Press Release

Gottwald Port Technology to Supply Automated Container Stacker Cranes to P&O – Framework Agreement Signed

Düsseldorf (Germany), 28 June 2005 – Gottwald Port Technology, innovative leader in the market of Mobile Harbour Cranes and systems supplier for cargo handling equipment in sea and river ports as well as inland terminals for combined traffic, signed a framework agreement with Peninsular and Oriental Steam Navigation Company, UK (P&O) on 30 May 2005 for the supply of automated stacker cranes of the type ASC for the new P&O Antwerp Gateway Terminal at Deurganckdok, Antwerp, Belgium.

The framework agreement stipulates that Gottwald Port Technology will have to supply, test and commission the first four ASC for two stack modules in as little as 12 months from the word “go”, that means by June 2006. Following the successful handover of the pre-series, P&O has set up an ambitious delivery schedule for the following stack modules to be built and put into operation. The framework agreement is also designed to cover possible future projects at other P&O terminals world-wide.

The new stacker cranes will allow P&O to operate their entire container storage area fully automatically and to seamlessly link up the ship-to-shore equipment at their terminals to all hinterland storage areas, logistics systems and onward shipping facilities, including long and short sea traffic, inland waterways, road and rail. With a global concept of technologically harmonized “Gateways”, P&O seeks to achieve highest customer satisfaction in an increasingly competitive environment. The Antwerp Gateway will set new standards for high-performance container terminals.

Milestone for Gottwald Port Technology

Chief Executive and Finance Officer of Gottwald Port Technology, Dirk Kiessling, is very pleased about the signing of the agreement with P&O. This achievement strongly reconfirms the management strategy of recent years to use the know-how and expertise of traditional crane manufacturing as building blocks for a future-orientated company with a strong foothold in automated systems: “The new container stacking crane”, he says, “is an

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additional module in our growing product range which now includes a variety of equipment that can be combined to suit our customer´s specific requirements on a functional level while offering our customers the advantages of standardization and compatibility on a component level. The fact that we have also developed our own software solution to tie all our equipment into one software-controlled system, if required, is clearly a competitive advantage for us."

For Gottwald Port Technology the order to build automated container stackers for P&O is an important milestone on the way to firmly establishing themselves in their automated product segment. Dr Mathias Dobner, Chief Technical Officer of Gottwald Port Technology, points out the importance of keeping a long-term view when developing new products: "The growing demand for automation in cargo handling was identified and evaluated by Gottwald Port Technology in the early 1990s when developing Automated Guided Vehicles including management and navigation systems. Especially over the past five years we gradually translated a continuing trend into the development of a range of completely new products including automated stacking systems. But there were many times when we had to critically ask ourselves – and were asked – if we were still doing the right thing." The order intake this year has been the reward for hard and dedicated work, stamina and patience as the company never did lose sight of their long-term targets. However, as the management of Gottwald Port Technology never tires to point out, this success was only possible through the excellent, close communication and cooperation of Gottwald Port Technology with their customers.

Operational Concept

The operational concept of Gottwald Port Technology is based on one container stack being handled by two Automated Container Stackers, mounted on just one set of rails. This concept significantly reduces the number of rails and foundation works required to operate the stacking system so that investment expenditures are minimized and available quay space is put to optimal use. The stacking height for the ASC is 1 over 5 containers while the width of the modules is variable and can be adjusted to customer requirements. The scope of supplies and services includes not only the hardware but also the complete control system software, including a Module Manager which ensures that the two ASC mounted on one set of rails do not collide. After extensive wind channel testing and simulations, the cranes have been designed to withstand wind forces of up to 10 Bft without needing to

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cease operation so that the terminal operator can count on maximum availability and safety also in heavy weather.

It has been a big advantage for the ASC project that Gottwald Port Technology had already developed, tested and successfully implemented many relevant technologies for automation, positioning and drive systems in their 2002 addition to their product range, the high-end Wide-Span Gantry Cranes series (WSG).

The company Gottwald Port Technology GmbH

Gottwald Port Technology GmbH was established in 1906 as a family enterprise in the mechanical engineering business before becoming part of a number of large German industrial groups in the 1980s and 1990s. In 2002 the company was bought by Private Equity Group KKR. Till today, Gottwald Port Technology regards itself as a company of continuing growth based on innovative engineering and a highly efficient production in Düsseldorf. Over the last decade Gottwald Port Technology has gradually extended its scope of supplies and services, to include not only new hardware products and applications such as state-of-the arts harbour cranes on rails, tires and barge; automated guided vehicles, automated container stackers and wide-span gantry cranes, but also consulting services, project management and software solutions.

The company employs over 700 staff in Düsseldorf and maintains a network of sales and service representations world-wide. In Fiscal Year 2003/2004 (as per 30.09.) Gottwald Port Technology generated a turnover of € 195m, an increase to € 220m is expected for the Fiscal Year 2004/2005.

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