NEWS RELEASE

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**Manitowoc to showcase regional capabilities at inaugural CONEXPO Latin America**

Manitowoc will exhibit its latest crane products and services at the first ever CONEXPO Latin America trade show and exhibition. The event will take place October 21-24, 2015, in Santiago, Chile, at the Espacio Riesco. Manitowoc will occupy booth #1052COP2.

The company will display its exclusive Crane Control System (CCS), a standardized operating system that it’s rolling out across all Manitowoc-made cranes, inside of a detached crane cab at the stand, giving customers a chance to experience the system first-hand. Also the company will feature its pioneering KZ-100, a synthetic hoist cable solution co-developed with Samson, and detailed information on its versatile Potain MCT 85, which is made nearby in Passo Fundo, Brazil.

Cristian Galaz, Manitowoc’s vice president of sales in South America, said the region represents a major area of growth for Manitowoc. He explained that Manitowoc holds a key position in the market due to its responsiveness to local needs.

“Peru, Chile, Colombia and other countries in South America continue to top the list of the most attractive markets for international investment, particularly in infrastructure and energy projects,” he said. “Over the years, Manitowoc has paid close attention to the desires of our large and growing customer base in the region, and has responded by continuously expanding its product offerings and streamlining its network of support services for the region.”

For example, Galaz points to the company’s recently opened warehouse in the free trade zone of Iquique, Chile. The warehouse serves the area’s demand for fast crane deliveries, remaining stocked with rough-terrain and all-terrain units for customers in Chile and Peru, among other regions.

“With a presence in Iquique, we can quickly respond to customer needs for cranes and service,” Galaz said. “Additionally, we strive for a more personalized approach in Latin American countries, sending our managers to customers in Argentina, Bolivia, Chile, Colombia, Ecuador, Paraguay, Peru and Uruguay.”

The opening of Manitowoc’s Passo Fundo factory in Brazil is another example of how the company has increased its capabilities in the region. Its manufacturing line now produces several Grove rough-terrain and Potain tower cranes. The company has also launched a hotline dedicated to providing quick response to customers in Chile. In 2014, the company also deployed Crane Care service trucks in Chile, providing on-site maintenance and support to customers on remote job sites.

“The first CONEXPO event in Latin America gives us a great opportunity to meet with customers face-to-face and hear their needs directly,” Galaz said. “It’s important that an event like this has come to our region. We can showcase our latest crane technologies that improve efficiency and productivity for all Latin American customers.”

**Crane Control System and KZ-100 hoist rope**

Manitowoc’s Crane Control System (CCS), innovative operator interface, will be one of the company’s highlights at its 105 m² (1,130 ft2) booth at CONEXPO Latin America. CCS is intuitive and easy-to-use, helping contractors and operators move between crane models with ease while benefiting from the system’s many advantages. A crane cab simulator equipped with CCS will be among Manitowoc’s many booth attractions. Cranes built at Manitowoc’s Brazil plant will feature the CCS cabin beginning January 2016.

Also on display will be Manitowoc’s industry-changing synthetic cable KZ-100. The first synthetic hoist rope designed specifically for mobile cranes, the product is a result of a development partnership with Samson, a leading synthetic rope manufacturer, and Manitowoc. A combination of lab tests and field trials consumed 7,500 m (24,500 ft.) of rope over the course of 14,000 cycles of reliability testing. Two other independent companies tested the rope as well. As a result of this extensive testing and development, KZ-100 is corrosion resistant, requires no lubrication, is durable, and is easy to work with, while minimizing wear on drums and sheaves. CONEXPO visitors will have a chance to see, touch, and learn more about the cable at Manitowoc’s booth at the show.

**National Crane boom trucks**

Manitowoc’s answer to a growing crane segment in Latin America, the new National Crane NBT Series boom trucks represent a new era of innovation. Visitors at CONEXPO in Santiago can find information on the company’s largest National Crane ever built, the National Crane NBT60 (54.4 t [60 USt] of capacity), for example, and other models, such as the National Crane NBT36 (32.7 t [36 USt] of capacity) and NBT40 (36.3 t [40 USt] of capacity), popular in countries like Brazil and Chile.

National Crane’s latest model, the NBT30H-2 (27.2 t [30 USt] of capacity), makes its production debut in early 2016 and offers class-leading features such as a 33.5 m (110 ft) of boom length, simple but modern operator control station with mechanical levers and onboard diagnostics while delivering more value.

“Our new NBT30H-2 delivers on features and benefits while providing a lower acquisition cost which further improves our customers return on investment,” said Justin Pilgrim, global product director of National Crane boom trucks and industrial cranes at Manitowoc.

Pilgrim explained that these new National Crane models were developed after extensive customer research was conducted.

“We asked customers what they really wanted and needed,” Pilgrim said. “The feedback resulted in boom trucks that truly meet the demands of the market, whether its size, capacity, lifting power, maneuverability or other advanced new features.”

National Crane boom trucks are particularly useful in mining, railroad construction and municipalities markets, where pricing to the end user can be very competitive, according to Pilgrim. They also offer some of the longest boom lengths and highest capacities for boom truck cranes in their class, he said.

**Variable Position Counterweight**

Visitors to the Manitowoc booth at CONEXPO Latin America can also learn more about two groundbreaking crawler cranes, both of which made their debut last year at CONEXPO 2014 in Las Vegas, Nevada, U.S. The 300 t (330 USt) MLC300 and the 650 t (716 USt) MLC650 are loaded with an array of innovative features, most notably their unique Variable Position Counterweight (VPC).

The VPC system automatically positions the counterweight to fit the required lift. The counterweight moves along the rotating bed and is automatically adjusted based on changes in boom angle. Advantages for customers include reduced ground preparation, lower ground-bearing pressure and less counterweight, without sacrificing capacity. Customers will not have to buy, transport or install as much counterweight compared with a traditional configuration. The counterweight boxes are also designed to be used across multiple crane platforms. Full details on both the MLC300 and MLC650 will be available at the show.

**Potain MCT 85, EnCORE, CraneSTAR**

Another product Manitowoc will highlight at CONEXPO Latin America will be one of Potain’s newest tower cranes, the 5 t (5.5 USt) capacity MCT 85, one of the world’s best-selling cranes in its category. The topless crane offers a number of enhanced design and functionality features, making it ideal for residential projects in urban areas. The MCT 85 has a maximum jib length of 52 m (171 ft) and a tip load of 1.1 t (1.2 USt).

A success story in the region, Manitowoc’s EnCORE program will also be represented at the show. Available throughout Latin America via partnerships with local dealers and rental companies, Manitowoc’s EnCORE program gives customers local and cost-effective solutions that not only extend the service life of their cranes, but also ensure any repair and refurbishment work performed will be completed to exacting OEM standards. Manitowoc staff will be at the booth to discuss EnCORE’s various services and answer potential questions.

Lastly, Manitowoc’s telematics system, CraneSTAR, will be demonstrated at the company’s booth. CraneSTAR uses a dual-band approach, meaning it is able to work on both GSM and satellite networks, to maximize its connectivity. The technology represents a new era of data management and planning for crane owners, providing real time crane fleet information to engineers and operators, regardless of location.

More information on these and other crane solutions and financing opportunities will be available at Manitowoc’s booth at the show.

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ABOUT THE MANITOWOC COMPANY, INC.   
Founded in 1902, The Manitowoc Company, Inc. is a multi-industry, capital goods manufacturer with 92 manufacturing, distribution, and service facilities in 25 countries. The company is recognized globally as one of the premier innovators and providers of crawler cranes, tower cranes, and mobile cranes for the heavy construction industry. Manitowoc is also one of the world's leading innovators and manufacturers of commercial foodservice equipment, which includes 24 market-leading brands of hot- and cold-focused equipment. In addition, both segments are complemented by a slate of industry-leading product support services. In 2014, Manitowoc’s revenues totaled $3.9 billion, with approximately half of these revenues generated outside of the United States.

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