NEWS RELEASE

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**Manitowoc appoints new Grove dealers for Asia-Pacific**

* *Companies in Hong Kong and Vietnam will sell the complete range of all-terrain, truck and rough-terrain cranes from Grove.*

Manitowoc has appointed two new dealers for its Grove brand in Asia-Pacific to support growing demand in the region for its advanced range of mobile cranes. The appointed companies are: Rainbow Ace Ltd. of Hong Kong; and Tuyet Nga Co. Ltd. (TNC), based in Hanoi, Vietnam. Both will sell the full line of Grove all-terrain, rough-terrain and truck cranes and offer comprehensive Manitowoc Crane Care customer support.

Rainbow Ace was established 25 years ago, and the company already sells and supports a number of construction equipment brands to serve sectors such as road building and general construction.

Chow Kwok Kei, general manager at the company, said he expects strong interest in the Grove brand now that his company is offering dedicated, in-country representation.

“There is a healthy population of Groves in Hong Kong that are performing well but which will benefit from on-the-ground support,” he said. “We are delighted to partner with Manitowoc to sell and support these impressive cranes. The designs are compact and offer superior capabilities as well as unique technologies, such as the Megatrak suspension system. This will appeal to Hong Kong companies who often need to work in congested spaces but still require powerful lifting support.”

TNC, based in Hanoi, is another well-established and experienced equipment re-seller, with a host of brands in its current portfolio. With more than 20 years of experience, the company’s staff includes a crew of 30 technicians with deep knowledge of industrial equipment.

Tran Kim Dzung, general director of TNC, said the company expects to supply cranes to several growing business sectors, such as construction, oil and gas, mining and power generation.

“We chose to partner with Grove because its product range offers a multitude of technical options for customers that allow us to offer the right crane for customer needs,” she said. “We’re expecting strong interest in the Grove range of rough-terrain cranes, which have a world class reputation and should be an attractive option for our customers in Vietnam.”

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ABOUT THE MANITOWOC COMPANY, INC.

Founded in 1902, The Manitowoc Company, Inc. is a leading global manufacturer of cranes and lift 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 revenues totaled $1.6 billion, with over half of these revenues generated outside the United States.

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