­CAPTION RELEASE

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**Stirnimann wins Manitowoc award for 'Market Development Austria' at Intermat**

The fourth winner of Manitowoc’s Intermat Dealer Awards is Stirnimann, Manitowoc’s Swiss and Austrian distribution partner for Potain and Grove cranes. Stirnimann won the award due to its rapid growth in the Austrian market, despite only establishing a presence in the country in 2015.

“In just three years, Stirnimann has established itself as one of the most trusted suppliers of crane equipment in Austria; it now has a fleet of 90 Potain cranes at its new dealership in Vienna,” said Aaron Ravenscroft, executive vice president of Manitowoc.

Ravenscroft and Orlando Mota, VP of sales for Europe and Africa at Manitowoc, presented the award to Fritz Oschwald, managing director of Stirnimann, during a ceremony at the Manitowoc booth.

“We are very proud to be a Potain dealer and I know we will share a good future together,” said Oschwald.

Stirnimann has represented Manitowoc in Switzerland since 1986. It now has 400 cranes in its fleet and employs over 150 people.

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ABOUT THE MANITOWOC COMPANY, INC.   
Founded in 1902, The Manitowoc Company, Inc. is a leading global manufacturer of cranes and lifting solutions with manufacturing, distribution, and service facilities in 20 countries. Manitowoc is recognized as one of the premier innovators and providers of crawler cranes, tower cranes, and mobile cranes for the heavy construction industry, which are complemented by a slate of industry-leading aftermarket product support services. In 2017, Manitowoc’s net sales totaled $1.6 billion, with over half generated outside the United States.

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