



## PRESS RELEASE

### **GOTTWALD PORT TECHNOLOGY EXPANDS ITS SALES ACTIVITIES NEW REPRESENTATIVE FOR WSG WIDE SPAN GANTRIES IN THE NETHERLANDS**

Düsseldorf, Germany, 01.08.03 – In keeping with the corporate strategy of providing new products and services designed to meet all the needs of modern cargo handling, Gottwald Port Technology added WSG Wide Span Gantries to its range of products at the beginning of this year. Sales activities for these cranes are initiated from the company's headquarters in Düsseldorf. In addition to Dr. Mathias Dobner, in charge of Wide Span Gantry sales, the crucial and expanding Central European market is serviced by Thomas Zeh and Olaf Müller.

To ensure that customers in the neighbouring Netherlands are serviced more effectively than before, Gottwald Port Technology is intensifying its sales activities. In addition to the existing sales and distribution channels in place for Mobile Harbour Cranes and such automated equipment as Automated Guided Vehicles (AGVs), Gottwald is relying, since 1 July 2003, on the Dutch Transmate company in Gorinchem to cater for the Wide Span Gantry market. In accordance with an agreement signed ahead of this date, Transmate have undertaken to support Gottwald with new Wide Span Gantry projects as they arise.

Transmate can look back over nearly twenty years of successful business. Founded in 1984, the company now employs 13 staff. They provide machines and equipment for building contractors, the recycling industry and the container-handling sector. One other focus of activity is the after-sales and spare parts business. Both these service areas have access to appropriate storage and repair facilities.

After signing the contract, Thomas Zeh commented: "In the Netherlands, Transmate has an excellent reputation. We are confident we have found a partner for port technology products who is capable of representing our technologies in a qualified and comprehensive manner throughout the Netherlands."

The Transmate Management expressed their thanks for the confidence placed in them and commented, "The Netherlands especially offers excellent opportunities for Gottwald's high-grade products because of its well-established network of large rivers and shipping canals."

In spring 2003, Gottwald Port Technology took its first orders for a total of four WSG Wide Span Gantries. Wide Span Gantries are the ideal solution both for loading and unloading cargo vessels but also for intermodal and trimodal handling in inland terminals. In addition to this, a new application of Wide Span Gantries made by Gottwald Port Technology is for railway terminals and streamlining operations at larger industrial stackyards.

### **Gottwald Port Technology**

Gottwald Port Technology GmbH, based in Düsseldorf, supplies a range of world-renowned, tried-and-tested and innovative products and services as solutions in cargo handling. On the one hand, the company is the world leader in the manufacture of Mobile Harbour Cranes and, on the other hand, a supplier of integrated solutions in port logistics.

With the launch of its Wide Span Gantries at the beginning of 2003, Gottwald has taken another stride along the path to becoming a supplier of the full range of port technologies and has thus demonstrated once again its commitment to healthy growth. Around 600 skilled and dedicated staff are employed at the Headquarters in Düsseldorf and the company plans turnover of around €180 m for the current fiscal year 2002/2003 (30 Sept.).

### **Contacts for more detailed information**

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