



PRESS RELEASE

GOTTWALD PORT TECHNOLOGY SUPPLIES FIRST FOUR-ROPE GRAB CRANES TO LATIN AMERICA

TWO HMK 330 EG MOBILE HARBOUR CRANES FOR PARANAGUA AND IMBITUBA

Düsseldorf (Germany), 14 May 2003 – Gottwald Port Technology, Germany, has sold another two Mobile Harbour Cranes to Brazil, one each to Rocha Top and Loxus Graneis. The two new HMK 330 EG four-rope grab cranes for professional bulk handling are the first Gottwald Mobile Harbour Cranes of this kind in the whole of Latin America.

The cranes were commissioned in January 2003 and April 2003 respectively. With these two new cranes, the overall number of Gottwald Mobile Harbour Cranes in operation in Brazil rises to a round dozen, five HMK 280 E's, five HMK 300 E's and the two new HMK 330 EG's.

“The two new orders are a sign that Gottwald is successfully pursuing its strategy to conquer the bulk handling market with its wide range of four-rope grab cranes not only in Europe and Asia but also in the Americas”, said Gottwald Port Technology's Regional Sales Manager Rainer Buessing, who is in charge of the southern part of the huge continent.

First HMK 330 EG starts work Rocha Top

Rocha Top operates the first HMK 330 EG diesel-electrically driven Mobile Harbour Crane for handling bulk materials such as fertilizers, minerals as well as grain at its facilities in Paranagua in the State of Catarina. The HMK 330 EG, handed over to the client in January 2003, handles this broad spectrum of bulk materials with a capacity of 1,000 tonnes per hour during peak operation.

Luiz Antonio de Matos, Director of Rocha Top, says: "I am convinced that the HMK 330 EG Mobile Harbour Crane with its high mobility and versatility will allow us to exactly meet the expectations of our customers from the bulk handling shipping lines. Additionally we are sure that the crane's diesel-electric drive will provide high efficiency thus minimising fuel consumption and therefore reducing overall operating costs", he added.

A few month later it was Loxus Graneis' turn

The crane at Loxus Graneis, located in the Port of Imbituba, several hundred kilometres south of Paranagua went into operation in April 2003 and is used for professional hard coal handling. The recently installed new Mobile Harbour Crane was also of particular interest to the governor of the State of Santa Catarina, Luiz Henrique da Silveira, when he, in his capacity as the most senior representative of the federal state, was present during the inauguration of the terminal on 14 April 2003.

Luis Augusto Opice, Manager of Loxus Graneis, praises his new equipment: "Gottwald Port Technology supplied us with the most advanced four-rope grab Mobile Harbour Crane available in the market place. We at Loxus Graneis expect to achieve an average coal handling rate of more than 800 tonnes per hour".

HMK 330 EG Mobile Harbour Crane

The HMK 330 EG with its higher classification and its two slewing gears is the four-rope version of Gottwald's present bestseller HMK 300 E, which was also well received in Brazil and Chile within the last two years and which was mainly purchased to serve larger-sized, e.g. panamax vessels.

Contrary to the conventional two-rope HMK 300 E, the HMK 330 EG components such as hoisting gear, slew ring as well as the rope pulleys are adapted to the requirements of professional bulk handling operation.

Rocha Top and Loxus Graneis to serve as reference installations in Latin America

Rainer Buessing summed up: "The orders from Rocha Top and Loxus Graneis are all the more pleasing for Gottwald Port Technology because the recent success will serve as excellent references for bulk handling applications within the entire continent. We at Gottwald are sure that the performance and the reliability of both HMK 330 EG cranes will convince operators in the entire region that four-rope grab Mobile Harbour Cranes are an interesting alternative to purpose-built heavy machinery. The decision to use our HMK 330 EG cranes is clear recognition of Mobile Harbour Cranes as fully accepted bulk

handling equipment for professional operators”, added Buessing, who is supported in Brazil by Sao Paulo based Thomas Valentin.

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 over 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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