

## Press Release

### **Two Used Gottwald Cranes for South America – Peru's Very First Container Crane, Additional Crane for Ecuador**

**Düsseldorf (Germany), 4 April 2005** – Gottwald Port Technology, the world's leading supplier of Mobile Harbour Cranes with more than 900 cranes installed globally, has recently delivered two used HMK 280 E Mobile Harbour Cranes to South America, one each to Peru and Ecuador. While Ecuador welcomed its second Gottwald unit, the HMK 280 E sold to Peru is not only the first Gottwald crane, but also the very first mobile harbour and port container crane in this country. Both cranes came from Italy – a favourite country of origin for used cranes, since crane population in this country is extraordinary high.

#### **Gottwald Supplies Very First Container Crane for Peru**

The commissioning of Peru's very first mobile harbour and port container crane – a used and refurbished HMK 280 E from Gottwald – was celebrated with a big inauguration ceremony in August 2004 at the Port of Matarani in Southern Peru, which is an upcoming port for Southern Peru and the neighbouring countries, above all Bolivia.

Erick Hein, General Manager of Concessionaire Terminal Internacional del Sur (Tisur) that manages the Matarani port terminal, was very happy about the HMK 280 E Mobile Harbour Crane that was purchased as part of Tisur's strategy to modernise the port and improve port services. Hein: "This equipment will help us to remain competitive, especially with regard to the expected increase in cargo volumes from Peru and Bolivia. Bolivia is a key expansion market for our port, particularly container traffic, and within two or three years we want to handle 10,000 TEUs per year for Bolivia out of the country's rate of 25,000 TEUs which exit via the Pacific, at present mainly through Chile's Arica port. The HMK 280 E crane from Gottwald will help us to reduce vessel stay time by 50% and thus reduce costs and increase productivity."

The HMK 280 E has a lifting capacity of 63 tonnes and offers an average handling capacity of 20 container moves per hour. Equipped with motor grab the crane is also suitable for bulk

handling and will, amongst others, be used to discharge cereals, corn, soy and fertilizers that are handled in Matarani.

Commenting on the recent success, Gottwald's representative in Peru, Alexander Eberl, Boart Longyear S.A.C., said: "So far Peru was the only country at the west coast of South America without a port container crane. Gottwald's HMK 280 E makes Matarani the most modern port in Peru and will definitely play a major role in the extension of the port's activities. Now, Matarani is well prepared to handle increasing volumes of cargo professionally and thus remain competitive. In the end, this will have a positive effect on the overall economic situation in this region. And for Gottwald, in turn, this order serves as an excellent reference. Other port operators will soon discover the benefits of Mobile Harbour Cranes. Demand for state-of-the-art harbour equipment for efficient cargo handling is just starting to emerge in Peru, and given the fact that Gottwald was awarded the first contract, I am sure that further orders will follow in the near future."

#### **Turnkey Solution – Refurbishment and Transport Service**

The 12-year old HMK 280 E for Peru had worked some 26,000 hours before it had been put for sale by an Italian terminal operator in Salerno last year after 11 years of reliable service. To provide customers that purchase older cranes with state-of-the-art technology, Gottwald offers systematic upgrade programmes, including engine, controls, teleservice and external power supply. The HMK 280 E for Matarani was partially refurbished by Gottwald, i.e. it was retrofitted with a new diesel engine plus the related parts.

With regard to the engine replacement customers can choose between a new diesel engine only or a so called Power Pack, including a replacement of the entire drive unit, i.e. the diesel engine, auxiliary drives and generator. In both cases customers do benefit from extended service intervals, meeting environmental requirements, the availability of spare parts and much improved service lifetime.

In addition to the crane modernisation, Gottwald had arranged for the full transfer of the crane to its new site, including all related services, such as dismantling in Italy, transportation from Salerno to the Italian Port of Carrara, onward shipment to Peru, reassembling as well as instruction of the new crane operators and mechanics to operate and maintain the machines.

Gottwald’s Service Director Heinz Ott: “Providing a solution rather than simply equipment is a key aspect of Gottwald’s philosophy. Technology expertise – refurbishments and upgrades of used cranes – and a broad portfolio of services, such as the transfer of the used crane, are combined to deliver tailored turnkey solutions for our customers. This plus low investment costs and short delivery times enable customers to achieve their handling goals within their budgetary resources and on time. Pre-owned Gottwald cranes can be an attractive alternative to new cranes and are an ideal option for terminal operators who wish to gain experience in the field of cargo handling with cranes. Used cranes offer an easy entry into professional port business.”

### **Second Used Crane for Ecuador**

Also customer Ecuastibas in Guayaquil, Ecuador, took advantage of Gottwald’s turnkey solutions, when ordering its second used crane. Like the crane for Peru, also this HMK 280 E came from Italy, with Gottwald arranging for transfer and providing all related services. “The service provided by Gottwald with regard to the transfer ex Carrara went smoothly,” stated Jorge Oyarce Santibañez, General Manager of Ecuastibas. The 100-tonne HMK 280 E was partially refurbished after approximately 12,500 operation hours.

Jorge Oyarce Santibañez: "Since we were very satisfied with the performance of our existing second hand crane from Gottwald, we decided to buy an additional used Gottwald Mobile Harbour Crane for the upgrade of our capacities. We are sure that the refurbished HMK 280 E will help us to remain competitive in our increasing container handling business."

Commenting on these orders, Gottwald Port Technology’s Regional Sales Manager Rainer Büssing summed up: "South America as an emerging market is an important region for us. With the new order for Peru, Gottwald is now present in all countries at the west coast of South America. In addition, these two orders are a sign that Gottwald is successfully pursuing its strategy to conquer new markets with used cranes. In many cases the sale of a used crane paves the way for the delivery of a new model later on. Our used crane sales operation – providing turnkey solutions with refurbishments and transport services – is an activity that offers advantages for both, customers and suppliers.“

### **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 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 and Automated Container Stackers. 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.

For further information, contact:

**Gottwald Port Technology GmbH**

Postfach 18 03 43 • 40570 Düsseldorf • Germany

Peter Klein

Phone: +49 (0)211 7102-355 • Mobile: +49 (0) 173 722 10 74

Fax: +49 (0)211 7102-660

[peter.klein@gottwald.com](mailto:peter.klein@gottwald.com)