News Release

January 18, 2017

**Petro Sea Logistics invests in Grove all-terrains and their aftermarket support**

* *A joint venture in Africa has invested in a fleet of Groves for their performance
and aftermarket support.*
* *The JV’s first Grove GMK6400 is going right to work at an oil field in the Port of Abidjan.*

Petro Sea Logistics, a joint venture between Belgium’s Sea-Invests and Ivory Coast’s Petroci, has added a Grove GMK6400 all-terrain crane to its fleet. The purchase not only reflects the JV’s desire for a quality crane that can handle the rigors of the oil business, but also for top-notch service and support provided through the partners of Manitowoc Cranes.

An investment in a six-crane fleet of RTs from another brand had left the JV reeling from a lack of support for its oil field operations. When it came time for the joint venture to purchase a new crane for pipe-lifting applications, it turned to Grove and its lauded African dealer, Paterson Simons, for a superior crane and service to back it.

Formerly a buyer of strictly rough-terrain cranes, the JV opted for an all-terrain GMK6400, which features a best-in-class 400 t capacity, as well as a 60 m boom. Its optional removable outrigger box, self-rigging auxiliary hoist and self-rigging MegaWingLift (which can boost its capacity by nearly 70 percent) have made the crane one of the most successful in Grove’s history.

Pasico Ghana, a subsidiary in the Paterson Simons network, worked with Grove to provide the JV with quick, localized support for the GMK6400, as well as extensive training and warranty options. The crane is scheduled to immediately begin oil field operations at the Port of Abidjan.

As the sales manager for French-speaking Africa for Manitowoc Cranes, Guillame Bertrand understands that the service and support offered on a crane long after its sale is crucial to ensuring companies are able to maximize the return on their capital investments.

“After-sales service is the key to doing business in Africa,” he explained. “Our customers have grown to expect responsive, quality support throughout the region, and we’ve made great efforts over the last few years to ensure we are there for them when they need us.”

Petro Sea Logistics was so happy with its first Grove all-terrain purchase, that the JV invested in two additional models: the new 100 t GMK4100L-1, which has the strongest load charts in its class and an extra long 60 m boom; and the 180 t GMK5180-1, which has a 64 m boom and features the VIAB turbo clutch that enables wear-free starting and breaking.

Established in 1948, Paterson Simons has been a partner of Manitowoc Cranes for 40 years. The dealer has unrivalled experience in supplying lifting equipment to the shipping, mining and construction industries across West Africa. Through its branch in Ghana, Paterson Simons sells, services and rents Manitowoc products, many of which are tailored to the region’s harsh conditions.

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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 2015, Manitowoc’s revenues totaled $1.9 billion, with over half of these revenues generated outside of the United States.

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