

Manitowoc aspires to build a more sustainable future by designing and manufacturing cranes with future generations in mind. From their design to the development of more sustainable components, through to maintenance and reconditioning, we innovate to reduce our environmental impact.

DURABILITY

1

At Potain, we pay particular attention to the longevity, maintenance, and reparability of our equipment. We design intelligent hoisting systems that ensure the functional and safe condition of all product components, especially elements subjected to mechanical stress, corrosion, and wear, throughout the planned lifetime and beyond.

To do this, Potain provides solutions that optimize energy consumption and components that are robust and repairable, as well as maintenance and reconditioning services aimed at extending the life of equipment while still preserving **its performance and safety**.

For example, thanks to better control of the starting and stopping sequences of movements, the variable frequency drives minimize wear on the brake linings, so they don't have to be replaced as often.

Several technical improvements, notably the redesign of pulleys, the integration of higher-performance bearings, and the optimization of jib unfolding, combined with working closely with our suppliers on the specifications of the wire ropes, have significantly **increased the service life of the hoisting and trolleying ropes**, thereby reducing the need for replacement.

Thanks to continuous training, technical support, and diagnostic tools such as CCS on board the crane and **Potain CONNECT™** remotely, users have fast and precise diagnostics, reducing unnecessary travel and premature part replacement. This also contributes to more sustainable use of resources.

RELIABILITY

2

We have significantly improved the reliability of our variable frequency drives through continuous work on their design in their operating environment: dimensioning, wiring, heating, ventilation, protection against dust and moisture, and control of vibrations. Achieved in collaboration with our suppliers, these improvements help to increase the strength and service life of our equipment.

3

At Potain, durability also means lengthening the service life of our products through maintenance, repair, and reconditioning.

Thanks to the **EnCORE** program, all the tower cranes (GMA & GME) can be completely reconditioned to Potain quality standards, enabling them to continue operating for many years.

In some cases, cranes that have been refurbished within the **EnCORE PREMIUM** program benefit from an extension of their service life by at least twelve years.

Reconditioning

By re-using existing structures and components, we help to conserve natural resources and reduce **CO₂e*** emissions by avoiding, in particular, the production of new steel and new mechanisms.

At the same time, our **GOLD offering** gives some spare parts a second life through a process of reconditioning, testing, and rigorous checks performed by our partner suppliers.

These reconditioned components provide the same level of quality and reliability as a new part, and help reduce raw material consumption and the carbon footprint associated with manufacturing.

Together, the **EnCORE** and **GOLD** programs firmly demonstrate Manitowoc's commitment to the circular economy and the conservation of resources.

OBSOLESCENCE MANAGEMENT

4

In order to ensure the longevity of its products, Potain guarantees obsolescence management for all components of its cranes for at least ten years after the last item involved is removed from the market. This commitment is often extended well beyond that time, thanks to refurbishment programs that allow some cranes to remain in service for thirty years or more.

The Purchasing, Production, and Engineering teams work with suppliers to anticipate component manufacturing shutdowns several months or years in advance.

When a complex component becomes obsolete, Potain prioritizes its replacement with modern technology from the current range. Modernization kits include the new wiring, software, and sometimes mechanical parts that are needed to install the new component in place of the old one.

This approach helps extend the lifespan of cranes with recent, high-performance, maintainable equipment, while integrating the most recent safety standards applicable to replaced components.

By lengthening the period of use of the cranes and their components, we also help to **conserve resources and reduce the environmental footprint** associated with the manufacturing of new equipment.

5 DID YOU KNOW?

According to our life cycle assessment (LCA) based on the methods specified by ISO 14040/44, approximately half the steel used in the manufacturing of a Potain crane comes from recycling.

For example, the LCA of the MDT 319 crane showed that, of the 81 tons of steel needed for manufacturing, **close to 38 tons** came from the recycling sector, meaning about 47% of the steel used.

The use of recycled steel reduces the need for new steel production and the carbon emissions associated with that.