­NEWS RELEASE

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**Manitowoc celebrates two award wins for new models**

* *Ground-breaking Potain Hup crane scoops top award in lifting industry contest*
* *New Grove truck crane recognized among 100 best products of 2017 by leading industry publication*
* *New product development at the heart of The Manitowoc Way business philosophy that collaborates closely with customers and dealers*

Manitowoc’s new product development program has enjoyed its strongest year in recent times, and the company’s efforts are being recognized with two cranes that were launched in 2017 earning industry awards. The prize-winning Manitowoc cranes are the Hup 40-30 self-erecting crane from Potain and the TMS9000-2 truck crane from Grove.

Ion Warner, vice president of marketing and investor relations at Manitowoc, said the awards were deserved recognition for the company’s hard work in recent years.

“To win these two awards is a huge testament to the work we’re doing and how *The Manitowoc Way* is delivering success,” he said. “Innovation has long been a core value at Manitowoc, but under *The Manitowoc Way*, we have significantly increased the velocity of operations. What we are proud of is not only how these cranes have been recognized for their innovation, but how quickly we’ve been able to launch them to market.”

**Winning formula**

The Potain Hup 40-30 received a Gold Award in the Cranes Category of the “Leadership in Lifting Equipment and Aerial Platforms (LLEAP)” contest. This awards program is organized by *Lift & Access* magazine, with the winners selected by an independent judging panel of industry experts. The Hup 40-30 has a 4.4 USt capacity and a 131 ft jib within a unique design that offers unrivalled versatility in a self-erecting crane. There are 16 possible configurations for set-up, and new features on the unit include the advanced Smart Set Up software.

The Grove TMS9000-2 truck crane was named in the “Top 100 of 2017” list compiled by *Construction Equipment* magazine. The list evaluates an array of equipment and technologies across sectors, including earthmoving, roadbuilding, lifting, drilling, trucking and hauling to select only the very best new products.

The Grove TMS9000-2 is a 115 USt capacity truck crane that is significantly lighter than its predecessors, making it easier to configure to local roading regulations. Its boom is longer, too, with 169 ft of main boom plus jib options available, while strength is improved by 5% across the load chart.

Manitowoc attributes the success of these new cranes to its “voice of the customer” process under *The Manitowoc Way*. With this strategy, the company takes recommendations from its customers early in the crane design process, ensuring that new crane models and technologies reflect the lifting market’s application and transport needs. The goal is to help customers expand their capabilities and increase their returns on capital investments.

“These new models were developed in close collaboration with our customers and dealers, which helps us design the cranes and technologies that they actually need. All of our new models must benefit the customer, both on the job site and in boosting revenue,” noted Warner. “Our success here in winning these awards will act as a great motivator for our future work. We want to use this as a platform to push ourselves even further.”

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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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