



PRESS RELEASE

ADDITIONAL MOBILE HARBOUR CRANE FOR BRAZIL – DESTINATION: TECON RIO GRANDE

Düsseldorf (Germany), 23 September 2003 – Gottwald Port Technology has sold yet another 100-tonne HMK 300 E Mobile Harbour Crane to Brazil. The crane was commissioned on 18 September 2003 and is operated by Tecon Rio Grande in the Port of Rio Grande. Together with the new crane – the third sold to Brazil this year – the total number of Gottwald Mobile Harbour Cranes in operation in Latin America's largest country rises to 13, making Brazil a special market for Gottwald Port Technology.

Tecon Rio Grande, running the Container Terminal of the Port of Rio Grande, awarded the contract for the new HMK 300 E Mobile Harbour Crane to Gottwald Port Technology on the occasion of the Intermodal Fair in Sao Paulo in April 2003. This is, however, not the first time that Gottwald has done business with Tecon Rio Grande. Two HMK 280 E's – the forerunner of the HMK 300 E – have already been in operation at Tecon Rio Grande since 1997. These two HMK 280 E's were, at the same time, the very first Gottwald cranes delivered to Brazil.

"The two HMK 280 E Mobile Harbour Cranes have created a very good basis to build up our position as one of the most efficient terminals in South America. They have been a crucial component for our economic development and sustainable growth" stated Paulo Bertinetti, Director of Tecon Rio Grande and he added: "With more than 20,000 operating hours each since 1997, the two HMK 280 E's have enabled us to operate with a high level of efficiency and reliability. Due to our excellent experience with our existing Gottwald cranes, we have decided to rely on Gottwald technology again to expand our capacity. We are convinced that the successor of the HMK 280 E will achieve greater performance potential. The new crane will be a valuable component for the ongoing development of the terminal."

Since 1997, when Tecon started operating the Container Terminal at the Port of Rio Grande, it has put considerable effort into modernising the terminal and envisages further expansion within the next years.

Special features for Brazil

Compared to its HMK 280 E predecessor, the HMK 300 E Mobile Harbour Crane provides higher lifting capacities at greater radii. It is a universal crane for larger-sized, e.g. panamax and post panamax vessels, and is capable of handling any fully laden 40 ft. container in a remarkable operating window of 13 container rows across the vessel and five lengthways without any need for re-positioning in relation to the ship. On large-sized vessels, this crane can even handle containers located in the 16th row.

The crane being supplied to Brazil has been especially equipped with an additional 5 m long tower extension to provide a higher cab viewing position, meeting the requirements for handling cargo on large vessels.

On the road of success

Gottwald's Regional Sales Manager Rainer Buessing, who is in charge of the southern part of Latin America, summed up: "We can look back over six years of successful cooperation with Tecon Rio Grande. The first two Mobile Harbour Cranes have been a precursor for the resounding success of our products in and beyond Brazil. The new contract again shows that our Mobile Harbour Cranes are optimally suited to meeting the requirements of international stevedoring companies.

In 2003 Gottwald has continued on the road of success, having sold three Mobile Harbour Cranes in Brazil alone so far and 44 worldwide. Furthermore, with two HMK 330 EG four-rope grab cranes for professional bulk handling supplied to Brazil this year, Gottwald Port Technology achieved a breakthrough for using Mobile Harbour Cranes for professional bulk handling. To date, Gottwald has sold a total of more than 850 Mobile Harbour Cranes worldwide.

About Tecon Rio Grande S/A

Tecon Rio Grande S/A runs the Container Terminal of the state of Rio Grande. It started operating on March 1, 1997 and will run the Terminal for at least 25 years under contract to the state government. Several sizeable investments are scheduled in a number of distinct phases to make the Port of Rio Grande modern and competitive. The present available area of the Terminal is 670,000 m². Port of Rio Grande is the southernmost port of Brazil situated on the border with Uruguay.

About Gottwald Port Technology

Gottwald Port Technology, 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 a 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 to the basic engineering of equipment and systems and Automated Guided Vehicles and Automated Container Stackers. In 2002, the company sold 66 Mobile Harbour Cranes worldwide.

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