

GH' NEWS



ANOTHER ONE!



INNOVATION

New range of hoists

The hoist power

Ten tips for standard crane buyers

News

American axis



Around the World with George Hans Bridge.



José A. Guerra Altuna
MANAGING DIRECTOR

The hoist power



SYLVEST TRADING (Denmark).

This is a driving force that keeps GH on the path to becoming a **GLOBAL** enterprise, with stakes worldwide, a company that defines itself as a loyal partner to its customers, meeting their needs wherever they may be.



SIEMENS (Russia).



GORDILLO PLATFORM (Chile).

Through hard work, dedication and enthusiasm, GH has grown to become a consolidated leader on the Spanish market for overhead cranes and other sector-related products.

Its early international expansion originated from the work of its first pioneers, and the new generations that later joined the company. And since that time the vision of the people who have continued in this line has been vital and providential.

The recent global systemic crisis did the rest. GH is now a GLOBAL enterprise,

“The concern of the pioneers and the entry of new generations in the company led us to address the internationalisation process and the launch in foreign markets well in advance.”

manufacturing and selling on all the world's main markets and dedicating its resources to innovation in products, methods and people.



WE'RE GLOBAL

Saying we're global is easy. Actually being it is another thing entirely. But we can certainly say we've tried.

Twenty years ago, our company set its sights on the foreign markets and embarked on a journey of no return, to disperse the risk of concentrating our business in the hands of just a few customers.

We began by working through representatives and distributors and later set up our own subsidiary companies, which were followed by production subsidiaries on the markets we considered strategic.

Today the challenge is to help our subsidiaries take the same steps as we did, in the times when the path to our future was unpredictable and unknown.

Today GH is a GLOBAL enterprise that can offer support to customers anywhere in the world. Our multi-location approach provides wide regional coverage allowing us to meet our customers' needs much more easily, quickly and efficiently.

We have invested huge amounts of resources. And that includes the generosity of a team of people who have been with us every step of the way and, first and foremost, the unfailing dedication of everyone who forms part of GH.



WE'RE INNOVATORS

That's easy to see from these pages. We've launched new hoists to better suit our customers' needs and the demand from new markets.

It's been tough getting there, but we've made it. A couple of years ago we announced the path we were setting out on, and today the results shine through from the new range of hoists we describe in detail on these pages.

“The new hoists better adapt to our customers' requirements and the demands of new markets.”

It's hard to say it, but even harder to do it. We've never stopped trying. And we keep on trying all the time, with a vital, positive attitude so that we never lose sight of the one part of our business that really matters to us: our customers.



WE'RE STILL THE SAME

GH is still the company of pioneers it was at the start. We're bigger, more complex, more versatile and more multilingual, but at the heart of things we're still the same.

The values that guided the pioneers remain unchanged, and they shape the way we see the world and the way we see our business. That's somewhere we haven't changed at all.

Humility, transparency and honesty are still our hallmarks.

Anyone who knows our company knows that our doors are always open, that we favour simplicity in all we do and that we'll never stop believing in what has made us what we are today.

But times change, and we have to change with them. We have to be flexible and adapt to the new order of things. GH NEWS is one of these changes. And it's a change we're proud of, because it will help us stay in touch with our customers and tell them much more about who we are and what we want to be, and what they can expect from us.

As hoist and crane manufacturers, our endeavour to use cutting-edge technology to develop more versatile and competitive lifting equipment has become a hallmark of our mission as a company. "The hoist power". That's us, in a nutshell.



Iñigo Alonso Sarasibar
DIRECTOR OF R&D



COMMITTED TO INNOVATION:
WHAT REALLY MATTERS IS THE
CUSTOMER

GH completes its new range of hoists

In 2014, GH will finally launch the new products it has been working on over the last few years. GH's urgent commitment to **INNOVATION** has led to the creation of this new range of products, based on the inclusion of more technology to make them much more efficient and competitive.

The GHB11 hit the market in 2013 and has been a great success. Over 1000 of these new hoists have already been sold, with minimum problems and maximum customer satisfaction.

Our commitment does not consist of reducing the features of our new hoists, but just the opposite: our strategy is to

Our commitment includes adding value to the equipment without lowering our competitiveness and delivering value to users.

add value to the units without affecting our competitiveness and the value we provide for users. And that means all our users, worldwide, however developed their economy or industrialised their country may be.

The new range of GH hoists therefore covers the following requirements, which make up practically 95% of market demand:



GHA 12

HOIST	PALLS	CAPACITY	HEIGHT
GHA 12	2/1	UP TO 1.6 tons	21,8 m.
	4/1	UP TO 3.2 tons	10,5 m.
GHB 11	2/1	UP TO 3.2 tons	22,9 m.
	4/1	UP TO 6.3 tons	9,8 m.
GHD 13	2/1	UP TO 6.3 tons	37 m.
	4/1	UP TO 12.5 tons	15,6 m.



GHB 11

GH was the first manufacturer to incorporate frequency inverters to its hoist and crane movement as a standard feature. This inclusion has improved the performance of aspects such as speed control, movement precision, acceleration and load braking, preventing hazardous swing, improving motor protection and extending the working life of the motors and other crane mechanisms (less maintenance costs).

GH was the first manufacturer to incorporate frequency inverters in the transfer of hoists and cranes as standard.

GH has also decided to include a frequency inverter for lifting, with clear advantages:

- Better speed and movement precision control.
- Smoother start-up and stopping movements, reduced starting current and more durable electric and mechanical components, motor, brake and gears.
- No wear to the brake, as it acts as a parking brake.
- Less power consumption.
- Higher productivity, as the crane can work at 160% of its speed off-load and with loads below 25% of its rated capacity.
- Easier synchronisation for lifting at different speeds.



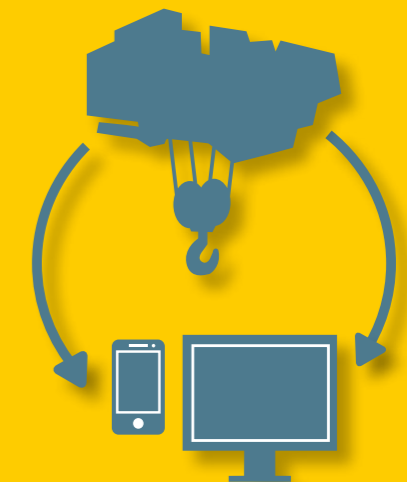
GHD 13

A NEW CHALLENGE: MAN-MACHINE CONNECTION

The experience we have built up after more than 55 years on the market, together with our global vision of the business (we work in over 65 countries and have our own production plants in 8) have allowed us to progress with the new concept of "man-machine connection".

Our cranes are permanently connected with the new devices that have become a basic necessity in today's world: mobile phones and computers.

Developing our own technology has made us aware of the correct, rational use of our cranes, extending their working life,



minimising maintenance costs and providing our customers with valuable information.

This new technology means connectivity, and it will mark the turning point in the crane sector.

GH has always known that what really matters is the customer.



Unai Garmendia Lizarralde
AREA MANAGER

Ten tips for standard crane buyers

In this article, we would like to use our experience as manufacturers to help standard crane buyers make the right decision on purchasing these vital production assets.

Our **“TEN TIPS FOR BUYERS”** list a series of minimum precautions to be taken before embarking on this major investment. They are not aimed as a set of instructions for buying, but we hope they will help answer some of your queries.

1. DON'T JUST THINK OF THE COST OF THE CRANE.

It is a strategic mistake to only base your purchase on elements such as the cost of the crane itself and not others such as corrective and/or preventive maintenance over the next few years, as these are just as important. Manufacturers who invest in the durability and reliability of their equipment will realise that they may be more expensive today... But they'll be much more profitable tomorrow.

It's congratulations today to the purchasing manager who's made a "good" buy. But the maintenance and financial managers won't be congratulating him tomorrow.

2. TAKE SAFETY INTO ACCOUNT.

Ignoring the crane's safety elements is a big mistake, and it also has a direct impact on the crane's working life. The buyer may not need to know about the European safety standard, but he does need to ensure the manufacturer complies with it. Just try this out: ask about the cable's safety coefficient (it mustn't be any lower than 5).

Nice crane today, staff safety problems tomorrow.

3. ASK ABOUT KEY FEATURES.

The hook might seem like a mere accessory, but it's vital to safety as a load hanging element. Ask to see the design of the hook. Many manufacturers are more concerned with design than with hook strength, and their hooks don't meet the required standards.

The hook may not be vital for the purchasing manager, but it certainly is for people working underneath the crane.

4. DON'T FORGET ABOUT MAINTENANCE.

All production assets have to be in perfect working order to fulfil their expectations, and the crane manufacturer should therefore recommend preventive maintenance that will extend the working life of the crane. Electronic devices exist today for checking the state of the cranes, their correct functioning and the maintenance requirements that will prevent unwanted problems from occurring. If the manufacturer has provided a robust, tried-and-tested standard design, part replacement will be much quicker, cheaper and efficient.

Don't trust a manufacturer who tells you his cranes never break down. He's lying. Even the best crane needs to be looked after.



5. DON'T EXPECT YOUR CRANE TO WORK THAT LITTLE BIT EXTRA.

That's a really big mistake. Overloading the crane endangers its safety and shortens the life of its components. For loads of over 1000 kg a load limiting device is required by law, to prevent temptation. Many manufacturers offer the option of a display showing the weight of the load, which can save you unpleasant surprises.

"I've bought a fantastic machine that can lift absolutely anything". That's your investment down the drain. Watch where you're putting your money.

6. THE DESIGN OF THE SINGLE-GIRDER TROLLEY DRIVE IS IMPORTANT.

If the drive is only on one side, the trolley will be subject to cross-stressing that will shorten its lifetime. Make sure the manufacturer provides transmission on both sides.

Don't choose a crane that doesn't offer the utmost guarantee. Selling is easy, and buying cheap is easy too. Making the right buy is another matter entirely...

7. DON'T JUST LOOK AT THE DESIGN FOR DOUBLE GIRDER TROLLEYS.

Ask for a jointed frame design that will ensure all four wheels are correctly secured and prevent premature wear.

The buyer doesn't have to be a trained engineer. The manufacturer does.

8. THINK ABOUT THE INCLUSION OF CUTTING-EDGE TECHNOLOGY.

Frequency inverters for crane drive improve crane movement control and prolong the life of electrical components, mechanisms, motors, gears, bearings...

A crane isn't a space rocket, but it is a vital machine to make your business profitable.

9. THINK ABOUT THE INCLUSION OF INNOVATIONS TO IMPROVE SAFETY.

Frequency inverters will prevent problems with load swing and inaccurate movement.

Cranes are not space rockets, but they're not museum pieces either.

10. CHECK THE GEOMETRICAL CONSTRUCTION OF THE CRANE AND ITS ALIGNMENT.

A well-manufactured support structure for the crane is vital (camber, pre-camber, squaring, correct wheel alignment, etc.).

Making a good crane has to do with the manufacturer's credibility and reputation, not just with good marketing.



WHEN ART MERGES WITH INDUSTRY.

"The illustrations are part of a special private collection by Uranga Pictures".

GH Worldwide

Some recent projects



1. TERMOSOLAR COBRA
USA



2. SEATTLE
USA



3. VARSTEEL ALBERTA
Canada



4. NISKU FINNING
Canada



5. VALE RIO COLORADO
Argentina



6. SIDERAR
Argentina



7. DOOSAN
Brazil



8. TOSHIBA
Brazil



9. TERNIUM
Mexico



10. MELTER
Mexico



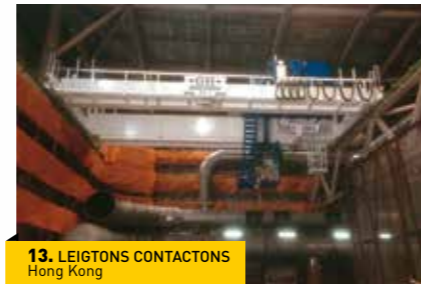
11. VOLCAN CIA MINERA
Peru



12. PLATAFORMA GORDILLO
Chile



16. VINCI CONSTRUCTION GRAND PROJETS
Panama



13. LEIGHTONS CONTACTONS
Hong Kong



14. METRO
Hong Kong



15. GESTAMP
China



17. SVENSKLYFT
Sweden



20. ALCON
Poland



23. ANDRITZ-TORRE MONCOVA
Portugal



18. SYLVEST TRADING
Denmark



21. FOSTER
Poland



24. JR RIBEIRO MOLDES LDA
Portugal



19. WEIR MINERAL
United Kingdom



22. DAMENALKON
Poland



25. KRBATU
Indonesia



26. ETHIOPIAN AIRLINE
Ethiopia



27. CUEL
Thailand



28. Australia



29. CARRETON
Malaysia



30. FCC CÁDIZ
Spain



31. GESTAMP
Spain



32. ARCELOR MITTAL BEASAIN
Spain



33. ARCELOR MITTAL SAGUNTO
Spain



GH IMPROVES ITS LIFTING SOLUTIONS IN COLLABORATION WITH SCHNEIDER ELECTRIC

GH has recently launched the new GHB11 hoist, in close collaboration with Schneider Electric. Equipped with Schneider Electric's new Altivar 32 series of speed inverters, this custom-developed machine delivers excellent performance.

GH, an industrial crane manufacturer with more than 50 years' experience and a strong global presence, with over 100,000 units manufactured and distributed worldwide, equips its machines with commercial components as a strategic business approach. This is a differentiating factor, as it makes spare parts quickly and easily available to customers all over the world.

In the early 1990s, when the company began its international expansion, it embarked on a successful technology partnership with Schneider Electric as the supplier of most of the electric components for its end products, acknowledging the value of its quality, availability, brand image, service and global presence. Some recent examples of the benefits of this partnership include safety system improvements such as the anti-swing or load limiting systems and solutions for optimising working times. The collaboration with Schneider Electric has provided and continues to provide added value in this area, developing and delivering solutions to meet customer needs.

GH's main concern is and has always been to improve its manufacturing quality, and this has made it a pioneer in the standardised use of frequency inverters for hoist and crane movement. This technology advance has enabled GH Cranes to improve features such as movement speed and precision control, smooth

GH offers a fast and widely available supply of spare parts to its customers worldwide.

crane acceleration and braking, prevention of hazardous rocking and motor protection systems, prolonging their working life and that of their mechanisms. All this means advantages for customers as regards safety, productivity and lower maintenance costs.

In keeping with this desire to improve its products and enhance the features provided to customers, **GH asked Schneider Electric to develop a motor**

- Longer service life of the different electrical and mechanical components and the motor, brake and gears.
- No brake wear, as the brakes work electrically via the frequency converter and the service brake is subsequently applied.
- Higher productivity, doubling the speed achieved off-load and with loads below 25% rated capacity.
- Easier synchronisation for lifting at two different speeds.

The standard inclusion of a speed inverter for lifting movement is an innovative solution that has been well-accepted on the market, and over 1000 units of this new hoist with the Schneider Electric Altivar 32 device have been manufactured to date.

The speed inverter's main features are its integrated safety functions, in compliance with current standards, a highly compact size (just 45 mm),



Example of GH solutions used on an Airbus 350

New GHB11 Hoist

control frequency inverter for lifting movement, for standard inclusion on its new range of hoists.

The new converter has now been launched and provides GH's customers with numerous advantages for lifting movement:

- Better speed and movement precision control.
- Smoother start-up and braking.
- Lower starting current.

The frequency inverter reduces starting peaks, which means less voltage drops and therefore higher electric line efficiency. Braking is electric with a deceleration ramp and the mechanical brake is subsequently applied, which not only reduces load swing but also practically eliminates brake pad wear, as in practice the mechanical braking system is only used as a parking and safety brake. A closed loop encoder is incorporated at this stage for low-speed lifting, preventing the load from shifting.

programming versatility, ease of configuration and an integrated encoder card, enabling total process control.

To add to all these improvements and advantages, Schneider Electric's collaboration with GH is continuing and the two firms are currently developing competitive crane safety systems such as the new anti-swing and crane self-testing systems and remote maintenance. The partners thus continue to jointly innovate with a view to creating new solutions to make this lifting and loading equipment manufacturer more competitive on a world level.



COMMITTED TO INNOVATION

GH TO SHOWCASE ITS NEW RANGE OF HOISTS AT THE HANNOVER FAIR



GH is set to attend the forthcoming Hannover trade fair, on stand **D39**. GH's participation in the show will be a good opportunity for visitors to check out its new products and the company's innovation policy.

We announced our commitment to attending the show some time ago, and our participation is now a reality. We look forward to welcoming visitors at our stand.



INTERNATIONAL EXPANSION

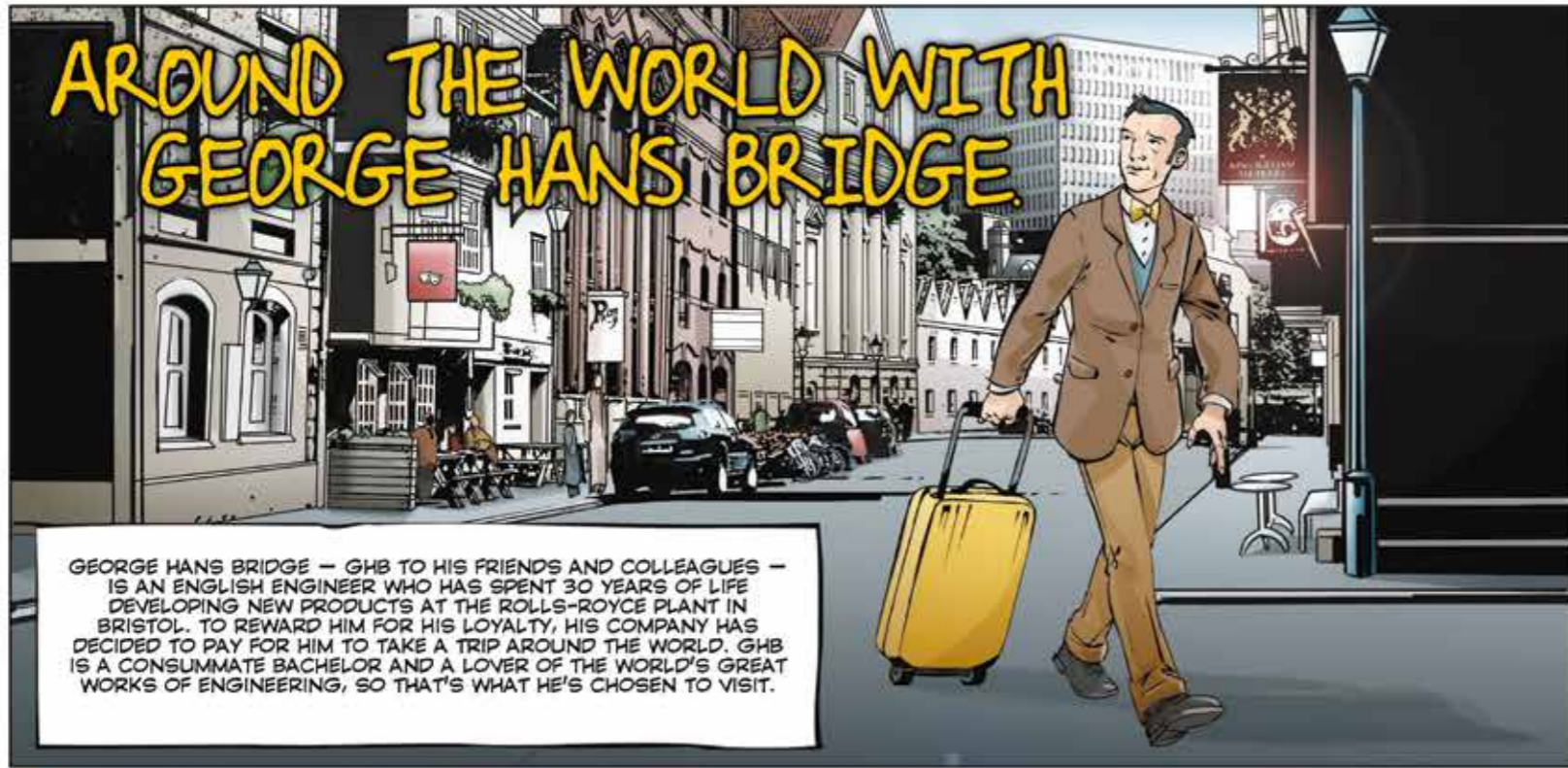


NEW REPRESENTATIVE IN DENMARK AND ICELAND: SYLVEST TRADING

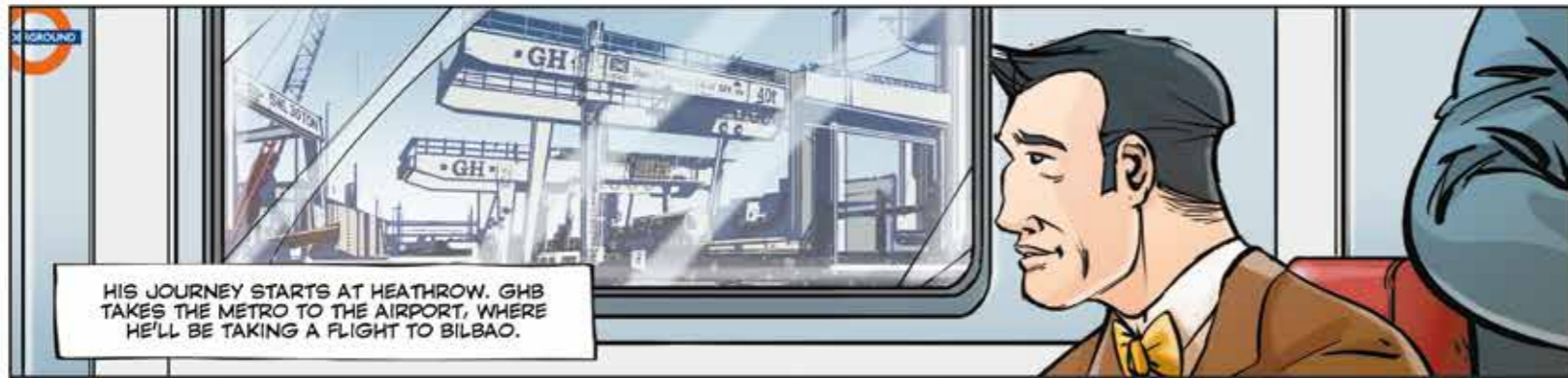
As part of our international business development and expansion strategy, we have appointed SYLVEST TRADING as our new official representative for Denmark and Iceland.

The collaboration with SYLVEST TRADING has got off to an excellent start: since the partnership was created in mid-2013 we have sold 7 overhead cranes.

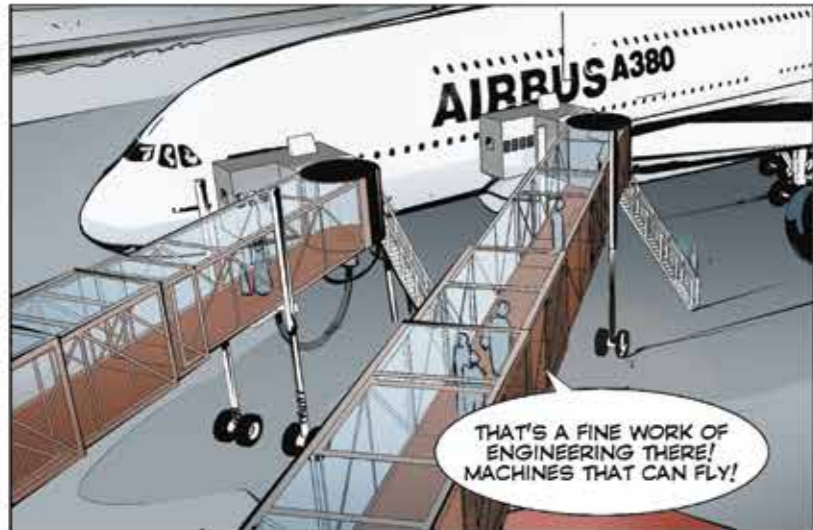
AROUND THE WORLD WITH GEORGE HANS BRIDGE



GEORGE HANS BRIDGE — GHB TO HIS FRIENDS AND COLLEAGUES — IS AN ENGLISH ENGINEER WHO HAS SPENT 30 YEARS OF LIFE DEVELOPING NEW PRODUCTS AT THE ROLLS-ROYCE PLANT IN BRISTOL. TO REWARD HIM FOR HIS LOYALTY, HIS COMPANY HAS DECIDED TO PAY FOR HIM TO TAKE A TRIP AROUND THE WORLD. GHB IS A CONSUMMATE BACHELOR AND A LOVER OF THE WORLD'S GREAT WORKS OF ENGINEERING, SO THAT'S WHAT HE'S CHOSEN TO VISIT.



HIS JOURNEY STARTS AT HEATHROW. GHB TAKES THE METRO TO THE AIRPORT, WHERE HE'LL BE TAKING A FLIGHT TO BILBAO.



THAT'S A FINE WORK OF ENGINEERING THERE! MACHINES THAT CAN FLY!



BILBAO AIRPORT.



STRAIGHT OFF THE PLANE, GHB GOES TO VISIT THE BILBAO SUSPENSION BRIDGE. HE'S FASCINATED BY ITS TRANSLATION LONG TRAVEL MOVEMENT.

WOW! I'M NOT SURPRISED IT'S A WORLD HERITAGE SITE!



AFTER GETTING TO KNOW BILBAO AND ITS SURROUNDINGS, GHB CROSSES SPAIN FROM NORTH TO SOUTH, TO VISIT THE BIG IZAR SHIPYARDS IN CADIZ.

OLE!



THEY SLIDE IT INTO THE WATER AND... IT FLOATS! HATS OFF TO THAT!



GHB HAS FALLEN IN LOVE WITH THE SOUTH COAST OF SPAIN AND IT BREAKS HIS HEART TO HAVE TO GET ON THE AVE TO MADRID.



AIRBUS PLANT EQUIPPED BY GH

WHEN HE REACHES MADRID HE TAKES ANOTHER FLIGHT TO VISIT HIS NEPHEW PETER HOIST, WHO LIVES IN SEATTLE.



VISITING HIS NEPHEW IS ACTUALLY JUST AN EXCUSE FOR GOING TO SEE THE WORLD'S LARGEST TUNNEL BORING MACHINE.



HE DOESN'T STAY LONG IN SEATTLE. THERE'S A LONG JOURNEY AHEAD OF HIM. HIS NEXT PLANE WILL FLY HIM TO CENTRAL AMERICA... IF HE MANAGES NOT TO MISS IT!

HANG ON! DON'T GO WITHOUT ME!



HE FINALLY ARRIVES AT THE PANAMA CANAL, THE WORLD'S FINEST WORK OF ENGINEERING. GHB HAS DREAMED OF SEEING IT FOR YEARS.

WHAT A WORK OF ENGINEERING!

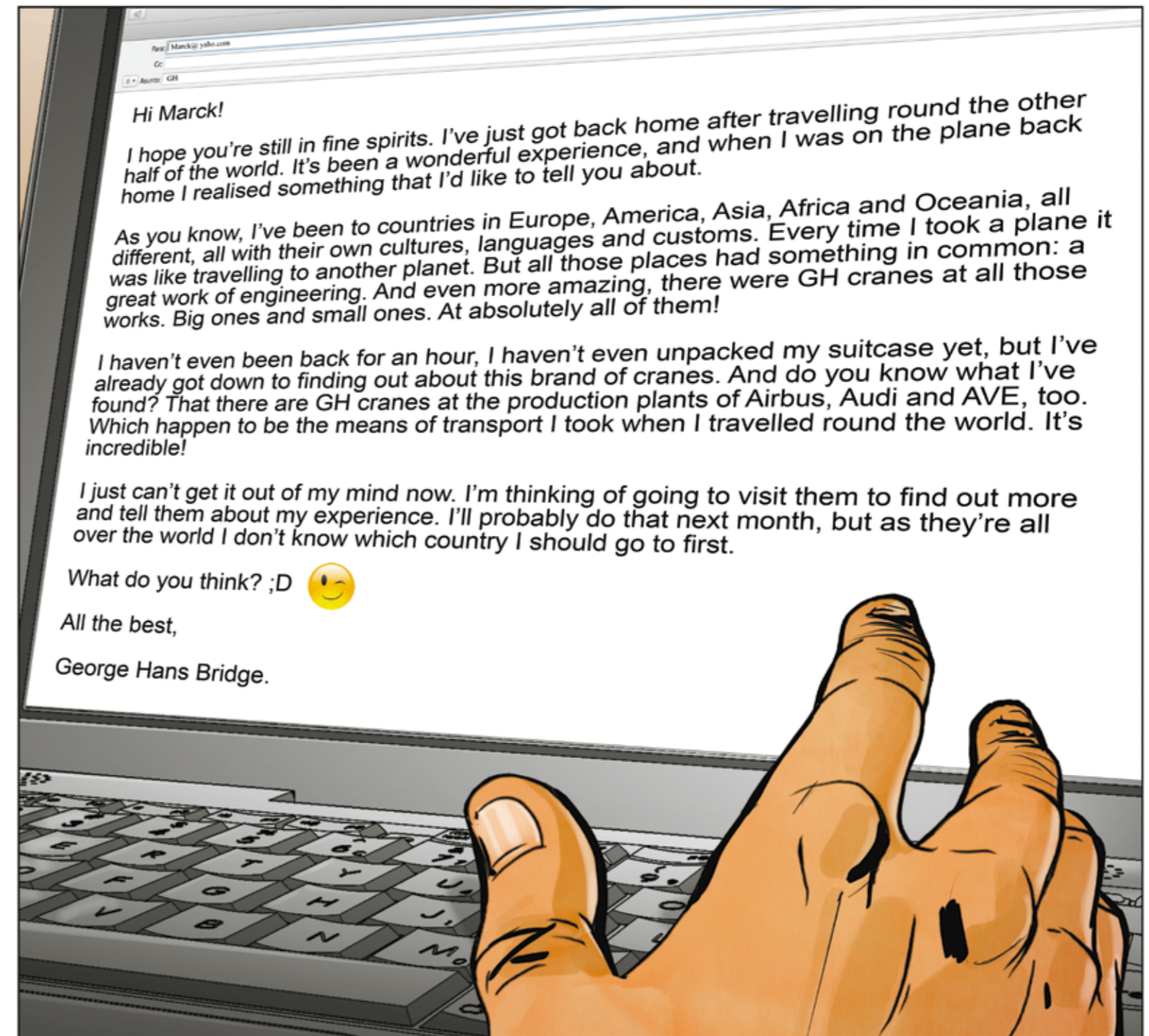
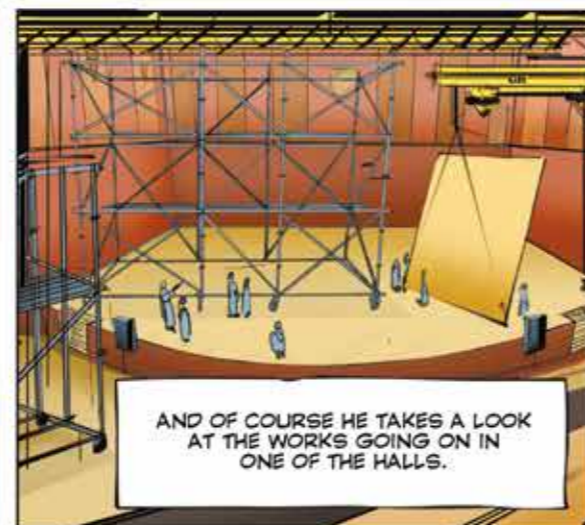
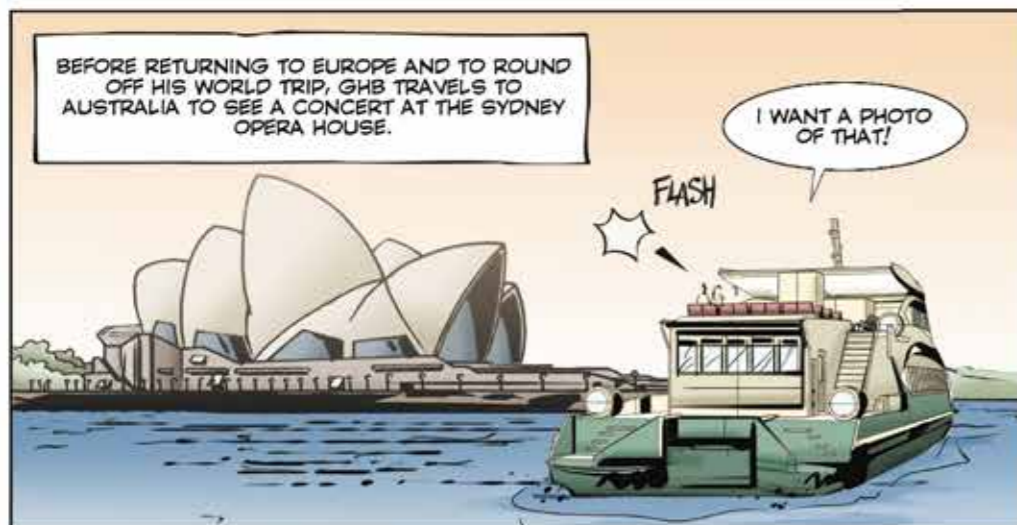
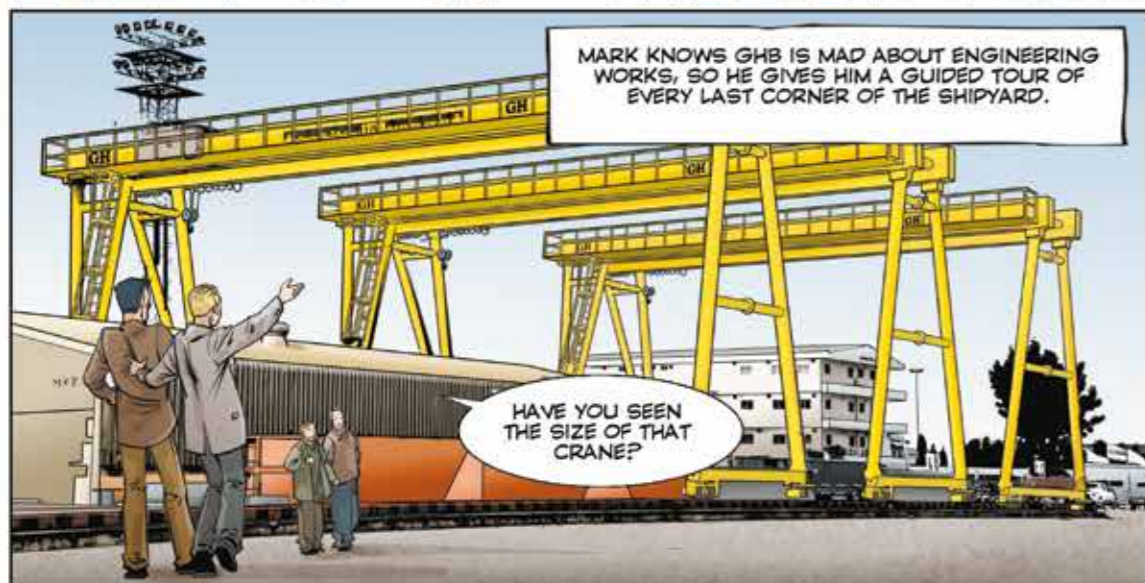
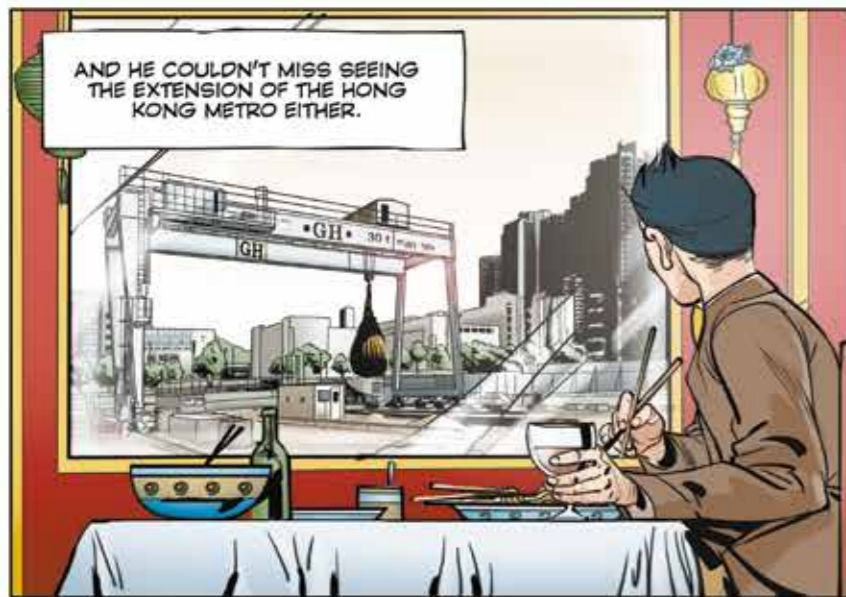


AFTER RECOVERING FROM HIS AMAZEMENT AT HOW QUICKLY PANAMA IS DEVELOPING, GHB JOURNEYS ON TO BRAZIL. IN BRAZIL HE'S MET BY HIS FRIEND PAULO ROLANTE, WHO MAKES AEROPLANES AT THE COMPANY EMBRAER.

PLANES ARE EVOLVING AT THE SPEED OF LIGHT TOO.



FROM BRAZIL TO A MINE IN CHILE... AND FROM CHILE TO EGYPT. GHB WAS REALLY LOOKING FORWARD TO SEEING THE CANAL LINKING THE MEDITERRANEAN AND THE RED SEA: THE SUEZ CANAL.



American axis

Pushing power for the Panama Canal

The cranes will be used to build the bridges linking the old and new canals.

GH, through its subsidiary **GRUAS GH MEXICO**, will be taking part in the construction of one of the most complex, important infrastructures ever built by man: the **PANAMA CANAL**.

The cranes installed at the works will be used to build the bridges linking the two canals, which are due to open for use in the near future.

These cranes enhance our contribution to major works in progress at strategic locations around the world, and in this case they provide the pushing power for building the Panama Canal.

The two cranes were sold to **VINCI CONSTRUCTION GRANDS PROJETS**, the firm contracted to build the Atlantic Bridge over the Panama Canal. This is a cable-stayed bridge 4.6 kilometres in length on the Atlantic side of the Panama Canal, in the city of Colón. The structure will cross the canal at a height of 75 metres, and a fourth set of locks may also be built, with a lifespan of 100 years.



VINCI CONSTRUCTION GRAND PROJETS (Panama).

The project also includes the design of several access roads on each side of the canal, together with other bridges that may be required as part of these roads.

The metal structures for the columns and other structures making up the

bridge will be assembled in this building, as can be seen in the photograph.

The work on the canal is a continuation of GH's already major presence in this Central American country, as our cranes are also being used to construct the Panama metro, another important project for the country's modernisation.

All these projects are coordinated and managed by our Mexican subsidiary.

“These cranes represent an endorsement of our contribution to the great works being developed at strategic points around the world.”

GH do Brasil wins its largest ever order

GH do Brasil has recently received its largest ever order, signing a major turnkey installation contract for the Brasfels shipyard (the Brazilian subsidiary of the company Keppel Fels).

This major project, worth over 5.5 million euros and vital for the country's development, is for extension of the shipyard due to enhancement of the petroleum industry, a key sector for Brazil's economy.

GH do Brasil will supply the entire range of gantry cranes for the shipyard extension. The 11 units sold include 4 huge gantries

cranes, each with a weight of 80 tons and a height of 21 metres.

The contract also includes 2 km of running track, transport and assembly in Angra dos Reis (Rio de Janeiro).

The final delivery is scheduled for July 2014.

Keppel Fels is a Singapore company mainly catering for the shipbuilding and offshore petroleum and gas market.

The company's Brazilian subsidiary was created in March 2000.

The Keppel Fels Group is a global enterprise, working mainly in Asia, Europe and on the American markets. It has built over 250 ships and oil platforms in numerous different countries.



The manufacture of the beams is almost ready at our GH DO BRASIL facilities.