­NEWS RELEASE

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**Manitowoc welcomes visitors at M&T Expo 2018 in São Paulo**

* *One of the largest tradeshows in Latin America, M&T Expo 2018, provides Manitowoc a great opportunity to present its newest technologies to contractors, engineers and executives from construction and mining companies in the region.*
* *Attendees are being shown demonstrations on how Manitowoc’s user-friendly operating platform CCS works and can also test the company’s diagnostic smartphone app.*

From Monday through Thursday (November 26-29), visitors to Manitowoc’s booth at M&T Expo 2018 in São Paulo, Brazil, are learning more about the company’s most innovative cranes and newest technologies. This cutting-edge equipment makes work at job sites more efficient, while increasing return on investment.

After a few years of reduced activity in the Brazilian construction industry, all eyes are now focused on a potential economic recovery that could lead to the resumption of infrastructure projects and a long-expected increase in the demand for new equipment. According to Rene Porto, sales director for Manitowoc Brazil, this is a great opportunity for the company to present its new technologies and their benefits to its customers.

“Our customers in Brazil are eager to know what is going on in the market and the innovations that are transforming the industry. At this year’s M&T, we are presenting technologies developed at Manitowoc that were based on feedback from customers to maximize the return on investment for their businesses, which is our ultimate goal,” he said.

A team of experts from Manitowoc has been hosting discussions on some of the company’s new cranes, such as the new Grove all-terrain GMK4100L-1, GMK5150 and GMK5250L. These versatile cranes feature compact designs, powerful lifting capacities and fast highway speeds. A Crane Control System (CCS) cab is on display at Manitowoc’s booth, so visitors can see how easy and efficient it is to operate the company’s intuitive, user-friendly operating platform, which is integrated across many of the new product lines.

A simulator of the MAXbase system is also exhibited. It provides users with greater setup flexibility by enabling easier access to narrow sites thanks to its asymmetrical outrigger positions. This makes jobsite planning much easier and enables improved load capacities. And Manitowoc’s diagnostic smartphone app is another highlight at the tradeshow. Visitors are shown demonstrations on how the app helps crane operators interpret the numeric diagnostic codes generated by their on-board control systems and diagnose technical issues much faster. Manitowoc is the first manufacturer in the crane industry to release an app of this kind.

The M&T Expo draws customers from different parts of Brazil, but also contractors, engineers and executives from construction and mining companies from all over Latin America. Cristian Galaz, Manitowoc’s vice president of sales for South America, explained that despite the lower demand for new machines registered in the last few years in Brazil, the largest economy in the region, the country is still a reference in terms of market trends.

“We have already welcomed visitors from Bolivia, Peru, Chile, and other countries. They came to São Paulo because they knew the importance of this tradeshow and the relevance of Brazil in the industry,” Galaz said. “For us, it is a great opportunity to show our crane models that are perfectly suited for jobs all over the region.”

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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. In the United States, the Grove, Manitowoc, National Crane, Potain and Shuttlelift brands are sold and serviced by Grove US, LLC, a wholly owned subsidiary of The Manitowoc Company, Inc. In 2017, Manitowoc’s net sales totaled $1.6 billion, with over half generated outside the United States.

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