

## Press Release

### Continuing Success for Gottwald's Bestseller – Additional HMK 300 E Order from Turkey

**Düsseldorf, 28 July 2004** – Gottwald Port Technology, Düsseldorf (Germany), the world's leading supplier of Mobile Harbour Cranes, has received another order for its current bestseller, the 100-tonne HMK 300 E Mobile Harbour Crane. Together with the new contract from Turkey, 15 HMK 300 E Cranes were ordered in the first half of this year alone. Since its introduction as successor of the HMK 280 E to the market in 2000, more than 70 units of this universal crane – ideally suited to serve larger-sized, e.g. Panamax and post-Panamax vessels – have been sold worldwide.

#### **Gottwald's Bestseller for Turkey**

Customer Mardas Marmara Deniz Isletmeciligi A.S. in Istanbul, Turkey, who already operates 3 Gottwald Mobile Harbour Cranes – one HMK 170 E, one HMK 260 E and one HMK 300 E – has ordered an additional 100-tonne HMK 300 E crane for their increasing steel, scrap and container handling business. "Since we were very satisfied with the performance of our existing Gottwald cranes on the one hand and with the service provided by Gottwald's sales and service representative Eksen here in Turkey on the other hand, we decided to buy an additional Gottwald Mobile Harbour Crane for the upgrade of our capacities," stated Galip Kendigelen, General Manager Mardas Marmara Deniz Isletmeciligi A.S. "The new crane will be commissioned in August 2004 and will help us to increase container handling from 90,000 TEU p.a. to some 150,000 TEU a year", Kendigelen concluded.

Bülent Sandal, Gottwald's representative in Istanbul, who runs a service specialist team with 18 employees in Turkey, summed up: "Together with the new order, there will be 25 Gottwald Mobile Harbour Cranes in operation in Turkey, making Gottwald the unchallenged market leader. Since the demand for state-of-the-art harbour equipment for efficient cargo handling is high in Turkey and given the fact, that Gottwald products are well accepted throughout the country we anticipate that the positive development will continue in future."

### **Order Intake of 33 Mobile Harbour Cranes as of End of June 2004**

For Gottwald Port Technology the past six months have not only been crowned with success for the HMK 300 E Mobile Harbour Crane. Also the four-rope grab cranes for professional bulk handling continued to perform very well with 12 units sold. In total the company was awarded 33 contracts during the first half of this year. 20 orders came from Europe, where Gottwald conquered a new market with the very first Gottwald Mobile Harbour Crane - an HMK 300 E - delivered to Romania. The remaining 13 cranes were sold to customers in North and Latin America, Asia and Africa.

### **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 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)