

---

DATE: March 2026

SUBJECT: Manitowoc Testimony for RHC Hearing

---

## Welcome / Opening Comments

- Welcome Chairman Rowe and members of the Pennsylvania House Republican Policy Committee to the Manitowoc Shady Grove facility.
- Thank you for holding this hearing here at our Shady Grove facility and for taking the time to see American manufacturing in action
- My name is Mike Reed, General Manager and VP Operations North America. We are honored to host you today.
- What you see inside this facility represents the strength, skill, and determination of American workers — the kind of industrial capability that made the United States the strongest economy in the world. Manitowoc is the last remaining American-owned manufacturer of cranes, and we take that responsibility seriously.
- Facilities like this and Volvo Construction represent the backbone of America's industrial strength and we pride ourselves as stewards for the surrounding community
- The workers at Manitowoc Shady Grove are not just building cranes — they are building the infrastructure, energy projects, and industrial capacity that power the United States. We are building communities!
- Our cranes have helped build some of the most iconic projects in America, including:
  - Hard Rock Stadium in Miami, Globe Life Field in Arlington, Hoover Dam Bypass and many more
- President Trump has made it clear that America must rebuild its manufacturing base, reshore critical industries, and put American workers first.
- What you see here today is exactly the kind of domestic manufacturing strength that the America First agenda is designed to protect and expand.
- We are proud to continue doing that work right here in Pennsylvania with assistance from our team located in Wisconsin

## The Shady Grove Facility

1. The vision of our founding fathers, brothers John and Dwight Grove along with Wayne Nicarry became reality in 1947 in a small garage that was restored and relocated to this campus

2. Shady Grove is now a campus style layout of 300 acres with 1.4m sq ft, is home to more than 1,100 skilled American workers
3. These workers represent the strength, skill, and ingenuity of American manufacturing.
4. Many of the families in this community have worked in manufacturing for generations.
  - o In fact, We just recently had an employee that celebrated 60 yrs with the company, unheard of.....
  - o Avg tenure of our workforce is around 14 yrs
5. This facility is also part of a broader American manufacturing cluster in Franklin County, including volvo construction company and JLG who was unable to join us today
6. Together, we represent thousands of jobs and a critical pillar of Pennsylvania's industrial economy.

## What we do at SG

- We build 8 different product lines at SG ranging from small military pallet loading cranes to 650T crawler cranes
- Once heavily vertically integrated, we now focus primarily on assembly, paint, test as well as welding of lattice crawler and boom truck booms
- We had to realign our core processes based on the shrinking skilled trades labor pool in the region as well as the significant amount of warehousing that has moved into this area
- This factory at one time had approx 2000 skilled trades employees which is no longer possible
- That is why workforce engagement and development is such a critical topic
- Again – we are honored to have you here today and are excited to show you a piece of a factory

Watch safety video

## Hearing Testimony

### Opening Statement (3-5 minutes)

Chairman Rowe and members of the Pennsylvania House Republican Policy Committee,

Again, I want to thank the Committee for holding today's hearing here at our Shady Grove facility

We also appreciate the Committee's leadership in supporting domestic manufacturing, including your letters to Secretary of Commerce Howard Lutnick, Senator Dave McCormick, Senator John Fetterman, and Congressman John Joyce urging a fair and thorough review of the antidumping investigation involving crawler cranes.

Those letters matter. They send a clear signal that Pennsylvania stands behind its workers and its manufacturers.

Today, I would like to focus on three key issues

- Foreign competition and fair trade enforcement
- The impact of tariffs
- Workforce development

## 1. Foreign competition and Fair Trade Enforcement

Manitowoc is proud to be the last remaining American manufacturer of lattice boom crawler cranes.

For more than a century, our cranes have helped build the infrastructure that powers this country. From the freedom tower to stadiums, energy facilities, bridges, and transportation projects nationwide

That work continues right here in Shady Grove, where more than 1,100 skilled American workers design, fabricate, weld, assemble, test, and service cranes that will help build next generation of American infrastructure.

This facility represents more than just one company. It represents American industrial capability. It represents family-sustaining manufacturing jobs. And It represents the kind of domestic manufacturing capacity that National Leaders have emphasized as essential to rebuilding American's industrial base

However like many American manufacturers, we face serious challenges from unfair foreign competition.

Many of our employees drive along Interstate 81 and regularly see imported cranes operating on construction sites-sometimes funded by American tax payers. That raises a simple but important question for our workforce:

Why are American infrastructure projects being built with foreign equipment when Americans can build it here at home?

That question is exactly why Manitowoc filed a petition with the U.S. Department of Commerce and the U.S. International Trade Commission. The petition alleges that Japanese manufacturers are dumping crawler cranes into the US market at artificially low prices, harming American manufacturers and American workers.

This challenge is compounded by a significantly undervalued Japanese currency, which has enabled foreign producers to reduce prices and gain market share at the expense of U.S. industry.

Without strong enforcement of our trade laws, the U.S. risks losing the last domestic manufacturer of this critical heavy equipment.

And the stakes go far beyond one company.

Crawler cranes are essential to building semiconductor plants, data centers, shipyards, energy infrastructure, bridges, and other projects critical to economic growth and national security.

Losing domestic production capacity would increase reliance on foreign supply chains at exactly the wrong time.

## 2. Tariffs

Tariffs are part of the broader trade enforcement landscape, but their impact on American manufacturers is mixed

On one hand, tariffs on imported cranes can help offset some artificially low pricing by foreign competitors. However, in practice, those measures have often been insufficient—particularly when foreign manufacturers benefit from state support or currency distortions.

At the same time, Manitowoc faces tariffs on steel and critical inputs required to build cranes here in the United States. While we maintain a strong domestic supply base, certain materials are simply unavailable or constrained domestically.

This creates a double bind:

- Higher input costs for American manufacturers
- Continued price pressure from foreign competitors selling into the U.S. market

My first point was related to the anti-dumping case which is fundamentally about restoring fair competition, **and tariffs are part of that broader enforcement landscape but are also penalizing American manufacturers**

Tariffs and anti-dumping enforcement are not abstract policy tools—they directly affect:

- Domestic manufacturing capacity
- More than 1100 skilled jobs in SG
- The ability to build infrastructure with American-made equipment
- Supply chain resilience for projects tied to national security,

Trade policy must be structured to address unfair practices without unintentionally penalizing American manufacturers

### 3. Workforce development

Skilled trades are not just an operational need for Manitowoc—they are the backbone of Franklin County's manufacturing economy

Welding, machining, fabrication, assembly, and industrial painting are foundational skills that allow companies like ours to build world-class equipment in the United States. These are high-skill, family-sustaining careers that anchor the middle class.

Yet the pipeline of skilled workers is not keeping pace.

We face several challenges:

- The average age of skilled welders continues to rise as retirements accelerate
- Unemployment in Franklin County remains low, increasing competition for talent
- Rapid growth in warehousing has drawn workers away from manufacturing
- For generations, students have been encouraged away from the skilled trades

As a result, we have at times had to outsource major weldments—not by choice, but due to labor constraints.

Manitowoc has invested heavily in workforce development locally:

- Partnerships with Greencastle-Antrim, Waynesboro, Mercersburg, and Chambersburg School districts and also Franklin County Career Tech
- This includes Co-ops, internships, tours, class instruction and overall engagement of the power of skilled trades
- A mature, highly regarded in-house weld school
- Expansion of our assembly training programs

These initiatives are producing results, but the national labor shortage requires broader support.

If the United States is serious about reshoring manufacturing and strengthening supply chains, workforce development must be treated with the same urgency as trade policy and infrastructure investment.

Franklin County has the talent, the work ethic, and the industrial heritage. What we need now is a stronger pipeline to ensure that companies like Manitowoc can continue building the equipment that keeps America moving.

## Closing

Manitowoc has made a deliberate choice to continue building cranes in America and investing in American workers.

This Shady Grove facility represents:

- More than 1,100 American manufacturing jobs. Plus another 200 EEs at our facilities in Wisconsin.
- A major economic engine for Franklin County
- A critical component of Pennsylvania's industrial base.

Protecting domestic manufacturing is not about one company—it is about preserving America's ability to build the infrastructure that supports our economy and national security.

Strong antidumping enforcement, thoughtful tariff policy, and sustained investment in skilled trades are all essential to that goal.

We appreciate the Committee's engagement and leadership, and we look forward to continuing to work together to ensure that American workers can continue building America's future.

Thank you again for visiting Shady Grove and for your support of American manufacturing.

---