

## PRESS RELEASE

### Innovative solutions at Conexpo

- A range of work platforms dedicated to the North American market
- A new 12,000 lb (5.5 t) telehandler
- An electric compact loader concept machine
- A range of connected machines

**Las Vegas, March 10, 2020** — Manitou Group, world leader in material handling, personnel lifting and earthmoving, presents a comprehensive range of connected solutions to meet the needs of the construction industry and the mining sector at the Conexpo trade show in Las Vegas in the United States. Innovations include two new work platforms for the North American market and a new Manitou telehandler. The group's latest innovation, a Gehl electric compact skid loader concept, is unveiled for the first time.



#### More than 10,000 machines connected in one year!

Since January 2019, Manitou Group marketed its connected machines worldwide as standard equipment\*. Today, the Group recorded more than **10,000 active connected machines**. The connectivity of the machines ensures optimized machine use and reduced downtime, thanks to simplified preventive maintenance and improved spare parts delivery times. There are many benefits for users, making it easy for them to reduce their **total cost of ownership**. Rental companies also like these connected machines. Their fleet management is optimized, thanks to maintenance alerts and information reporting in real time. All

the data is collected using the dedicated EasyMANAGER system, accessible via a web platform and a smartphone application. An API solution has been developed by Manitou Group for easy connection of the systems already used by the rental companies and key accounts for their fleet management, making it possible to meet their specific needs.

Pascal Graff, Service Development Manager, says: *"Our goal is to bring added value to the entire value chain, from our distribution networks, comprising our dealerships and the rental companies, to the end users. Our connected machines ensure a net decrease in their total cost of ownership."*

\*Applies to all Manitou machines in Europe, apart from industrial forklifts, warehousing equipment, TMM/TMT, excavators, scissor platforms and compact articulated loaders. Connected machines available as an option on the North American market.



### Applications to increase productivity

In keeping with its goal of offering users innovative solutions, Manitou Group provides owners of Manitou, Gehl and Mustang by Manitou connected machines with **two smartphone applications** to track all pertinent information about their machine. As part of the group's drive for digital transformation, the **"MyMANITOU" and "MyGEHL"** applications are conceived and designed first and foremost to provide immediate service. The operator can at any time find out the location of their machine or machines (up to five), their fuel consumption and fuel level, and detect potential technical problems. To avoid productivity-sapping downtime, it is possible for the operator to contact their dealership easily via these applications to anticipate any work by a technician on the machine.

All the necessary **documentation** is also available: warranty, in-service date, machine operation guide, etc.

### Two-year warranty included\*

The services associated with the connected machines enable users to improve their monitoring and receive a **two-year warranty**. They retain the option of extending the warranty by one to four additional years. This peace of mind can **be extended to six years** by covering the machine with the maximum warranty extension, or a total of 6,000 hours of use. There are now two distinct levels of coverage. The first, ESSENTIAL COVERAGE, relates to the engine and the transmission, and a second tier, TOTAL COVERAGE, applies to all the components, including the mechanical, electrical, electronic and hydraulic parts of the machine. With this extended service, Manitou Group provides added reassurance for operators using their machine on a daily basis.

### A high capacity telehandler for the North American market...

Manitou Group premieres its new telehandler, the Manitou MTA 12055. This model, designed and distributed only in North America, has the **largest lifting capacity** in the construction telehandler range. With a maximum lifting capacity of 12,000 lb (5.5 t), this new model offers a lifting height of 55 ft 5 in. (17 m) (and can take 5,500 lb / 2.5 t to full extension). The MTA 12055 is perfectly suited to the requirements of specific construction sites,



such as infrastructure, bridge and construction projects. With a turning radius of only 12 ft 2 in. (3.7 m), this model maneuvers on very tight work sites. Equipped with a 120 hp engine and powershift transmission, the MTA 12055 telehandler has a maximum travel speed of 22.8 mph. There is also easy access to the engine components to ensure ease of maintenance.

\*Available as an option on the North American market



#### ...And a super-compact model

Launched in 2019, the Gehl RS 4-14 telehandler is presented at Conexpo with a **new sealed cab**, which provides optimal protection of the dashboard and the electrical components. The boom head has also been redesigned to improve visibility of the load carried on the forks, providing greater safety for the operator. With a width of **4 ft 9 in.** and a height of only **6 ft 24 in.** (1.49 m x 1.90 m), the RS 4-14 is very easy to use

and is the ideal partner for home renovation work, where space is often limited. Although it is the most compact model offered by the group, the RS 4-14 has a maximum load capacity of 4,000 lb (2 t) and a lift height of 14 ft 3 in. (4.3 m). This new version of the RS 4-14 ensures that the user's total cost of ownership is optimized, with a **10% reduction in preventive maintenance** compared with the previous version.

#### Solutions tailored to the mining sector

Manitou Group also exhibits the full scale of its offering with a range of solutions dedicated to mining. The MHT 790 presented at Conexpo is a good example. It has a maximum load capacity of 19,840 lb (9 t) for a lift height of up to 23 ft (7 m). This model has a **load management system (LMS)** integrated in the dashboard, enabling very heavy items to be moved safely. The MHT 790 is a particularly versatile



machine, designed for oil and gas sites, demolition and mining. The Manitou MHT telehandler range consists of **seven models ranging from 9 to 33 tons**, and has a wide range of original attachments dedicated to mining applications (platforms, tire and cylinder clamp, pipe clamp) to ensure safe maintenance of equipment and mining sites, optimizing machine use and production. The whole of this range and attachments are designed and produced on the group's Italian site based in Castelfranco. Every machine/attachment pair is validated by Manitou Group in accordance with a specific procedure.



#### An expanding range of platforms

Recently introduced in the United States, the range of platforms dedicated to the North American market has expanded, with four telescopic platforms ranging from 60 to 85 ft. Two of these models, the TJ 85 and the all new vertical mast electric platform VJR 26 are on display at Conexpo. Manufactured in France (in Candé), these platforms are particularly **versatile and powerful**. The TJ 85 has a platform height of 85 ft (26 m) for a lifting capacity of 770 lb (350 kg) or 3 people with equipment. It also has a remote control, which gives the ability to **fold**



**the jib under the telescopic arm** to reduce the length of the machine when loading onto a truck. This means that transportation is optimized and the driver can carry out this operation safely. The working height of 85 ft (28 m) and horizontal outreach of over 70 ft (21 m), ensure that it meets the requirements of many sites (ports, industrial maintenance, construction, etc.). The TJ 85 sets itself apart from its competitors thanks to a telescopic jib, which makes it possible to reach working areas that are inaccessible with a conventional machine. It enables operators to work with greater accuracy and **flexibility**. Another feature of the Manitou rough-terrain platform is the on-board diagnostics screen, so that technicians do not need to carry a tablet to resolve potential problems. Downtime **and total cost of ownership are therefore reduced**.

The VJR 26 is the ideal machine for interior applications at medium height. Thanks to its working height of 26 ft (8 m), this new platform facilitates maintenance operations, including fitting electrical conduits, plumbing and other **tasks related to industrial finishing**. Its compact size enables it to access narrow spaces for a smooth ride. Easy to operate because of its compact size and intuitive controls, the VJR 26 gives the operator a high level of safety with **unobstructed visibility** due to the compactness of the telescopic mast. There are fork pockets on each side of the turret to **safeguard loading operations** onto trucks and reduce the time taken.



#### **A Gehl electric compact skid loader concept machine**

Manitou Group breaks new ground premiering a Gehl electric skid loader concept at the Conexpo show. Battery powered, **this zero emissions concept machine** showcases the group's focus on alternative energies. Based on the R 165 compact skid loader model, this electric concept has the same rated capacity of 1,650 lb (750 kg). Noise levels are reduced drastically in this concept machine. It is designed for sites where noise emissions are a particularly sensitive issue: schools, hospitals, shopping malls or any other highly populated

environment. Another key advantage of this concept machine is the simplified servicing, thanks in particular to the reduction in the quantity of hydraulic oil needed.

#### **A 30% decrease in preventive maintenance costs!**

Launched on the market in September 2019 and designed to meet the needs of rental companies, the RT 135 compact track loader is a very compact, easy to use track loader, thanks to its Pilot joystick, which facilitates maneuvering. It is particularly used for renovation projects and by landscape companies. Equipped with the automatic track tensioning system, Ideal Trax®, this model has a load capacity of up to 1,350 lb (612 kg), a hydraulic flow of 16.9 gpm (64 L/min) and a maximum lift height of 9 ft 18 in. (2.80 m). The RT 135 loader has **an hourly preventive maintenance cost of \$1.07/h (€0.97/h), which is 30% less** than previous versions. This difference can partly be explained by an increase in oil drain intervals: 1,000 hours vs 500 hours previously for hydraulic oil, and 500 hours vs 250 hours for engine oil.



### A range of articulated loaders from Mustang by Manitou

The group also presents two models from its Mustang by Manitou articulated loader range: the AL 608 and AL 708 T. Launched in the United States in January, the AL 708 T model is the largest articulated loader in the range and is equipped with a telescopic arm that extends to 16 ft 6 in. (5 m) for a maximum capacity of 7,714 lb (3.5 t). Loading trucks and high-level pallet handling are among the main applications of this model. The AL 608, with a capacity of 6,409 lb (2.9 t) for a lift height of 10 ft (3.3 m), is now available with a Tier IV engine. Dedicated in particular to road construction and snow-clearing operations, this loader's **preventive maintenance costs are 38% lower** than those of the previous version.

### The MC 30 forklift presented in preview in the United States!

Nine forklift models will be marketed during 2020\* equipped with a new engine compliant with the Tier IV standard, including the MC 30, presented in preview at Conexpo. This new engine will help reduce emissions levels in this range. This development is therefore perfectly in line with the Manitou group's CSR (Corporate Social Responsibility) policy. The compact and versatile rough-terrain MC 30 is the ideal companion on work sites and is particularly popular with rental companies. The total cost of ownership is reduced with this new model, with **preventive maintenance down by 22%** compared with previous versions.



A new mast is also available on the whole range of rough-terrain forklifts with less than 3.6 t capacity. Thanks to a new mast profile design, visibility is improved by 35% (up to 45% depending on the model), significantly improving safety for the operator and the surrounding area. Designed by its R&D department and manufactured on its principal production site in Ancenis (France), Manitou Group remains the only manufacturer of rough-terrain forklifts on the market to produce its own masts.



### The EDGE range of attachments is expanding

The new EDGE Power Rake has a 25 degree hydraulic angle. It is equipped with a built-in motor, which reduces machine downtime. The design of this attachment enables the rake to be kept level for a smooth, even finish. This model ensures rapid preparation of the seedbed and adapts to a wide variety of soil conditions, thanks to long-lasting carbide tooth tips. The plates at the ends of the rake are removable and make it easier to trap collected debris. The Power Rake attachment has a bi-directional rotating drum, which operates forwards and backwards.

Designed for the construction sector, the new EDGE bucket has a width of 54 in. (1.37 m) and an optimized capacity of 12.9 ft<sup>3</sup> (0.34 m<sup>3</sup>). This bucket gives the user a great breakout force and excellent visibility of the load. Its power and versatility are therefore appreciated on construction

sites and excavation sites. This attachment is integrated in a range of more than 15 models designed for construction and is available with or without built in teeth.

All these solutions can be seen in booth F4458 in the Festival Grounds from March 10 to 14, 2020. Manitou Group will be presenting a total of 23 products at Conexpo from its three brands, Manitou, Gehl and Mustang by Manitou.

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Manitou Group is a worldwide reference in the handling, access platforms, and earthmoving. By improving workplace conditions, safety, and performance, our environment remains renewable and sustainable for mankind.

Through its 3 iconic brands—Manitou, Gehl, and Mustang by Manitou—the group develops, manufactures, and provides equipment and services for the construction, agriculture, and industrial markets.

By constantly innovating its products & services, Manitou Group constantly adds value to exceed its stakeholders' expectations.

Always attuned to its customers via its expert network of over 1,050 dealers, the group continues to be true to its roots by keeping its headquarters in France.

That focus, which powered sales to €2.1 billion in 2019, informs its talented worldwide team of 4,600 whose passion ceaselessly motivates the group.