

# GH' NEWS



**LGH, our new challenge begins in Thailand**

**INNOVATION**

Seven keys for the crane manufacturer of the 21st century



# Thailand: an impressive BEGINNING



Russian gymnastics champion Olga Ermolaeva carried out one of her performances for the LGH opening ceremony

On 29 April our new productive subsidiary company, LGH, was officially opened in Bangkok, in the facilities this new company has in the Asian country.

In front of more than 100 people (Thai customers, distributors of bordering countries and other corporate representatives), LGH organised a seminar to show its strategy in South East Asia, the latest innovations in our products and its determined commitment to the countries of that region.

LGH is a pioneering project as a new GH subsidiary. We've contributed our technology so that the production plant is one of the best in the area, in order to sell our complete cranes in the Thai market.

It was Peera Laohakarniyom, the company's new president, and Gorka Zabaleta, the CEO in charge of managing the company's day-to-day affairs, who played host in the opening ceremony.

The plant's facilities were toured and the day's highlight came when Olga Ermolaeva, the Russian gymnastics champion, offered a magnificent performance under a crane.

Finally, the opening ceremony ended with a fraternization dinner for all persons attending in a restaurant of the capital, Bangkok.

The day was a perfect match between information and emotion for this new challenge that is beginning in Thailand.



Panoramic view of LGH's new facilities



The people who attended the seminar and the opening ceremony toured the facilities



Gorka Zabaleta LGH's new CEO addressing the tour participants in the industrial plant



Fraternization picture, in the night after the dinner



More than 100 people attended the seminar organised on the occasion of LGH's opening



Peera Laohakarniyom, LGH president during his presentation at the seminar

LGH is GH's new challenge to further its expansion in South East Asia

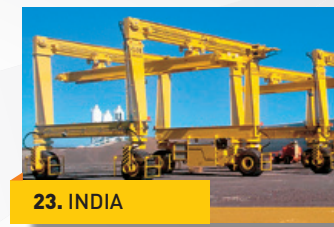






# GH in the world

Some of our newest facilities



Wherever a crane is needed, there's GH.





# GH as a concept of "VALUE"

Times are changing. Now we can't just be the best crane manufacturers to secure success in the competitive world of the lifting business. That alone will not be a guarantee for our future.

In GH, we've listened to the market's heartbeats, to the tendencies of modern industry and to the expectations of our customers.

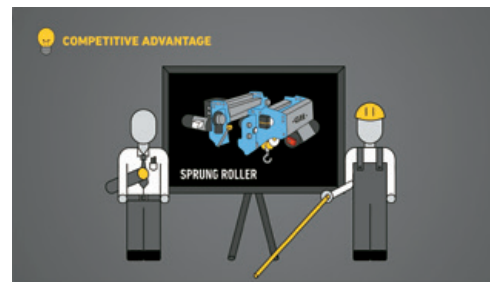
We can't introduce ourselves as just one more player in the lifting business. Our vision must evolve and get a more modern viewpoint of our business and product. GH is an integral crane manufacturer and sells a "concept" about a product and a service to its customers.



That's our concept of "value"

## 1 LIGHTER MECHANISMS KEEPING THE SAME PERFORMANCE.

In last generation GH low-headroom hoists we have taken out the counterweight, and installed a sprung roller made of last generation materials that holds the weight of the hoist when it's unloaded, allowing us to reduce the crane's weight.



Thanks to it, our customers can have smaller runway beams and use less building materials.

**RESULT:** Saving up to 7.800 € in the cost of building a runway beam.\*

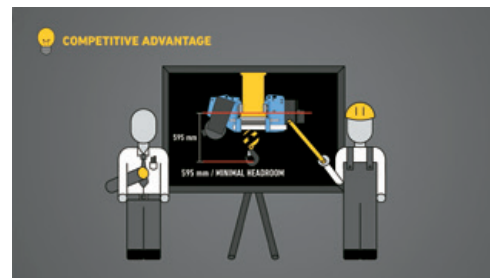


## 2 SMALLER HEIGHTS FOR SMALLER INDUSTRIAL BUILDINGS.

GH cranes make better use of the vertical space for 3 reasons.

- We've reduced the hook's height.
- We've optimised the girder's size.
- We've substituted railway-style rails with square bar rails.

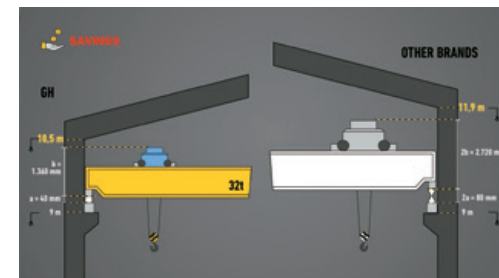
Nowadays we offer the shortest standard double-girder hoist in the market.



The benefits this entails for GH customers are evident:

He can build lower halls and optimise their heating.

**RESULT:** 88.320 € saved in building materials and 23.520 € saved in heating.\*

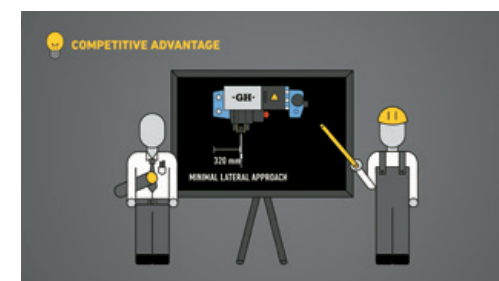


## 3 IMPROVED HOOK SIDE APPROACHES FOR NARROWER BUILDINGS.

We've optimised the hook's side side approach in the new GH hoist so that it can get as close to the walls as possible.

This brings two benefits to the customer: he can build narrower plants and save in heating.

**RESULT:** Up to 43.549 € saved in building materials. 6.316 € saved in heating and air conditioning.\*



## 4 MORE PRODUCTIVITY FOR THE SAME PRICE.

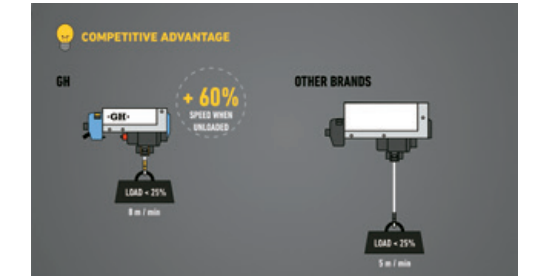
In GH we know that our customers' dream is to produce more in less time.

That's why we've been the first to include a lifting frequency inverter by default. With that we increase speed when unloaded up to 60 % and we improve precision.



Moreover, GH's standard cross and long travel speeds are faster than those offered by our competitors.

**RESULT:** An increase of 25 % in productivity.\*



## 5 GH INCLUDES A SET OF SYSTEMS TO ENSURE A SAFE USE AND EXTEND THE LIFE OF THE MACHINES.

In GH we think that safety is not a choice. It's a must.

For that reason, our machines are equipped with a frequency inverter in lifting for standard braking and an electromagnetic brake only for parking emergency braking.

An extra safety position for the limit switch and a load limiter integrated in the Corebox unit.

**RESULT:** more safety and more durability.



## 6 INTELLIGENCE SYSTEMS AS STANDARD.

In GH we think that preventing a problem is way better than fixing it.

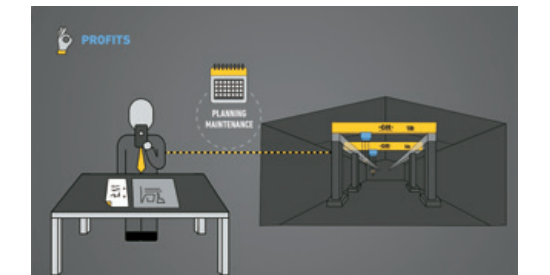
That's why our machines are equipped with an intelligent control unit developed to our requirements and with no match in the market.

THE COREBOX.

It performs register, connectivity, operative and safety tasks.

This way, the customer can always be sure about the machine's real time status and he can plan maintenance in advance.

**RESULT:** productivity increases and costs decrease.



## 7 MACHINES WITH ELEMENTS WHICH ARE ACCESSIBLE AND AVAILABLE FOR ALL.

In GH, we stand out for innovation, technology and for making our machines with standardized components and accessories.

GH customers are free. They have a wide array of choices, they can compare prices and save up.

**RESULT:** less spending on spare parts and free choice.



\* Considering an industrial plant of 200 sq m, 22.5 m of crane span and two 10-TM cranes.



THE CRANE HAS BEEN INSTALLED IN THE JOSÉ MARTÍ IRON AND STEEL PLANT IN CUBA AND INCLUDES THE LATEST TECHNOLOGICAL AND SAFETY ADVANCEMENTS.

# GH and VIROEX finalize the installation of a casting crane of 140/40/10 TM

Last April, GH Cranes & Components and its exclusive distributor for Cuba, Viroex SL, finalized the installation of a casting EOT crane of 140/40/10 TM for the José Martí iron and steel plant in El Cotorro, in the outskirts of Havana.

The machine includes all the technological and safety features that are to be applied to the machine used for the handling of molten metal. Among the noteworthy elements we find the redundant kinematic or single-error chain in the main lifting mechanism, as per ruling EN13135 and double kinematic chains in the main crab and bridge, allowing the crane to be used even if some of its main kinematic elements are disabled.

This machine has a distinctive feature: the auxiliary 40/10 TM crab works on two independent girders below the main crab, enabling the bucket to discharge on both sides.

Managers and technicians from José Martí iron and steel works underlined GH-Viroex's competence in all the phases of the process, from the preliminary design to the installation of the EOT crane. They also outlined the work carried out by GH-Viroex's assembling teams, who undertook the final phase professionally and efficiently.

The crane has become a first-class reference within the country and it's one of the most advanced installations in the sector of technology and applied solutions.



■ This machine has a distinctive feature: the auxiliary 40/10 TM crab works on two independent girders below the main crab, enabling the bucket to discharge on both sides. ■

■ The size of the installation is truly spectacular.

