



## News Release

5 December, 2005

### **Arcomet Group to distribute Potain cranes in England, Scotland and Wales**

Manitowoc Crane Group and Arcomet Group will sign a distribution agreement on January 1, 2006, under which Arcomet will sell the complete range of Potain self-erecting cranes and top-slewing tower cranes in England, Scotland and Wales (Great Britain). The new arrangement between Arcomet, the world's largest tower crane rental company, and Potain, the world's largest tower crane manufacturer, is the first time the two companies have joined forces for a distribution agreement, although the relationship between the two dates back many years.

Frans Vanwinkel, vice president of sales and marketing for Manitowoc Crane Group in the EMEA (Europe, Middle East and Africa) region, said the new deal would bring mutual benefits to both companies.

“We’re delighted to have a company with the knowledge, experience and reputation of Arcomet representing us in the important British market,” he said. “The relationship between our two companies stretches back some time but has intensified over the past two years with Arcomet adding over 50 Potain cranes to its fleet in the past 12 months and our partnership continuing to grow healthier by the day. We’re certain that by joining forces in Great Britain we will be able to offer a level of service not previously seen in the region.”

Potain has already established a market-leading position in Great Britain for its range of self-erecting cranes and was instrumental in developing the concept in the region. Now it is looking to strengthen its position for its complete range through the dealer initiative with Arcomet.

Dirk Theyskens and Frans Wouters, managing directors of Arcomet Group, said the new arrangement offered great opportunities.

“With the upcoming Olympic Games in 2012 and a number of other major projects in the pipeline, the British market is one of the busiest in Europe at the moment. We’re certain that our industry expertise and reputation combined with the quality Potain product will prove a winner with British contractors.”

Arcomet will operate from three locations in Great Britain and will organize sales and rental for the full Potain range from self-erectors to the large top-slewing cranes. Sales and rentals for the Igo and GTMR ranges of self-erecting cranes will be handled by the newly incorporated Midland Cranes, under the charge of Jerry Welford, managing director. Midland Cranes will establish a nationwide network of regional offices to utilize its large fleet of stock cranes and to ensure a local service to local job sites.

Sales and rentals for the top-slewing tower crane range will be handled by the newly incorporated Arcomet Tower Cranes, under the charge of Graham Baukham, managing director. Further market support will continue from the Manitowoc Crane Group (UK) operation in Uxbridge, Middlesex under the charge of Steve Barnett, managing director – sales/operations.

***About The Arcomet Group***

*The Arcomet Group is the world's largest self-erecting and tower crane rental company. Its current fleet of 600 self-erecting and 700 tower cranes is rented through a network of 18 wholly-owned branch offices and joint-ventures throughout Europe and the US. The Arcomet Group also specializes in full service support, providing customers with engineering, shipping, service and operating support worldwide. It is one of the world's largest traders in used tower cranes, specializing in the purchase and sales of tower crane fleets on a global basis.*

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***About The Manitowoc Company***

*The Manitowoc Company, Inc. is one of the world's largest providers of lifting equipment for the global construction industry, including lattice-boom cranes, tower cranes, mobile telescopic cranes, and boom trucks. As a leading manufacturer of ice-cube machines, ice/beverage dispensers, and commercial refrigeration equipment, the company offers the broadest line of cold-focused equipment for the foodservice industry. In addition, the company is a leading provider of shipbuilding, ship repair, and conversion services for government, military, and commercial customers throughout the US maritime industry.*

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