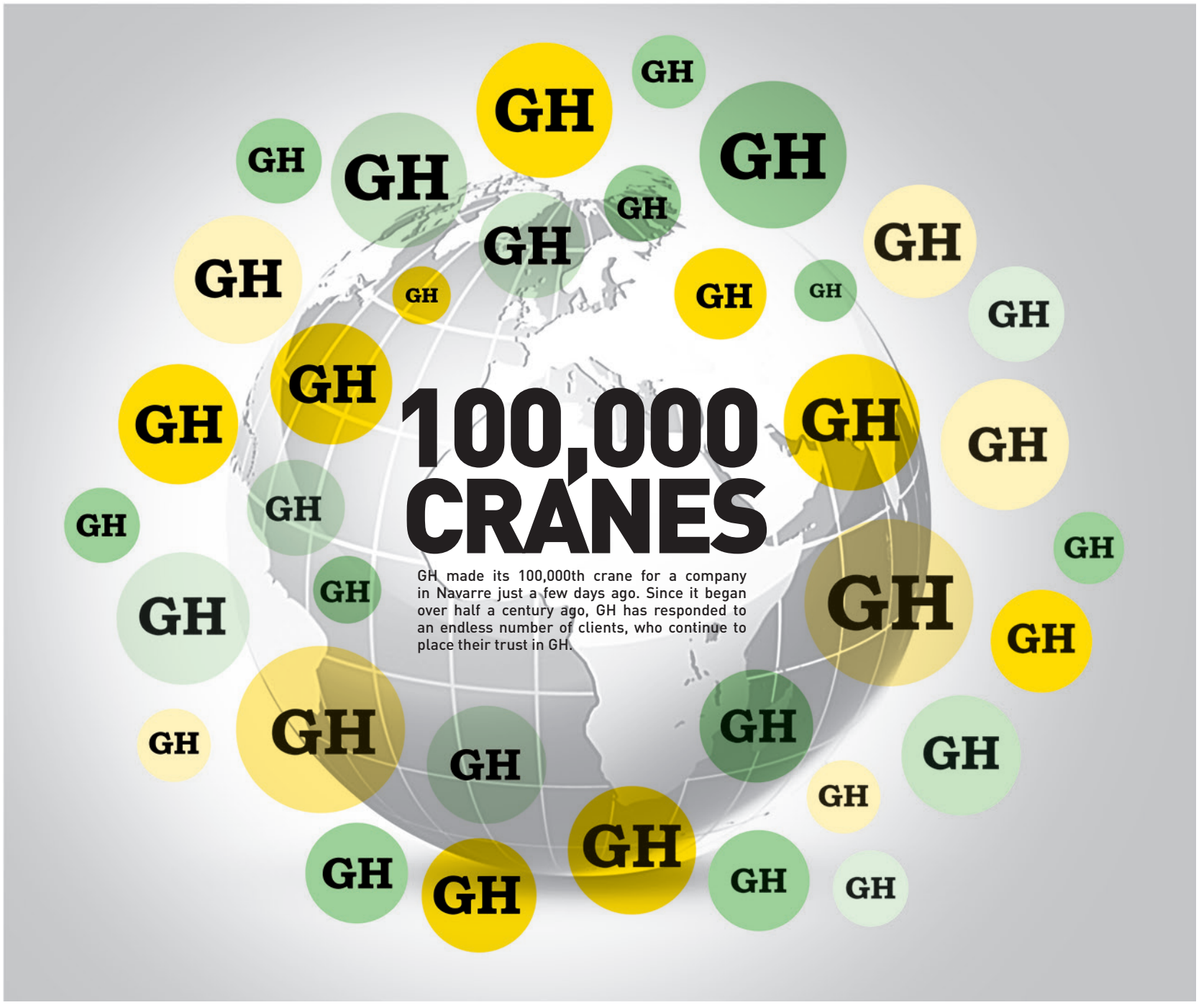
GH'NEWS

BULLETIN Nº12 JUNE 2013



CRANE NUMBER 100,000

"A hundred thousand cranes; a hundred thousand challenges met".

This is how we at GH see this brand, and we look forward with enthusiasm and optimism. We are confident in the knowledge that our past is our best guarantee.

A hundred thousand cranes are what spur us on in our industrial responsibility to strive to achieve a reliable product that is constantly evolving and improving, one that our clients fully appreciate.

Our efforts to take our activities to an international stage, our determined attitude towards research, development and innovation, have been, and will continue to be our mark of identity.

Our people, our workers and collaborators, have also played an important rol in making it possible to meet this challenge.

It won't be long before we reach 200,000!

SOUTHEAST ASIA

The presence of GH in these markets has intensified in recent years.

CONTINUES ON PAGE 2

Southeast Asia

AS AN IMMEDIATE OBJECTIVE

THE AGREEMENT REACHED WITH LEE MACHINERY FOR A JOINT VENTURE IN THAILAND will be put into practice for the first time in July 2013 with the creation of a joint company that Lee Machinery and GH are going to set up.

The crane manufacturing plant will be built just 80 kilometres from Bangkok and will be one of the most modern facilities of its kind in the area.

This major step forward is accompanied by other commercial initiatives in Vietnam, Malaysia, Singapore, Indonesia and the Philippines.

This strategy is rounded off with our presence in the nearby country of Australia, albeit not exactly in the same zone, with significant growth and great development potential.

GH initially sent Gorka Zabaleta to the area, and then Sergio Etxezarreta, and we are now beginning to see tangible results of these efforts with stable sales in the main countries in the region.

THIS STRATEGY IS ROUNDED OFF WITH OUR PRESENCE IN THE NEARBY COUNTRY OF AUSTRALIA, ALBEIT NOT EXACTLY IN THE SAME ZONE.

Presentation of GH at one of our client companies in Hanoi (Vietnam).

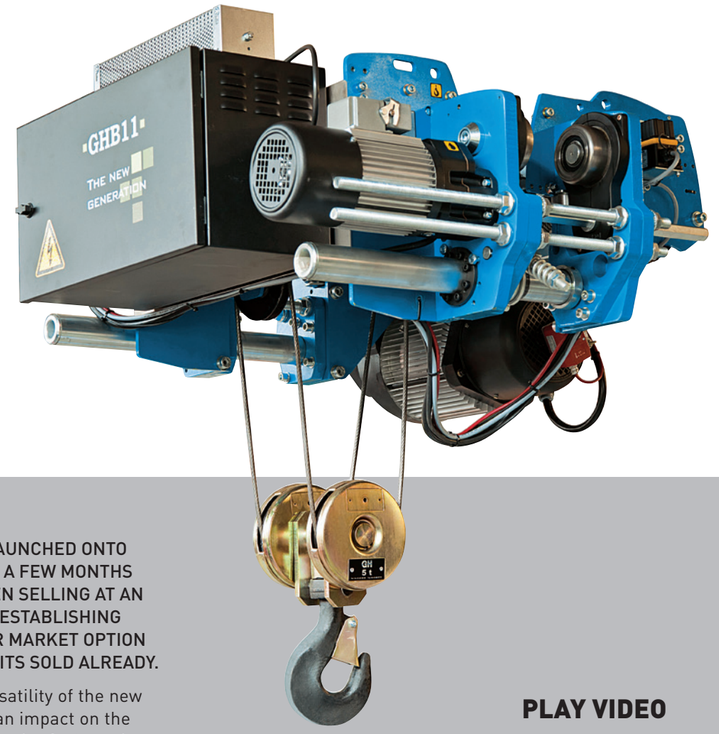
Plant in Thailand

IN THE PICTURE, AN APPROXIMATE DESIGN OF THE CRANE MANUFACTURING PLANT THAT IS PLANNED TO BE BUILT IN BANGKOK.

SUCCESS IN THE SALES OF OUR NEW

GHB11 hoist

OVER 500 UNITS SOLD



PLAY VIDEO

THE GHB11 WAS LAUNCHED ONTO THE MARKET JUST A FEW MONTHS AGO, AND HAS BEEN SELLING AT AN EXCELLENT RATE, ESTABLISHING ITSELF AS A CLEAR MARKET OPTION WITH OVER 500 UNITS SOLD ALREADY.

The design and versatility of the new hoist have caused an impact on the market and its extensive features have meant that many clients have taken an interest in this new GH product.

This hoist will be followed by the other members of its series, making GH one of the most competitive companies in the elevation sector, offering the widest range of products to meet all load movement and elevation needs.

The most popular type and the one that has sold the most is the reduced height single girder low headroom (80% of all those manufactured), which has also undergone the most changes as regards concept.

Around twelve incidents have been reported, none of which is particularly serious. We believe that this is due to the two years of testing that we have carried out, in which each test successfully exceeded 120,000 cycles.

The innovative solution of using a inverter in liftting as standard is a resounding success, and has been warmly received on the market, with 94% of the kits / hoists sold including inverter in liftting.

THIS HOIST WILL BE FOLLOWED BY THE OTHER MEMBERS OF ITS SERIES, WHICH WILL MAKE GH ONE OF THE MOST COMPETITIVE COMPANIES IN THE ELEVATION SECTOR, OFFERING A VERY WIDE RANGE OF PRODUCTS.

The new GHB11 hoist is the star in Astebatean, with 45% of all the units sold in Astebatean.

These results give us a base to expect success in the forthcoming launch of the GHA12 at the end of the year, and of the GHD12 next year.

WHAT WAS MERELY A NEWS ITEM JUST A FEW EDITIONS OF GH NEWS AGO HAS, IN RECENT MONTHS, BECOME A REALITY

GH WORLDWIDE
Some recent projects

OVER THE LAST YEAR, GH'S ACTIVITY AROUND THE WORLD has consolidated our brand and our products for even the most challenging markets and clients.

In the next two pages, we have listed just some of these projects.

LONDON UNDERGROUND (ENGLAND)

CHATAN (LONDON)

ADIF (SPAIN)

ORASCON (EGYPT)

ALKARGO (SPAIN)

HONG KONG UNDERGROUND (CHINA)

MRT (MALAYSIA)

SEATTLE (USA)

CUEL (THAILAND)

TERNIUM (MEXICO)

AIRBUS (SPAIN)

UNDERGROUND (PANAMA)

DOOSAN ((BRAZIL)

CAMERON (AUSTRALIA)

ALSTOM (CHILE)

GANDARA (SPAIN)

SIDERAR (ARGENTINA)

PIRELLI (RUSSIA)

GANTRY CRANE (FRANCE)

ETERMAR (ANGOLA)

News

GH HAS OVER 40 PLANTS OPERATING WITH ITS DESIGN AND TECHNOLOGY

GH SOLUTIONS FOR WASTE HANDLING

Urban solid waste in Spain is regulated by three legal instruments, namely: the Law 10/1998 of 21 April on waste; the PNRU (National urban waste plan) 2000-2006; and the PNIR (National integrated waste plan) 2008–2015.

These laws aim to prevent the production of waste, to establish a legal system for their production and management, and to encourage (in this order) reuse, recycling and other forms of recovery, as well as to regulate contaminated soil, in order to protect the environment and people's health.

The European Community has compiled a list of waste (LoW) and assigned each type a number. This list comes under the directive 75/442/EEC. The inclusion of a material on the list does not mean that this material is waste in all circumstances. A material is only considered to be waste when it complies with letter A of article 1 of that regulation. By way of a brief explanation, the regulation gives number 19.01 to the heading "wastes from incineration or pyrolysis of waste" and from that point on, it gives an additional number to each material, for example, 02 ferrous materials, 07 solid wastes from gas treatment, 15 boiler dust, etc.

There are different types of waste treatment plants:

- **Incineration plants**
- **Recycling plants**
- **Biomass plants**
- **Pre-treatment plants**
- **Light packaging plants**
- **Composting plants**

For around four years now, the tendency to stabilise urban waste production has become generalised in most countries on the European continent, with some exceptions, such as Spain, where there is still an upward trend in the production of waste.

In 2006 the production of waste per head in Spain was slightly above the average of EU countries (537 kg/inhabitant/year compared with 517 kg/inhabitant/year), although there are still countries with higher rates, such as Ireland, with 804 kg/inhabitant/year.
If we make a list of waste distribution according to the most recent statistics, the breakdown would be as follows:

- **Organic matter ... 44,06%**
- **Paper and cardboard ... 21,18%**
- **Plastics ... 10,59%**
- **Glass ... 6,93%**
- **Ferrous and non-ferrous metals ... 4,11%**
- **Wood ... 0,96%**
- **Other ... 12,17%**

GH was a pioneer in Spain in the manufacturing of cranes for urban solid waste, expanding to biomass facilities. With its own design and technology, it has not only been carrying out facilities in Spain, but also in Italy, China, Portugal, Turkey and France.

Due to this international expansion, the requests that GH is currently receiving to submit plant studies could be considered as global.

At this moment in time, it has nine projects of the following nature: 3 biomass plants, 2 incineration plants and 4 urban solid waste plants.

In all these studies, GH provides its technology and design to find the best possible service for each plant.

Reference to the UTE LOS HORRILLOS (Valencia, Spain) waste crane in the specialist magazine RETENAA.

The process that GH follows to present an offer is to first carry out a study of the plant's dimensions and characteristics, with the corresponding cycle of work and performance. This data is then presented to the client for their approval, and once passed, GH presents the offer.

It is worth remembering that GH has over 40 plants operating with its design and technology.

Joxi Azurmendi and Francesç Cayuela are the promoters of this dynamic commercial activity overseas.

GROWING PRESENCE OF GH IN SOUTH AFRICA

One of the emerging markets that is pushing more in recent times is South Africa.

GH is starting to have a significant presence in this country through the work of two companies that represent us and who are promoting sales and the brand in that market.

In the last few months, new facilities have increased considerably, which leads us to consider South Africa as an interesting market in which GH can come to have a significant presence in the forthcoming months.

The hard work of the two companies led by Ray Lloyd and Lorris Chiappa (from the companies RAYTOKO and MORRIS MATERIAL HANDLING South Africa) has made it possible for GH to begin to be a recognised brand in South Africa. The two firms are located in Benoni – Johannesburg.

About 700-800 cranes are constructed in South Africa every year, around 200 of which are exported to neighbouring countries (Angola, Namibia and Zambia for mining; and Mauritius for the sugar industry).

GH IN RUSSIA

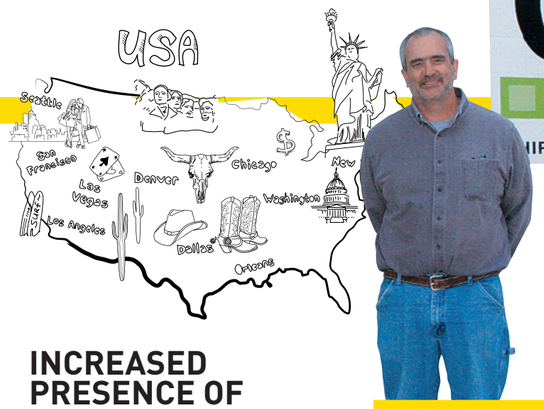
GH has been increasingly present in Russia with commercial activities such as that shown in the photograph at the recent trade fair held there.

A mixed group from our subsidiary company in Poland and our head office went to Russia to meet the significant number of Russian clients who visited our stand.

In parallel to these activities, a major project has recently been signed with the company SIEMENS TRANSFORMERS LLC RUSSIA that will represent a significant backing and reference for our work in the Russian market.

The gantry crane that has been sold is a 200/20 tonne crane for stock of finished goods (high capacity electrical transformers). The crane is designed to work in very adverse climatic conditions with temperatures of up to -40 degrees.

GH's commitment to the Russian market is already a reality, with references such as: HYUNDAI and GESTAMP, as well as the subject of this news item and other projects that are still in the decision-making phase.



INCREASED PRESENCE OF GH IN THE USA

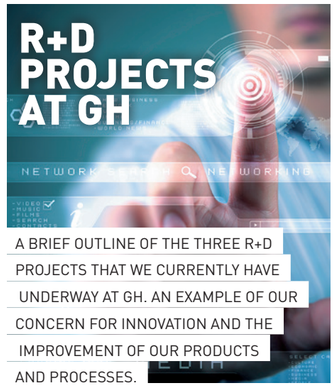
THE TEAM LED BY JOHN O'TOOLE IS OBTAINING FANTASTIC RESULTS IN A VERY DEMANDING MARKET AS THE USA IS.

For over 10 years now GH has been present in the US market with a commercial plant in the area of Illinois (Chicago).

The re-industrialisation stage that this American giant is carrying out has made our presence in this market even more notable.

The production subsidiary of GH has managed to ensure a significant business turnover in the country, working with local and European companies that are once again setting up in the USA.

John's technical skills, along with significant commercial efforts, are now producing their rewards, and the presence of GH is increasing in this market year by year.



A BRIEF OUTLINE OF THE THREE R+D PROJECTS THAT WE CURRENTLY HAVE UNDERWAY AT GH. AN EXAMPLE OF OUR CONCERN FOR INNOVATION AND THE IMPROVEMENT OF OUR PRODUCTS AND PROCESSES.

HIGH EFFICIENCY GEARS (ENGRANA)

The main scientific and technological objective of this project is to ensure gears with improved properties by jointly using optimised surface treatments and high performance lubricants. Failure due to wear and tear is reduced in these gears, as are the maintenance costs. With these improvements, we can make gears that are more reliable and longer lasting.

MEGAROB

The purpose of the MEGAROB project is to design and develop a flexible, autonomous manufacturing platform based on high robotics and mechatronics technology.

It is a collaborative integration project, and the consortium is made up of the following eight organisations:
AITIIP Foundation (AITIIP), **Swiss Centre for Electronics and Microtechnology** (CSEM), **TeamNet International** (SME), **CML Métrologie** (SME), **GH Grúas** (Corporation), **Leica Geosystems** (Corporation), **Acciona Infrastructure** (Corporation) and **Aplicaciones de Energías Sustitutivas-ADES** (SME).

The platform's mission is to implement manufacturing tasks that require a high level of precision when working on large parts. The platform constitutes a robot system that is capable of performing high performance on a wide range of sizes (pieces over 10 metres) and with challenging specifications regarding type, quantity and complexity.
GH's mission in this project is to develop the EOT crane, the mechanical interface with the laser robot, as well as their drive and position control. At the end of the project, which began in November 2012 and is expected to last for 36 months, GH will deal with the demonstration of the prototype in industrial conditions.

OPEGRUA

Its objective is to design, develop, test and approve an accident and collision prevention system in the operation of GH's gantry and EOT cranes.

The new system will include sensors/cameras, position and speed detection elements, communication systems (WIFI/radio), specific software for handling signals and action protocols on the crane and hoist engines and drives.

The developed equipment will be automatic, and will bring an element of intelligence and safety to the cranes' operation, as well as being integrated in the control system. It will provide very specific features that GH has not offered up until now; according to our research, our main competitors in the sector do not offer it as a standard either.

The solution, which must be appropriately tested, will have to be competitively priced: the clients need to perceive that the extra cost of the provided features has profitable value.

The sizing of the product to be developed for this first course of action is conditioned by the expected potential functionality, enabling and facilitating the product's evolution towards the expected functionalities.

GH WITH THE LARGEST TUNNEL BORING MACHINE IN THE WORLD

GH CRANE in the great feat of engineering in Seattle.

A MARVEL OF CIVIL ENGINEERING

BERTHA, NAMED AFTER THE MAYOR OF SEATTLE BETWEEN 1926 AND 1928, IS THE NAME OF THE LARGEST TUNNEL BORING MACHINE IN THE WORLD, OWNED BY ACS AND WHICH WILL BE USED TO DIG AN ENORMOUS TUNNEL THROUGH THE CITY.

The company ACS, which through its subsidiary company Dragados heads the group of companies known as the Seattle Tunnel Partners, has just received the tunnel boring machine in the Japanese city of Osaka.

The tunnel boring machine has a diameter of 17.48 metres, exceeding the diameter of the TBM used to construct the M-30 South Bypass tunnels in Madrid in 2005 by 2.5 metres.

The gantry cranes that help to move the earth in this huge feat of civil engineering have been manufactured by GH, which represents a significant contribution by our company in this project that will surely be one of the most emblematic constructions made by man.

This tunnel boring machine will be responsible for digging the tunnel under the city of Seattle that will replace the main north-south traffic corridor in Washington State (Alaskan Way Viaduct), which was seriously damaged after the Nisqually earthquake on 28 February 2001.

Apart from the tunnel, the project includes three other actions: south access, north access and two buildings at each end. The buildings will house the control centre, the tunnel's ventilation systems and its maintenance workshop.

A GH gantry crane with a lifting capacity of 63 tonnes has been installed in the working shaft and its function falls within the tunnel's logistics and the tunnel boring machine's assembly.

For GH, this project has not come about by chance. Our current presence in such emblematic works as the underground in London and in Panama, as well as in other equally important projects, is the culmination of a strong position in the American market and in the main markets on a global level.

Seattle TUNNEL

SOME DATA THAT SHOW THE MAGNITUDE OF THE PROJECT

- **Bertha's diameter is a world record, and is equivalent to a six-storey building.**
- **Its approximate weight is 7,000 tonnes, its length is 112 metres and it has sufficient electrical power to supply a city of 40,000 inhabitants.**
- **The machine can offer a maximum thrust of 39,200 tonnes, which would be sufficient to lift two Boeing 747 planes together, and which will enable it to dig the tunnel's scheduled 2.8 kilometres in under 14 months.**
- **It has a budget of 1,350 million dollars (1,021.28 million euros) and is scheduled to be finished by December 2015.**

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WE VALUE YOUR OPINION
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