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# SEAWAY 2021

*Annual*  
**CANADIAN  
PORTS RECAP**

# A new reach truck for Montreal's GT Group

A brand new Meclift reach truck arrived in Montreal recently, destined for GT Group's East End Terminal. "All of us at GT Group have been looking forward to the warehouse expansion that will allow us to handle greater volumes of heavier cargo. To help us achieve this goal we have been looking for equipment that will unload heavier cargo more quickly, and we believe that we have found this equipment in the Meclift", says Danny Terrigno, the company's President.

GT Group, founded in 1978, is a leader in the North American container industry. With terminals in Montreal and Toronto, GT Group offers container transportation, repair, modifications, leasing, storage, warehousing and cross-dock services to customers in Canada and the United States. Meclift's multipurpose products are utilized in container ports, harbours, airports, railroads, road transport and other applications where heavy loads are handled, such as steel, aluminium, stone, and military hardware.

Meclift is a Finnish company with roots as far back as in the year 1981. Since 1993 the company has been manufacturing and selling Meclift reach trucks and manufactures vehicles with lifting capacities from 16 to 50 tonnes for logistical as well as industrial applications.

Meclift has very high quality standards for its products, which suits Finns as they are used to making products according to the highest possible quality standards. "Our products save time and money for our customers, who trust the brand and rely on

the expectation that their machinery will always perform the tasks they face every day. In addition, Meclift equipment will serve their users for years to come," asserts Mr. Kalliomäki, the company's President and CEO.

Meclift trucks are sold on all continents, and the company is represented in more than 30 countries. Aiming to double its sales volume in 2021, the year started on an encouraging note with the sale of an 18 ton machine to a customer in Brazil, the sale of two massive 42 ton machines to a customer in Bangladesh, and the sale of an ML1812R Variable Reach Truck to GT Group of Montreal. This machine has an 18 ton lifting capacity, even though the machine is small in size, as a result of which the truck fits into a maritime container, as do all of Meclift's machines.

Meclifts are built to last, and are designed smart, with accessories available to turn the machine into a multi-purpose workhorse. For example, lifting forks are available to handle coils of metal, pliers for side loading steel rolls, a lifting beam for loading long items into containers, and air cargo forks on rollers and with double forks. "We have created solutions for the metals industry, such as attachments for handling coils, rods, sheets and pipes. In logistics, versatile attachments, such as double forks systems, air cargo pallet forks, coil rams and clamps, are designed for a wide range of applications.

Danny Terrigno President of GT Group said "We have been serving industry for over 40 years and are constantly looking for ways to increase our efficiency. With this increased efficiency we



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are able to offer our customers warehouse and trans-loading options that are not being offered by our competitors at a price that cannot be matched". "We are proud to be the first company in Canada to purchase this new product and are sincerely grateful to Meclift for making a product that will allow us to continue being the industry leader in cargo handling."

Janne Kalliomäki noted that the company's next innovation will be to enable the Meclifts with remote diagnostic capability to make servicing the fleet more efficient. Next will be an e-Meclift, an electrically powered variable reach truck. "While we are still a small producer, we can more easily adapt production to new



ideas", said Mr. Kalliomäki. For more information: Janne Kalliomäki, CEO, Meclift (janne.kalliomaki@meclift.fi). Danny Terrigno, President, GT Group, (DannyT@gtgroupinc.com). Web site

<https://meclift.fi/media>. See videos on <https://www.youtube.com/channel/UCMxV797PE3C2DjnkHq5AJvw> and <https://meclift.fi/www.gtgroupinc.com>

## Lessons learnt over 100 years

BY GUY M. TOMBS



Heavy-lift vessel carrying the HMCS Chicoutimi arriving in Halifax from Scotland: charter award to Ridgeway International

Guy Tombs Limited's first day of business was December 1, 1921. We were from our inception international freight forwarders. The company was founded by my grandfather, Guy Tombs (1877-1974), who was then 44. I will recount several formative experiences from the company's early years, as I can see important lessons learnt in their telling.

After I joined Guy Tombs Limited in 1978, I was invited to lunch by James Thom, then President of Montreal Shipping. He was a respected leader in the industry and a highly intelligent and cultured man. I was new to international freight forwarding, having returned from overseas after several years teaching in Nigeria and then studying in England. He

must have heard there was a new 'Guy Tombs' at the company. Perhaps Mr Thom wanted to size me up. During that enjoyable lunch, he told me that he, as a young man, had been the person at Montreal Shipping who made the phone calls to Guy Tombs Limited in the summer of 1945, enabling us to become the Canadian shipping agents for UNRRA, the United Nations Relief and Rehabilitation Administration, managed from Washington. Montship had a strong connection with UNRRA in Washington, and they were, and are, agents for many important vessel owners. UNRRA was effectively seeking a well-placed Canadian freight forwarder. I had not known of this background prior to our lunch, and

expressed my gratitude to James Thom.

Guy Tombs Limited accepted this huge unsolicited mandate in 1945 and went on to coordinate over 250 vessels chartered by UNRRA with relief cargoes from Canada to devastated countries all over the world: to China, Greece, Ukraine, Poland and many others. At the time it was the largest peacetime shipping operation in history. The company engaged new staff and opened a special department that ran until 1948. We managed the movement to seaboard, generally by rail, the reception of cargoes at both east and west coast ports, and oversaw the loading of vessels and shipping documentation. We liaised with suppliers in Canada, the Government in Ottawa, Canadian Commercial Corporation, UNRRA in Washington and overseas receivers, as well as the ocean carriers, ports, rail carriers, and stevedores. It was a massive undertaking. Large consignments of horses, heifers, bulls, horsemeat, grain, flour, Canadian army trucks, diesel generators, agricultural implements, railway ties, ammonium nitrate in bags, fishing boats and fish nets, in large volumes, were some of the many relief cargoes shipped. The Marshall Plan took over after UNRRA shipments ended and our International Relief Division then closed. This helps explain the history behind the memorable lunch with Mr Thom of many years ago.

**Lesson one: It is important to have trusted friends in the industry and you never know what might happen.**

Not long after that, I was at a Mariners' House of Montreal event at the Port and was told that, many years previously, my grandfather had raised hundreds of thousands of dollars for the Montreal Sailors' Institute, a predecessor organiza-