NEWS RELEASE

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**Manitowoc appoints new Potain dealer for Indonesia**

* *Jakarta-based Multicrane Perkasa is Manitowoc’s newest Potain crane distributor in Indonesia.*
* *Five technicians from the company have completed Manitowoc Crane Care training to ensure the very highest levels of customer support.*

Manitowoc has strengthened its operations in Southeast Asia with the appointment of Multicrane Perkasa as its new dealer for Potain cranes in Indonesia. Based in Jakarta, the crane and construction equipment distributor has invested in comprehensive Manitowoc Crane Care training for five of its employees to ensure customers receive the fast and effective service that backs up each Potain purchase.

“Multicrane is delighted to be representing Potain. The brand has built up a strong reputation in Indonesia and is known for high quality, reliable cranes that are easy to maintain and operate,” said Suwandi Hudiman, vice president of sales and marketing at Multicrane Perkasa.

In recent months Multicrane has delivered a number of MCT 205 and MC 310 cranes to companies in the rental, construction and concrete industries. According to Hudiman, Potain’s tower cranes are well-suited to the increasingly busy high-rise industry of Indonesia.

“High-rise construction projects in major cities such as Jakarta and Surabaya have been fairly consistent over the past 2 years. Next year we expect to see more activity in the industrial construction sector for projects such as power plants, processing plants, and storage facilities,” he said. “Potain cranes, especially the MC 310 and the MCT 205 offer strength, reliability and fast assembly which makes them suitable for a wide range of job sites.”

Commenting on the new partnership, Marco Zucchet, Manitowoc director of sales and customer service for tower cranes in Asia, said:

“Multicrane Perkasa is highly experienced and well-known within the Indonesian crane market. The company has a great network with strong customer support credentials and we are looking forward to working with them.”

Multicrane Perkasa specializes in wholesale distribution of construction and mining equipment. It has six locations across Indonesia, two in Java (in Jakarta and Surabaya), two in Sumatra (in Pekanbaru and Palembang), and two in Kalimantan (in Balikpapan and Samarinda).

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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 2016, Manitowoc’s net sales totaled $1.6 billion, with over half generated outside the United States.

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