

## Press Release

### **Gottwald Port Technology Wins Important New Customer in Canada and Significant Follow-up Orders in France and China**

*Düsseldorf (Germany), 19 May 2004* – Gottwald Port Technology, the world's leading supplier of Mobile Harbour Cranes, has recently attracted a new customer in Canada and won significant follow-up orders from existing customers in France and China.

#### **Gottwald Port Technology's Bestseller for Container Port Upgrade in Canada**

With a new HMK 300 E Mobile Harbour Crane being delivered to Fraser Surrey Docks on the Fraser River in British Columbia, Canada, Gottwald Port Technology has gained an important new customer. Gottwald's current bestseller will be part of the first phase of an upgrade project for Fraser Surrey Docks and nearby facilities.

Last year, Fraser Surrey handled a record 250,000 20-foot equivalent units, or TEUs, of cargo, but found that it needed to increase its capacities to meet customers immediate demands and future growth. The first phase of the upgrade project aims at boosting the port capacity to 415,000 TEUs. "The world of containers has evolved so we have to change to keep up," said Fraser Surrey CEO Captain Peter Jaskiewicz and he added: "The new crane to be delivered from Gottwald Port Technology will provide an immediate boost to container handling efficiency and also help the flow of important break bulk cargo traffic." The new HMK 300 E Mobile Harbour Crane will be commissioned in the middle of this year. "This delivery is all the more pleasing for Gottwald Port Technology because this is the third Gottwald Mobile Harbour Crane delivered to the West Coast of North America," Robert Histon, General Manager Gottwald North America, stated. "The HMK 300 E is a top-of-the-range product in terms of performance, reliability and productivity and if container growth continues as forecasted at Fraser Surrey Docks (it is planned to take capacity to about 600,000 TEUs in a second phase), we are confident that Fraser Surrey Docks will consider Gottwald Port Technology products for future terminal upgrades."

## **Two Follow-up Orders from France and China boost HSK Sales**

In addition to this important new order, Gottwald Port Technology also secured two follow-up contracts from customers in France and China. Customer Port Autonome de Bordeaux, France, recently ordered the 3rd HSK 260 EG Portal Harbour Crane. Last year, the first two HSK 260 EG Portal Harbour Cranes were delivered to Port Autonome de Bordeaux where they are primarily used for handling soya products, but are also employed for other bulk materials such as coal and fertilizers with handling rates of up to 800 tonnes per hour each. "There was above all one simple reason for our decision to order one more HSK 260 EG from Gottwald Port Technology for the expansion of our capacity," stated Philippe Deiss, Operations Manager of Port Autonome de Bordeaux. "The good experience with the first two HSK 260 EG cranes that have provided excellent service since being commissioned."

Likewise, Gottwald's customer Qinhuangdao Port Authority in the People's Republic of China placed a follow-up order for the third HSK 360 EGL. In 2002 the customer had ordered the first two HSK 360 EGL Portal Harbour Cranes for unloading iron ore from ships into hoppers on the quay with a capacity of 1,500 tonnes per hour each. Equipped with a four-rope grab, the HSK 360 EGL is the largest Portal Harbour Crane that Gottwald has ever built.

With these two new orders Gottwald further strengthened the position of the HSK Portal Harbour Crane series that combine the proven technologies of the HMK Mobile Harbour Cranes with a rail-mounted portal instead of rubber-tyred chassis characteristic for the standard HMK version. Being rail-mounted and adapted to special customer requirements, the HSK cranes meet individual customer needs such as operations on very narrow peers already fitted with rails. At present the total number of Portal Harbour Cranes in operation worldwide comes up to 18 units.

"These two orders represent typical examples of the high number of follow-up contracts that Gottwald Port Technology receives again and again. Without doubt, our existing customers are satisfied and know that they can rely on our proven technology", said Dr. Dirk Kelp, Gottwald's Chief Executive Officer, "And of course, these follow-up orders serve as an excellent reference to attract new customers."

### **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. Its Automated Port Technologies Division 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.

For more information please contact:

**Gottwald Port Technology GmbH**  
Postfach 18 03 43 • 40570 Düsseldorf

Peter Klein

Fax: +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)