 ­NEWS RELEASE

January 17, 2020

**Manitowoc appoints All State Crane and Rigging as Potain self-erecting crane dealer in Michigan**

* *Based in Holland, Michigan, the company is selling and renting the entire range of Potain self-erecting cranes, as well as offering parts, service and training.*
* *The new dealership expands Manitowoc’s customer base in the Midwest while providing greater versatility and lower costs to job sites in the region.*

Manitowoc Cranes has appointed All State Crane and Rigging (All State) as the newest Potain self-erecting crane dealer in the U.S. Based in Holland, Michigan, the company will sell and rent the entire range of Potain self-erecting cranes, as well as offer parts, service and training. All State is one of the top rental agencies in the region and this partnership helps expand Manitowoc’s local service in the Midwest.

“While popular in other parts of the world, self-erecting cranes are still fairly new to this area.” said Adam Stack, vice president of Sales at All State. “We’re excited to better support our existing customers and help introduce these cranes to the market. As more customers are introduced to these incredibly versatile cranes, they see how quickly they are setup and how easy they are to operate, which only increases demand. By providing in-house service, parts and training, we can now offer full support for self-erecting crane owners and rental customers in the Potain Hup and Igo ranges”.

According to Stack, contractors in North America are increasingly interested in the benefits of self-erecting cranes. These compact, agile machines have been used in applications where schedule is crucial, such as commercial construction, residential homebuilding, utility work and more. They can offer greater reach and better jobsite coverage than mobile equipment, for a much lower cost.

“We are very excited to partner with All State. It is a highly experienced rental company focused on excellent service,” said Michael Heacock, vice president of sales-tower cranes at Manitowoc.

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ABOUT THE MANITOWOC COMPANY, INC.   
The Manitowoc Company, Inc. (“Manitowoc”) was founded in 1902 and has over a 116-year tradition of providing high-quality, customer-focused products and support services to its markets and its 2018 net sales were approximately $1.8 billion. Manitowoc is one of the world's leading providers of engineered lifting solutions. Manitowoc, through its wholly-owned subsidiaries, designs, manufactures, markets, and supports comprehensive product lines of mobile telescopic cranes, tower cranes, lattice-boom crawler cranes, and boom trucks under the Grove, Manitowoc, National Crane, Potain, Shuttlelift and Manitowoc Crane Care brand names.

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