



PRESS RELEASE

GIUSEPPE DI LISA TO FOLLOW ON FROM HEINZ HINRICHS – CHANGE ENSURES CONTINUITY

Genoa (Italy), 10 June 2003 – It is eight years ago that Mr Heinz Hinrichs joined Gottwald Port Technology as Sales Director for Mobile Harbour Cranes, still Gottwald's most successful product line. During this period, worldwide demand for Mobile Harbour Cranes grew steadily from around 50 units in 1995 to 140 in 2002.

“In 2002, Gottwald sold 66 cranes. This fact alone underscores the company's leading position in the Mobile Harbour Crane sector”, said Mr. Hinrichs when he recently introduced his successor, Mr. Giuseppe Di Lisa, who joined the company some two years ago as Deputy Sales Director. After over 35 successful years in the crane business, Heinz Hinrichs is due to retire on 30 June 2003.

Giuseppe Di Lisa, a 38 year-old Italian who grew up in Germany, had, until taking up his new post, been in charge of the North American market in addition to his activities as Deputy Sales Director. Before joining Gottwald, he had already gained vast experience in the port technology industry after working eight years for Kranservice Rheinberg (KSR), a subsidiary of Gottwald's sister company, Demag Cranes & Components whose headquarters are in Wetter, Germany.

“The change in Gottwald's sales organisation leadership ensures the continuation of our commitment to customers and partners. Heinz Hinrichs personally introduced me not only to Gottwald's more than 30 sales representatives, but also to many customers around the world”, said Mr. Di Lisa at this year's TOC 2003 Europe in Genoa, Italy. “When visiting our customers all over the world we always made very clear that we will continue the positive customer relationships Heinz Hinrichs has developed in the past decade. Mr. Hinrichs has passed on his knowledge to me and I would like to thank him for his efforts and advice. There is no doubt that I will pursue the same market approach. In addition, it is Gottwald's

and my aim to penetrate new market segments more aggressively for Mobile Harbour Cranes, such as the market for bulk handling equipment with our comprehensive four-rope grab crane product line for professional bulk handling up to 1,500 tonnes per hour. Furthermore, I plan to implement more training for our sales representatives around the globe to make them more familiar with the company's new ideas, products and services, on the one hand, and to intensify communication with those people who are on-site to listen to the "voice of the customer" to learn more about customer requirements and concerns, on the other," Mr. Di Lisa pointed out.

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 provides a comprehensive line of Mobile Harbour Cranes with lifting capacities of up to 120 tonnes and radii of up to 56 m, including the recently introduced range of rail-mounted Portal Harbour Cranes (HSK series). Through its Automated Port Technologies Division, a multitude of services for terminal operators are available. These services range from conceptual design and operational layout and from basic engineering of equipment and systems to Automated Guided Vehicles and Automated Container Stackers. In 2002, the company sold 66 Mobile Harbour Cranes worldwide.

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