 NEWS RELEASE

June 15, 2016

**Manitowoc hosts dealer conference in Egypt**

* Manitowoc held a conference in Egypt with long standing dealers Orascom Trading and International Development Programmes (IDP) to highlight the company’s latest products and innovations
* The conference underlined Manitowoc’s commitment to Egypt and the Middle East
* The event was a success with the sale of the first four MDT389 cranes in the Middle East

Manitowoc recently held a conference in Cairo, Egypt with long-standing Grove and Potain dealers Orascom Trading and International Development Programmes (IDP), to highlight the company’s latest products and innovations which include Manitowoc’s Crane Control System (CCS) and the new Variable Position Counterweight (VPC) technology. The company also presented its new five-axle Grove all-terrain crane range. Over 70 customers attended the seminar in March as well as two representatives from Manitowoc. This is the first time that Manitowoc and its dealers have hosted a joint event in Egypt and resulted in the sale of the first four MDT389 cranes in the Middle East.

Ahmed Talhimet, sales director for Manitowoc Cranes in the Middle East, says the conference was a great opportunity for the company to highlight its products and support to customers in the region. “We wanted to host a conference for our customers in Egypt to underline our commitment to the country,” he said. “Initial feedback from customers has been extremely positive with many finding the presentations on innovation of particular interest.”

During the seminar, Manitowoc presented the company’s latest tower crane range which includes the new CCS operating system. Manitowoc product managers discussed the key advantages that CCS brings to Potain and Grove cranes. The user-friendly control system will be progressively installed on all new all-terrain crane models, as well as crawler cranes, rough-terrain cranes and tower cranes, achieving the highest level of comfort, ergonomic control, and lifting capacity. Mr. Talhimet also gave a presentation on the new crawler cranes and discussed the benefits of the exclusive VPC technology.

“We are starting to see more opportunities and sales of Grove and Potain cranes in this region due to the fact that the construction sector is beginning to pick up again,” continues Talhimet. “Selling the first four MDT389 cranes in the Middle East demonstrates that the market in Egypt is beginning to show signs of growth.”

-END-

CONTACT

**Sylvia Farag** **Clodagh Foley**

Manitowoc SE10

T +971 4 886 2677 T +44 207 923 5865

[sylvia.farag@manitowoc.com](mailto:sylvia.farag@manitowoc.com) [clodagh.foley@se10.com](mailto:clodagh.foley@se10.com)

ABOUT THE MANITOWOC COMPANY, INC.   
Founded in 1902, The Manitowoc Company, Inc. is a leading global manufacturer of cranes and lift solutions with 49 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 2015, Manitowoc’s revenues totaled $1.9 billion, with over half of these revenues generated outside the United States.

MANITOWOC CRANES

2401 South 30th Street - PO Box 70 - Manitowoc, WI 54221-0070

T +1 920 684 6621

[**www.manitowoccranes.com**](http://www.manitowoccranes.com)**­**