

BKL to take over Sáez dealership.

As of 1 March, BKL is the exclusive sales partner for Sáez Cranes in Germany and Austria.

Munich, 1. March 2022 – As of 1 March 2022, BKL Baukran Logistik GmbH is taking over the official dealership for tower cranes produced by the Spanish manufacturer Grúas Sáez S. L. in Murcia. The Munich-based full-service provider of crane solutions is thereby adding to its portfolio of over 500 construction cranes available to rent in Europe. Moreover, BKL will be the sole distributor of new Sáez cranes in German-speaking EU countries.

"In Grúas Sáez, we have found a strong partner – one that meets our exacting quality requirements in terms of both machines and service. The cooperation is helping to enhance BKL's construction crane portfolio and is part of our successful growth strategy for the European market," says Alexander Volz, owner and Chairman of the Advisory Board of BKL.

100 years of crane expertise for Germany and Austria.

Owner Laura Canovas Sáez and Alexander Volz signed the contract in February in Murcia, Spain. The goal of the cooperation is to pool the expertise of both companies in marketing the machines in Germany and Austria, featuring state-of-the-art technology and tailored to customers' specific requirements. As of 1 March, BKL will not just be making Sáez cranes available to rent, customers can also purchase new cranes. As Laura Canovas Sáez, CEO of Sáez, explains, "Grúas Sáez has been a global player for decades. As a well-established dealer, BKL's support guarantees the Sáez brand the best possible conditions to gain a greater foothold on the German and Austrian markets."

The high-profile crane supplier from Germany and the thriving Spanish manufacturer with its full range of tower cranes have equally high standards, not just when it comes to machines and state-of-the-art technology, but also in terms of their corporate culture. Both Sáez Group and BKL are family-owned businesses in their second generation with impressive track records of over 50 years as full-service providers in their respective segments.

Tried-and-tested quality for BKL's fleet of tower cranes.

As a pan-European crane rental company, BKL offers its customers a diversified portfolio of more than 600 construction and mobile cranes, all selected according to strict criteria. Crane specialists carry out extensive tests on new products to check their functional reliability and quality. For over five years, BKL's proprietary rental fleet has included several Sáez top-slewing cranes, which are equipped with state-of-the-art technology such as programmable logic controllers (PLC) and frequency converter drives. After an extensive portfolio analysis, the Sáez cranes particularly impressed the BKL experts thanks to their excellent performance, first-class finish and easy handling with modular tower components, prompting the company to undertake the sales partnership.

BKL customers benefit not just from the wider selection of construction cranes to rent or buy, but also from the full services provided on every aspect of the machines. They range from technical training courses to assembly, redeployment and transport right through to refurbishing, maintenance and a rapid spare parts service.

PRESS RELEASE



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Strong partners.

Alexander Volz, owner and Chairman of the Advisory Board of BKL, and Laura Canovas Sáez, CEO of Sáez Group, after signing the contract in Murcia, Spain.

About Saez.

Sáez Cranes is a Spanish company with more than half a century of experience and one of the world's leading manufacturers of tower cranes. Currently, the Sáez brand is present in more than 30 countries through a large network of distributors who have opted for innovation, high quality standards and excellent after-sales service. Sáez Cranes has a powerful sales structure and customer service anywhere in the world. In addition, the multidisciplinary team that makes it up stands out for working on the continuous improvement of its products, incorporating intelligent technology and the most advanced techniques into its work methodology. Sáez Cranes also stands out for having become the first Spanish company to design and manufacture hydraulic self-erecting cranes and the first model of Flat-top cranes (the third manufacturer in the world to develop this type of technology). The challenges achieved also include being pioneers in developing hydraulic luffing jib cranes in Spain and the first to launch the first 47-metre telescopic self-erecting crane manufactured in this country (one of the first in the world).

About BKL.

BKL Baukran Logistik GmbH specialises in crane rental, sales and service. With approximately 300 employees in Munich, Ingolstadt, Rosenheim, Frankfurt, Hannover and Hildesheim, the company has over 50 years of experience as one of Europe's largest manufacturer-independent providers of crane solutions. BKL's crane fleet offers over 500 tower cranes, with a radius from 22 to 90 metres, plus over 100 all-terrain mobile cranes from 30 up to 700 tonne giants and 15 mobile construction cranes with a radius of up to 65 metres. Moreover, BKL customers benefit from the bespoke turnkey package, certified according to DIN EN ISO 9001 and SCCP, including planning, logistics and transportation, as well as the 24-hour emergency service. BKL's reference projects include the Allianz Arena, BMW Welt, the European Central Bank and the new Terminal 3 at Frankfurt Airport. For further information, please see www.bkl.de.

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