

## Press Release

### Gottwald Inaugurates its 10th Mobile Harbour Crane in Chile

**Arica (Chile), 3 May 2005** – Gottwald Port Technology, Düsseldorf (Germany), the world's leading supplier of Mobile Harbour Cranes with more than 900 cranes sold globally, has won its tenth crane order from Chile. The 100-tonne HMK 300 E Mobile Harbour Crane, Gottwald's bestseller, will be operated by Terminal Puerto Arica (TPA), a Chilean-Peruvian consortium formed by four companies: Inversiones Cosmos Ltda. (40%), which is part of the Ultramar group of companies, Empresas Navieras S.A. (25%), a property of group Urenda, Sudamericana Agencias Aéreas y Marítimas SAAM (15%), part of group Sudamericana and Ransa Comercial S.A. (20%), part of group Romero.

On the occasion of an official inauguration ceremony on 2 May 2005 in the Port of Arica, attended by representatives of the consortium and a huge number of visitors, the crane was officially handed over to the customer. While 2 May 2005 marked the official dedication, the HMK 300 E was commissioned already in March this year.

Wolf van Appen, the owner of Inversiones Cosmos Ltda. and with 40% the major stakeholder in the consortium, held a speech during the event and pointed out: "This is the beginning of a new chapter for the Port of Arica. In October 2004, our consortium took over the Arica's port operations from the port's state-owned administrator Empresa Portuaria Arica (EPA). We are pursuing ambitious investment plans in order to make the Port of Arica a more modern, efficient and competitive shipping hub on the Pacific coast of South America and the purchase of the HMK 300 E Mobile Harbour Crane marks a first important step. With the new equipment the port is ideally prepared for future requirements and I am sure that this state-of-the-art equipment will attract a number of new shipping lines."

#### **Gottwald's Bestseller for the Chilean Port of Arica**

Equipped with spreader and motor grab, the 100-tonne diesel-electric HMK 300 E Mobile Harbour Crane, meets, in all aspects, the requirements of the Port of Arica, including handling of containers, bulk material and general cargo. In addition, the crane is ideally

suited to service also larger-sized, e.g. Panamax vessels. So far, the cargo handled in the Port of Arica was loaded and unloaded by ships' on-board cranes, which led to long vessel stay times. Matías Laso, General Manager of TPA: "The upgrading will help us to significantly increase our handling capacity. We are convinced that the HMK 300 E Mobile Harbour Crane is a top-of-the-range product, which has already proven its performance and reliability in Chile."

### **Gottwald in Chile**

Commenting on the new order, Miguel Fernandez Young, General Manager of Commercial Fesanco S.A., Gottwald's representative in Chile since 1998, said: "We are very proud of our contribution to the development of the Port of Arica. This order is all the more pleasing since this is the first Gottwald crane in Chile's northernmost city. Arica is an important port, not only for Chile, but also neighbouring countries, above all Bolivia." Together with the new order, there are ten Gottwald Mobile Harbour Cranes in operation in Chile, including eight HMK 280 E and two HMK 300 E. Gottwald cranes operate in many important Chilean ports, i.e. Antofagasta, Iquique, Mejillones, San Antonio, San Vicente, Valparaíso, and now also Arica.

### **After Sales Service – Consignment Stock Warehouse in Chile**

To further enhance the after sales service in South America, Gottwald set up a consignment stock warehouse in 2001 in Iquique near Arica. From Iquique, spare parts are delivered to the entire South American region. For the new HMK 300 E crane in Arica this means fast and reliable supply with commonly used components. In addition, Fesanco and TPA have signed a customised service contract, including, amongst others, a technician at site and a stand-by service engineer ready to come to Arica at any time. Gottwald's representative Fesanco also has its own service support stations in Valparaíso and Antofagasta. Matías Laso: „Our decision in favour of Gottwald has proven to be the right one. From on-time delivery and assembly through final commissioning and support, Gottwald stands for total quality. And the customised service contract will ensure cost-effective operation and guarantee reliable maintenance service based on state-of-the art technology and up-to-date standards.”

### **Order Intake of 19 Mobile Harbour Cranes as of End-March 2005**

The HMK 300 E for Chile was one of 19 cranes ordered during this year's first three months. "2005 has started well for Gottwald Port Technology", said Dirk Kiessling, Gottwald's Chief

Executive Officer. “The continuing success of our Harbour Crane series reflects our position as inventor and at the same time world’s leading supplier of Mobile Harbour Cranes. But Gottwald is not all about HMK Mobile Harbour Cranes. Our company invests a sizeable portion of its efforts in new solutions. Our philosophy is to create products that create markets, to show customers new ways in crane technology and application – not to follow them. Some 25 HSK Portal Harbour Cranes sold to date worldwide and the newly launched HPK Harbour Pontoon Crane reaffirm our position as unchallenged pacesetter in innovative harbour crane concepts based on Mobile Harbour Crane technology.”

### **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), the Wide Span Gantries (WSG series) launched at the beginning of 2003 and the HPK Harbour Pontoon Cranes launched in summer 2004. Apart from this, Gottwald 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 (AGV) and Automated Container Stackers (ACS). The company presently has a workforce of around 700 employees in Düsseldorf and the turnover for the financial year 2003/2004 (as of 30 September) was €195 million.

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