



MANITOU GROUP

Manitou at SAIE Bologna 2011: Strong machines and Italian focus

- New Heavy-Duty machines for demanding “New Business” applications
- Strengthened S&M organization to better address Italian markets
- Manitou 100% subsidiary (MCI) to be renamed Manitou Italia

Bologna, October 5, 2011 - On October 5 to 8, 2011, Manitou will be exhibiting at SAIE in Bologna (Italy), a yearly international event focusing on the construction market.


Manitou Group has always been very active in Italy, through its 100% subsidiary MCI (Manitou Costruzioni Industriali) headquartered in Castelfranco Emilia. With 250 people, MCI is Manitou’s center of excellence for rotating and heavy-duty telescopic handlers, that enjoy a #1 worldwide position on these very demanding segments. MCI is also developing a full range of dedicated attachments (such as baskets, winches, crane jibs, holders, clamps, bucket, etc.) that come fully certified with the machines for maximum security and superior versatility.

At SAIE 2011, Manitou presents 2 new machines from the Heavy-Duty (MHT) range of 22.5t and 18t respectively. These machines will ideally pull Manitou’s new corporate initiative for “New Business” (mining, environment, defense, etc.) that represent significant growth segments across different use models. The new MHT 10225, to be released in 2012, has a capacity of 22.5t that is well suited to the needs of the mining and quarrying businesses.

While those machines typically serve far-away end-markets, MCI also focuses on addressing the Italian markets’ needs, promoting all Manitou Group product ranges (under the Manitou®, Gehl® and Mustang® brands), through 80 dealers and partners on the Italian territory. Manitou now aims at leveraging these networks of unrivalled experience and trusted relationships with new initiatives for stronger growth and success.

To better reflect this reinforced commitment to the Italian market, and consistently with all Manitou subsidiaries worldwide, MCI will be subsequently renamed Manitou Italia. This is not intended to change either its missions or organization.

“We’ve always been proud of our Italian teams who have built spectacular success in two different domains” said Jean-Christophe Giroux, Manitou President & CEO. “First, the Italian-developed ranges are the flagship of our RTH (Rough Terrain Handling) division, and have repeatedly set industry standards which we’re now leveraging with our “New Business” initiative. Second, we are establishing a stronger and stronger market presence in Italy, in construction of course but also agriculture and industry. The Italian market is highly challenging, with lots of specificities and diversities which we perceive as opportunities to further grow our footprint and success. Forza Manitou Italia!”



Stand n° 2-73
SAIE 2011 - Bologna (Italy)

Manitou, the Material-Handling Reference, is headquartered in Ancenis (West of France). Manitou designs, assembles and distributes material-handling solutions for agriculture, construction and industry markets. Manitou reported in 2010 revenue of €838 millions, of which two thirds outside France. Business is conducted under the Manitou®, Gehl®, Mustang®, Loc® et Edge® trademarks, through 1,400 independent dealers in more than 120 countries. As of December 31, 2010, Manitou employed 2,800 people of which 40% outside France.

Forthcoming event

October 27, 2011: Q3'11 Revenue

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SAIE 2011

MHT 10225 & 10180 - Uncompromised Performance

TECHNICAL SPECIFICATIONS

	MHT 10225	MHT 10180
Load capacities	22.5t	18t
Lifting height	10m	10m
Forward reach	5.87m	5.5m
Engine	Mercedes 4cyl 175hp	Mercedes 4cyl 175hp

FEATURES

High position of the cabin for better visibility
 Real all rough terrain availability: drawbar pull of 17,400 daN for MHT 10225, 15,500 for MHT 10180
 Large range of fully certified attachments: winch, crane jib, container holders, clamp, bucket...

APPLICATIONS

Manufacturing of materials in concrete or steel
 Copper industry and steel
 Wood industry
 Mining and quarrying (handling of stone blocks, maintenance of equipment...)
 Port industry

INTERVIEW

« Designed to operate on very rough terrain, the MHT range can handle very heavy and bulky loads. The machine / accessories torque is key for applications requesting both versatility and capacity. Far from being 'just another loader' the MHT offers maneuverability, precision and versatility for a true operating performance » says Daniele Felicani, Technical Director.

