Sales Announcement

January 29, 2016



**EnCORE refurbishes Potain HD 32 A**

A Potain HD 32 A tower crane, from Manitowoc’s stockyard in France, has been refurbished at the Manitowoc EnCORE facility in Baltar, Portugal, and sold to long-standing customer Talib & Shamsi Constructions in India.

Amjad Shamsi, managing director of Talib & Shamsi Constructions, explained that he chose to buy the refurbished crane over a new model after speaking to Manitowoc about his company’s exact requirements. “Initially, we were a bit skeptical about buying a used crane in case we encountered any issues,” he said. “However, for a much lower price, we bought a fully certified, refurbished crane that we knew would deliver outstanding performance. A key factor in our decision to purchase the HD 32 A was our visit to the EnCORE facility where we saw the cranes and the work that was being carried out to restore them. We are very satisfied with the HD 32 A and will definitely consider purchasing another refurbished crane from Manitowoc again.”

The EnCORE team, which is part of Manitowoc Crane Care Services, helps to extend crane lifetime by replacing, rebuilding and remanufacturing Potain cranes, including all operational components. This helps customers to maximize their investment. The team disassembled and inspected the crane; shot blasted and fully galvanized the steel frame and remanufactured the mechanical components according to the original part specifications. The HD 32 A crane was fully refurbished, fitted with a new axle and the majority of the electronics were replaced. The refurbishment took one month to complete.

The crane was dispatched last August from Baltar and is now operating at a jobsite in Pune, India.

The HD 32 A, which was manufactured in 1995, has a 4 t maximum capacity, a 30 m maximum jib length and can lift 1 t at the jib end.

Talib & Shamsi Constructions is based in Mumbai and has been in business for 40 years. The company has built around 25 high-rise buildings and 15 commercial developments.

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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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