NEWS RELEASE

April 18, 2018

**Manitowoc appoints WATM as dealer for South Australia**

* *Manitowoc Cranes and long-time partner WATM expand support to South Australia.*
* *WATM will sell and support the full range of Grove mobile cranes and Manitowoc crawler cranes.*

Manitowoc has increased its support to customers in South Australia (SA) with the appointment of WATM Crane Sales & Service as its exclusive dealer for the region. WATM has over 40 years of construction equipment experience — 18 as Manitowoc’s dealer in Western Australia (WA). The company will be responsible for the sales and support for the complete range of Grove mobile cranes and Manitowoc crawler cranes.

John Stewart, vice president and general manager, Australia and New Zealand, Manitowoc, said the appointment was great news for crane owners in the local area.

“We’ve been longtime partners with WATM, and Anthony and the team deserve the great reputation they have,” he said. “From our history of working together in WA, we know it’s a company with unbeatable experience and commitment. WATM has a comprehensive understanding of Manitowoc products and the crane industry, and we believe that extending our partnership will deliver the highest-possible levels of sales and service support to Manitowoc customers in South Australia.”

Manitowoc and Grove cranes have long been the benchmark of quality in both the rental markets of Adelaide and the rugged minerals sites across the diverse state of South Australia. Manitowoc is committed to bringing the very highest levels of technical support to customers, to keep uptime levels at a maximum.

With WATM now serving South Australia, customers can look forward to new highs in service excellence, especially given the company’s program of continual investment in technician training and its large parts inventory. With a new facility opening soon, WATM will also be offering customers in South Australia its innovative ‘Net Tech’ remote diagnostics systems.

Anthony Lazenby, managing director of WATM, said his company was eager to start work in its new region.

“We are delighted to expand our partnership with Manitowoc into South Australia,” he said. “It’s a great part of the country and an area we know well. WATM already has a fully-loaded remote product support vehicle in Adelaide, with a certified Manitowoc factory technician handling it. We are up and running, and raring to go. We look forward to meeting all our new and prospective customers over the coming weeks.”

WATM will serve the South Australia market from a base in Adelaide under the leadership of local manager and branch coordinator Simon Malyan. Roger Cross, a long-time WATM employee and a well-known figure in the Australian crane industry, will extend his responsibility for Manitowoc sales support into South Australia, in his position of product manager.

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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 2017, Manitowoc’s net sales totaled $1.6 billion, with over half generated outside the United States.

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