

Innovations on Pontoons based on Proven Know-How **HPK Harbour Pontoon Crane**



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Gottwald develops 'pontoon' cranes

Gottwald Port Technology has now added HPK harbour pontoon cranes to its portfolio and has sold the first HPK 330 EG for use in Louisiana, USA. This pontoon-mounted crane (or barge crane as is called in USA) will be commissioned on the Mississippi River at the end of this year.

Being mounted to a barge, the HPK harbour pontoon crane is intended for direct transloading of cargo from large vessels to river barges. It uses the same proven technologies as the Gottwald HMK mobile harbour cranes. From the slewing ring upwards, the HPK is similar to the HMK — the only difference: it is mounted to a pontoon.

The first customer, and the concept initiator, of Gottwald's new product line is St. James Stevedoring Company, Inc. — one of the leaders in bulk cargo handling on the Lower Mississippi River — which was looking for new barge-mounted cranes for its mid-stream operations. Located in Convent, Louisiana, approximately 60 miles north of New Orleans, St. James Stevedoring Company operates within the jurisdiction of the Port of South Louisiana, the largest port in the United States, and third-largest port in the world.

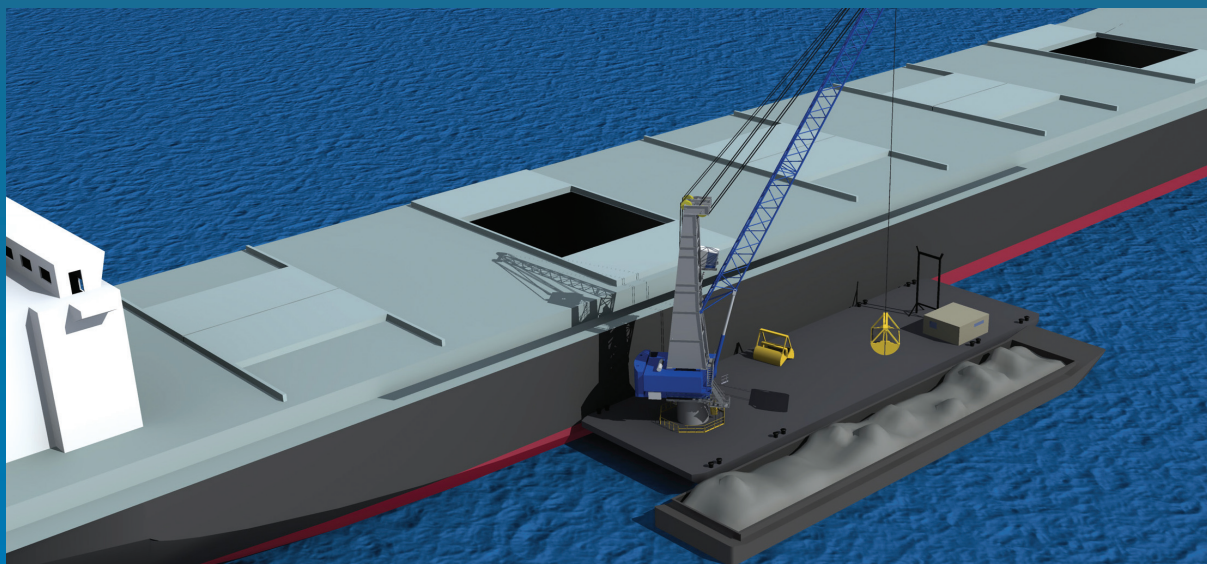
"St. James is committed to providing the best cargo handling services anywhere and we understand our customers' needs to deliver high-quality goods. With Gottwald Port Technology in turn we found a company that understands our needs. And with its extensive production experience gathered from some 900 mobile and portal harbour cranes, Gottwald is the ideal partner to ensure that we can provide consistent, high-quality service in our mid-stream operations now and in future. The new HPK crane from Gottwald is our step into the 21st century," said Paul E. Morton, vice president and general manager of St. James Stevedoring Company, about the new product line that Gottwald developed in close co-operation with its customer. Gottwald's sales director Giuseppe Di Lisa commented, "The partnership between St. James Stevedoring Company, Inc. and Gottwald is unique. While Gottwald is providing well-proven HMK technology, the customer is in charge of the pontoon or barge, which is

being adapted for the installation of the new HPK 330 EG."

"The installation of the new HPK 330 EG is scheduled for December 2004," said Manfred Beyer, Gottwald's design director. And he continued, "This first assembly will be a novel experience for Gottwald Port Technology, given the fact that the pontoon is floating. We are looking forward to mastering this challenge with our technical experience and know-how from the manufacture and assembly of some 900 mobile harbour cranes."

The HPK 330 EG — a proven four-rope grab crane suitable for continuous professional bulk handling — will enter commercial operation in December 2004. Equipped with a diesel-electric drive — a common feature of all the larger Gottwald harbour cranes — the new crane will then offer an efficient low-cost solution for transferring bulk cargo, such as fertilizers, ores, coal, sugars and agribulks, from the large vessels coming into the mouth of the Mississippi River to the river barges that then carry the valuable loads on the 14,000 miles navigable inland waterway system to the hinterland.

Rafael Gonzalez, Gottwald's sales representative in Houston, Texas, is very happy about the company's first success with this new product line. "We are grateful to St. James Stevedoring Company for placing their confidence in our company. This first order represents a major step for Gottwald in conquering a new important market, especially in view of the fact that further mid-stream projects are planned on the East Coast of the United States. And," Gonzalez summed up, "with the new HPK, Gottwald again demonstrates its commitment to continuous innovation for the benefit of our customers. Some 40 years ago, Gottwald started to develop harbour cranes of the HMK series with the rubber-tired chassis. In 1998 the company introduced the HSK series combining HMK technology with rail-mounted portals. In 2004 Gottwald developed the HPK harbour pontoon crane, a crane again based on HMK technology but mounted on a barge rather than on a chassis or portal. And, surely, customer demand will sow the seeds for more such developments in the future."



Gottwald's HPK harbour pontoon crane, a new product based on HMK technology.