

Press Release

Gottwald Secures Foothold in New Territories – Thailand Places First Order for Two HMK 260 E Cranes

Düsseldorf (Germany), 29 August 2005 – Gottwald Port Technology Mobile Harbour Cranes continue to attract new customers around the globe. Gottwald, the world's leading supplier of Mobile Harbour Cranes, with more than 950 cranes sold globally, has recently received its first order from Thailand.

Two 100-tonne HMK 260 E cranes have been ordered by the Ngow Hock Group, Thailand, a well-established company with a turnover of USD 500 million and over 75 years of experience in the marine business dealing with all aspects of logistics in the shipping industry, including terminal operations and shipping agencies. The two new Gottwald cranes will be operated by Thai Prosperity Terminal Co., Ltd. (TPT) – located on a private wharf on the Chao Phraya River close to Bangkok – to serve, amongst others, Regional Container Lines Co.,Ltd. (RCL), the largest container line in the region, which belongs to the Ngow Hock Group.

Commenting on the order, Sitthidech Supunyanich, General Manager of TPT said: “The fact that Gottwald has already sold some 160 HMK 260 E Mobile Harbour Cranes worldwide, and the company’s good reputation encouraged us to work with Gottwald. We are confident that we have chosen a proven crane design. Thanks to their promising performance features, we are certain that the new cranes will increase our productivity significantly. We are looking forward to receiving the new equipment.” The two HMK 260 E cranes were shipped from Düsseldorf on 21 July 2005 and are scheduled to be commissioned at the TPT terminal in September 2005. Sitthidech Supunyanich: “Another important factor which led TPT to place the order with Gottwald was the ability of Gottwald to respond to customer needs. Our quay structure has a restricted loading capacity. Gottwald easily met this challenge. The cranes have been adapted to our terminal requirements. Moreover, we are highly pleased with the customised service package provided by Gottwald.”

HMK 260 E – Technical Features and Customer Adaptations

With lifting capacities of up to 100 tonnes, the HMK 260 E Mobile Harbour Crane is a multi-purpose crane, ideally suited to all material handling applications in ports with quay facilities for feeder vessels up to 25 meters in width. The crane is capable of handling any fully-laden 40 ft. container in an operating window of 10 – 11 container rows across the vessel and thus meets, in all aspects, the requirements for efficient loading and discharging of the most common vessels to be found in Thailand and overall in the Far East region. Like all larger Gottwald Harbour Cranes, the HMK 260 E operates on the basis of Gottwald's diesel-electric concept which guarantees efficiency, cost-effectiveness, low maintenance costs and high reliability. The crane is fully equipped with state-of-the-art features such as refuelling during operation and the Gottwald Port Technology Visumatic^R control system.

As a special feature for TPT, the two cranes being supplied to Thailand are equipped with six axles. Usually, the HMK 260 E features a 5-axle chassis. But it is designed such that a sixth axle can be fitted if the quay has a restricted load-bearing capacity, as is often the case in the Far East. The crane stabilisers have also been adapted to the quay specifications.

Customised Service Contract

Not only has the crane been tailored to TPT's needs. Gottwald and TPT have also signed a customised service contract. Gottwald is flexible in accommodating customer needs drawing up service contracts. Many custom-made options are available. The special package for TPT includes, amongst other things, a service container on site and a stand-by service engineer ready to come to TPT at any time. This service will be provided via Gottwald's representative, Machine Technology MTEC and its Managing Director Kittipong Rojanasheewa in Bangkok.

TPT Engineering Manager, Wichian Sritakool: "I have been familiar with Gottwald for 10 years now and I am convinced that TPT has chosen the best option available in Mobile Harbour Crane technology and service. Short delivery times, customised support, practical and theoretical training programmes to prepare crane personnel optimally for their work on Mobile Harbour Cranes – to mention but a few examples of Gottwald's commitment to their customers and to quality. With Gottwald and the new crane, which is best suited to our needs, we are well prepared for the future."

Klaus Roehrig, Gottwald's Regional Manager in South-East Asia, on the Gottwald cranes that will be among the most state-of-the-art and largest Mobile Harbour Cranes in Thailand: "We have worked extremely hard to gain a foothold in this market. This first order is a sign that Gottwald is successfully pursuing its strategy of offering a broad range of products for a broad range of applications, while at the same time providing customised solutions. This first order is a real breakthrough for us in Thailand and the positive testimonials of TPT will play an important role and serve as an excellent reference to help us gain further footholds in this market."

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 200 tonnes and radii of up to 56 m, in addition to its rail-mounted Portal Harbour Cranes (HSK series), its Wide Span Gantries (WSG series), launched at the beginning of 2003, and its HPK Harbour Pontoon Cranes, introduced to the market in the summer of 2004. In addition, Gottwald offers a wide variety of services for terminal operators, ranging from conceptual design and operational layout, basic engineering of equipment and systems to Automated Guided Vehicles (AGV) and Automated Stacking Cranes (ASC). The company presently has a workforce of more than 700 employees in Düsseldorf and the turnover for the financial year 2003/2004 (as of 30 September) was €195 million.

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