

## Press Release

### **Gottwald Adds Harbour Pontoon Cranes to its Product Range – First Barge Mounted Crane for the Mississippi River, Louisiana**

**Düsseldorf, 30 July 2004** – Gottwald Port Technology, Düsseldorf (Germany), the world's leading supplier of Mobile Harbour Cranes and a pioneer in developing untapped markets, has now added HPK Harbour Pontoon Cranes to its portfolio and sold the first HPK 330 EG in Louisiana, USA. This pontoon mounted crane (or barge crane as is called in USA) will be commissioned on the Mississippi River at the very end of 2004.

Being mounted to a barge, the HPK Harbour Pontoon Crane is intended for direct transloading of cargo from large vessels to river barges. The new Gottwald crane 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 and thus adapted to meet the individual requirements of the customer.

First customer and at the same time 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 – who 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, Inc. 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 their 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 21<sup>st</sup> century," said Paul E. Morton, Vice President and General Manager of St. James Stevedoring Company, Inc., about the new product line that Gottwald developed in close cooperation 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 at present being adapted for the installation of the new HPK 330 EG," and he added, "This cooperation again exemplifies Gottwald's uncompromising commitment to answering customer and market requirements which was already demonstrated with the launch of the HSK Portal Harbour Cranes in 1998 – a product line that was also initiated by customers demands."

"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 master 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 – shall be in commercial operation in December 2004. Equipped with a diesel-electric drive – the common feature of all the larger Gottwald Harbour Cranes – the new crane will then offer an efficient low cost solution to transfer bulk cargo, such as fertilisers, 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 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, Inc. 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 at 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-tyred 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 being mounted on a barge rather than on a chassis or portal. And surely, customer's voice will sow the seeds for more such developments in the future."

### **About Gottwald Port Technology**

Gottwald Port Technology GmbH, located in Düsseldorf (Germany), is the world's leading supplier of Mobile Harbour Cranes (HMK series). The company produces a comprehensive range of Mobile Harbour Cranes with lifting capacities of up to 120 tonnes and radii of up to 56 m (185ft), in addition to the rail-mounted Portal Harbour Cranes (HSK series) and the Wide Span Gantries launched at the beginning of 2003. Gottwald also offers a multitude of services for terminal operators. These services range from conceptual design and operational layout, basic engineering of equipment and systems to Automated Guided Vehicles and Automated Container Stackers. The company presently has a workforce of around 650 employees in Düsseldorf and the turnover for the financial year 2002/2003 (as of 30 September) is €183 million.

### **About St. James Stevedoring Company, Inc.**

Since 1985, St. James Stevedoring Company, Inc. has been one of the leaders in dry bulk cargo handling on the Lower Mississippi River. Located approximately 60 miles north of New Orleans, St. James Stevedoring Company, Inc. operates within the jurisdiction of the Port of South Louisiana, the largest port in the United States, and third largest port in the World. The company uses cargo-handling techniques that have proven to be the fastest and most cost effective methods of transferring large quantities of dry bulk cargo between ships and river barges. The three stevedoring terminals operated by St. James Stevedoring Company, Inc. offer customers full services to assure prompt and efficient cargo handling.

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