­NEWS RELEASE

March 28, 2017

**Manitowoc’s EnCORE program delivers a refurbished lifting solution to De Gerlien van Tiem Shipyard**

* *De Gerlien van Tiem Shipyard took delivery of an EnCORE-refurbished Potain GTMR 386 B self-erecting crane for its operations in the Netherlands.*
* *The company was attracted to its price point and durability, and now reports that the crane has been performing at optimum levels.*

When it was time for De Gerlien van Tiem Shipyard (De Gerlien) to replace a 26-year old Potain crane that had seen the end of its lifecycle, the Netherlands-based company got advice from crane servicing company Lamberts BV for an often-overlooked solution—not a new crane, but a refurbished crane from Manitowoc’s EnCORE program.

De Gerlien ordered and was delivered an EnCORE-refurbished Potain GTMR 386 B self-erecting crane. The refurbished crane, with its one-year warranty, joined the company’s fleet of seven other tower cranes performing the company’s shipyard operations. It has convinced its owner, Frans van Tiem, that refurbished cranes can offer many of the same benefits as new cranes.

“The lift capacity of the Potain GTMR 386 B makes it an ideal replacement for the crane we’re retiring,” he said. “In addition to its other impressive specifications and favorable price, this crane is a perfect fit for our shipyard. Manitowoc’s EnCORE program refurbished it at the company’s French crane production plant to a very high standard, and the one year warranty is a big plus.”

The GTMR 386 B has a maximum load capacity of 8 t (8.8 USt) and a 50 m (164 ft) jib. The crane, which was originally manufactured in 2003, was refurbished as part of the EnCORE program at Manitowoc’s Charlieu factory in France.

EnCORE helps to extend crane lifetimes by repairing, rebuilding and remanufacturing them, including all of their operational components. The program is designed to help customers maximize their return on investment. During its refurbishment, the entire structure of the GTMR 386 B was shot-blasted, cleaned and repainted. Its control system was overhauled, all mechanical and electrical components were repaired or replaced, and it was tested for complete functionality.

“The durability of this crane is impressive, and the work done to refurbish it—particularly the shot-blasting and painting—is outstanding,” van Tiem said. “I’d also like to thank Manitowoc’s team in the Netherlands that provided exemplary service throughout the sale.”

In January 2017, the crane was delivered to the shipyard by the Manitowoc Used Crane department, and then installed and commissioned by the local Manitowoc Crane Care team at a unique location—on the deck of a service ship used for large-scale operations. The Manitowoc Netherlands technicians also managed the dismantling of the company’s old crane that was being replaced. After several weeks in operation, the company reports that the refurbished crane is operating perfectly.

In fact, De Gerlien has been so impressed with the crane, van Tiem said he is keen to use the EnCORE program again in the future. He’ll once again work with Lamberts BV and its director, Rob Lamberts, to deliver an ideal lifting solution.

“We have a Potain H30/40 that definitely needs to be replaced within a few years. The first thing I’ll do when we have to replace it is find out whether Manitowoc has another premium, refurbished crane solution,” he explained.

De Gerlien has worked on inland waterway vessels since 1967. The family-owned business specializes in the field of bow thrusters, spud poles, ship repair and the supply of entirely new ships. De Gerlien’s private harbor and premises have mooring quays along the Waal River in the Netherlands.

-END-

CONTACT

**Cristelle Lacourt** **Damian Joseph**

Manitowoc SE10

T +33 472 182 018 T +1 312 548 8441

cristelle.lacourt@manitowoc.com damian.joseph@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 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.

THE MANITOWOC COMPANY, INC.

2400 South 44th Street - PO Box 66 - Manitowoc, WI 54221

T +1 920 684 4410

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