

## References



Gottwald Harbour Cranes – The Uplifting Facts  
**1,200 Cranes Sold to 300 Customers**  
**in 90 Countries**

# Satisfied Customers are the Most Effective References

## Gottwald Port Technology Harbour Cranes



*"Our success depends on the success of our customers. Which is why, when we develop Gottwald Harbour Cranes, we focus on one*

*aspect in particular: maximising the benefits to terminal operators."*

**Giuseppe Di Lisa**  
Sales Director, Harbour Cranes  
Gottwald Port Technology

On the one hand, there are the customers – with tough requirements, on the lookout for highly-efficient, economically effective handling equipment for their ports and terminals. On the other hand, there is Gottwald Port Technology – the world's leading supplier of Mobile Harbour Cranes. Two perfectly matched partners who have been cooperating for decades and who form a successful international team in cargo handling.

Our customers' success is directly linked to the capabilities of the products and services supplied by Gottwald for state-of-the-art handling logistics. There is a continuous drive to increase handling rates and maximise

economy. Whether one is handling professional bulk materials or containers and general cargo, it is the competitive solution and versatile equipment that is needed.

Gottwald has the answers: with a wide range of Harbour Cranes for all purposes – cutting-edge products in terms of performance, reliability and productivity.

### High Reorder Level

Our worldwide success speaks for itself: over 1,200 Harbour Cranes sold to 300 customers in some 90 countries. Every customer of Gottwald Port Technology is equally important and every order a new challenge. Along with Gottwald's innovative crane technology, this philosophy is certainly a further reason for the close ties of loyalty between Gottwald and its customers. This fact is also underlined by an extraordinarily high reorder

level. This success is due in part to the dedication of our representatives worldwide who are actively involved in consolidating customer links with Gottwald, the world market leader. And then we have our Customer Service – a team of experts specialising in maintaining the long life cycles of Gottwald machines with a range of quality services.



# Gottwald Actively Implements Customers' Wishes

## Harbour Cranes on Tyres, Portals or Barges

Gottwald enters into an intensive partnership with its customers. We listen to the voice of the customer, advise, ensure a lively flow of information with crane operating companies worldwide and actively implement customers' wishes. This is witnessed by our state-of-the-art Mobile Harbour Cranes, currently being produced in the new Generation 5 series, and their successful types, Portal Harbour Cranes and Floating Cranes. In this way, Gottwald is constantly creating new technological solutions inspired by customers' specific requests and then brought to perfection.



*"One of the important symbols of the culmination of our ten year major reinvestment programme has been the purchase of two*

*Gottwald Port Technology Portal Harbour Cranes. These cranes are based on proven mobile harbour crane technology and we felt their flexibility would complement our existing equipment."*

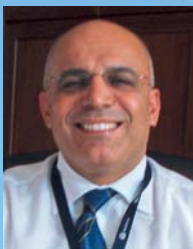
Keith Wilson, Managing Director  
Port of Tyne, UK



*"... Floating Crane developed by Gottwald in close partnership with our experts ... We have come to know Gottwald Port Technology*

*as a company that actively incorporates customer wishes and implements them into innovative and high-performance products."*

Paul E. Morton, President  
St. James Stevedoring Company  
Port of South Louisiana, USA



*"For 10 years we have been investing in Mobile Harbour Cranes from Gottwald because this company, again and again,*

*actively translates our requirements with regard to modern and thus economical container handling into high-performance products."*

Galip Kendigelen, General Manager  
Port of Mardas, Ambarli, Turkey



Gottwald Mobile Harbour Crane



Gottwald Portal Harbour Cranes



Gottwald Harbour Pontoon Cranes

# Gottwald's Successes Speak for Themselves

## Gottwald's Harbour Cranes As Assessed by their Users

**"... Gottwald is a partner that seeks constant dialogue with us ... Both G HMK 8710 Mobile Harbour Cranes also excel in terms of low maintenance costs and low diesel consumption ..."**

**"The reliability and handling performance of the G HMK 7408 cranes more than fulfilled our requirements ... We guarantee our customers the shortest ship berthing times."**

**"We have found the performance of the cranes as under:**

- **handling of 200 TEU in a shift by each crane,**
- **consumption of fuel in the range of 30 – 35 l/h."**

**"... our expectations regarding the reliability and handling performances of the G HMK 7608 cranes have been completely met with rates of each crane of:**

- **29 – 31 TEU per hour in single lift**
- **46 – 50 TEU per hour in twin lift**

**We guarantee our customers the shortest processing and thus minimum ship berthing times."**

**"... by your Mobile Harbour Crane type HMK 300 E ... driven by a ... diesel engine, with an output of 701 kW at 1,500 rpm, in operation in the Port of Marghera - Venice, showed an average consumption of 37.9 l/h."**

We confirm that the consumption tests requested by UTF for the tax deduction relating to the diesel fuel used by your Mobile Harbour Crane type HMK 260 E, 826602 and No. 826603, driven by a MAN D2842LE301 diesel engine, with an output of 597 kW at 1500 rpm,

in operation in the Port of Monfalcone, showed an average consumption of 27.9 l/h per hour in the operation of cranes using hook for general cargo and grab for bulk material.

The tests covered a period of 3 weeks with operating cranes using hook for general cargo and grab for bulk material.

Yours faithfully,

Agritermo S.p.a.



To whom it may concern

### GOTTWALD HARBOUR CRANES

Our positive experience coupled with the company's excellent service and support have led us to opt once again for a "Gottwald" for the next stage of Humber International Terminal extension and to order one of the latest Generation 5 portal harbour cranes, a G HSK 7416 B.

We thank you and Gottwald for your contribution to the expansion of the Humber International Terminal and look forward to extending our mutual

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# Gottwald's Harbour Cranes Secure Competitive Advantages in a Rapidly Expanding Market

Gottwald's Harbour Cranes are in use at the hubs of international logistical chains handling containers, bulk materials, project cargo and other goods – many of them under tough conditions and up to 7,000 hours a year. We analyse material flows in ports and container terminals and use this knowledge to design Harbour Cranes which meet the demanding specifications for customers operating in those circumstances.



*"... our new Generation 5 Mobile Harbour Cranes more than meet our requirements for the highest lifting capacities and simultaneously low operating costs and thus make a significant contribution to ensuring our competitiveness."*

Dott. Filippo Nardi, Director  
Port of Carrara, Italy



*"As a strategic partner in our customers' supply chain, we rely on a large fleet of Gottwald Mobile Harbour Cranes whose flexibility, reliability and performance contribute to our competitiveness."*

Eddy Haerens, Chief Engineer  
Sea-invest, Belgium



**SEA - invest** N.V.



# Gottwald is a Strategic Technological Partner in High-End Cargo Handling

The volumes of cargoes transported are growing and the shipping business is booming. To be able to match the increased quantities of containers, bulk materials and project cargo while keeping expensive laytime in ports to a minimum, port operators the world over put their trust in Gottwald Harbour Cranes and benefit in many ways from the versatility and reliability of these machines.

In comparison with dedicated handling equipment, Gottwald Harbour Cranes also involve much reduced investments in machinery and quayside infrastructure.



*"It's a vital investment in the future of the port's coal business ... Our excellent experience with our existing Gottwald cranes has encouraged us to rely on the same technology for the terminal extension."*

**Nick Palmer, Port Director  
Grimsby & Immingham  
ABP (Associated British Ports), UK**

**ABP Grimsby and Immingham's fleet of Gottwald cranes now includes no less than 13 machines. Most of these – including a number of Generation 4 and 5 Portal Harbour Cranes – are used for high-end coal handling at Humber International Terminals 1 and 2**



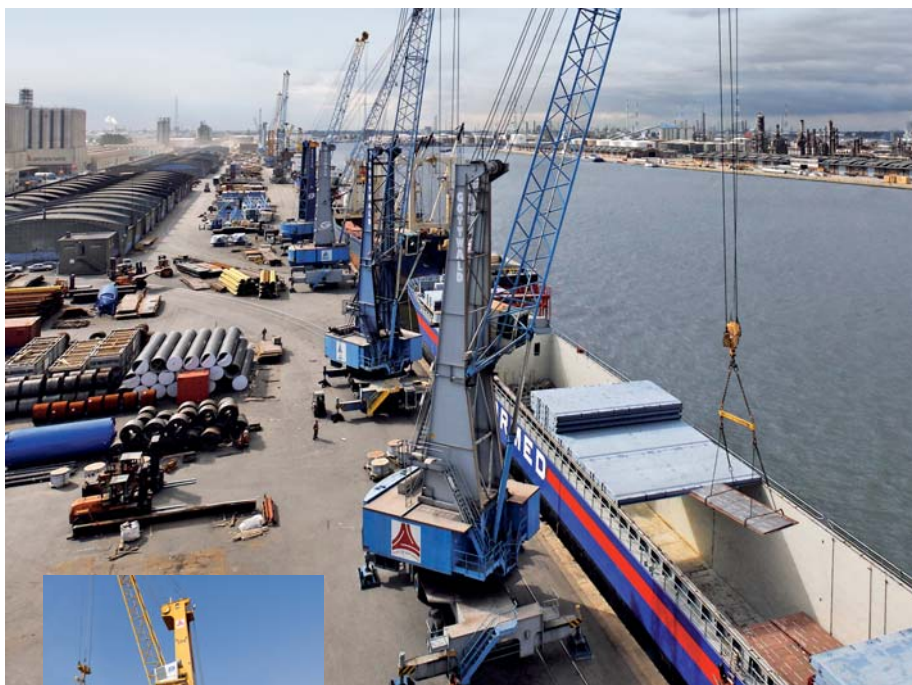
# Gottwald Harbour Cranes are Reliable, Cost-Effective and Deliver the Goods

Gottwald's characteristic diesel-electric drive allows operating companies to make full use of the system available on-site at most terminals the world over. Besides its unparalleled strength, the diesel-electric drive combines economy with reliability and is energy-saving. Its excellent efficiency coupled with long maintenance intervals minimise fuel consumption and operating costs.



*"As hirers of Mobile Harbour Cranes to cargo handling companies, we are dependent on the reliability of the machines we hire out. This is why we always come back to Gottwald for our new Mobile Harbour Cranes. Our fleet of Gottwald cranes, which includes some of the new Generation 5 machines, is one of our key selling points in the service of our customers."*

**Eric Schoonbaert,**  
Operations Director of Gemeentelijk Havenbedrijf, Quayside Cranes Section  
Port of Antwerp, Belgium



The cranes owned by Gemeentelijk Havenbedrijf are in use throughout the Port of Antwerp



**Port of Antwerp**

*"Our positive experience ... coupled with service and support have led us to opt once again for Gottwald and to order the two G HMK 7408 cranes for handling the increasing number of post-Panamax vessels with up to 17 rows calling at the port."*

**Galip Kendigelen, General Manager**  
Port of Mardas, Ambarli, Turkey



**MARDAŞ**

MARMARA DENİZ  
İŞLETMECİLİĞİ A.Ş.



*"We are convinced that we made the right decision when we ordered the two G HMK 4406 cranes from the new Generation 5 and that, with them, we will get the best possible value for our outlay. That is above all because, with Gottwald products, we can expect the lowest total cost of ownership and the highest level of reliability."*

**Colonel Puri, Director**  
Navayuga Engineering Company Ltd.  
Port of Krishnapatnam, India



*“The two Generation 5 Mobile Harbour Cranes from Gottwald combine performance, flexibility and versatility. And that’s exactly what YILPORT needs with view to anticipated future growth and quick start-up in the upcoming competition.”*

Robert Yüksel Yildirim, President  
YILPORT Container Terminal Inc.  
YILDIRIM Group, Turkey

*“We are one of the biggest ports in the UK and our aim is further growth. We need strong partners and in Gottwald we have found such a partner who contributes enormously to the success of our port.”*

David Robinson, Group Chief Executive  
PD Ports, UK



# Short Delivery Lead-Times and Excellent Service are Features of the Gottwald Philosophy



*“To ensure smooth-running handling operations and to contribute to maintaining the machines' long-term reliability, we offer our customers a comprehensive package of innovative services for the full life cycle of their Harbour Cranes.”*

**Klaus Berling, Service Director  
Gottwald Port Technology**



By ordering from Gottwald, customers benefit from our sophisticated advance-production programme for Harbour Cranes. This guarantees rapid response and delivery and enables plenty of freedom for customers to express specific wishes. Once the crane has been delivered to your terminal, Gottwald Customer Service will provide support for it by offering numerous useful services.

The services available range from specially organised training programmes for crane operators and other personnel through to customer-specific service packages and upgrade options designed to keep cranes at peak performance levels.

**One of the many services offered by Gottwald is the assembly of the cranes on-site, in which the customers are actively involved from the outset**

*“Thanks ... to the comprehensive Gottwald training courses for crane operators and maintenance staff, we were able to achieve high handling rates in nearly no time.”*

**Hernan F. Ayala-Rubio,  
Vice President Operations  
Ayala Colon  
Port of San Juan, Puerto Rico**

*“We have come to know Gottwald Port Technology GmbH as a partner providing customers with competent, fast and flexible assistance based on a comprehensive service portfolio, ensuring high availability and reliability and cost-effective operation of the cranes.”*

**Luc Lemmens  
Operations Manager Zuidnatie  
Port of Antwerp, Belgium**



*“We were particularly impressed by how soon after ordering we were able to put the cranes into service in the terminal.”*

**Anthony Vázquez, COO  
Intership Stevedoring & Terminal Operators  
Port of San Juan, Puerto Rico**

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