A. Y FILIALES
- SK INDUSTRIAL S.A.
- SOC. AUSTRAL DE GENERACION Y ENERGIA CHILE S.A.
- TPI CHILE S.A.
- ULTRAMAR AGENCIA MARITIMA LIMITADA
- WATT'S S.A.

For further information about our company, team, fleet and projects, please visit our website [www.linahua.cl](http://www.linahua.cl).

