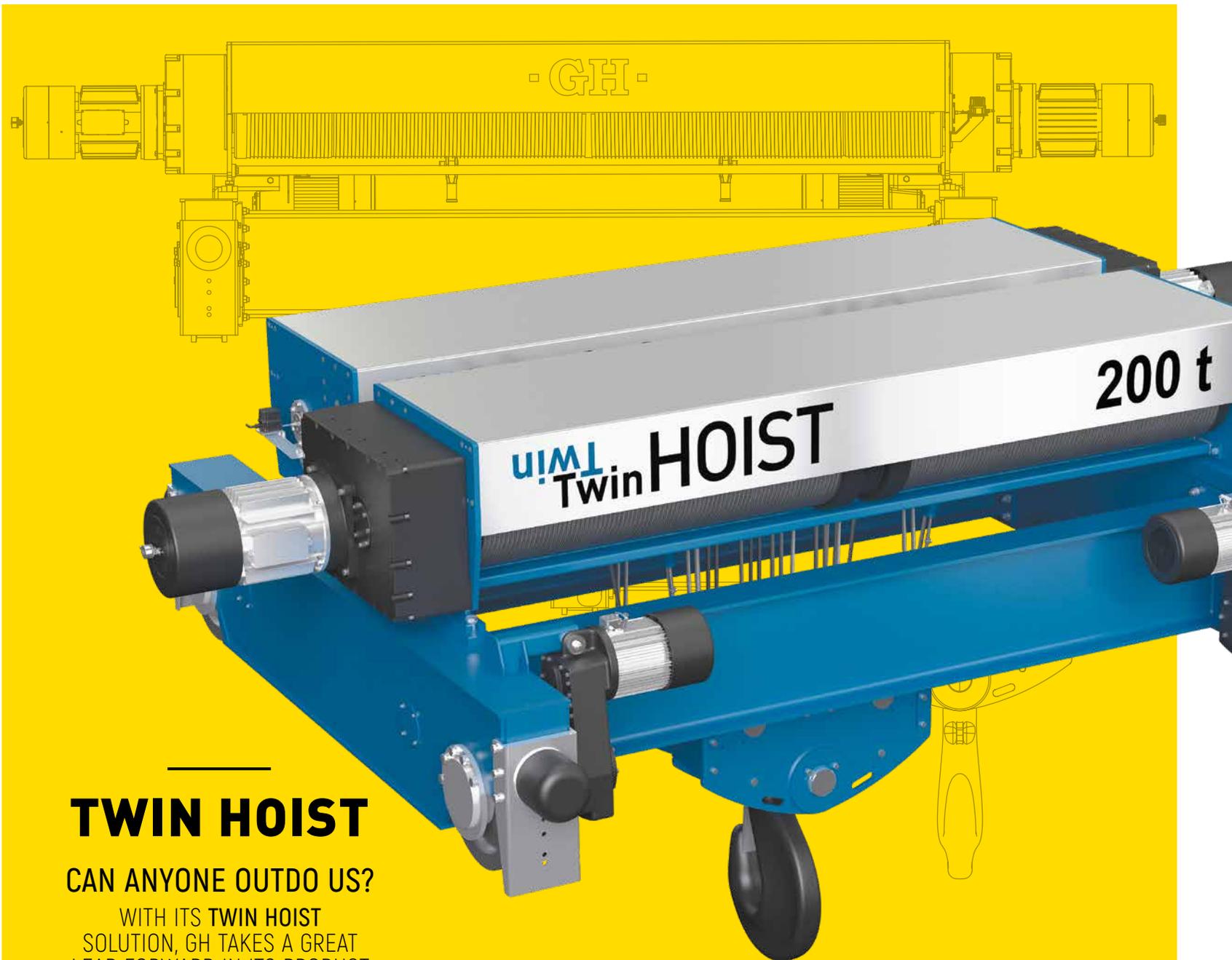


# GH'NEWS

APRIL 2018

**N° 18**



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## TWIN HOIST

CAN ANYONE OUTDO US?

WITH ITS TWIN HOIST SOLUTION, GH TAKES A GREAT LEAP FORWARD IN ITS PRODUCT RANGE AND COMPETITIVENESS.

P.4



Presence in

**73**

COUNTRIES IN THE 5 CONTINENTS

**11**

PRODUCTION PLANTS

Distributors in

**60**

COUNTRIES

**TOP 5**

WE ARE AMONG THE TOP 5 MANUFACTURERS OF CRANES



WE ARE THE MARKET LEADERS IN PORTUGAL AND SPAIN

**+112,000**

CRANES SOLD WORLDWIDE

### WEEKLY PRODUCTION CAPACITY

**70**



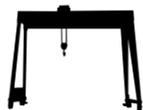
STANDARD EOT CRANES

**40**



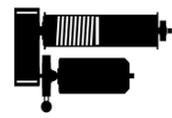
HOISTS / KITS

**2**



GANTRY CRANES

**1**



SPECIAL CRANES

**0,5**



AUTOMOTIVE GANTRIES

**750**  
EMPLOYEES

**523** IN EUROPE, AFRICA AND MIDDLE EAST

**191** IN AMERICA

**35** IN ASIA

## International consolidation

After years of uncertainty and a serious economic crisis, especially on the European markets and, more specifically, in relationship with what we call the "domestic markets" (Spain and Portugal), we are now seeing a gradual recovery that allows us to be optimistic about the immediate future.

For a company like ours, the evolution of nearby countries is a fundamental premise that sustains our growth and allows us to achieve our main objectives.

At the same time, over the last year we have been working to consolidate our international presence by establishing production, sales, and service capacity in all the main strategic markets of the world. This puts us in a strong strategic position to undertake global business activities that help us to not only maintain our current customers but also to work with prestigious companies from the other countries in which we work.

Latin America is a priority for us, and we can now proudly say that the presence of **GH** in all the markets of that region has grown to such an extent that we are now considered leaders there.

Mexico, as an emerging market and with its important geographical location right next to the American giant, is also a focus of

attention with a project that is already at an advanced stage, allowing us to be one of the leading crane manufacturers in the country.

The United States is a pressing target and our recent business activity there involving substantial investments is just the beginning of a long and difficult fight to get our foothold in the American market as local manufacturers with a competitive product and competitive solutions – something which is already starting to be recognised by our American customers.

Europe is our home, and there we just need to persevere and increase our presence by expanding our business through sales in places like the Nordic countries and the massive German market – a market in which we intend to devote considerable resources in the coming years.

In the Arab countries, our business presence is growing and we want to increase our operational base through alliances and cooperation with local companies that will allow us to consolidate our brand there.

In Southeast Asia, our commitment to our factory in Thailand is beginning to pay off. Although we still have much to do, we are excited about the project. Our sales expansion through the countries in the area is likewise a challenge that will inevitably bring our service network behind it.

In China, we continue with the sales presence we started several years ago, and we are already starting to see our first, exciting results, having captured the attention of key local customers with initial orders. These customers, until recently, were inaccessible to manufacturers who were not Chinese.

Lastly, in India, we want to remain faithful to our initial idea: "India cannot be alien to us". And we are still working on it, in spite of the immense difficulties involved in the penetration of any European company into the always difficult Indian market.

In summary, we can only stress our fundamental premises, which have brought us this far: we are an independent, family business, alert to all the opportunities that arise in the market; we are customer focused; and we are a comprehensive manufacturer responsible for our production and products from beginning to end. We innovate in order to be as competitive as possible for our customers and we remain faithful to our roots.

All that and much more is highlighted in this issue of **GH NEWS**, released today. It is an issue that, consistent with our business spirit, comes loaded with innovations and information that we hope you will find useful.



# TWIN HOIST

## Can anyone outdo us?

WITH ITS **TWIN HOIST** SOLUTION, GH TAKES A GREAT LEAP FORWARD IN ITS PRODUCT RANGE AND COMPETITIVENESS.



GH has taken a great leap forward by becoming the crane manufacturer with the largest range of cable hoist load lifting solutions on a global level.

Our new solution is based on two synchronised hoists that, in addition to having the standard lifting capacity, incorporate a series of major benefits for all our customers in three basic areas:

Safety, competitiveness, and performance for those who use our equipment.

The new solution offered by **GH** is the result of our clear drive for innovation, **bringing the following benefits to our customers:**

Solutions based on standard hoists in terms of manufacturing which means competitive prices.

A high degree of safety.

Basic commercial components.

**This allows us to offer a complete range of cable hoists up to:**

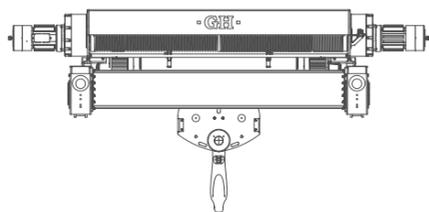
125t and 21 metres in height with a single reduction drive motor

20t and 150 metres in height with the **TWIN HOIST+CORE+** solution

100t and 33 metres in height with a 5 metre/minute lifting speed and the **TWIN HOIST+CORE+** solution

200t and 20 metres in height with a 2.6 metre/minute lifting speed and the **TWIN HOIST+CORE+** solution

**"With standard solutions, the range is extended and competitiveness is increased."**



This solution also allows the addition of a drum brake for emergencies and a safety cable as optional features for special applications.

### TWIN HOIST EQUIPMENT FEATURES

The main features of this GH solution make this product something that can really do wonders for our customers' competitive edge.

#### Outstanding features include:

The solution is based on standard hoists manufactured by GH.

Hoist synchronisation by means of the CORE+ system.

Vertical lifting without lateral displacement.

Less stress on structures due to starting and braking regulation during lifting.

Low speed regulation through variable frequency drive.

Motors with Class H insulation.

Cable safety factor of 5, in accordance with the guidelines of the European Machinery Directive and American CMAA standards.

Increased load suspension safety (and increased rope and lifting beam safety). Breakage of one rope would leave the load suspended from the other three.

Speed increase of up to 50% for loads less than or equal to ¼ the rated load (productivity).

Load slippage safeguards.

Weight indicator.

Safe operation period indicator.

Maintenance period indicator.

Built-in load anti-sway system.

## GH adds regenerative inverter on its standard equipment.

ADDED VALUE FOR CUSTOMERS AND HELPING TO MAINTAIN THE ECOSYSTEM.



Although some manufacturers have tried to add this innovation to their equipment, GH has decided to include regenerative inverter on its standard hoists.

GH was already using this type of inverter in special projects, and now it is being used on its standard hoists coming from the factory.

With this new feature, **GH** joins the other manufacturers that seek to give value to their customers in areas as sensitive as the maintenance of the ecosystem, environmental sustainability and all aspects of concern for the environment.

The **GH** regenerative inverter system enables the hoist to recover and store the energy generated when braking is applied to the load so that this energy can subsequently be used elsewhere. In this way, the installation pays for itself over time and users save on costs.

The ATVR device is a networked regenerative braking module that returns to the network the energy produced by a motor when it retains a load. The system connects to the DC bus of any frequency converter and to the electricity network. When the motor starts to function as

a generator instead of dissipating the energy as braking resistors do, the equipment returns it to the network to be reused at other points of consumption.

It is a more efficient way of braking than the conventional method, reducing power consumption and the carbon footprint at the customer's facilities.

GH has joined the group of companies that are respectful towards the environment.

### NEW GHE17 EXPANDS THE RANGE WITH THE SAME PHILOSOPHY

GHE17: GH expands the range of its new generation hoists after the GHA12, GHB11 and GHD13 in another range. The good reception in the market of new equipment during the last years, now adds the GHE17 which means to increase the level of lifting capacity up to 20 Tn within our standard concept. The robust design of this new equipment is combined with the modular philosophy through a bolting system that makes this GHE17 a modern and attractive hoist.



**Jose Antonio Astigarraga**  
Director of the Mechanisms Business Unit

"GHE17 is a leap forwards in terms of modernity, the culmination of a family tradition going back 60 years."



**Iñigo Antia**  
Head of Mechanical Design R&D

"With the new 'Twin Hoist' solutions we double the options, to continue setting the pace."



**Joseba Munarriz**  
Head of Electrical Design R&D

Head of Electrical Design R&D  
"In a world where energy efficiency is a must, at GH we convert the energy in our range of standard hoists to create an environmentally friendly product."

## Part of the grand infrastructure projects that will change the world.

**Automotive gantry crane** on wheels for the Trans-Andean Tunnel works.

The project consists of an automotive gantry crane on wheels with a lifting capacity of 100t and 13m in height.

This gantry crane has been commissioned by the consortium Angostura-Siguas S.A., executor of the works for the Majes Sigüas II hydroelectric project and made up of Cobra Instalaciones y Servicios (Spain) and Cosapi (Peru).

The objective of this project is to divert the waters of the Apurímac river basin to the **Colca** river basin to turn 38,500 hectares into agricultural land and boost regional development. It will also allow the generation of electricity with a power of 560 megawatts by means of two hydroelectric plants.

This automotive gantry crane will work together with two 12.5t gantry cranes on works to construct the Trans-Andean Tunnel, which will have a length of 16 km. The Majes Sigüas II project is a mega project that will generate 120,000 direct and indirect jobs.

The work of these cranes will involve the storage of voussoirs and feeding the tunnel boring machine for the interior lining of the tunnel.



## Saica launches Nature Kraft, its new kraftliner type recycled paper.

In November 2017, Saica launched Nature Kraft, a brown kraftliner type recycled paper with a high physical-mechanical performance. It is a 100% recycled paper with the appearance of 100% virgin fibre paper. This project is part of an investment plan worth 146 million euros that is currently being implemented in the Saica Paper plant in El Burgo de Ebro.

The new product competes with the different manufacturers of kraftliner in the market in terms of flexibility, availability and speed of service. But unlike these, manufactured mostly with virgin fibre, Saica produces paper that is 100% recycled.

This project is part of the strategic plan of the company which involves an investment plan worth a total of 146 million euros that is currently being implemented in the Saica Paper plant in El Burgo de Ebro (Zaragoza).

For the president of Saica, Ramón Alejandro, this launch represents "a step forward for the company, for the circular economy and for the search to offer innovative and differentiating products to our customers."

The paper is also suitable for contact with food and has the FSC (Forest Stewardship Council) certificate.



## Bank station capacity upgrade (bscu) project, London.

London is one of the most cosmopolitan European cities. Although it is a city with a history that goes back more than 2000 years, it is also one of the most modern and contemporary cities, combining the old city with the city of the future.

It is also one of the most populated cities in the world, with more than **15 million people** living in the Greater London area, distributed in 32 districts where communication via the **underground** is essential for thousands of people to travel to work, go shopping and for their social lives, etc. And London was the first city to implement this form of underground transportation, in 19th century (1863). Nowadays, London has around 275 underground stations in operation and more than 400 km of active metro lines.

This makes possible the transportation of more than 3 million passengers each day, with this being the second biggest metro system in the world in terms of kilometres (after Shanghai) and of course the biggest in Europe.

With the growth of the city, the number of stations has also been growing and in some cases the capacity of these has to be upgraded. An example is Bank Station, which is one of the main underground stations in the old financial district.

For the BSCU Project, Dragados UK ordered from GH Cranes a very special 35 tonne capacity goliath crane with a 5.45 m span and 2.75 m useful cantilever with 10 m high legs and a hook path of 44 m. The capacity of the cantilever was limited to 6 tonnes and due to the works site and location, and in order to avoid annoying noise for the neighbours, Dragados attempted to lower this noise level by making a special complete cover for the trolley.



**Professional Lifting Services (PLS)** from Sheffield was responsible for erecting and installing the goliath crane with GH staff support. This was a challenging project due to the narrow situation of the works but once again PLS with GH staff made a great job of erecting and installing the crane in five days.

## EOT crane for maintenance work at the mills in the mining company Shougang Hierro Peru.

### MINE

This is where the exploration and extraction of minerals is carried out. Then, after the crushing process, it is transported to San Nicolás, by means of a belt of approximately 15.3 kilometres in length and with a capacity of 2000 tonnes per hour.

### SAN NICOLÁS

Here the minerals are processed in a number of stages to turn them into one of the products that the company sells. It is where the following facilities are located:

- 1. Crusher Plant:** Here the mineral is reduced by approximately 95%.
- 2. Magnetic Separation Plant:** This is where the waste mineral is separated from the iron ore, which is then divided into two types of product. One of these is known as High-Grade Iron Ore and is used for sintering and the other is used to feed the Pellet Plant.
- 3. Filter Plant:** In this stage, the thickening and homogenisation operations are carried out, to leave the ore in a suitable state to be transformed into pellets.
- 4. Pellet Plant:** Here the ore is transformed by subjecting it to high temperatures and is then stored and transferred to the docks at San Nicolás, from where it is transported around the world.



5. San Nicolás Docks: These have an extension of approximately 330 m, which, together with the depth of the water, enable them to handle high-tonnage vessels.

**SAN JUAN**

This is where the mining camp and administrative offices are located. In its facilities, the company has an EOT crane with a GHF model double girder hoist with end carriages. This hoist has two lifting options, the main one of 32t and an auxiliary lift of 5t. This bridge crane, with a span of 9m, is used for maintenance work in the mills. The facilities also have several single girder hoists, both normal and rotating types.



**Two bridge cranes installed in El Salvador for the construction company Queiroz Galvao.**

These two bridge crane kits were supplied to be assembled in the facilities that the Queiroz Galvao Group has in Chalatenango. This business group is dedicated to construction, real estate development and environmental engineering.

Both cranes have two lifting heights. The main one is provided by an open winch with a capacity of 90t, which is available on the double girder bridge crane with a span of almost 20m. This winch, with a Siemens motor, has a double hook, mounted on 8/2 branches, for a lifting height of 33m.

The auxiliary lifting height is provided by a GHF single girder hoist, which is suspended from one of the beams of the crane. This 15t capacity hoist allows a lifting height of 34m.

The cranes have a closed cabin, air conditioning and load anti-sway system. Both cranes, which have push-button control with electric cord reel, operate in master/slave mode.

**Service Bridge Crane for the handling of troughs and tundishes in the Global Steel Wire steel mill at its plant in Santander.**

This bridge crane will have a capacity of 55t and a span of 28m, with the special characteristic of benefiting from redundancy, both in terms of mechanical components (which allows it to continue working in the event of failure of one of its motors) and electrical components (double frequency converter for each of the movements).

All the components have been designed and manufactured to withstand the toughest working conditions in a steel mill at high temperatures.



**Industry 5.0?**

THE SUCCESS OF A COMPANY WILL BE LINKED TO THE PASSION OF ITS WORKERS TO BE PART OF A SHARED PROJECT.



PABLO PEDROS  
HEAD OF R & D

Not long ago, I read a book entitled "Steve Jobs: Lessons in Leadership" in which the author, Walter Isaacson, said the following:

"The creativity that can occur when a feel for both the humanities and the sciences combine in one strong personality was the topic that most interested me in my biographies of Franklin and Einstein, and I believe that it will be a key to creative innovative economies in the twenty-first century. That is the essence of applied imagination, and it is the reason why both the humanities and the sciences are a critical element in any society that wishes to have a competitive edge in the future."

I also believe in this concept and when I speak of Industry 5.0, I mean exactly that: Industry 4.0 is very much focused exclusively on technological development.

Many people in our field believe that the way in which we undertake our work and the activity from which we live should be something more than purely technological. We spend more than a third of our lives in our factories and the essence of an industrial organisation consists of the relationships between us, where we make friends in addition to work colleagues, the relationships with our customers, etc.

Therefore, we must foster environments that allow for the personal and professional development of workers, where we create a friendly atmosphere and where we encourage the necessary sense of belonging and commitment.

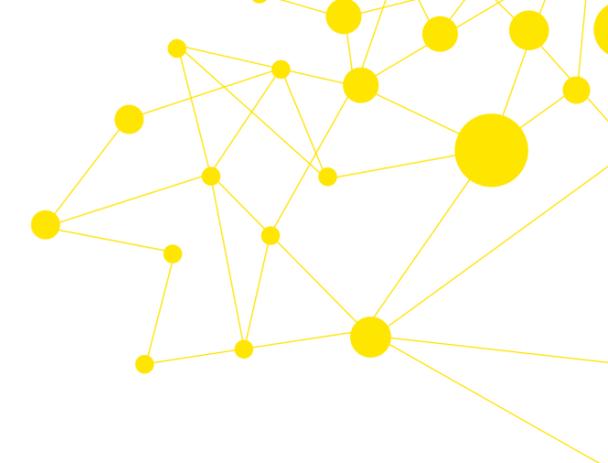
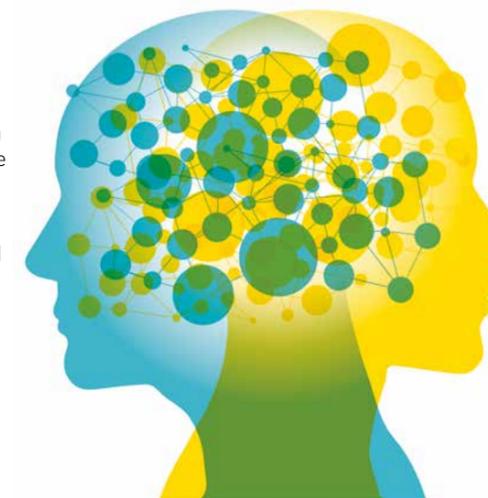
At the same time as the technological developments that came about at the end of the last century, there were also important advances in terms of human knowledge and the importance of the emotional competencies in order to understand and give

us the possibility to improve our own human skills, such as initiative, empathy, adaptability, persuasiveness, and, in general, those skills that form what has been called "emotional intelligence" (see the work of David McLean and Daniel Golleman).

It is the combination of both developments – technological and human – that will bring about strong companies capable of successfully coping

with the challenges of the twenty-first century. The success of a company, still depending on its level of technology, will, above all, be closely linked to the passion of its employees for a shared project.

To accomplish this, it will also be necessary for managers to encourage sharing of information, team work, creativity, and participation.



# THE WORLD OF GEORGE H.B.

## UNITED STATES

"PERHAPS THIS IS THE WORLD'S LARGEST MARKET AND NOW GH CRANES AND COMPONENTS IS IN AN UNBEATABLE POSITION TO FACE THE CHALLENGE WITH OUR EXTENSIVE, RELIABLE RANGE OF HOISTS. F&G, WHICH RECENTLY JOINED THE GROUP, WILL MANUFACTURE ALL THE CRANES FOR ITS LOCAL MARKET: TEXAS AND THE BORDER STATES. I KNOW THAT CONSOLIDATING THE PROJECT AND FINDING THE RIGHT PIECES TO STABILISE THE STRATEGY IS A TASK OF TITANIC PROPORTIONS, BUT THE WHOLE ORGANISATION IS BEHIND IT SO THERE ARE NO EXCUSES. MEANWHILE, SOME INTERESTING PROJECTS WITH SPECIAL CRANES FOR VERY PRESTIGIOUS CUSTOMERS HAVE SHOWN US THAT GETTING INTO THIS MARKET WAS A GOOD MOVE."



## MEXICO

"LITTLE MORE CAN BE SAID OF OUR PROJECT THERE. WE ARE STRONG, IN FULL SWING, WE ARE AN UNDISPUTED LEADER IN THE MEXICAN CRANE MARKET AND WE HAVE A SUPERB FACTORY."



## PORTUGAL

"PORTUGAL IS LIKE A BELOVED DAUGHTER THAT IS ALWAYS A DELIGHT. WE HAVE BEEN THERE FOR A LONG TIME AND WE ARE LEADERS THANKS TO THE MAGNIFICENT PROFESSIONALS WHO DRIVE THE PROJECT."



## BRAZIL

"AFTER GOING THROUGH A MAJOR RECESSION THAT HAS TAKEN ITS TOLL ON MANY, GH IS OVERCOMING THE TEST AND IT'S PLANT IS STILL GOING STRONG, ONE OF THE BEST IN THE COUNTRY FOR THE MANUFACTURING OF BRIDGE CRANES. THAT IS CALLED PERSEVERANCE, AND IT PROVES THE QUALITY OF THE STAFF TEAM THAT HAS BEEN CAPABLE OF STEERING THE BOAT THROUGH THE STORM."



## FRANCE

"FRANCE IS AN OLD VETERAN OF OUR INTERNATIONAL PROJECT. IT WAS DIFFICULT TO CONSOLIDATE, BUT THE NEW DRIVE BY THE TEAM IN CHARGE OF THE REGION HAS MADE GH A REAL RIVAL IN THE FRENCH MARKET, COMPETING WITH THE LARGE, WELL-KNOWN, MULTINATIONAL BRANDS."



## POLAND

"THE GREAT EXPECTATIONS WE HAD FOR OUR EUROPEAN EXPANSION TOWARDS THE EAST WERE NOT ENTIRELY REALISED. THE COUNTRIES OF THE EAST OF EUROPE HAVE GROWN LESS THAN WE ALL IMAGINED. BUT, FOR GH, POLAND IS NOW GOING FULL STEAM AHEAD WITH VERY SUCCESSFUL PROJECTS FOR INTERNATIONALLY RENOWNED CUSTOMERS - SOMETHING THAT BRINGS US GREAT SATISFACTION."



## CHINA

"CHINA HAS ALWAYS BEEN A TYPE OF ETERNAL PROMISE FOR EUROPEAN MANUFACTURERS THAT NEVER REALLY SEEMED TO MATERIALISE, DESPITE ITS POTENTIAL SIZE. FOR MANY, THE UNIQUE WAY IN WHICH THE CHINESE DO BUSINESS AND THEIR CULTURE HAVE BEEN A BARRIER THAT HAS BEEN DIFFICULT TO GET AROUND. GH HAS REMAINED TRUE TO THE IDEA THAT WE HAVE TO BE THERE NO MATTER WHAT. TIME HAS SHOWN THAT THIS PHILOSOPHY WAS RIGHT AND NOW CHINA, IN THE NEW COMPETITIVE GLOBAL CONTEXT, OFFERS OPPORTUNITIES THAT DIDN'T EXIST FOR US IN THE PAST. THE PERSON HEADING UP GH IN CHINA IS ALSO VERY LARGELY RESPONSIBLE FOR THINGS THERE GOING SO WELL FOR US NOW."



## INDIA

"THIS IS GH'S LATEST VENTURE, HAVING ESTABLISHED A SALES OFFICE THERE. I KNOW THAT IT'S A VERY HARD, COMPLICATED MARKET, BUT THE DATA ON THE COUNTRY'S ECONOMY, THE SIZE OF THE MARKET, AND THE EXPECTATIONS FOR DEVELOPMENT DO NOT ALLOW GH TO STAY ON THE SIDELINES. IT WILL TAKE OUR BLOOD, SWEAT, AND TEARS... BUT WE'LL BE THERE."



## THAILAND

"GH'S ADVENTURE BEGAN NOT LONG AGO ALONGSIDE ITS SUBSIDIARY LGH IN A JOINT VENTURE WITH OUR FRIEND, PARTNER, AND COLLEAGUE PEERA. THE FACTORY SEEMED TO BE VERY OVERSIZED FOR A MARKET LIKE THE THAI MARKET, BUT THE REALITY HAS SHOWN US THAT WE WERE WRONG. THE CHONBURI FACTORY, IN BANGKOK, IS AT MAXIMUM OUTPUT AND TAKING ON PROJECTS FROM CUSTOMERS THAT JUST ONE YEAR AGO WE COULDN'T EVEN IMAGINE. TODAY, THIS IS OUR MOST CAPABLE AND BEST PREPARED FACILITY IN SOUTHEAST ASIA FOR THE MANUFACTURING OF BRIDGE CRANES."



## PERU AND COLOMBIA

"THIS BRANCH OF GH, WHICH SO FAR ONLY INVOLVES SALES, IS ALREADY HAVING ITS FIRST BIG SUCCESSES. GH HAS COMMITTED ITSELF TO THE ANDES REGION, AND THERE, IN THE SOUTH AMERICAN COUNTRIES, OUR COMPANY AIMS TO BE THE LEADER IN TERMS OF LIFTING SOLUTIONS."



“Our **strong point is our ability to personally adapt to the needs of our customers** around the world.”



**AIMAR VILLA**

Head of the new Special Projects Unit.

“At GH, our customers will find in us a global partner.”

**T**he new demands of the global economy mean that businesses have to constantly adapt to changes in order to give better service to their customers; customers who are no longer within geographical reach of the original core of our production activities.

At GH, we understand this change and that’s why we have undertaken strategic reflection and decided upon a new organisational scheme to allow us to focus our efforts on providing a better and more professional response in our projects.

While we first initiated an ambitious plan for the internationalisation of our business activities 25 years ago so that we could be present in the markets in which our customers demanded our presence, we have now turned to the internal organisation of our forces in order to be more efficient in our projects.

“We can serve our customers in any part of the world.”

**A**fter this strategic reflection, the company has been divided into five Business Units, each with its own head, to try to give that little bit of extra proximity and efficiency to the different products that we manufacture at GH.

Today, we are interviewing Aimar Villa, a young engineer with proven experience in GH, so that he can tell us about his concerns, challenges and vision for the Special Solutions Unit that he directs.

In this issue and those that follow, we will be talking with the heads of the Mechanisms, Standard Solutions, and Service Business Units.

These are Aimar’s thoughts:

GLOBAL RESPONSE

**What are the main challenges you face in your new position as head of the special cranes Unit?**

Increasing the capacity of the Special Solutions Business Unit at all levels in order to provide a global response to all our customers, regardless of the location of their new projects. **Our organisation has an extensive network that is capable of providing services anywhere in the world,** and that is what we want our customers to remember and value about us.

**What sectors would you highlight as the most interesting for GH in terms of your business unit?**

We can’t say that all the sectors are our target sectors, because this wouldn’t be entirely realistic. However, there are currently quite a number of sectors that are very strong at the global level, primarily: MSW, automotive, aeronautics, civil engineering, energy and steel. These are the sectors where we must concentrate and focus as much as we can.

ASIA, LATIN AMERICA, EUROPE

**What geographical areas do you find most interesting?**

Asia as a whole is very strong right now, as are certain parts of America. Still, we can’t forget the markets that are already consolidated in Europe.

**How would you define GH’s technological level for special solutions in sectors that are as sensitive as those for which this type of crane is intended?**

Our main strength is our engineering and our flexibility to adapt, at the design level, to the requirements and standards of our customers. That’s very important for special projects, as we can’t offer the same solution for many different types of problem. We are aware that just by adapting to the needs of our customers, will we develop a reputation as a company that is capable of solving their problems.

**What two or three projects would you highlight from the last twelve months?**

I would highlight the following: Ternium, in Pesqueria (Mexico). Steel sector with 7 cranes in the manufacturing phase. We have a long-standing relationship with this customer, something which has allowed us to earn their trust. Geely, in the Chinese Automotive Sector, with 3 projects in the last year – the last two still in production. This company has one of the largest growth potentials in the sector. Lastly, I’d highlight Gestamp, in the Automotive Sector. We have different projects all over the world. The latest is a plant in Slovenia which is in production, as well as a new project for a plant in the Basque Country.

INFRASTRUCTURE PUSH

**What do you think will be the most dynamic sectors in the coming years for your business unit?**

All the sectors related to infrastructure development, as we have already commented: MSW, energy, civil engineering works, etc.

**What would you say to a customer that needs a process crane in order to get them to choose GH?**

At GH, they will find a global partner that has 60 years of experience and is capable of providing them with service anywhere in the world thanks to our large international presence, great flexibility in terms of engineering, manufacturing facilities in various countries, and a reputation for excellent service that is capable of providing a response quickly and efficiently.

ON SOUTH KOREAN TELEVISION, ANNOUNCING THE NEWS OF THE RECENT TRADE AGREEMENT WITH THE UNITED STATES.

## GH cranes in the international news.



In March, GH appeared in the Korean media through this image, in the country's main news, which illustrated the recent trade agreement reached by the USA and South Korea. This agreement puts an end to a latent commercial conflict between the two countries.

As the captured image demonstrates, GH cranes have a very important presence in one of the most important coil handling companies in the country.

INSTALLED BY OUR DISTRIBUTOR IN DENMARK.

## Certex offers solutions with GH for customers in Denmark.

CertexDk, our official distributor in Denmark, has installed two cranes for EMS ApS.

The photos that accompany this article are of the installation carried out by CERTEX for the above mentioned company (EMS ApS) in Esbjerg.

This company provides solutions for the marine sector, the oil and gas sector, and also refurbishment in the construction industry, providing engineering and consultancy to undertake construction jobs involving metal, pipelines and mechanical work.

As can be seen in the company's facilities, two monorail bridge cranes were installed with our GHD13 suspended hoist. The installation has a 10t lifting capacity with a 7.2m lifting height and a crane span of 20.16 metres.



## GH opens a new sales office in Dubai.

Located in the Emirate of Dubai, GH has opened a new sales office to support its operations in the Arabian Peninsula and the bordering countries.

The new company started its business activities last year with the company's constitution through a joint venture with Umar and Omair, two local partners.

The team formed there with Umar, Omair and Monika, and, with Marcos Lavin participating in the management, will represent GH in all operations undertaken in that part of the world.

This office will complete GH's direct expansion in this strategic world market.

THE MARKET IS BEGINNING TO RECOGNISE OUR COMMITMENT TO ASIA.

## 160 tonne gantry crane with rotating trolleys for one of the most important companies in Thailand.

GH: A new challenge has begun in Thailand

In April 2016, GH started its production activities at its new branch in Chonburi with a joint project that now has a name of its own: LGH.

Peera Laohakarniyon, as the new President of the new GH subsidiary, and Gorka Zabaleta, as General Manager, were responsible at that time for officially starting up the business and for showing the new production facilities to all the guests who attended its inauguration. At that time, the basic lines of action were established and the challenges that the company faced were identified.

A hundred people were present at the event, including Thai customers, distributors from other countries in the region, and staff who had travelled from the main GH offices.

One of the latest jobs to have been carried out in this modern plant in Chonburi was the manufacture of a 160t gantry crane to handle cement slabs. The crane has two rotating trolleys with an 80t lifting capacity,

a span of 37.23m and a 15m lifting speed. The gantry crane was purchased by Sino-Thai Engineering & Construction Public Company Limited.

The entire manufacturing process of the structure was carried out at our plant in Bangkok. The trolleys were manufactured at our Beasain facilities and assembly and installation was the responsibility of our Thai staff at LGH.

The quality of our products, as well as the effectiveness and quality of our service provided in Thailand, made it possible for the same company to fabricate another 25t crane in December, and two more gantry cranes are currently being manufactured with 10t capacities and M5 classifications, as well as two other 22t gantry cranes, with open trolleys and a speed of 30 metres/minute.

Finally, another order has been secured for 7 gantry cranes with 100t lifting capacities (2X50), six of them with a span of 37.23 metres and a lifting height of 16.38 metres. The last of them will have a span of 40 metres and the same height as the others.

THIS IS A PROJECT THAT WILL ACHIEVE THE GREATEST BOOST TO MOBILITY IN ILE DE FRANCE DURING THE NEXT FIVE YEARS.

## GH France participates in the EOLE DEF - Grand Paris project.

The EOLE DEF - Grand Paris project is the extension of the RER E to the west, which will transform mobility in the Paris region, improving the day-to-day life of travellers and creating jobs in this region.

This project will generate benefits for its stations and all the areas that it runs through: reduced travel times, more jobs, increased attractiveness, improvement of railway infrastructure, etc.

GH France has supplied 2 cranes of 25 and 5 tonnes, for the customer DODIN CAMPENON BERNARD, a specialist in public works projects.

The first crane is a 25/10 tonne double girder crane with a span of 10 metres, which works over a 15m deep pit. The second crane, also double girder but of 5 tonnes and with a span of 4 metres, works over a pit of 21m in depth.

The 2 cranes are installed in the district of La Défense, in the centre of Paris. They will be used mainly for the extraction of earth, and for lowering steel scrap and a variety of items into the pit. These cranes are equipped with "Pitch and Catch" type radio control, specifically designed for working in a pit.

INSTALLED AT SIDENOR, BASAURI, FOR HIGH-PERFORMANCE PROCESSES.

## Billet crane with a rotating trolley.



GH has recently installed a **bridge crane with an open, rotating trolley** (2 x 20t / 16t) and a series of features that makes this installation special:

**Process cranes – high performance cranes** designed to work in extreme situations, at high temperatures, and all day long. This particular case is a **billet crane with a rotating trolley** and a magnetic tool to handle hot billets.

**Work group classification M7 – M8**, robust design, and the best materials together provide completely reliable lifting equipment. Continuous jobs and extreme situations: this specific one at **an ambient temperature of 80°C handling billet at 800°C**.

Speeds adapted to the production needs in order to complete the cycles required by the process itself.

**Auxiliary hoists** for the maintenance of the rest of the installation. In this case, a **lifting hook with a 16t lifting capacity** to undertake plant maintenance tasks.

This bridge crane is installed in a building that spans 26 metres, with 22-metre lifting heights (with a pit). **The equipment has a 16t auxiliary hoist** to undertake maintenance at the facilities (the hoist is installed on a cantilever-type structure to ensure **the best approaches** as it crosses the building).

Other outstanding features of this crane, classified in group M7, include **the weighing system + traction cells, area and manoeuvring boundaries, automats for management**, etc.

The electrical equipment is installed in a separate cabin equipped with redundant industrial cooling in order to guarantee the capacity to work at high temperatures.

# “Rather than equipment, we sell solutions.”

Samuel Sevillano is a young veteran at GH. After his time in the management of our branch in China, he took on the challenge of organising, launching, and managing the new Mobile Systems Unit.

**“Mobile Systems is a product line that has always been there in the GH catalogues as just another, and almost hidden, group of products; but it’s always had immense potential and I want to bring that potential to the forefront with a varied range of products that are appreciated by our customers,”** said Samuel when we asked him about his take on this new business unit.

We wanted to chat with Samuel so that he could introduce us to his main products and tell us about his vision for the future of this new business unit, which arose from the strategic discussions undertaken recently at GH.

His enthusiasm is comparable only to the clarity of the ideas he conveys.



**SAMUEL SEVILLANO**

The head of the Mobile Systems Unit introduces us to his business unit.

**“We have a very strong position in Spain and Portugal, but we also have Europe, Asia, and Latin America in our sights.”**

## THE NAUTICAL AND COUNTLESS OTHER INDUSTRIAL SECTORS

**What are the main challenges you face in your new position as head of the Mobile Systems Unit?**

Turning our unit into the best specialist in providing efficient solutions for moving ships in boatyards and marinas and industrial equipment in open areas, maximising the benefit to our customers – something for which we are developing tools that allow us to do just that and prove it.

**Which sectors are the products of your business unit aimed at?**

The nautical sector and countless industrial sectors with a need to move items in open industrial areas or even ships: the wind energy sector, civil engineering works, prefabricated components, stone, etc.

**What geographical areas will you have as a priority for your product?**

We want to maintain our strong position in Spain and Portugal and undertake international development in different areas that present opportunities:

**Europe:** mainly France and the UK, with different strategies.

**USA:** this is a market with great potential in both the nautical and the industrial sectors, although the major players are centred around

**Southeast Asia,** with future investments that we must be capable of attracting.

## ROBUST AND RELIABLE MACHINERY

**How would you define GH’s technological level for marine solutions?**

I would define it as alive and in constant growth, backed by vast experience acquired over the 60 years of our presence in the sector, delivering robust machines that are reliable, like our self-propelled gantry cranes, some of which have been in use for close to 40 years and are still in operation at present.

**What two or three projects would you highlight from the last twelve months in your business unit?**

**1.** Marina Vela in Barcelona: Installation (to be delivered in June 2018) of two electric gantry cranes on rails equipped with a trans-lifting platform. They are the powerhouse of the dry dock and are responsible for automatically delivering to the customer boats stored at 3 heights – up to 222 vessels. And they do this in time intervals ranging between 5 and 8 minutes in the heart of Barcelona. The boats to be stored have a maximum weight of 4t and their maximum length and beam are 9m and 3m, respectively.

**2.** A 150t self-propelled marine gantry crane installed in May 2017 in the boatyard at the port of Mahon (Menorca), which was the first to use a turning system with turntables controlled by PLCs, a recent development which provides increased efficiency.

**3.** 2 self-propelled gantry cranes to be installed in July 2018 in the centre and south of France. They will be capable of handling 3 different spans, making it possible to use them in different projects throughout the country. This is our first chance to sell a self-propelled gantry crane in France again after 9 years.

## STANDING BY OUR CUSTOMER’S SIDE

**What strategy do you have in mind to develop the marine and gantry crane business?**

The strategy is based on the following main points:

On the one hand, strong growth in sales looking towards 2020, taking good care of our natural markets, Spain and Portugal, and also developing different strategies for the target international markets.

Our second aspiration is to obtain higher sales margins by improving the customer’s perception of GH and reducing direct costs and inefficiencies, mainly in facilities.

Finally, we aim to achieve excellent customer service both on site and in our offices, and to tailor our product to market demands.

**What would you say to a customer that needs a crane from your business unit so that they choose GH?**

Our hallmark is not to sell pieces of equipment; instead, it is to provide comprehensive advice and assistance to our customers when they invest in mobile systems. To accomplish this, we have to visit them on site and make effective use of our experience and the latest technology.

**“Some of our self-propelled gantry cranes have been in use for 40 years and are still in perfect operational state today.”**

# GH introduces its innovations at CeMAT

TWIN HOIST, REGENERATIVE INVERTER ON STANDARD EQUIPMENT, AND THE NEW GHE17.

Once again this year, we will be present at the **CeMAT** Fair, which will take place in Hanover from **23 to 27 April 2018**. We invite you to visit our stand (**Hall 24, Stand C47**) – an interactive, participatory space where you will be able to see our new generation of hoists in person.

Come to see us and find out about our regenerative hoists, our revolutionary **Twin Hoist** and as well the new **GHE17**

AT OUR STAND, WE WILL BE PRESENTING OUR INNOVATIONS:

### GHE17

GH expands the range of its new generation hoists after the GHA12, GHB11 and GHD13 in another range. The good reception in the market of new equipment during the last years, now adds the GHE17 which means to increase the level of lifting capacity up to 20 Tn within our standard concept. The robust design of this new equipment is combined with the modular philosophy through a bolting system that makes this GHE17 a modern and attractive hoist.

### THE REGENERATIVE HOIST.

Energy efficiency for cranes has finally arrived. This hoist's innovate system enables the kinetic energy in the braking process to be recovered and transformed into electrical energy. This innovation allows electricity cost savings by leveraging the power generated by the system itself for use in the electrical network.

### TWIN HOIST UP TO 200T SYNCHRONISED LIFTING THANKS TO CORE+

The most powerful on the market. Allows vertical lifting without lateral displacement through the synchronisation of the two hoists, thanks to the built-in CORE+ system. It has an intelligent control unit that is built into all GH products. It also has logging, connectivity, operational and safety functionality.



GH AT CeMAT FAIR 2016



GH continues working to become a world leader in terms of providing service to its customers. Therefore, it is expanding its extensive range of hoists by offering solutions that are increasingly effective, efficient and powerful. In this way, **the company is moving towards Industry 4.0 in the world of the smart crane:** innovations based on information technology, smart cranes which are capable of self-diagnosis, and mechanisms capable of communicating with other machines and also with people in an interactive and immediate way.

**The main aim of GH at the fair is to transmit its strategic focus for the next few years: to take the world of lifting systems forward. And to take its customers with it.**

### THAT IS GH'S COMMITMENT

**GH** CRANES & COMPONENTS **Lifting your world.**



Expo Manufactura	07. 02. 2017	Mexico
Promat Chicago	03. 04. 2017	Chicago, USA
Vietnam Manufacturing Expo	26. 04. 2017	Vietnam
AIStech	08. 05. 2017	Nashville, USA
Exponor Chile	15. 05. 2017	Chile
Expoindustrial	17. 05. 2017	Cali, Colombia
Agroactiva	31. 05. 2017	Santa Fe, Argentina
Intec Exhibition	01. 06. 2017	India
Stone	07. 06. 2017	Portugal
Sapuraya	26. 07. 2017	Celaya, Mexico
Expo Industrial y Comercio Queretaro	06. 09. 2017	Querétaro, Mexico
MetalExpo Córdoba	14. 09. 2017	Córdoba, Argentina
Perumin- 33 Convención Minera	18. 09. 2017	Peru
Salón Náutico de Barcelona	11. 10. 2017	Barcelona
1ª feria International Symposium in Jeddah	15. 10. 2017	Jeda, KSA
Alacero	06. 11. 2017	Cancún, Mexico
Moldplas	08. 11. 2017	Portugal
Metsrade Show	14. 11. 2017	Amsterdam
Liftex	29. 11. 2017	England
Manufacturing Indonesia	06. 12. 2017	Yakarta, Indonesia
Expo Manufactura	06. 02. 2018	Mexico
Ouest Industries	07. 02. 2018	Rennes, France
Precast Show	22. 02.2018	Denver, USA
Win Eurasia	15. 03. 2018	Turkey
Sepen Industries Grenoble	27. 03. 2018	Grenoble, France
Modex	09. 04. 2018	Georgia
CeMAT	23. 04. 2018	Germany
Expormin	23. 04. 2018	Chile



# APPROACHING GH

We believe that cooperation is basic for progress. We adapt to the demands of those who make us go further: our customers.

We support them so they never feel alone. Thanks to our global presence, wherever their projects are, GH is there too.

Our commitment to being close to you is as strong as when we started in 1958.

**We travel together.**

**·GH·**  
CRANES & COMPONENTS

**Lifting**  
your **world.**