



Manitowoc Cranes

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News Release

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Capital City Group named as Potain dealer

Crane rental and field services provider Capital City Group has been appointed as dealer for Manitowoc's self-erecting crane line from its Potain brand. The Ohio-based group is currently one of the Midwest's leading crane rental companies and owns and operates more than 50 cranes, including many from Manitowoc. The company has Grove mobile cranes, Manitowoc crawler cranes, and a number of Potain self-erecting cranes.

The family-run business started out in 1993 renting equipment and then in 2000 diversified into architectural and structural precast erection and structural steel erection. Capital City Group has already ordered a number of self-erecting cranes from Potain to add to its rental fleet, and is actively marketing its sales activities also. The company will cover the Ohio region up through the Cincinnati trade area, and is preparing for a move to a new, larger facility to accommodate its new sales business.

R. Craig Minnich, eastern regional business manager for Manitowoc, said the company's enthusiasm and growth strategy made them a perfect fit for Manitowoc.

"Capital City Group has already established a great business in a competitive market and is extremely keen to grow the business further," he said. "It has an aggressive growth strategy for the Potain self-erecting crane business, which Manitowoc will support in every way it can. Capital City has a great reputation and big ambitions, which makes it a perfect fit for Manitowoc's dealership network."

Capital City Group will hold an Open Day event to celebrate the launch of its new premises on June 22.

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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