

Press Release

Gottwald's Bestseller on the Nordic Road of Success – HMK 300 E Mobile Harbour Cranes for Iceland, Norway & Finland

Copenhagen (Denmark), ITL 2004, 2 November 2004 – With two new HMK 300 E Mobile Harbour Cranes recently supplied to Iceland and Norway, plus one HMK 300 E delivered to Finland earlier this year, Gottwald Port Technology, the worldwide leader in Mobile Harbour Cranes with more than 900 cranes installed globally, has consolidated its position in the Nordic countries. Together with these three units ordered in the first nine months of 2004, 65 Gottwald cranes are now operating in ports and terminals in the Nordic countries, including Denmark, Finland, Iceland, Norway and Sweden.

Reflecting the positive development in the Nordic countries, Michael Julis, Regional Sales Manager Gottwald Düsseldorf, says: "In 1969 Gottwald sold the first Mobile Harbour Crane to the Nordic countries, i.e. Norway. In the course of 35 years more and more customers seeking for reliable, flexible and economic handling solutions have discovered the advantages of the Gottwald cranes with the diesel-electric drive. This success did not happen by chance, neither in the Nordic countries, nor in other countries around the globe. Our philosophy is to create products that create markets, to show customers new ways in crane technology and application – not to follow them."

Gottwald's Bestseller for the World's Northernmost Capital

One HMK 300 E was ordered by customer Eimskip in Iceland for its terminal in the country's capital Reykjavik. Eimskip is a leading transportation and logistics company in Iceland, offering total services in the North Atlantic. Its activities are concentrated in Europe and the east coast of the USA and Canada, with more than twenty offices and subsidiaries in eleven countries. "The new HMK 300 E has replaced our HMK 260 E from Gottwald that ensured eight years of reliable every-day operation," said Gudmundur Nikulasson, Senior Manager Terminal Operations at Eimskip. "Our company is committed to high quality services tailored to customers' requirements and as container handling volumes continue to increase, we decided to boost significantly our productivity. We are sure that the upgrade to the

HMK 300 E from Gottwald will help us to further optimise our operations in the container handling business.”

"Iceland is an interesting market for Gottwald," John Muller, Gottwald's Representative, Port-Trade ApS, Denmark – responsible for sales and services in Denmark, Iceland and Sweden – stated. "The country has excellent harbour facilities. Situated mid-way between Europe and North America, trade relations and market access are favourable on both sides of the Atlantic. And last but not least Iceland offers an attractive overall economic environment. We are sure that there is potential for future growth for Gottwald and the new order serves as an excellent reference."

One HMK 300 E with Teleservice for Norway

Kristiansand Harbour in Norway ordered its second Gottwald crane as part of its strategy to expand its existing crane fleet. The new 100-tonne HMK 300 E now joins the HMK 260 E already in operation in Kristiansand Harbour for ten years. Svein-Inge Larsen, Harbour Engineer, Kristiansand Harbour: "Due to the excellent experience with our existing Gottwald crane, we decided to rely on Gottwald's technology again. The main arguments in favour of the new HMK 300 E were related to the diesel-electric concept, the external power supply and the teleservice. Our new 100-tonne HMK 300 E crane is a cutting-edge product that will increase our competitiveness considerably."

Gottwald's teleservice is a supplement for conventional service to improve reliability and facilitate troubleshooting over great distances. This powerful tool enables the transfer of machine and process data from the Mobile Harbour Crane to customer's office, Regional Service Stations and Gottwald's Service Competence Centre.

Norwegian HMK 300 E Working on Electrical Mains

With the recent delivery of the new HMK 300 E for Kristiansand Harbour the total number of cranes sold to Norway comes up to 18. Commenting on the growing number of Gottwald cranes in operation in Norway, Gottwald's Sales Representative for Norway, Björn Tunaal, a/s BULL, Norway, says: "The diesel-electric drive as well as the external power supply equipment attracts many crane operators, especially in Norway. The cranes can easily be equipped from the outset with a cable reel for connecting to an external power source, such as the shore power supply. In Norway, Gottwald cranes are used almost exclusively with external power supply."

New Service Engineer in Norway

Apart from a high rate of innovation and state-of-the art technology, customer care and service are cornerstones of Gottwald's approach to the market. As orders in the Nordic countries roll in and as part of Gottwald's strategy to continuously enlarge and optimise the already well-developed service network, 28-year old Sondre Teigen is employed as a new Service Engineer with Gottwald's long-standing Representative a/s BULL industri- og skipsteknisk in Skui, some 25 km southwest of Oslo, looking after the crane fleet in Norway.

Third Bestseller and Fifth Gottwald Crane for Polar Lift Finland

As all good things come in threes, customer Polar Lift, Finland, ordered its third HMK 300 E Mobile Harbour Crane for its terminal in Tornio earlier this year. Gottwald's Representative for Finland, Carl-Gustaf Wasenius, Nostokonepalvelu Oy, Turku, Finland: "Apart from the three HMK 300 E cranes in Tornio, Polar Lift already operates two HMK 260 E cranes at its terminal in Kemi. Five orders from this customer since 1996 are paying testament to the reliability, versatility and ease of maintenance of our products."

HMK 300 E Wins Customers Around the World

Commenting on the surge in orders for the HMK 300 E model, which have been placed by both new and existing customers around the world, Andreas Möller, Deputy Sales Director Harbour Cranes, says: "With 20 units sold as of 1 October 2004 and more than 70 units of the HMK 300 E sold to date worldwide this universal 100-tonne crane, which is ideally suited to serve larger-sized, e.g. Panamax and post-Panamax vessels, has taken the market by storm. The HMK 300 E Mobile Harbour Crane, introduced as successor of the HMK 280 E to the market in 2000, has taken state-of-the-art container handling to new dimensions. With the HMK 300 E Gottwald obviously offers exactly what the users need."

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, 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 670 employees in Düsseldorf and the turnover for the financial year 2003/2004 (as of 30 September) is €195 million.

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