

cranes & access



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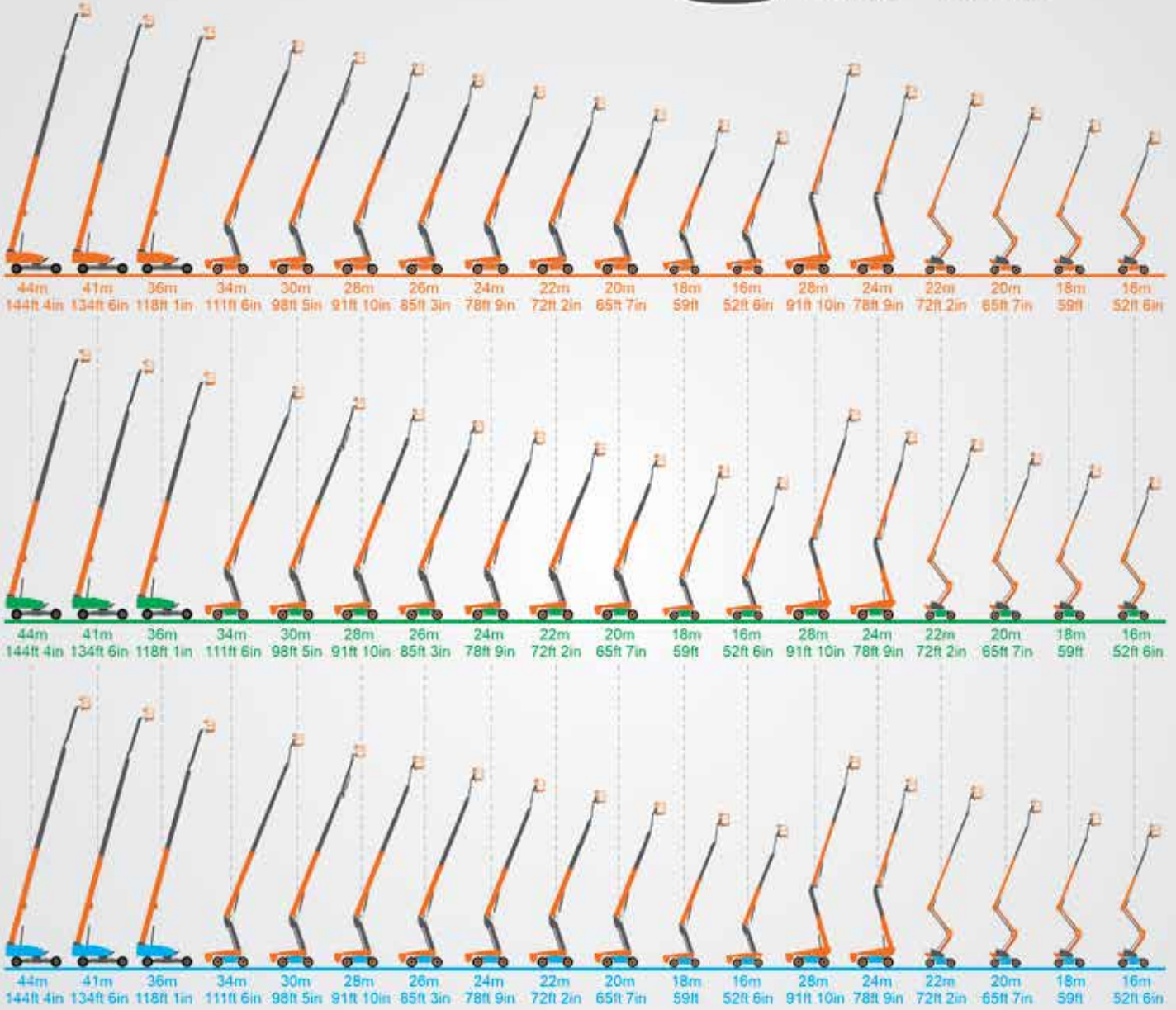
**TRUCK
MOUNTED
CRANES**

**LOOK BACK
AT 2023**

**ANNUAL RENTAL
RATE SURVEY
MAST BOOMS**



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ON THE COVER

A Liebherr L1-24 self erecting tower crane has been helping remove the organ pipes during the renovation of the world's largest Catholic church organ St Stephan's, Passau, Germany. The organ has 17,974 pipes, the largest is more than 11 metres long and weighs 306kg.



IN THE NEXT ISSUE Scheduled for publication in early March, the next issue of Cranes & Access will include features on Heavy & Alternative lifting, Rough Terrain cranes, Boom lifts, Battery developments and a review of the ARA show in New Orleans, USA. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.



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COMMENT

A HAPPY NEW YEAR?

It only seems like yesterday that we were enjoying Christmas and New Year celebrations, yet here we are almost at the end of January and well into 2024.

This issue includes our annual UK and Ireland Rental Rate Guide survey, which gives a snapshot of the crane, access and telehandler rental industry at the end of 2023. Many thanks again to all those companies that participated, not only on supplying rates and information, but also for the comments - they were, as ever, very enlightening. The figures show a trend, while the comments are personal and from the heart, in the same way as a review on TrustPilot or TripAdvisor can give so much more insight than just an average 4/5 score.

Related to the comments - but on a global rather than UK scale - is the current poll on www.vertikal.net which asks the question: 'How do you feel about your company's and the lifting industry's prospects for 2024?' At the moment 46% of respondents are positive, 35% neutral and 18% negative. Not the greatest 'review' score and probably not one that would make you want to stay in a certain hotel or visit a particular restaurant.

The rental industry is a barometer of the economy, if you want a head's up on what's on the economic horizon, take a look at the telehandler, crane and access rental markets because this type of equipment arrives on site after the earthworks and therefore flags potential changes in activity. The Rental Guide comments can be really telling, and all too often do not match the current data.

Fortunately, all respondents appear busy with enough work, however all are seriously worried about rising capital investment costs as well as increasing labour rates and overheads etc... Rental rates may have increased over recent months, but they are still way too low.

"There are still too many companies not getting the right return on their investment. If things slow down, a lot of them will experience financial difficulties," was how one respondent put it.

The major issue with the UK's specialist rental

industry is that it tends to lack the confidence to charge enough for a service that can be high risk, while involving a huge capital outlay. It is all too easy to drop the rate to win a job but so hard to increase it later on.

Over the past year many rental companies across the lifting sector have successfully discussed rate increases with key customers. However, all too often weaker competitors see this as an opportunity to undercut the increase. A cooling of the market would see a further loss of confidence with reduced pricing purely to gain utilisation.

Another issue is the growth of 'rehire brokers' playing off one rental company against another. However, it is the seismic shift towards Chinese manufacturers with possibly lower residual values that is causing some rental companies to become nervous and re-evaluate rental rates. High residual values have allowed companies offering low rates to still come out on top at the back end of the ownership cycle. We have been here before - people used to compare JLG and Genie with Haulotte and other emerging brands - but that has all changed, while the same was said about the first Japanese truck cranes to arrive on these shores.

As one respondent put it: "Dingli, LGMG, Sinoboom and Zoomlion etc have added more than 10,000 units into the UK & Ireland over the past couple of years. This has created a ticking timebomb as residual values are significantly lower - at least for the moment. Back end cash will be minimal unless the used market changes its mind on this equipment." This factor is now moving into the crane market with the arrival of Sany and XCMG where residual values are even more critical.

All in all, the Rental Rate Guide survey is - like the website poll - cautiously positive. However, 2024 is looking set to be a very interesting year!

Mark Darwin

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net

KOBELCO'S NEW EURO TELECRAWLER

Kobelco is to launch a European version of its 75 tonne TK750G telescopic crawler crane, the TKE750G. The crane has been upgraded, updated and converted to CE. Rated at three metres, it features a heavy duty, four section 30.1 metre boom for a maximum tip height of 33.5 metres. Maximum counterweight is 17.2 tonnes. The overall width when fully extended is 4.83 metres, retracting to 3.2 metres for transport when fitted with 800mm track pads.

Capacity on the fully extended boom is 18.5 tonnes at an eight metre radius, while capacity at the maximum radius of 27.8 metres is 2.7 tonnes. The crane also has load charts with 8.2 tonnes or no counterweight. The reinforced boom is aimed at foundation and cycle work. Power comes from a larger than usual Stage V Mercedes diesel to handle the foundation accessories and duty cycle work. Overall weight is around 70 tonnes, 52.4 tonnes with no counterweight and 37.4 tonnes with tracks removed for an overall width to 2.99 metres.



MANITOU AND JCB CALL A TRUCE

Manitou and JCB have called a truce in their legal battle over patent infringements.

An identical statement issued separately by the two companies said: "Manitou and JCB have decided, by mutual agreement, to put an end to all patent infringement litigation. The disputes initiated from May 2017 concerned three European patents and led to a set of legal proceedings in France, the United Kingdom and Italy."



MAGNI ANNOUNCES MORE TELEHANDLERS

Italian manufacturer Magni has announced two new eight tonne 360 degree telehandlers, the 35 metre RTH8.35 and 46 metre RTH8.46.

The units are both redesigns and upgrades from the six tonne/36 metre RTH 6.36 and six tonne/46 metre RTH 6.46 with a 36% overall capacity gain. The new models feature dual lifting modes - M1 and M2 - to maximise performance for different applications. M1 optimises capacities at greater lift heights, while the M2 mode restricts reach to provide the higher maximum capacities in close. On the RTH 8.35 the M1 mode provides 20 percent improvements, while in M2 it is 33 percent.

The RTH 6.46 has undergone a more extensive redesign and features a new seven section boom to handle the higher capacities. In M1 mode the RTH 8.46 can handle one tonne at a 31 metre forward reach and 500kg at 33 metres. In M2 mode it can take its eight tonne maximum capacity to a height of 22 metres.

The cabs have been moved further forward to improve visibility, along with a larger skylight, complete with a two position sunblind and a more slender steering column. The company says its new patented 'Easy Access' system makes it easier to get in and out of the cab, thanks to a slight offset between superstructure and chassis. The cab interiors have also been restyled, with all panelling now injection moulded for improved durability and a better quality of finish.



LIEBHERR'S NEW 800T LG 1800-1.0

Liebherr has announced a new 800 tonne wheeled lattice crane, the LG 1800-1.0, which will join the long established 750 tonne LG 1750 by mid-summer.

The LG 1800-1.0 is aimed at the wind turbine market, where the LG 1750 has proved most popular. It shares most of the older models' concepts, but is mounted on a new nine axle chassis, which provides axle loads of 10 tonnes with outrigger beams on board. It features similar swing out outriggers as the LG 1750, but with a smaller overall outrigger footprint at 13 metres square, compared to 16 by 18 metres. The chassis also includes the latest technology, such as ZF Traxon Torque transmission and ECOdrive.

Moving to the superstructure, the LG1800-1.0 uses many components from the 800 tonne LR 1800-1.0 crawler crane including V-Frame and VarioTray counterweight systems. The maximum main boom is 180 metres - up from 168 metres on the LG 1750 - with a maximum system length of 210 metres - 108 metres of main boom and 102 metres of luffing jib - for a maximum tip height of around 214 metres. Alternatively for wind related work the LG 1800 can be rigged with 174 metres of main boom topped by an 18 metre fixed jib, for hub heights of 180 metres. The crane also includes 'WindSpeed Load Charts' allowing operation in various wind speeds up to 13.4 metres a second.



FIRST POTAIN MR 229

The very first 14 tonne Potain MR229 luffing jib tower crane to be installed has joined the Radius group fleet and has been erected on a project in the UK.

The crane is working for housing association L&Q Group on a project to build 476 new homes on the Greenwich Peninsula in London. The MR 229 has a maximum capacity of 14 tonnes, with jib lengths to 55 metres at which it can handle 2.7 tonnes. For this job it was installed with the full 50 metres jib and an under hook height of 37.5 metres. The out of service radius with the full jib is 12 metres or 10 metres with a 30 metres jib.



MEC UNVEILS NEW 32FT SCISSOR

MEC Aerial Work Platforms has launched a new 32ft/32 inch wide indoor/outdoor slab electric scissor lift - the 3232SE - which can drive at full height, eliminating the levelling jacks found on some models in this class.

The maximum working height is 11.6 metres indoors or 9.1 metres outside. Platform capacity is 250kg with two people or one person outside. The overall width is 810mm with an 740mm wide platform. The overall length is 2.3 metres with the platform entry ladder stowed or 2.5 metres with it in place, while the platform length is 2.3 metres. A 900mm roll out deck creates a 3.2 metre extended deck area. The overall stowed height is 2.4 metres with the guardrails up, or two metres when folded. Overall weight is 3,240kg. The 3232SE uses an AGM maintenance free battery pack driving AC direct drive wheel motors. MEC's patented Leak Containment System is also standard equipment.



UPDATED KATO

Japanese crane manufacturer Kato is to launch an updated version of its popular 13 tonne CR-130Rf City Crane - the CR-130Rv.

Available in Europe over the next few months, the main changes include a new Hino JO5E-VA Stage V engine with Selective Catalytic Reduction and Diesel Particulate filter, standard ABS braking and a new crane control system with improved electronic joysticks which allow the operator to set and record operating speeds, while being more comfortable to use.

Outrigger functions can now be operated from a hand held remote controller, which incorporates auto-levelling and engine control speed functions. Maximum spread is 4.75 metres with load charts for three intermediate positions, along with fully retracted.

The crane retains its six section 24 metre boom topped by a 3.6 to 5.5 metre hydraulic luffing jib, offsettable by 60 degrees, for a maximum tip height of just under 32 metres. A three tonne searcher hook is also standard equipment. The crane's overall length is unchanged at just under 7.5 metres, with an overall width of 1.99 metres and overall height of 2.87 metres. Total weight is only 13.83 tonnes split roughly evenly between the two axles.



TADANO TO LAUNCH JAPANESE EvOLT

Tadano has launched the new 25 tonne all-electric Evolt eGR-250N Japanese style Rough Terrain in Japan. The new crane, which was announced at Conexpo last March, is rated at 3.5 metres and features a four section 30.5 metre main boom with an eight tonne capacity at full reach. It can be topped by an 8.2 to 13 metre telescopic swingaway extension with up to 60 degrees of offset, taking the maximum tip height to 46.5 metres with a capacity of two tonnes. The maximum radius is 34 metres.

The crane has a maximum road speed of 30.5 mph (49kph) and can travel up to 25 miles (40km) and still have enough energy left for a typical five hour shift. The integrated regenerative braking system also helps boost the travel distance. Alternatively, it can work a typical 11 hour shift when remaining on site. The crane offers dramatically reduced noise levels, both on the road and at work.

The drive function comes from two high output electric motors, providing greater acceleration and smooth running, with no jerky gear changes. A third motor drives the hydraulic pumps. The motors are fed by a 226KWh lithium-ion battery pack. The Evolt eGR-250N adopts the 200 volt CHAdeMO quick charge system for a 2.5 hour recharge time. It can also be operated while plugged in, if an outlet is available. Charging from a regular 200 volt outlet typically takes eight hours from empty to full charge.



TADANO TO ACQUIRE NAGANO

Tadano is to acquire Japanese tracked aerial lift manufacturer Nagano in an all-share purchase deal from current owners, private equity firm JAFCO. Nagano produces a small range of tracked self-propelled boom lifts - up to a 43ft telescopic and 59ft articulated boom - with sales last year of just less than \$40 million. Tadano's aerial lift sales for the nine months to the end of September were \$75.5 million putting it on track for annual revenues of around \$100 million.



KOBELCO UPGRADES

Kobelco has announced upgrades to three of its crawler cranes to its new G-4 configuration. They include the 100 tonne CKE900G-4, the 150 tonne CKE1350G-4 and the 250 tonne CKE2500G-4.

The changes are limited to updated engines, changing from Hino to new six cylinder Isuzu Stage V units, along with a new cab and updated controls. The upgrade is more significant for the two larger models which were still G-2 models with Stage IV diesels. The changes effectively return them to the European market.

The new cab has improved visibility, a wider seat with greater adjustment to seat and lever stand position. Features include a light touch sliding door, Bluetooth, a handsfree mobile phone mount and improved air conditioner outlets. The upgrades also include Kobelco's G Mode environmental features and Auto Idle Stop function which claim to improve fuel consumption by more than 10 percent.



FIRST LIEBHERR LRT 1030-2.1 SHIPPED

US based All Crane is set to receive five of the first 130 tonne Liebherr LRT 1130-2.1 Rough Terrain cranes to be delivered. The new crane - Liebherr's third Rough Terrain - was unveiled at Bauma in October 2022.

The two axle LRT 1130-2.1 features a seven section 60 metre main boom, the longest on any two axle Rough Terrain crane. It is topped with a 10.8 to 19 metre bi-fold swingaway extension which can be extended with a seven metre insert for a maximum tip height of around 88 metres.

The crane has an overall width of 3.4 metres and an overall height of 3.85 metres, while the chassis length is 9.4 metres. The optimum transport weight is 48 tonnes with swingaway and hook block, but with none of the 20 tonnes of counterweight



NATIONWIDE FINED £900K FOR FATALITY

UK rental company Nationwide Platforms, part of the Loxam group, has been fined £900,000 following a fatal scissor lift incident at its Liskeard depot in Cornwall. On the 4th of November 2021 delivery driver Lee Benham, 45, and two other drivers arrived at the depot at 6:00 to load up the trucks for the morning's deliveries.

Benham went into the workshop to collect a 40ft slab electric scissor lift but had to move another scissor lift out of the way which he operated with the controls clipped onto the toe board. The lift moved towards him crushing him between the two scissors - when controls are used in this way they are reversed. The investigation acknowledged that Benham was adequately trained and had been in the job for six years but also found that the lift had been operated in an unsanctioned way. There should also have been more supervision and CCTV cameras.

Nationwide Platforms pleaded guilty to breaching Section 2 (1) of the Health and Safety at Work Act 1974 and was fined £900,000, plus costs of £12,405.

Full Story - see www.vertikal.net

ALMAC T-CRANE READY TO GO

Almac has released details of its recently launched T-1060 tracked, self-levelling pick & carry crane. The machine has a maximum capacity of 990kg at a 3.5 metre radius, and a maximum tip height of 7.7 metres at which it can handle its maximum capacity. The maximum radius is 6.1 metres with a capacity of 450kg. The winch is included with 30 metres of wire rope.

The crane is mounted on rubber, non-marking tracks with a retracted width of 1.35 metres extending to 2.45 metres for maximum stability. If one track is left fully in while the other is fully extended the overall width is 1.9 metres. Length is 4.32 metres - slightly shorter if the 1,000kg counterweight is removed - and height is 1.91 metres. Power comes from either a Yanmar diesel or a 300Ah lithium ion battery pack. Total weight is 3,850kg or 2,850kg without counterweight - the battery powered machine is around 60kg heavier.



FIVE DEAD IN HOIST INCIDENT

Five people tragically died when a hoist fell 20 metres to the ground on a construction site in Sundbyberg, Stockholm in early December. The Alimak Scando 650 mast was attached to the side of a new residential block.

Two of the higher sections of the mast were not properly connected, causing the mast and hoist car to crash to the ground. Consequently, several companies and sites in Sweden shut down their hoists until they were inspected.

Alimak chief executive Ole Kristian Jødahl said: "Based on the observations made, we can conclude that two of the mast sections holding the hoist in place have not been bolted together, which may be the reason why the hoist car fell to the ground."



LGMG COMPLETES MEXICAN PLANT

Chinese manufacturer LGMG has started production on its new \$140 million plant in Mexico, located on a 75 acre plot in Marin, on the North side of Monterey, Nuevo León.

The site will also host two of LGMG's major component suppliers and is expected to generate around 1,400 new jobs. The new facility will supply various platforms, starting with electric articulated boom lifts for North America.



80T ELECTRIC SANY FOR KANDT

Dutch foundation specialist Kantt has taken delivery of its first all-electric crawler crane, an 80 tonne Sany SCE800TB-EV. The new crane features a five section 47 metre main boom topped by 10.2/17.5m bi-fold swingaway extension with up to 30 degrees of offset and a maximum tip height of just over 66 metres with a capacity of 2.7 tonnes.

The unit has up to 26 tonnes of superstructure counterweight plus six tonnes of carbody counterweight - three tonnes at the rear and three at the front. The all up weight is 91.9 tonnes while the overall retracted width is 3.49 metres with 850mm track pads. It has an intermediate setting before fully extending to 5.1 metres. The crane can lift just over 11 tonnes on full boom at a radius of up to 12 metres.



TWO NEW UPDATES FOR MCS

Rental software company MCS has released a new online portal and a QR code feature.

The new portal has been designed to provide rental companies with a modern and efficient platform allowing customers to check available rental equipment, machine certificates, copy invoices and make purchases more efficient and user friendly. The company has also launched a QR code scanning feature which aims to improve rental company efficiency. The system generates individual QR code stickers that can be placed on any piece of rental equipment, which can then be scanned on delivery, collection or by customers allowing them to access information about the specific machine, such as manuals and certificates.



GAP WINS VAT APPEAL



UK rental company GAP Group has won an appeal against the UK's taxation authority - HMRC - regarding VAT (Value Added Tax) charged on red diesel supplied in its equipment. The First Tier Tribunal effectively dismissed the HMRC demand for £844,909 in undercharged VAT for the period from March 2017 to March 2020.

The case centred on whether the equipment rental charge and a refuelling charge were separate transactions or just one. VAT on red diesel is 5%, while VAT on the rental is 20%.

The HMRC was looking to claim the 15% difference between the two rates, stating that the provision of a full tank of diesel was part of the rental price. Initially it demanded £1.44 million, which it reduced to £1.03 million following an independent review. The figure was later reduced to £844,909.

GAP disputed HMRC's claim, took the case to the appeal tribunal and called witnesses that said that if the equipment was not fuelled on delivery, it could always be unloaded with a crane or forklift. GAP added that a key reason for providing fuel in the tank was practicality, as being able to drive equipment off the truck made it more straightforward for the customer.

The tribunal findings stated: "We were not persuaded by HMRC's argument. We find that the appellant's supplies of equipment and supplies of red diesel constitute multiple supplies for VAT purposes."

HANGCHA TO MOVE INTO EURO ACCESS MARKET

Chinese forklift manufacturer Hangcha has confirmed its plans to move into the European powered access market with a range of scissor and boom lifts.

It has started the process with the appointment of Alfred Müller for Germany, Austria, Switzerland and Belgium, and plans to hold an inventory of "several hundred units" at its European headquarters in Flörsheim near Frankfurt.



SALTY CONSOLE PROTECTION

Manitou's 'Special Solutions' department has introduced a control console cover for its boom lift models from 16 to 28 metres.

Aimed at machines working in a marine atmosphere such as washing boat hulls, the clear UV resistant silicone cover is guaranteed not to yellow over time, while being resistant to chemical splashes, salt water, marine life and paint. With a 2mm thickness it fits closely to the joysticks and push buttons while being supple and elastic, meaning it does not interfere with the 'feel' of the controls.



FEWER MACHINES FOR THE MONEY



System Lift - the German association of independent rental companies - spent €53 million on new machines in 2023 under its pooled purchase programme, a similar level to its 2021 expenditure. The 70 members that participated in the programme ordered 1,100 platforms and telehandlers, in addition to purchases they made directly from manufacturers over the rest of the year.

In 2021 members spent €57 million, but it bought them 1,600 machines. The difference is partly due to product mix, but mostly higher prices. With annual purchases of €80 and €100 million, System Lift is one of the largest buyers of aerial lifts in Europe.

BOBCAT FORKLIFTS

Bobcat is to brand a range of forklift trucks built by sister company Doosan Industrial.

The Bobcat line will include diesel forklift trucks from two to 16 tonnes, LPG models from two to seven tonnes and electric forklifts from 1.2 to 10 tonnes. The range will be rounded out with products such as pallet trucks, stackers and reach trucks.



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A 2,000 UNIT YEAR

The Liebherr plant in Ehingen delivered more than 2,000 cranes last year, the first time in its history. The majority of them were mid-range to large models - four axles or more.

The 2,000th crane - a 70 tonne four axle LTM 1070-4.2 All Terrain - is destined for Germany's MaxiKraft Group and was handed over to company owner Maik Kanitzky at a ceremony witnessed by the employees.

MaxiKraft runs a fleet of more than 200 cranes ranging from the 30 tonners to three 1,000 tonne Liebherr LR 11000 lattice crawlers, with 500 employees working from 23 locations across Germany. Over the years it has purchased around 800 Liebherr cranes at a cost of more than €500 million.



(L-R) Christoph Kleiner of Liebherr with Maik Kanitzky of MaxiKraft and Ulrich Heusel of Liebherr

CANADA'S FIRST TADANO GT-800XL-2

Canadian company DMD Building Systems has taken the first 80 ton (72.6 tonne) Tadano GT-800XL-2 truck crane in Canada. The GT-800XL-2 features a five section, 47 metre full power boom and can be equipped with a 10 to 17.9 metre bi-fold swingaway extension. It offers road speeds up to 65mph/105kph.

The crane was purchased from Tadano's distributor Cropac which put in the order when it was launched at Conexpo in March.



UK'S FIRST CRANE WITH LICCON3

UK rental company Emerson Crane Hire has taken the first 110 tonne five axle Liebherr LTM 1110-5.2 crane in the UK, one of the first 10 units with Liebherr's new Liccon 3 control system. It has a seven section, 60 metre main boom with a 10.8 to 19 metre bifold swingaway extension, while updates include a ZF TraXon gearbox with DynamicPerform clutch, and the latest chassis and superstructure cabs. In the UK it can travel with all 29 tonnes of counterweight on board.

The third generation Liccon retains its hardware but gets a new software package and programming language, as well as faster data bus, more storage space and extra computing power, along with an improved in-cab touchscreen display.



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FINANCIALS ROUND-UP

Ashtead, owner of **Sunbelt Rentals** in the USA, Canada and the UK, has reported its first half results to the end of October with revenues of \$5.57 billion, up 16% while pre-tax profits were just 5% higher at \$1.25 billion.



Revenue by country:

USA - \$4.79 billion, +17.5% with an operating profit of \$1.48 billion, +15.5%.

Canada - c\$446.2 million, +15% with an operating profit of c\$80.4 million, -12%.

UK - £358.7 million, -1% with an operating profit of £32.7 million, -32%.

Capital expenditure so far this year is \$2.5 billion, 21% higher last year. The average age of the fleet at the end of the period was 31 months, compared with 38 months, thanks to the sale of \$450 million worth of older machines. The company is maintaining its full year capex forecasts at \$3.9 to \$4.3 billion.

Tadano is to acquire tracked aerial lift manufacturer **Nagano** - Nagano Industry to give it its full name - in an all-share purchase deal from current owners - private equity firm JAFCO.



Loxam - the French international rental group and Europe's largest - has reported its results for the nine months to the end of September. Total revenues increased just over 6% to €1.89 billion, while pre-tax profits jumped more than 25% to €89.5 million. Capital expenditure for the nine months declined almost 20% to €453 million.



Revenues by region:

France - €491million +40%.

Scandinavia - €224 million +28%.

Rest of the world - UK, Spain, Benelux, Germany, Baltic States, Brazil, Middle East & Morocco - €491million +32%.



Italian spider and pick & carry crane manufacturer **Jekko** shipped just over 600 units in 2023 a 20% percent increase over 2022.

French international rental group **Kiloutou** has acquired Spanish rental company **Valsler** in Valencia.



French crane rental and engineering group **Foslev** has kicked off the year with two new acquisitions - **STL** near Lens and **Betka** in the Savoie.



Swiss International rental group **Avesco** has acquired Finnish rental company **Vatupassi Törmälä** in an all-share purchase deal.

German platform rental company **Cramer Arbeitsbühnen** has extended its coverage northwards, acquiring Hamburg based **LangeLift**.



Dutch international rental group **Boels** is to acquire Sweden's **MG Rental**, in an all-share purchase deal though Swedish subsidiary **Cramo**.



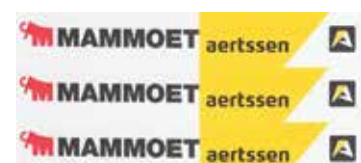
Italian rental company **Mollo Noleggio** has acquired Tuscan rental company **Edilservice**.



US crane distributor **Titan Machinery** has acquired the assets of South Dakota based Case and New Holland distributor **Scott Supply Co.**



Dutch international heavy lift contractor **Mammoet** and the Belgian based heavy lift and transport group **Aertssen** have entered into a strategic partnership in Qatar. The two companies will join forces in the country in order to meet the growing demand in the energy and infrastructure sectors, which are subject to a massive inflow of investment.



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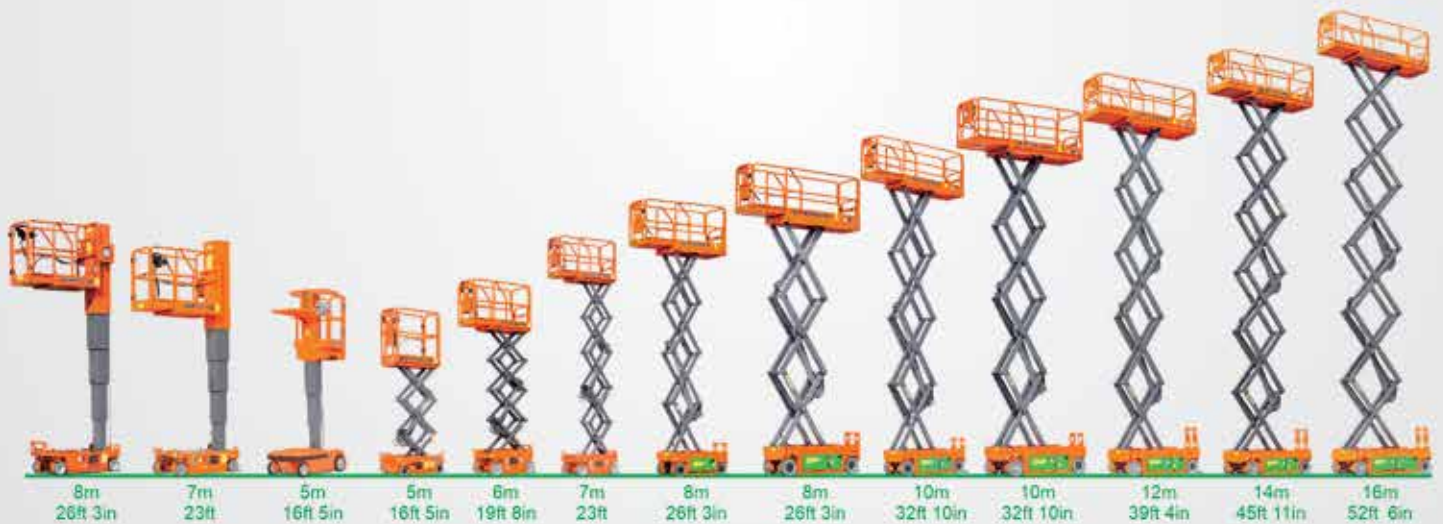
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NEWS HIGHLIGHTS

- **Mammoet** and **Aertssen** have formed a heavy lift and haulage partnership in Qatar
- **Jekko** has appointed **Alessio Forcolin** as area sales manager for Spain
- Sweden's **Kranpunkten** has purchased six new **Ruthmann** hybrid truck mounted platforms
- Finnish aerial lift manufacturer **Dinolift** has appointed **Adampolis Rental** as distributor for Lithuania
- **CTE** has appointed **Marco Govoni** as chief operating officer and **Christian Tovazzi** as operations manager
- **CTE UK** has appointed **Central Platform Services (CPS)** as sole dealer for its Traccess spider lift range
- Germany's **Anker Kran und Arbeitsbühnen** has taken a new **Tadano HK 4.050-1** truck crane
- **Klubb** has appointed **Paul Murphy** of its UK operation **CPL** as CEO of its Italian subsidiary **Isoli**
- Dutch contractor **VDL De Meeuw** has taken its first **Grove** crane, a 120t **GMK5120L All Terrain**
- Finnish manufacturer **Dinolift**, has appointed **Lolex** as its distributor for Ireland
- US based **Bohl Crane** has installed cranes at the Thunderbird/Formula power boat factory
- Australia's **Clennett Hire** has taken delivery of new **Magni telehandlers** and a big **Genie** telescopic
- Chinese forklift manufacturer **Hangcha** has appointed **Alfred Müller** as AWP country manager for Germany, Austria, Switzerland and Belgium
- **Empire Crane** has taken delivery of the first **Jekko JF990** spider crane in the USA
- **Adam Mitchell** has been promoted to **Genie** dealer manager UK, Ireland, Denmark and Iceland
- **Emsley Crane Hire** in the UK has taken two new **Liebherr**s, a 60t **LTM 1060-3.1** and a 90t **LTM 1090-4.2**
- Dutch crane rental company **Verschoor** has taken a 1,000t **Liebherr LR 11000** crawler crane
- Italian aerial lift manufacturer **Airo** has changed its corporate name from **Tigieffe** to **Airo Industries**.
- Irish rental company **Kavanagh Crane Hire** has taken eight new **Liebherr** cranes, as it celebrates 50 years in business
- **Manitowoc** has opened an office in Lima, Peru to promote sales of **Grove**, **Potain**, **Manitowoc** and **National Crane**
- UK crane rental company **Ainscough** has taken four **Fassi F545RA.2.26** loader cranes on Scania chassis



Alessio Forcolin



Marco Govoni



Paul Murphy

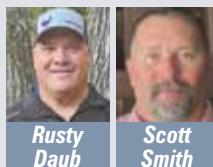


Alfred Müller



Adam Mitchell

- US trackway provider **Yak Access** has appointed **Rusty Daub** and **Scott Smith** as VPs of its new Crane & Lifting division



Rusty Daub

Scott Smith

- Spanish maritime company **Ership** has taken a 200t **Konecranes** Generation 6 **ESP9B** mobile harbour crane
- UK company **John Sutch Crane Hire** has taken a 50t **Tadano HK 4.050-1** truck mounted crane, the first in the UK
- Dutch logistics company **Star Container Services** has taken 12, **DCG80-110** empty container handlers from **Kalmar**
- Germany's **Uplifter**, the European distributor for Chinese built **SPT** spider cranes has appointed **Labrosse & You** as its partner in France
- **Riwal Holding**, has moved its corporate offices back to its operational base
- German aerial lift rental company **Gerken** is opening a crane rental division
- Italian truck mounted lift manufacturer **Socage** has appointed **Independent Access Sales** as its UK distributor
- The **Italian Army** has taken 20 units of **Easy Lift's** 18 metre **R180** tracked spider lifts and one 13 metre **R130**
- **Skyjack** chief executive **Ken McDougall** retired at the end of December



Ken McDougall

- Chinese manufacturer **LGMG** has started production at its new plant in Mexico
- **Palfinger** has opened a new sales and service location in the greater Stockholm area of Sweden
- **Manitowoc** has appointed Tbilisi based **E-buildway** as the **Potain** dealer for Georgia
- **Manitowoc** has appointed **Ryan Gwillim** as a non-executive director, taking its board to 10



Ryan Gwillim

- **Steve Freckmann**, general manager of US based **Dawes Rigging & Crane Rental**, is retiring after 45 years with the company
- **Mikschi Autokrane** has taken delivery of a **Liebherr MK 88-4.1** self-erecting tower crane
- **Filli Partner** has purchased a **Potain MD 305 B** to work on a development in Moldova
- Austrian landscaper **A-team** has taken a 27m **Ruthmann TB 270** truck mounted platform
- Italian sales and rental company **Massucco T.** has taken five new 135ft **Genie ZX-135/70** articulated boom lifts



Christine Lell

- **IPAF** stalwart **Christine Lell** has finally retired
- **IPAF** and Turkish aerial lift association **Platfornder** have signed a collaboration agreement
- Spanish rental group **GAM** has opened a new rebuild/remanufacturing facility
- **Collett & Sons** has delivered 88 wind turbine components to the Drumlins Park Wind Farm

- Australia's **Coates** has taken the first 46ft **Sinoboom TB14J Plus** telescopic boom in the country
- Norway's **Asle Skoveng kranstjeneste** has taken the first 50t **Liebherr LTC 1050-3.1 E** hybrid city type AT
- The German subsidiary of **Boels Rental** has broken ground on a new branch in Osnabrück
- Belgian rental company **Altitop** has ordered a further 50 **Hinowa** spider lifts
- **Stu McInroy**, CEO of UK crane and equipment rental association **CPA** has resigned after 7 months in the job
- **Platform Basket** has appointed sales and rental company **Elpavas** as its distributor in Spain



Stu McInroy

- UK based **Davies Crane Hire** has taken a 60t **Liebherr LTM 1060-3.1 All Terrain** crane
- UK rental company **Speedy** has donated a van to the **Lighthouse Club** charity for its **MakelVisible** campaign
- Canadian contractor **Les Constructions LJP** has taken a second 50t **Liebherr LTC 1050-3.1** city AT crane
- **Mateco** Germany is celebrating 50 years in business
- **Manitowoc** has confirmed **Erwann Maillot** as its regional sales manager for **Grove** cranes for north eastern France



Erwann Maillot

- American mining group **Newmont** has taken the first 149t **Grove GRT 9165** Rough Terrain crane in Africa
- The **Hungarian Defence Force** has purchased three 60t **Sany SAC600E All Terrain** cranes
- Hungarian crane company **Mamut Daru** has taken a new 450t **Liebherr LTM 1450-8.1**, its largest so far
- UK's **Speedy Hire** has opened its fourth sustainable service centre in Basildon, Essex
- **Manitou North America** has appointed **Platinum Truck and Equipment** as dealer in New Hampshire
- **Forsyth of Denny** has taken a 300t **Liebherr LTM 1300-6.3 All Terrain**
- **Marina Torres**, key account manager for **Bravi** has moved to **Toyota Material Handling**
- **Manitou** has installed more Autonomous Mobile Robots at its work platform plant in Candé, France
- German crane contractor **BKL - Baukran Logistik** - has taken a new 110t **Liebherr LTM 1110-5.2**
- German crane and aerial lift rental company **Schmid Hebebühnenverleih** has taken a new 30m **Easy Lift RA31HY** hybrid spider lift
- **Huisman** is to carry out a further capacity upgrade for the crane on **Heerema's** vessel **Aegir**
- **GTAccess** has opened a new depot in Cornwall
- **Tjitske van Hellemond**, MD of **JLG** commercial/product support in Europe has been appointed as CEO of **Truckland Group**



Tjitske van Hellemond

See www.Vertikal.net news archive for full versions of all these stories



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KEEP ON TRUCKIN'

One of the major downsides of running specialist, low volume equipment is that it can be very expensive to operate, maintain and repair. The growth of the All Terrain crane over the past 40 years or so has transformed the mobile crane sector particularly in Europe and increasingly elsewhere. However, thanks to their specialist drive trains, complexity and relatively low production runs, they fall into the 'more costly to run category.' Its predecessor and alternative, the truck crane, benefits from a standard commercial chassis or running gear. We take a look at the various sectors of this changing market.

The All Terrain crane was originally conceived as 'jack of all trades' - a sort of 'have your cake and eat it' product, designed to be as adept on site as a Rough Terrain, while keeping up with truck cranes on the road - well almost. The original thought was that crane rental companies would have a mix of truck cranes and All Terrains, so that they could charge a premium for the more expensive and costlier ATs.

That strategy was predictably short lived. The All Terrain concept originally found its niche in the 25 tonne market - the mainstay of most rental company fleets back then. Once they discovered them, contractors typically began demanding the extra features and benefits at the usual 25 tonne rate! And it did not take too long for the dam to break, when some of those companies that had brought the two axle All Terrains began to offer them out at the same price as their cheaper and less costly three axle truck cranes. But at least this commercial madness was limited to the bottom end of the market as larger AT models were as rare as hens' teeth.

Liebherr changed all that with the introduction of a four axle 60 tonne All Terrain. Originally designed for a 333 unit order for the construction of the Russian pipeline in 1982, it released a version for the commercial market and quickly upgraded it to an 80 tonner. It took off faster than expected, Krupp introduced its 60 tonner, and on upwards it went until new truck cranes almost vanished from the European crane market but

becoming increasingly popular in North America and elsewhere. The result was that cranes had become more expensive, yet in many places - especially the UK - rates were no better. This in spite of the higher costs for fuel, tyres, chassis parts and general maintenance and repair costs.

TRUCK MOUNTED OR TRUCK CRANE?

The terms 'Truck Mounted' and 'Truck Crane' are often used interchangeably, but it can be argued they are quite different. The original telescopic truck cranes that began to appear during the mid to late 1950s featured superstructures made by the crane manufacturers but mounted on 'bog standard' commercial truck chassis.

However, as capacities increased beyond 10 to 20 tonnes, the concept became problematic, in that the increasingly sophisticated truck chassis had too much flex for heavy crane use - especially in Europe - requiring the use of heavy sub frames which added to the height and the weight of the machine. On top of this, full width cabs limited either the cross section profile or length of the boom, making stronger booms a challenge. In North America, Grove decided to build its own chassis to its first 40 tonner, fabricating a rigid heavy-duty chassis with integrated outriggers with single width 'carrier' cab, but using standard commercial running gear. The single cab concept was already used for lattice cranes of course and allowed the boom to run the full length of the chassis resulting in longer booms with fewer sections.

The All Terrain crane was originally conceived as a 'jack of all trades' product, designed to be as adept on site as a Rough Terrain, while keeping up with truck cranes on the road



GROVE TRUCK MOUNTED HYDRAULIC CRANE



ALLEN MODEL H - 2264

An early hydraulic Allen H-2264 using the Allen chassis and Grove superstructure had an 80ft boom and 22 tons lift capacity



A 70 tonne Tadano HK 4.070-1 truck mounted crane on a four axle Scania chassis



The last six Tadano TL250E truck cranes sold in Europe in 2003 went to Marsh Plant in the UK

These may well be referred to as truck cranes, while the units mounted on full commercial chassis are truck mounted cranes. Companies still making truck cranes include Grove, Tadano and Link Belt and ACE (Action Construction Equipment) in India, plus of course all of the Chinese manufacturers. The new Tadano GT-1200XL and the GT-800XL truck cranes launched at Conexpo last year for the North American market are the latest examples of such cranes, which these days tend to be limited to capacities between 60 and 150 tonnes.

Today the truck mounted crane market is split into traditional truck mounted cranes - usually 40 to 70 tonnes from the likes of Tadano and Liebherr as well as several Chinese manufacturers including Sany and Zoomlion, and specialised heavy duty truck mounted cranes with swing out stabilisers and capacities from 40 to 180 tonnes are built by several Italian companies including Marchetti, Locatelli, Idrogru and Ormig. German crane manufacturer Sennebogen did produce a 40 tonne four axle truck mounted crane - the HPC 40 - for several years but stopped production in 2020.

German crane manufacturer Sennebogen stopped production of its 40 tonne HPC 40 in 2020



In North America a different type of truck mounted crane emerged in the form of the Boom Truck, originally conceived by Ray Pittman with his R.O Stinger. Companies such as Manitex and National Crane took the concept upwards from a glorified telescopic loader crane, into long boomed machines that became the standard product for the US street sign business both as a lift crane and with platform attachment. The smaller units could be mounted on the heavy American truck chassis, while the larger units needed sub frames.



A typical American truck crane - the Load King Crossover 80-160

As these cranes grew larger they morphed into a true truck mounted crane with good cabs and capacities in the region of 50 tonnes - just like the German truck mounted cranes, but different. They tend to have longer, lighter booms, and are best mounted on American trucks.

They have never taken off in Europe, although some have tried however they just don't suit European trucks and cannot match the convenience or sophistication of the locally produced articulated or knuckle boom cranes. And perhaps most importantly they have simply not captured the hearts and minds of crane rental buyers.

CHINESE RULE

If talking pure global numbers, truck cranes have once again been the most populous mobile cranes in the world, primarily due to the tens of thousands of three axle 25 tonners produced in China for the home market. In recent years production has fallen but still remains relatively high. The market is fulfilled entirely by locally built products.

Another company producing truck cranes is Action Construction Equipment - ACE - based in India but exporting to numerous countries in the region. The company's TM range runs to



The ACE TM450 truck crane is made in India

five models of three and four axle truck cranes ranging from the 31 metre boom/25 tonne TM 250 to the 41.5 metre boom/55 tonne TM 550.

In Europe, aside from Germany, Italy is the main truck mounted crane producer. They have emerged from heavy duty wreckers and generally have incredibly high capacities - up to 180 tonnes - but with short booms and are mounted on four and five axle commercial truck chassis.

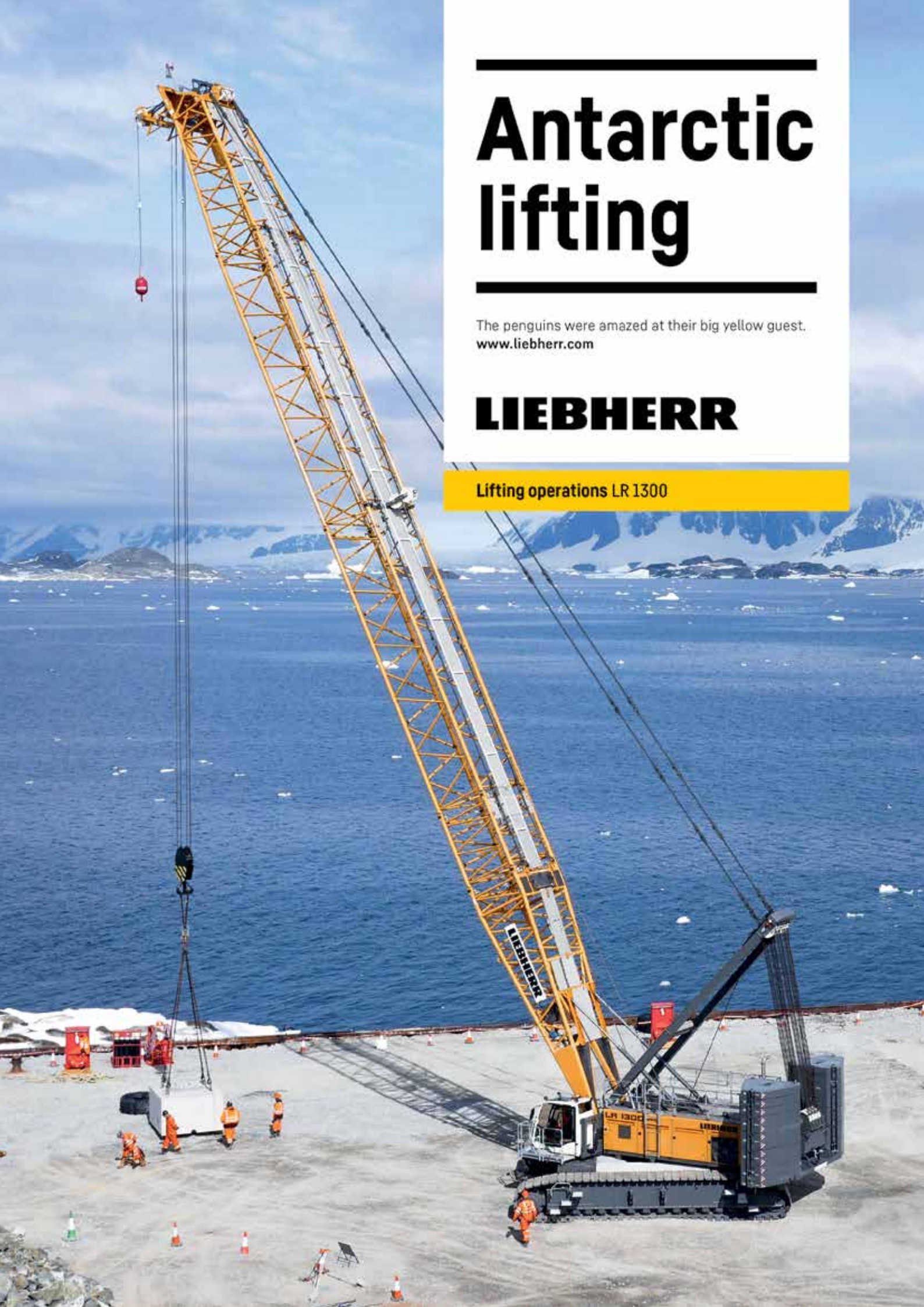
Almost all of the Italian truck cranes feature swing out outriggers which are an integral part of the crane superstructure rather than part of the truck chassis. This permits the higher capacities, and most are aimed at lifting very heavy loads such as prefabricated modules, shipping containers and production machinery etc to low heights and shorter radii.

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In recent years aluminium boomed cranes have been selling in increasingly significant numbers

WHY ARE SALES NUMBERS SMALL?

But why are sales so poor compared to All Terrains - particularly when truck mounts on commercial chassis offer lower running and maintenance costs, particularly tyres and brakes? For example, an online search for the price of a 445/95r25 (16.00R25) Michelin X-Crane+ All Terrain crane tyre came in at £2,200, whereas a 315/80R22.5 Bridgestone M729 TL tyres for a Scania commercial was about £500 fitted and the wider 385/65R22, £600 fitted. Multiply those prices by six or eight for the AT and you are looking at the best part of £15,000 to £17,000 compared to £4,000 to £5,000 for the commercial vehicle.



A tyre for an All Terrain crane may cost more than four times that of commercial truck tyre

You might expect the purchase price of a truck crane to be lower than an AT, in some cases though it is slightly more. This becomes more obvious as the truck crane has two engines, while the truck chassis can be expensive when purchased in relatively small numbers. Add to this the additional costs which are not incurred with a specifically designed AT chassis, such as building a second chassis/sub-frame and modifying the chassis to accept it and it becomes clear how that might be, especially given the low volumes.

In Europe - dominated by the All Terrain crane - the German truck mounted cranes tend to have capacities from 40 to about 70 tonnes - pretty much covering the most popular size of All Terrain crane, while failing to address the market for smaller cranes. In its hey day the most popular truck crane was the three axle 25 tonner with a three section 24 metre boom. Most buyers find the two axle All Terrains that remain are too expensive, especially given the wide range of alternative lifting equipment such as spider cranes, loader cranes, Kato City Cranes, not to mention the aluminium truck cranes from companies such as Klass and Böcker - Europe's answer to North America's boom trucks. Over the past 10 years or so the aluminium boomed cranes have been selling in increasingly significant numbers outside of its German home market where they have been popular for years. As word spread more and more crane rental companies

spotted the benefits of these lightweight cranes. Aluminium boomed is a slight misnomer as only Klaas still uses aluminium boom sections. Mounted on two and three axle commercial chassis they do not have the same nominal capacities as an All Terrain crane. Most are between three to six tonnes although the largest are 12 tonners - but while might lack the 'impractical' nominal rating, they excel in terms of reach - both height and up & over, up to 45 metres or more. This makes them perfect for jobs such as installing lightweight components such as roof trusses, prefabricated chimney stacks or air conditioning units onto a building's roof. However, compared to an AT or truck crane they are substantially less costly, possibly half the price!

RUNNING COST SAVINGS

A standard truck crane chassis, by virtue of its design, has lower fuel consumption than a comparable All Terrain and is designed to handle extreme road mileages. The chassis can also be serviced by local dealers, while extras such as sleeper cabs are possible.

Liebherr has produced truck mounted cranes for many years and currently has two in its LTF range - the 45 tonne LTF 1045-4.1 and the 60 tonne LTF 1060-4.1. The company says its main market is central Europe with most going to German

customers although sales numbers are modest compared to All Terrains of the same capacity.

Most truck mounted cranes can carry most, if not all of their counterweight on public roads, without special permits, which means they are immediately ready for work once on site. Mounted on a Scania chassis the 60 tonne Liebherr LTF 1060-4.2 - with bi-fold swingaway extension and up to 10.2 tonnes of counterweight - has an overall weight of 42 tonnes with the rear two axles having a weight of less than 12 tonnes per axle. By reducing the counterweight to five tonnes axle weights are reduced to 10 tonnes.

The 45 tonne LTF 1045-4.1 - with its maximum nine tonnes of counterweight - weighs 38 tonnes and has a maximum axle load of 10 tonnes per axle. This can be reduced to 9.5 tonnes with a four tonne counterweight. With mobility and permits an increasingly big issue for crane users most manufacturers are developing cranes with lower axle loads than the typical 12 tonnes.

NEW TADANO TRUCK CRANES

Tadano launched two new truck cranes - the 120 ton (110 tonne) GT-1200XL-2 and 80 ton (72.6 tonne) GT-800XL-2 - at Conexpo last year aimed at the North American market. The GT-1200XL-2 features a five section 51 metre pinned boom and can be equipped with a 10.3 to 17.9 metre bi-fold swingaway extension. The self-rigging counterweight options range from 3.5 to 25 tonnes.

The GT-800XL-2 features a five section, 47 metre full power boom and can be equipped with the same 17.9 metre extension. Multiple self-removable counterweight configurations are possible up to a maximum of 8.1 tonnes.

Tadano launched its GT-1200XL-2 and GT-800XL-2 at last year's Conexpo



Two 60 tonne Liebherr LTF 1060-4.1 carrying out a tandem lift



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TRUCK CRANES

The new cranes essentially mount a Tadano Rough Terrain superstructure on a four axle crane carrier with US running gear, an overall width of 2.59 metres and axle spacings optimised to meet state road and bridging formulas making transport permits easier to obtain. A boom dolly trailer is available for areas with the most stringent road regulations.

The chassis features a full width cab, independent front and rear air suspension, a Cummins X12 diesel engine that meets EPA 2021 on-road emission standards, driving through a ZF TraXon transmission with 12 forward gears for a maximum road speed of 65 mph, while all-round disc brakes provide the stopping power.

The engine is equipped with fuel monitoring to prevent waste and save fuel, while a positive control system adjusts the hydraulic pumps during crane operation to match demand, with an Eco Mode feature regulating the engine speed. The superstructure cab features 15 degrees of tilt and a large in-cab screen which not only displays operating parameters but also video feeds from hoist monitoring and other cameras.

Outrigger widths are totally variable, with the selected set-up information fed into the crane's smart chart system to provide optimised lift capacities. The cranes also feature front outrigger jacks for lifting over the front.

At the end of last summer US Rental company Sims Crane & Equipment of Florida took delivery of the first GT-800XL-2, in North America, while DMD Building Systems took the first to arrive in Canada at the end of the year.

MARCHETTI

Italian manufacturer Marchetti has been building mobile cranes including truck cranes for more than 60 years. Its large modern facility in Piacenza, produces cranes with capacities from 35 to 180 tonnes. The truck crane range features five models with capacities of 40, 60, 80, 100 and 180 tonnes.

All feature swing out cruciform outriggers, optional swingaway extensions and can be fitted with man baskets to convert the crane to a work platform in full compliance with EN280. A-Lift Crane Hire in the UK purchased one of the first Marchetti MTK40 truck cranes in early 2022, mounted on a standard truck chassis the customer was able to choose left or right hand drive.

Outside of Italy, Marchetti's largest truck mount, the 180 tonne MTK 180L is a rare sight. The crane features a six section rounded profile main boom made from Weldox (Strenx) steel with a tip height of 40 metres. Total height with the lattice extension is 53 metres.



Marchetti's largest truck mount is the 180 tonne MTK 180L



The first Tadano GT-800XL-2 in Canada went to DMD Building Systems



The 60 tonne Marchetti MTK60 mounted on a Scania chassis



Grove TMS 800-2



A Link Belt 4 axle truck crane

The superstructure is operated through the truck's PTO and can be mounted on most truck makes, including Iveco, Volvo, Scania, MAN, Mercedes and Astra. Four hydraulically operated swing out outriggers can be operated from both the cab or either side of the chassis. The crane is supplied with an 80 tonne hook block and the three piece counterweight is 15.9 tonnes.

IDROGRU

Idrogru is another Italian manufacturer that has been designing and selling high capacity truck mounted cranes for more than 40 years. All are mounted on standard commercial three, four and five axle chassis. The company has three ranges - light, medium and heavy duty - with most approved for road use without needing special permits.

Its smallest model in the 'Light' range is the 90 tonne KT90.23 other models being 110 and 130

tonne models. The medium range has five 160 tonne models and the heavy duty line up spans from 160 to 300 tonnes.

What is immediately noticeable about all of the cranes is how compact they are for their rated capacity. The three axle KT90.23 is 8.83 metres long, 2.55 metres wide and 3.2 metres high. Even the five axle 300 tonne KT300.25 - is less than 10 metres long and 3.8 metres high. It has a 20.7 metre maximum tip height, and the 180 tonnes is available at a four metres radius! It weighs 56 tonnes all up with 12 tonnes of counterweight on board, however it does require a permit to travel.

All the truck cranes have a variety of extensions and counterweight configurations, and all offer high capacities with their short booms. The maximum counterweight of the KT300 is 36 tonnes, allowing 19 tonnes to be lifted at a radius of just over 18 metres. ■



Idrogru has a wide range of three, four and five axle truck mounted cranes up to 300 tonnes



The 300 tonne Idrogru KT300.26S



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CAUTIOUSLY OPTIMISTIC

In the UK and Ireland 2023 was a year dominated by the aftermath of the pandemic and political insanity which triggered rising inflation and prices with a shortage of skilled labour becoming a real issue for many crane, access and telehandler rental companies.

Despite all these major factors, most companies remained busy - at least for most of the year - and rates had increased to cover the immediate effect of red to white diesel, huge energy bills and significantly increasing equipment costs.

The good news was that rates generally did rise - the bad news was that in the most part they were not enough to cover the immediate cost increases, doing nothing to repair years and years of stagnant rates. Worryingly, many companies that did manage to up the rates, found that they were undercut by weak competitors trying to muscle in. This behaviour has been at the heart of the UK rental rate decline for many, many years - perhaps they could learn a thing or two from their counterparts in other countries?

As the year progressed more and more electric powered machines found their way into fleets raising the issue of charging capacity for larger numbers of platforms or a small number of larger machines. The cost of dealing with this problem can, in some cases run into millions and take several years for the network supply to become available. A majority of customers loved the idea of carbon neutral calmer sites but were unwilling to pay for it. What a surprise!

2023 was generally a good year with most companies seeing rates increase and are cautiously optimistic that they will at least stay the same or improve further this year. The majority of fleets have also grown and very few plan to reduce their numbers.

And in the key test of 'would you recommend the business to your children' a clear majority in all three sectors said Yes, 91% for telehandler companies. The lifting industry must be in fairly good shape at the moment for that to be so.



30 YEARS ON

Our annual review of UK Rental Rates dates back to before Cranes & Access came into being, with its predecessor Cranes UK starting out in the early 1990s. We recently looked at the crane rates from 1994, 1995 and 1996 and the results might surprise you. At that time the survey was very limited and we have no idea on how large the sample was. But here it is.

ONE WEEK RENTAL RATE

	1994/95	1996	1997	2023
Up to 50 tonnes	£1,510 = £3,609 today	£2,120	£1,812	£3,300
100 tonnes	£2,128 = £5,086 today	£3,790	£4,133	£5,595
Over 100 tonnes	£5,521 = £13,195 today	£4,926	£6,135	£8,635 (up to 170t)

Inflation in the UK between 1994 and today is running at 239% so it is interesting to see that the rental rate for cranes up to 100 tonnes has roughly kept in line with inflation - up to 50 tonnes is slightly under and 100 tonnes slightly over - however the rate for cranes over 100 tonnes is almost 50 percent more than today.

The difference in this size crane is probably because of the scarcity of cranes over 100 tonnes 30 years ago and were probably rented out at a premium. 100 tonnes today by comparison, are very common.

Utilisation 30 years ago ranged from 75% to 82%

and is possibly a bit higher today for similar capacity cranes.

WOULD YOU RECOMMEND THE INDUSTRY TO YOUR CHILDREN?

	1994/95	1996	1997	2023
Yes	55%	58%	16.7%	58%
No	45%	42%	83.3%	42%

We wonder what happened in 1997? However this year's figures match exactly those in 1996 with the majority recommending the industry to their children.

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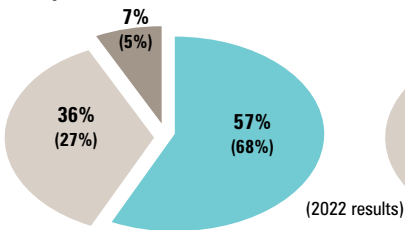
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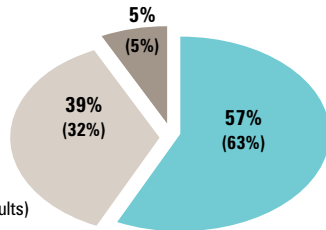
CRANE RATES

Crane rate trends - all types

Crane hire rates over the past 12 months have:



Crane hire rates during the next 12 months will:

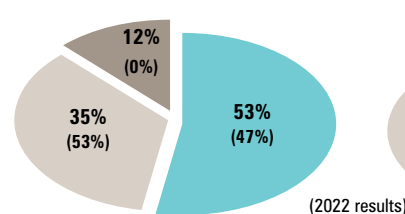


Decreased Stayed the same Increased

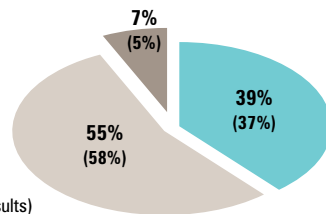
2023 is almost as positive as 2022 with almost as many stating that their rates had increased and will continue to increase over the next 12 months. A slightly larger percentage think the rates have and will stay the same, with only a few claiming that rates have fallen or will fall this year. How far rates will increase remains to be seen.

Crane fleet size

Crane fleet sizes over the past 12 months have:



Crane fleet sizes over the next 12 months will:

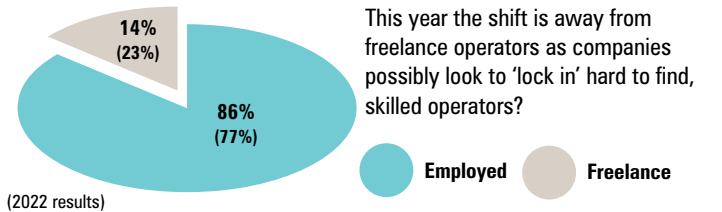


Decreased Stayed the same Increased

More companies - around 15 percent more - claimed to have increased the size of their fleets this year compared to last year's forecasts, however 12 percent made reductions. Over the coming 12 months fewer respondents are planning increases to their fleets, with more than half planning to remain the same and seven percent looking to cut back. Predictions of fleet size last year were almost spot on!



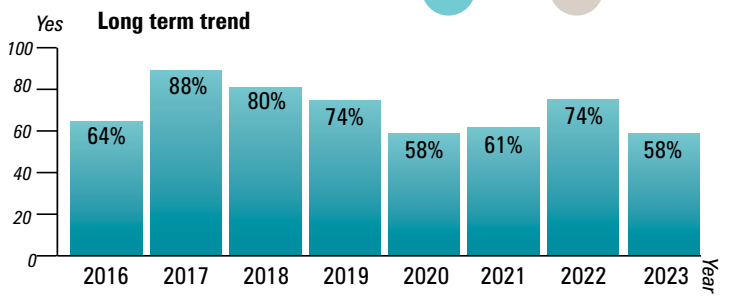
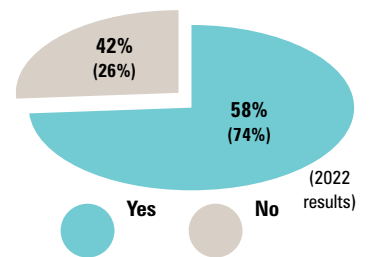
What percentage of your operators are employed or freelance?



This year the shift is away from freelance operators as companies possibly look to 'lock in' hard to find, skilled operators?

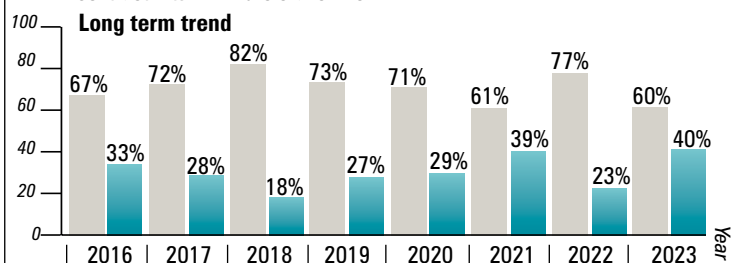
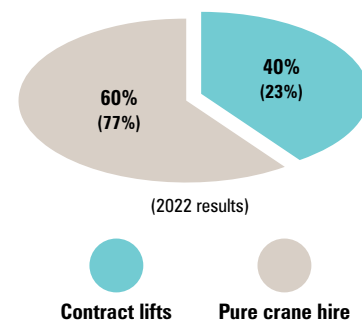
Would you recommend the crane hire industry to your children?

A sizeable fall in the 'yes' vote reflects the uncertain times we are experiencing. At 58 percent it is joint lowest with 2020 over the last eight surveys. The percentage had been growing since 2020 reaching a high of 74 percent last year.



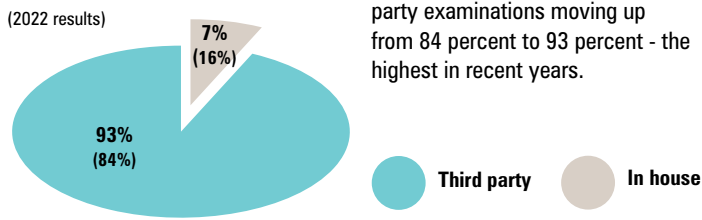
What percentage of your jobs are contract lifts?

The trend towards contract lifts has increased significantly and is now at an all-time high of 40 percent. Possibly a sign of the times or simply a different mix of respondents.



Who does your LOLER Thorough Examinations?

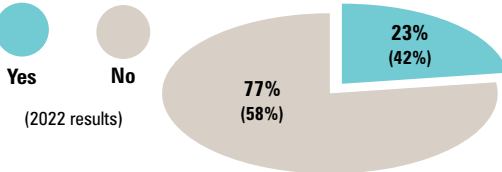
(2022 results)



A reasonable swing towards Third party examinations moving up from 84 percent to 93 percent - the highest in recent years.

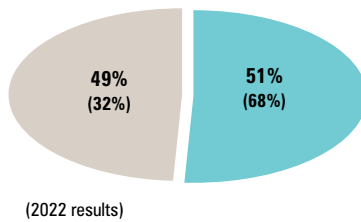


Do you employ any female crane operators?



A more realistic figure this year although at 23 percent it does distort what is actually happening in real life. While 23 percent of companies said they did employ female operators, there may only be one or two in each company.

Should cranes be subject to MOT's?



This year there is a swing towards not having cranes independently road tested, and at 49 percent it remains finely balanced.

Average fleet age in years

Average	Lowest	Highest
5(5.8)	2(3)	15(15)

(2022 results)

The average fleet age has fallen to just under five years with the youngest fleet claiming an average age of two years. The oldest fleet remains at 15 years.



CRANE RENTAL RATES

From last year rates have gone
 ▲ up ▼ down — same ND no data

Mobile telescopic - All Terrains or truck cranes

Daily Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Under 30 tonnes	547 ▼	500 ▼	650 ▼	671 ▼
30 to 45 tonnes	624 ▲	490 ▼	750 —	723 ▼
50 to 70 tonnes	782 ▲	680 ▼	950 —	895 ▲
75 to 100 tonnes	1,119 ND	780 ND	1,500 ND	1,341 ND
110 to 130 tonnes	1,464 ND	1,250 ND	2,150 ND	1,860 ND
140 to 170 tonnes	1,727 ND	1,500 ND	2,550 ND	2,014 ND
180 to 210 tonnes	2,203 ND	1,780 ND	3,000 ND	2,561 ND
220 to 280 tonnes	2,718 ND	2,420 ND	4,000 ND	3,181 ND
290 to 400 tonnes	4,525 ND	2,700 ND	10,000 ND	5,623 ND
410 to 550 tonnes	4,128 ND	3,800 ND	9,500 ND	5,011 ND
560 to 650 tonnes	3,250 ND	3,000 ND	5,000 ND	4,042 ND
Over 650 tonnes	3,833 ND	3,500 ND	6,500 ND	4,917 ND
Mobile Self Erecting Tower crane (2/3 axles)	670 ND	580 ND	1,200 ND	1,063 ND
Mobile Self Erecting Tower crane (4/5 axles)	1,727 ▼	800 ▼	2,300 —	2,475 ▲
Mobile Self Erecting Tower (6 axles +)	1,956 ▼	1,700 ▼	2,500 ▼	2,814 ▲

Some categories have changed this year so no data available

Crawler cranes (operated)

Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Up to 60 tonnes	3,000 ▲	1,000 —	4,500 ▲	4,350 ▲
70 to 80 tonnes	3,517 ▲	2,900 ▲	4,250 ▲	5,333 ▲
90 to 100 tonnes	3,500 ▲	2,850 ▲	4,650 ▲	5,225 ▲
120 to 170 tonnes	4,767 ▲	4,500 ▲	5,000 ▲	7,333 ▲
180 to 260 tonnes	5,500 ▲	5,000 ▲	5,700 ▲	5,875 ▲
270 to 350 tonnes	6,750 ▲	6,500 ▲	7,000 ▲	7,250 ▲
360 to 590 tonnes	ND	ND	ND	ND
600 to 750 tonnes	32,000 ND	30,500 ND	34,000 ND	35,000 ND

Tower cranes - Flat tops and saddle jibs

Crane Size	Average	Lowest	Highest	Ideal
Less than 70t/m	648 ▼	600 ▼	695 ▼	782 ▼
120t/m	849 ▼	700 ▼	1,000 ▼	1,088 ▼
200t/m	1,783 ▲	1,100 ▼	2,650 ▲	2,250 ▲
300t/m	2,267 ▲	1,500 ▼	3,300 ▲	3,100 ▲

Weekly Rate in £

Tower cranes - Luffers

Crane Size	Average	Lowest	Highest	Ideal
Less than 70t/m	1,200 ▲	1,000 ▼	1,400 ▲	1,400 ▲
100t/m	1,350 ▲	900 ▲	1,700 ▼	1,750 ▼
180t/m	2,133 ▲	1,800 ▲	2,500 —	2,667 ▼
300t/m	2,650 ▼	2,100 ▼	3,000 ▼	3,300 ▼

Weekly Rate in £



Tower cranes - Self-erectors Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Self-erectors	720 ▼	650 –	850 ▼	850 ▼

Pick & carry cranes Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Under 3 tonnes	550 ▼	550 ▼	550 ▼	550 ▼
3 to 6 tonnes	1,583 ▲	850 ▼	3,000 ▲	1,817 ▲
6.5 to 10 tonnes	1,200 ▲	1,200 ▲	1,200 ▼	1,300 ▼

Mini crawler cranes Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Up to 12 tonnes	1,114 ▼	800 ▼	2,500 ▲	1,210 ▼

Spider cranes Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Up to 1 tonne	583 ▼	500 ▼	650 ▼	667 ▼
2 to 5 tonnes	1,229 ▲	600 ▼	3,000 ▲	1,294 ▼
Over 5 tonnes	1,500 ▲	850 ▼	2,100 ▲	1,730 ▲

UTILISATION

Mobile telescopic - All Terrains or truck cranes

Crane Size	Average	Lowest	Highest	Trend
Under 30 tonnes	83%	60%	100%	▲
30 to 45 tonnes	83%	50%	100%	▲
50 to 70 tonnes	85%	65%	100%	▲
75 to 100 tonnes	85%	60%	100%	ND
110 to 130 tonnes	85%	75%	100%	ND
140 to 170 tonnes	82%	60%	95%	ND
180 to 210 tonnes	85%	75%	90%	ND
220 to 280 tonnes	79%	50%	90%	ND
290 to 400 tonnes	68%	0%	90%	ND
410 to 550 tonnes	55%	0%	80%	ND
560 to 650 tonnes	48%	0%	80%	ND
Over 650 tonnes	45%	0%	80%	ND
Mobile Self Erecting Tower crane (2/3 axles)	59%	0%	90%	ND
Mobile Self Erecting Tower (4/5 axles)	83%	70%	90%	▲
Mobile Self Erecting Tower (6 axles +)	84%	75%	90%	▼



Crawler cranes (operated)

Crane Size	Average	Lowest	Highest	Trend
Up to 60 tonnes	63%	40%	100%	▼
70 to 80 tonnes	87%	60%	100%	▲
90 to 100 tonnes	90%	70%	100%	▲
120 to 170 tonnes	90%	70%	100%	–
180 to 260 tonnes	95%	93%	100%	▲
270 to 350 tonnes	96%	95%	100%	▲
360 to 590 tonnes	ND	ND	ND	ND
600 to 750 tonnes	80%	70%	84%	ND

Tower cranes - Flat tops and saddle jibs

Crane Size	Average	Lowest	Highest	Trend
Less than 70t/m	25%	10%	40%	▼
120t/m	38%	15%	50%	▼
200t/m	42%	33%	50%	▼
300t/m	55%	50%	60%	▼

Tower cranes - Luffers

Crane Size	Average	Lowest	Highest	Trend
Less than 70t/m	90%	90%	90%	▼
100t/m	63%	40%	85%	▼
180t/m	65%	55%	75%	▲
300t/m	70%	70%	70%	▼

Tower cranes - Self-erectors

Crane Size	Average	Lowest	Highest	Trend
Self-erectors	66%	50%	80%	▼

Pick & carry cranes

Crane Size	Average	Lowest	Highest	Trend
Under 3 tonnes	50%	50%	50%	▼
3 to 6 tonnes	43%	35%	50%	▼
6.5 to 10 tonnes	50%	50%	50%	▼

Mini crawler cranes

Crane Size	Average	Lowest	Highest	Trend
Up to 12 tonnes	53%	30%	80%	▼

Spider cranes

Crane Size	Average	Lowest	Highest	Trend
Up to 1 tonne	45%	40%	50%	▼
2 to 5 tonnes	58%	40%	80%	▼
Over 5 tonnes	58%	50%	60%	▼

CRANE RESPONDENTS' COMMENTS

While some companies were reticent to provide raw data, they were certainly forthcoming when it came to comments. Here are just a few of them:

"Prices of new equipment keeps going up, labour and other costs are on the increase but there are still too many companies out there not getting the right return on their investment. If things slow down there will be a lot of companies in financial difficulties."

"Too many contract lifting companies bringing the rates down and lots of crane companies have still not put their rates up, even though the fuel changed from gas oil to white!"

"If discussed with clients in the correct manner, annual rate increases are not a concern - we have a 95% success rate with increases. Disappointing fact is that competitors see this as their opportunity to try and undercut the increased rates and in turn, not be in a position to offer employees fair wage increases and also reducing the level of maintenance and investment a modern fleet and a specialist industry should enjoy."

"It is very easy to drop the hire rate to win a job but hard to increase the price later."

"It's crazy charging so little for a service that is very high risk and involves huge capital investment."

"The STGO CAT 2 needs to be revoked and mobile cranes forced to run 12t axle weights."

"Rental rates for the lower capacity cranes still need to increase by 10-15% to be viable."

"Rates were ok and steady, but in the last 2-3 months rates are 'all over the shop', I don't know if this is because work has slowed down for some on the run up to Christmas."

"Crane hire rates increased slightly because of the change from red to white fuel, but they are not at the levels they SHOULD be when compared to other items of plant, which are often one third of the purchase price but yield higher rental returns."

"Even with the uplift in rates following the change to white diesel, I still think the rates are a capacity away from reality - ie a 40 tonner should be at 50/60t rates, 50/60t should be at the 80 tonne rate etc, certainly up to the start of the heavy crane capacities, say 200 tonnes."

"The industry is losing highly skilled 50+ year olds by forcing them to do totally unnecessary NVQ qualifications."

"Although we had to increase our hire rates with the introduction of white diesel, our operating costs also soared. I think most of the industry saw this as an opportunity to moderately raise hire rates as well which, although a long time coming, seemed to be widely accepted by the majority of customers."

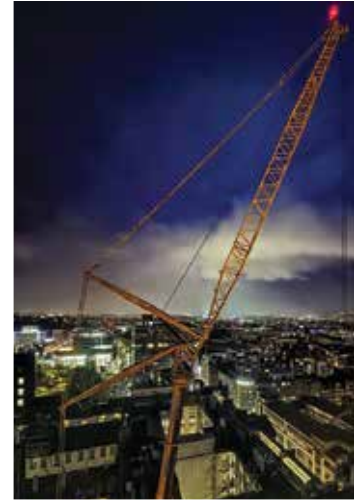
"Rental rates are being squeezed as work appears to have slowed down with less projects starting."

"Demand has slowed down considerably during 2023 with many projects put on hold. This has therefore driven rental rates down in some cases by a significant margin."

"The construction sector is not strong at the moment and there are currently too many cranes chasing too few jobs. This is particularly the case in mid-sized flat-tops and luffing cranes. However it feels like we have hit the bottom and next year should be better."

"At the moment we are short of drivers and with retirements looming in the next few years it is only going to get worse."

"There are still between 40% - 50% too many cranes in the UK Market - if all UK crane owners with fleets in excess of 30 units sold off 20 - 30% of their fleet, this would increase demand and rates accordingly."

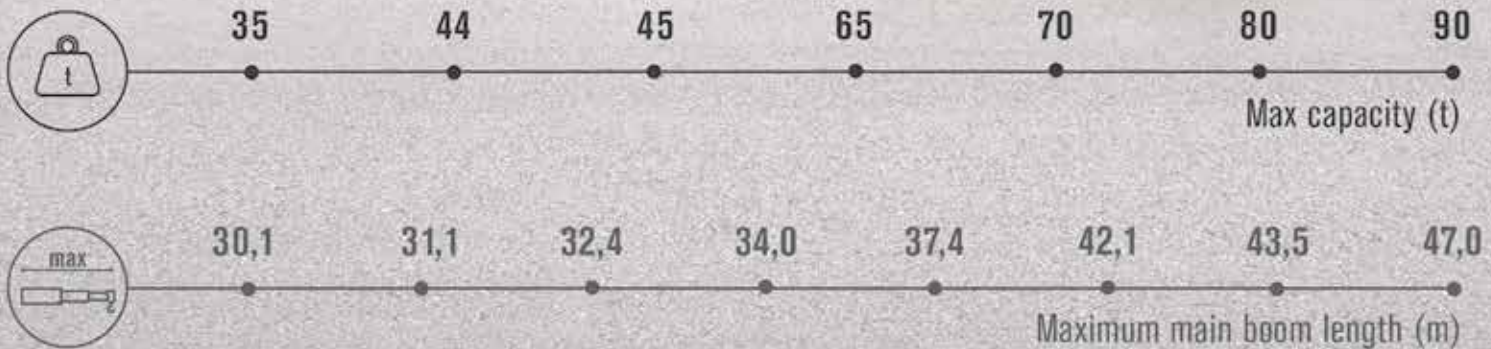


"The hire rates are still way too low for the capital investment in the machinery. The fuel duty increase improved rates slightly but now the increase in the prices of new machinery, interest rates & wages mean they need to rise again by at least 20% in my eyes so we can pay more and attract people into the industry."

"There are far too many contract lifting and labour companies operating without any assets, throwing out cheap rates and various crane companies are supplying these companies who are taking work from them which stops the market upping the rates to where they should be."

"We were proactive in moving our rates in order to keep on top of cost inflation and we could see that others were generally doing the same. However, as the market has cooled, we now see people losing confidence with pricing in order to gain short term utilisation. This is especially visible in the lower capacity cranes. Current rates for small cranes do not justify the heavy investment and this needs to be addressed by all."

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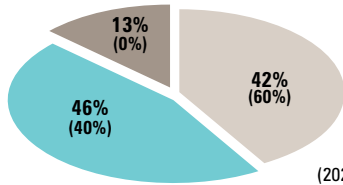
T-LINK
Telematics platform

TEOS
Operating System

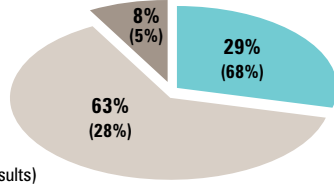
POWERED ACCESS RATES

Rate trends

Access rates over the past 12 months have:



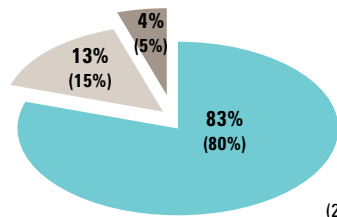
Access rates during the next 12 months will:



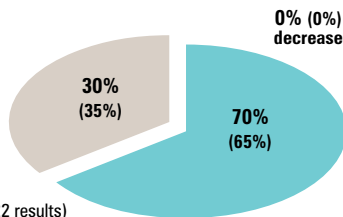
The vast majority of respondents reported that rental rates had either increased or stayed the same as last year. Only 13 percent said they had fallen. Unfortunately, predictions for the coming year are less optimistic, with almost two thirds anticipating rates remaining the same, however 29 percent expect to increase their prices, compared to 8 percent who expect them to fall. The actual results for 2023 were, however, worse than the 2022 forecasts in which more than two thirds thought rates would increase.

Fleet trends

Fleet sizes over the past 12 months have:



Fleet sizes over the next 12 months will:

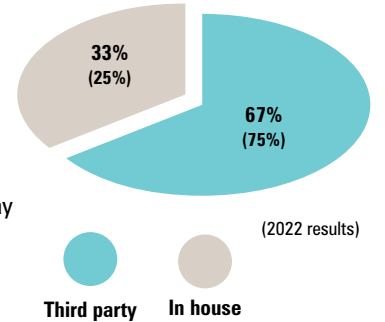


The vast majority of companies expanded their fleets this year - a sizeable percentage more than predicted in our 2022 survey. Just 4 percent slimmed down their fleets. In 2024 almost three quarters of respondents expect to increase their fleets further, the remainder maintaining the status quo. Not one company expects any fleet reductions.



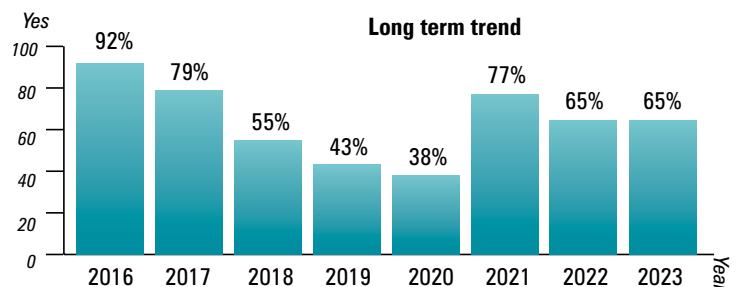
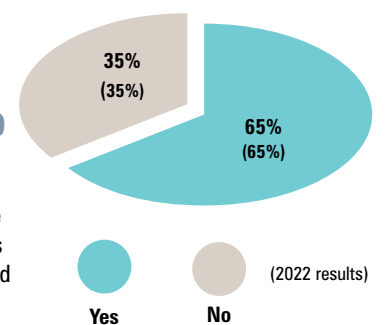
Who does your LOLER Thorough Examinations?

This year we see a small move away from In house inspections - down from 75 to 67 percent, returning to similar levels as 2021.



Would you recommend the access industry to your children?

This year's numbers are exactly the same as last with almost two thirds of respondents happy to recommend the industry to their children. This figure is lower than the most recent high of 77 percent in 2021 which ended a four year decline from the 92 percent high in 2016.



Average fleet age in years

Average	Lowest	Highest
4 (5)	2 (3)	9 (8)

(2022 results)

The large investment in new equipment and fleet expansion has reduced the average fleet age from five years to four years. The youngest fleet claimed to be two years however the oldest is now nine years compared to eight last year.



WEEKLY RENTAL RATES BY GENERAL CATEGORY

From last year rates have gone
 ▲ up ▼ down — same ND no data

Electric scissors Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 20ft (7.8m)	96	60	205	118
20ft (8m)	111	80	175	146
26ft (10m)	135	110	200	165
28-35ft (12m)	177	120	280	215
36-48ft (13-16.5m)	284	160	450	353
49-59ft (16.6-19.5m)	510	260	700	622
60-80ft (20-26m)	804	650	950	929

Diesel scissors Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 40ft (14m) (Compact RT)	191	160	265	246
32-44ft (12-15m) (Full size RT)	235	180	320	293
50-65ft (17-22m)	291	220	350	411
66-80ft (22-26m)	650	550	850	825

Electric articulated boom lifts Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 36ft (13m) Industrial	244	210	270	289
Under 38ft (14.5m) Nifty HR12/ Snorkel AB38	249	220	325	302
38-55ft (14-18m) (Genie 45/52ft)	280	185	375	386
56-70ft (18-23m)	415	350	500	533
Over 71ft (23m)	795	650	935	950

Diesel/RT articulated booms Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 53ft (16m)	317	220	557	378
56-68ft (17-23m)	507	275	2,000	498
69-89ft (23-29m)	655	450	950	806
90-140ft (30-44m)	2,200	900	3,500	1,200
Over 145ft (45m)	1,200	1,200	1,200	1,800

Straight booms Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 48ft (16m)	293 ▲	265 ▲	320 ▲	385 ▲
49-70ft (17-23m)	363 ▼	275 ▲	426 ▲	467 ▼
71-90ft (23-29m)	569 ND	425 ND	650 ND	750 ND
91-140ft (29-44m)	1,530 ND	1,300 ND	2,200 ND	2,900 ND

Spider lifts Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Up to 15 metres	497 ▲	450 ▲	575 ▼	581 ▼
16-20 metres	772 ▲	550 ▼	1,100 ▼	885 ▼
21-27 metres	1,300 ▲	650 ▼	1,800 ▲	1,489 ▲
28-30 metres	1,675 ▲	1,400 ▲	1,950 ▲	1,950 ▲
31-34 metres	2,183 ▲	1,800 —	2,550 ▲	2,117 ▼
35-42 metres	2,500 ▲	2,500 ▲	2,500 ▲	2,500 ▼

Van mounts Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
10-12 metres	380	350	520	580
13-14 metres	440	400	600	725
Over 15 metres	615	520	755	800

Truck mounts Daily Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 18m 3.5t Self-Drive	388	175	600	400
19-25m 3.5t Self-Drive	488	200	750	544
22-35m with operator	583	500	685	675
36-49m with operator	900	900	900	1,038
50-65m with operator	1,300	1,200	1,400	1,500

Some categories have changed this year so no data available



Mast booms Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
8 metres	137 ▼	120 ▲	154 ▼	165 ▼
10-11 metres	191 ▼	87 ▲	250 ▼	233 ▼
Over 12 metres	248 ▼	230 ▼	265 ▼	255 ▼

Push arounds Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Push Around (Pop Up/ Power Towers)	46 ▼	30 ▼	54 ▼	63 ▼
Portable (AWP/UL)	98 ▼	50 –	180 ▼	135 ▼

Trailer lifts Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Up to 13 metres	205	175	273	244
14-19 metres	349	325	375	428



UTILISATION

Electric scissors

Platform Height	Average	Lowest	Highest
Under 20ft (7.8m)	70%	60%	80%
20ft (8m)	67%	50%	80%
26ft (10m)	65%	40%	80%
28-35ft (12m)	67%	40%	82%
36-48ft (13-16.5m)	58%	10%	80%
49-59ft (16.6-19.5m)	75%	60%	90%
60-80ft (20-26m)	75%	60%	90%

Diesel scissors

Platform Height	Average	Lowest	Highest
Under 40ft (14m) (Compact RT)	63%	55%	80%
32-44ft (12-15m) (Full size RT)	71%	60%	85%
50-65ft (17-22m)	70%	60%	80%
66-80ft (22-26m)	80%	70%	85%

Electric articulated boom lifts

Platform Height	Average	Lowest	Highest
Under 36ft (13m) Industrial	72%	45%	100%
Under 38ft (14.5m) Nifty HR12/ Snorkel AB38	76%	60%	95%
38-55ft (14-18m) (Genie 45/52ft)	74%	53%	95%
56-70ft (18-23m)	70%	60%	85%
Over 71ft (23m)	68%	60%	75%

Diesel/RT articulated booms

Platform Height	Average	Lowest	Highest
Under 53ft (18m)	67%	40%	90%
56-68ft (16.9-23m)	74%	63%	90%
69-89ft (23-29m)	78%	50%	90%
90-140ft (30-44m)	53%	20%	85%
Over 145ft (45m)	85%	80%	87%

Straight booms

Platform Height	Average	Lowest	Highest	Trend
Under 48ft (16m)	85%	82%	88%	▲
49-70ft (17-23m)	80%	38%	100%	▲
71-90ft (23-29m)	87%	75%	100%	ND
91-140ft (29-44m)	73%	70%	75%	ND

Spider lifts

Platform Height	Average	Lowest	Highest	Trend
Up to 15 metres	54%	30%	70%	▼
16-20 metres	52%	40%	70%	▼
21-27 metres	72%	48%	100%	–
28-30 metres	43%	15%	70%	▼
31-34 metres	55%	40%	70%	▼
35-42 metres	70%	70%	70%	▼



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Truck mounts

Platform Height	Average	Lowest	Highest
Under 18m 3.5t Self-Drive	80%	80%	80%
19-25m 3.5t Self-Drive	75%	60%	90%
22-35m with operator	75%	50%	100%
36-49m with operator	100%	100%	100%
50-65m with operator	85%	85%	85%



Mast booms

Platform Height	Average	Lowest	Highest	Trend
8 metres	63%	55%	70%	▼
10-11 metres	66%	48%	85%	▼
Over 12 metres	80%	80%	80%	▼



Push arounds

Platform Height	Average	Lowest	Highest	Trend
Push Around (Pop Up/ Power Towers)	62%	35%	80%	▲
Portable (AWP/UL)	68%	50%	90%	▲



Trailer lifts

Platform Height	Average	Lowest	Highest
Up to 13 metres	73%	40%	100%
14-19 metres	65%	50%	80%



ACCESS RESPONDENTS' COMMENTS

"We undertook two rate reviews in 2023 forced by the circa 30% increase in the purchase costs of new machinery though the increases unfortunately were not of the same percentage. Hopefully other large access companies will do the same and reverse the race to the bottom that some seem to have adopted."

"If a buyer from a construction company saw the lowest rates available then they wouldn't be doing their job properly if they were paying more."

"We are unfortunately competing in a sector that seems to carry on making little or no profit and competing against companies that will only run out of money in a year or two."

"The market at the moment is stagnant and the hire rates will generally remain the same."

"We think that there will be an adjustment in rates as costs are rising and the market matures. European players will ensure that rates firm up, and the technology in equipment will continue to improve."

"High residual values from traditional OEMs meant suppressed rental rates could work due to the cash injection at the back end of the ownership cycle. There has been a seismic shift in procurement with Dingli, LGMG, Sinoboom, Zoomlion, etc adding over 10,000 units into the UK & Ireland over the past couple of years. This has created a ticking timebomb, the residual values are significantly lower than any of the established OEMs. Back end cash will be minimal unless the used market changes its mind on the Chinese built equipment. As it stands that is not happening - a 10-13yr old JLG achieves a similar amount to a 3-4yr old Chinese equivalent. Unless the purchase price difference offsets this - which data shows it doesn't - then rental rates have to increase to cover this shortfall."

"Talk of an economic downturn instantly reduces rates when utilisation is low (when the reality is machines are hired for work to be carried out at height rather than because the machines are on special offer)."

"There are too many rehire brokers playing a Dutch auction with the companies that own the machines. These brokers are quoting for machinery they don't own and quoting delivery costs at 25% of the actual cost."



"Most access companies are losing money on transport, and this seems to be the accepted way and has also not changed in line with inflation and other costs. Why this is I don't understand? We had a company come on last week for 6 x 20 metre scissor lifts with a round trip of 220 miles however the salesmen from the hire company said he didn't want to charge his customer more than a £100 per 44 tonne truck!"

"Currently due to competition giving equipment out extremely cheap just to get their utilisation up we are finding rates are beginning to drop."

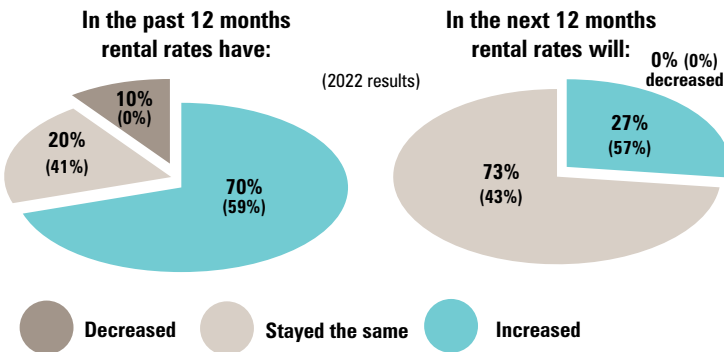
"Startup companies taking on access machines have no real realisation of unseen costs and utilisation."

"I think it will be a tough year."

TELESCOPIC HANDLER RENTAL RATES

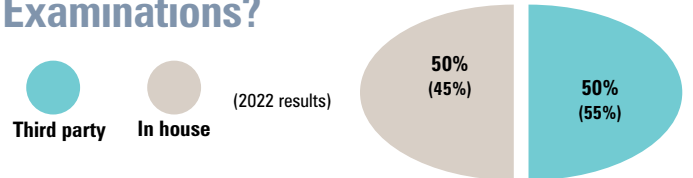


Rate trends



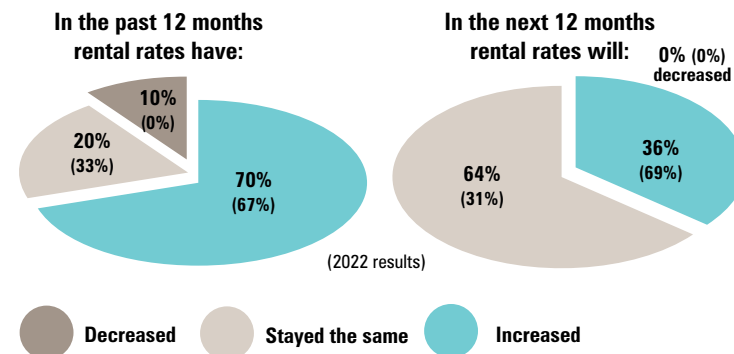
Almost three quarters of respondents increased their rates in 2023 although 10% of them experienced rate declines. Predictions for 2024 are less positive with only 27% anticipating further improvement - at least no one thinks they will go down! Predictions in 2022 were more conservative than the reality, so perhaps the views of the majority that rates will remain the same will be bettered.

Who does your LOLER Thorough Examinations?



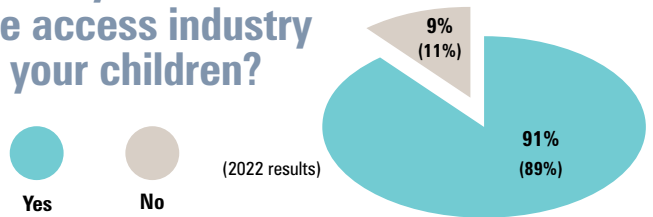
This year the figures for LOLER Thorough Examinations are split equally at 50% each which is a slight move towards In house inspections over last year's figures.

Fleet size



Fleet predictions made in 2022 were pretty accurate with 70% (69% predicted) of companies expanding their fleets. Of the rest only 10% reported cutting fleet numbers. Over the next 12 months only a third of respondents expect this to continue although no one expects to see any fleet shrinkage.

Would you recommend the access industry to your children?



The very positive response seen last year continues with 91% saying they would recommend the equipment rental business to their children. Who said there was no future in equipment rental?

Average fleet age in years

Average	Lowest	Highest	(2022 results)
3(4.7)	1(1.6)	5(10)	

With the majority of companies buying new equipment and expanding their fleets the average age of the fleet fell from 4.7 to three years. One respondent claims to have a fleet with an average age of one year, while oldest fleet reported has reduced its average age from 10 to five years.



Percentage of units going out with work platform attachments

Attachment Type	Current	(2022 results)
Fixed frame	5% (3%)	5% (3%)
360 degree	10% (27%)	10% (27%)

The number of companies renting telehandlers with work platform attachments remain on the floor, with just five percent for fixed frame models and 10 percent on 360 degree machines - down from 27 percent last year. A different mix of respondents or increased use of boom lifts?

- NATIONWIDE HIRE & SALES
- 25 YEARS EXPERIENCE
- MERLO, MAGNI & MANITOU SPECIALISTS
- ROTATING TELEHANDLERS
- HEAVY LIFT TELEHANDLERS
- SPECIALIST ATTACHMENTS
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What other products do you provide?

What other products do you provide?	
Cranes	0%(20%)
Access	77% (27%)
General equipment	60%(60%)
Tools	33%(13%)
Others	65%(6%)

From last year rates have gone
 ▲ up ▼ down — same ND no data
 Some categories have changed this year so no data available

(2022 results)



Fixed frame Weekly Rate in £

Lift Height	Average	Lowest	Highest	Ideal
Under 5 metres (Sub Compact)	320 ▼	230 ▲	530 ▼	393 ▲
5-7 metres (Compact)	332 ▼	230 ▲	550 ▼	423 ▲
8-10 metres	352 ▼	260 ▲	600 ▼	439 ▲
11-13 metres	404 ▲	270 ▲	690 ▲	496 ▲
14-15 metres	349 ▼	295 ▲	420 ▼	444 ▼
16-18 metres	451 ▼	395 ▲	625 ▼	490 ▼
Over 18 metres	552 ▼	500 ▼	600 ▼	641 ▼

360 degree Weekly Rate in £

Lift Height	Average	Lowest	Highest	Ideal
Under 20 metres	1,000 ▲	1,000 ▲	1,200 ▲	1,100 ▼
20-26 metres	1,196 ▼	985 ▼	1,500 ▼	1,480 ▼
27-35 metres	1,563 ND	1,250 ND	2,000 ND	1,980 ND
Over 35 metres	2,500 ND	2,400 ND	2,800 ND	3,000 ND

Heavy duty - high capacity Weekly Rate in £

Lift Height	Average	Lowest	Highest	Ideal
6-8 tonnes	650 ▲	600 ▲	700 ▲	933 ▲
9-12 tonnes	1,300 ▲	1,200 ▲	1,400 ▲	1,533 ▼
14-20 tonnes	1,600 ▲	1,500 ND	1,750 ND	2,200 ND



UTILISATION

Fixed frame

Lift Height	Average	Lowest	Highest
Under 5 metres (Sub Compact)	75%	50%	92%
5-7 metres (Compact)	82%	67%	90%
8-10 metres	76%	57%	94%
11-13 metres	79%	66%	94%
14-15 metres	82%	70%	94%
16-18 metres	85%	71%	96%
Over 18 metres	83%	80%	85%

360 degree

Lift Height	Average	Lowest	Highest
Under 20 metres	82%	80%	85%
20-26 metres	79%	60%	90%
27-35 metres	82%	60%	95%
Over 35 metres	92%	90%	94%

Heavy duty - high capacity

Lift Height	Average	Lowest	Highest
6-8 tonnes	78%	74%	81%
9-12 tonnes	91%	80%	100%
14-20 tonnes	85%	80%	87%

RESPONDENTS' COMMENTS

"This sector of the rental market is extremely competitive and the ROI is poor due to the purchase prices increasing so much."

"Hire rates are generally too low to sustain the cost of maintaining a newer fleet. Hire rates need to rise generally in the industry to preserve our future."

"Rental rates will have to rise significantly over the next few years to keep pace with the increase in capital cost of machinery."

"Capital costs are increasing beyond the point of reason, and without justification."

"The current rates are only sustainable due to high - almost maximum - utilisation, but this means that the equipment ages faster with high maintenance costs. Thankfully resale values help if you can get the timing right."

"We are a relatively new company and have been running fixed and Roto telehandlers for four years now. Rates in Ireland for telehandlers are a race to the bottom, we entered a tough market but offered Merlo machines which are ahead of the competition so that has gained us more work, but not so much on rates. ROI is small on the machines especially with the increase in purchase prices. Getting good competent operators is increasingly difficult. I started the company at 24 years of age, so hopefully in my time growing the business, rates will increase!"

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MAST BOOMS - OVER AND OUT

If you are looking for a machine with working height of up to around 12 metres, an outreach of a few metres, along with the ability to slew and with compact dimensions, there are really only two choices. We take a look at the increasingly popular mast boom which is ultra-compact, relatively lightweight and inexpensive but typically with limited outreach. We also look at the slightly larger, heavier and more expensive industrial narrow aisle booms which offer significantly more outreach.

Both products have similar high rounded zero tailswing superstructures, however the mast boom has a vertical mast topped by a fixed length jib, the other short dual riser arms and a telescopic boom. The industrial narrow aisle unit is also wider, longer and significantly heavier as well as more expensive. It does, however, offer considerably more outreach - between 6.1 and 7.5 metres - even though it is at a lower up & over height of between 3.8 and 4.7 metres. Platform capacity is also slightly better.

Industrial boom lifts such as these have been around for 40 years or more but have never really gained a sizeable following. They are highly specialised - perfect for say maintenance in an industrial plant - but too heavy and awkward for their modest working height to interest most general access rental buyers.

The mast boom arrived around 30 years ago, dating back to the early 1990s with a limited

number of AMR units produced each year by Lift A Loft in the USA for big manufacturing companies like Ford and Caterpillar. A more commercial product came into being, with a start up in the form of Delta Systems and its Toucan, a beautifully designed product that would look at home in a shopping centre or airport as well as in an industrial plant. For the first few years sales were mostly to large end users. Delta soon realised that to increase sales it would need to be available to rent. The problem was that most rental companies said: "No one asks for such a machine." As a result, Delta set up its own rental fleet and before too long rental companies began to be asked for them - surprise surprise.

By the end of the 1990s sales began to take off as rental companies began to add them to their fleets and the word spread. Grove acquired Delta's manufacturing plant while the rental fleet was retained by owner Daniel Duclos, becoming Access Industrie. Other manufacturers also



LGMG's latest industrial mast boom, the A09JE



A 2006 Lift A Loft AMR40

began to join the market - in particular Haulotte which offered a good product and an attractive price. In those days the mast boom was a very French product, and the vast majority of units are still built in France by the likes of JLG which acquired the Toucan business from Grove in 2004, and Manitou. In recent years mast boom sales have continued to gather momentum and more manufacturers have introduced products and they are now popular in many countries. There are currently around 15 mainstream manufacturers offering almost 30 different models and variations including units from Chinese manufacturers which have entered the market such as Dingli, Sinoboom and LGMG. The most recent manufacturers to enter the sector though are Platform Basket with its tracked Heron 10, a break from its traditional products, while California based MEC Aerial Work Platforms launched the 11.2 metre MME30-RJ with direct wheel motor AC electric drive earlier this year.

As can be seen from the comparison chart, the mast boom sector now offers working heights ranging from 7.5 metres right up to 15 metres, although the vast majority of units sold are between eight and 12 metres. The 10 metre unit is by far the most popular having an overall width of just under a metre, a three to 3.5 metre outreach, 180 to 240 degrees of slew and an overall weight of between two and three tonnes. This specification accounts for somewhere in the region of 90 percent of all sales.

DUSTBIN/GARBAGE BIN BOOMS

The narrow aisle industrial boom lifts - initially called a dust or garbage bin due to the shape of the superstructure - also seem to be going through a resurgence with Chinese manufacturers now adding them to their product ranges giving the concept an extra boost. At the same time most of the big western producers continue to offer them. So, expect volumes to grow, possibly because self-propelled aerial works are becoming an accepted and essential form of access equipment for industrial plant maintenance, replacing step ladders, scaffold towers or a pallet on the forklift?

LARGER MAST BOOMS

There are several mast booms at the top end of the market in terms of working height which



The narrow aisle industrial boom lifts - such as this Genie Z30/20 N - are also going through a resurgence

boast an outreach that rivals the industrial booms, such as the 12.65 metre working height/6.05 metre outreach JLG 12E Plus and the 15 metre/ seven metre outreach Helix 1508a. The overall width on these models is understandably greater at 1.2 metres - in line with the industrial booms - however in the case of the JLG, the overall weight remains relatively light at 4,900kg. Compare this with the Helix's 7,700kg, even heavier than all the industrial booms.

TRACKED MAST BOOMS

The man with greatest responsibility for the mast boom market, Daniel Duclos, got out of mast boom production when he sold Delta to Grove, but after a few years in the rental game he itched to get back into it. So, in 2000 he helped set up ATN, initially with a tracked model that he



The inboard mounted jacks of Platform Basket's Heron 10 can level the machine on slopes of up to 10 degrees



An ATN tracked mast boom

could claim did not complete with the Toucan. He gave the products names like the Piaf 1010, adding wheeled versions later. The rationale for the tracked mast boom was for work in the large greenhouses in Northern France and the Netherlands where soft ground is always an issue.

The company did relatively well but every few years seemed to struggle financially. It has to be said that many manufacturers found it hard to turn a decent profit margin with mast booms, although Delta/Grove JLG never seemed to have a problem. Loader crane manufacturer Fassi acquired it during one of its periods of insolvency, and failed to find the right formula, letting it go with Manitou acquiring the designs and certain assets in August 2022, but so far has done little, if anything with it. So enter Platform Basket.

PLATFORM BASKET'S HERON 10.

Last summer Italian manufacturer Platform Basket surprised everyone when it entered the mast boom market with a 10 metre tracked model with



The 12.65/6.05m outreach JLG 12E Plus is one of the few mast booms with the outreach to rival the industrial boom



An ATN Piaf 810

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MAST BOOMS

Platform Basket surprised everyone when it launched its 10 metre Heron 10 tracked model with levelling jacks as standard



MEC Aerial Work Platforms entered the market with the 11.2 metre MME30-RJ

levelling jacks as standard. Dubbed the Heron 10 it uses a version of the company's well proven rubber tracked chassis, with inboard mounted jacks that can level the machine on slopes of up to 10 degrees longitudinally or side to side. It can also be used on slopes of up to three degrees without the jacks. When on a steeper slope, a single button automatically levels up the machine.

Platform Basket uses a five section, open frame forklift type mast topped by an articulating jib offering a maximum working height of 9.6 metres and up to 3.4 metres of outreach at an up & over height of just over six metres, 360 degrees of slew, with a two person indoor and one person outdoor rating.

The overall width is slightly wider than most at 1.2 metres, with an overall stowed length of 3.25 metres and an overall height of 1.99 metres. Power options include either diesel or a lithium ion battery pack, with a total weight of 2,750kg for the diesel and 2,800kg for the electric version. Radio remote controls are standard. An interesting addition is the option of a jib mounted hoist/winch with 35 metres of wire rope storage that replaces the platform, creating a compact remote controlled mini crane with a maximum lift capacity of 250kg.

This machine may well prove to be a very good alternative to the current wheeled products from JLG, Haulotte and Manitou etc and should benefit from the demise of ATN and its tracked machines.

MEC MAST BOOM

Another new manufacturer to enter the market last year is California based MEC Aerial Work Platforms, in which Chinese manufacturer Dingli holds a minority stake. Its first mast boom - the 11.2 metre MME30-RJ features direct AC electric wheel motor drive. While the MME30-RJ appears to essentially be a MEC version of Dingli's AMWP11.5-8100, there are differences, as is usually the case for MEC alternatives to Dingli models. It features both indoor and outdoor ratings, although the outdoor working height is limited to 10.2 metres. Outreach is 2.6 metres at an up & over height of 7.6 metres with a maximum capacity of 227kg.

Dingli's AMWP11.5-8200AC features dedicated forklift loading pockets on top of the chassis improving safety when lifting



The overall width is the typical one metre, while the machine weighs just under three tonnes. The unit has a larger platform than is typical on this type of machine at one metre by 760mm. AGM maintenance free batteries are standard and combined with the AC drive motors, provide long work cycles between recharging.

MEC vice president of engineering Gary Crook said: "The single most detrimental aspect of this type of machine to Total Cost of Ownership (TCO) is wet lead acid type batteries that are difficult to maintain. We eliminated the problem by installing AGM type batteries as standard, they are maintenance free and hence a solid predictor to a lower TCO."

DINGLI UPGRADES MAST BOOM

Chinese aerial lift manufacturer Dingli has found a lot of success with its mast booms since launching its first unit 10 years ago, when it shipped the first units of the current AMWP11.5-8100 in 2014. Late last year it announced that it was upgrading the model to the 11.2 metre AMWP11.5-8200AC.

The new AMWP11.5-8200AC looks very similar and has the same one metre overall width and 1.99 metre overall height however it is 100mm shorter when stowed. The three metres of outreach at an up & over height of just under eight metres, 200kg platform capacity and 345 degrees

of slew remain unchanged and overall weight is slightly heavier at 2,970kg.

The main differences of the new model include fully sealed AC electric motor wheel drive rather than the DC direct drive on the old machine. It also features maintenance free batteries, a slightly larger platform at 690mm x 930mm - compared to 620mm by 870mm - a full height entry gate for easy access to the platform and much faster lift and lower speeds of 42 seconds up/38 seconds down, compared to 70 and 60 seconds on the old model. The forklift loading pockets have also been changed to dedicated brackets on the top of the chassis dramatically improving balance and safety when lifting.

Dingli has found a lot of success since launching its first mast boom 10 years ago, its latest is the 11.2 metre AMWP11.5-8200AC



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LGMG's latest mast boom is the M0810JE, with a 10 metre working height, a 3.2 metre jib and 200kg platform capacity

LGMG

And finally, LGMG's latest mast boom is the M0810JE, with a 10 metre working height, a 3.2 metre jib and 200kg platform capacity. Overall width is one metre, while the overall stowed length is 2.6 metres. It has an indoor two person rating, with one person outdoors. Overall weight is 2,720kg.

11M REESLIFT

Another new entrant is Chinese manufacturer Reeslift with its 11.2 metre AMWP11.2-8100. Maximum outreach is three metres at an up &

over height of 7.89 metres. The lift mechanism is a classic six section steel box type mast topped by a jib with 130 degrees of articulation. Maximum/unrestricted platform capacity is 200kg and slew 345 degrees.

The machine has an overall length of 2.53 metres, an overall width of one metre with an overall height of 1.99 metres. Overall weight is 2,950kg. The unit features automatic pothole protection and AC direct wheel drive. Although the machine looks very similar to Dingli's AMWP11.5-8200AC it does have a slightly smaller platform, providing a slightly shorter stowed length.

Reeslift was established in 2015 and is based in the Feicheng Bianyuan Economic Area of Shandong, China - roughly half way between Beijing and Shanghai. Its product line is mostly low level, including mast type lifts, mast booms, slab electric scissor lifts, push around and portable lifts along with material lifts. It claims to produce around 5,000 units a year, much of which is exported.

The growing interest in the mast boom sector is reflected in the number and variety of machines



Another new entrant is Chinese manufacturer Reeslift with its 11.2 metre AMWP11.2-8100

available. It will be interesting to see if the launch of Platform Basket's tracked unit spurs other manufacturers to produce a similar product. ■

How they stack up - Mast booms

Make	Model	Working ht.	Outreach	Platform cap.	Up&Over	Width	Length	Height	Gross weight
JLG	8E	8.2m	2.65m	200kg	5.1m	990mm	2.1m	1.99m	2,100kg
JLG	8EL	8.2m	2.65m	200kg	5.1m	990mm	2.1m	1.99m	1,860kg
JLG	10E	10.1m	3.38m	200kg	6.51m	990mm	2.82m	1.99m	2,980kg
JLG	10EL	10.1m	3.38m	200kg	6.51m	990mm	2.82m	1.99m	2,600kg
JLG	12E	11.83m	5.1m	200kg	7.12m	1.2m	3.65m	1.99m	4,300kg
JLG	12E Plus	12.65m	6.05m	200kg	7.12m	1.2m	3.65m	1.99m	4,900kg
Haulotte	Star10	10m	3.0m	200kg	6.6m	1.0m	2.7m	1.99m	2,677kg
Manitou	80 VJR	7.65m	3.24m	200kg	4.2m	990mm	2.95m	1.99m	2,250kg
Manitou	100 VJR	9.85m	3.15m	200kg	6.5m	990mm	2.80m	1.99m	2,650kg
Snorkel	MB20	8.1m	2.6m	215kg	4.2m	810mm	2.41m	1.98m	2,590kg
Snorkel	MB26	9.8m	3.0m	215kg	6.5m	1.0m	2.8m	1.98m	2,660kg
Dingli	AMWP11.58200AC	11.2m	3.0m	200kg	7.9m	1.0m	2.62m	1.99m	2,970kg
LGMG	M0810JE	10m	3.2m	200kg	6.6m	1.0m	2.6m	1.99m	2,720kg
Sinoboom	ML10EJ	10.3m	3.3m	200kg	6.5m	990mm	2.97m	1.99m	2,678kg
Airo	V10E	9.8m	3.3m	200kg	6.64m	998mm	2.8m	1.99m	2,770kg
ELS	VM10J	9.8m	3.15m	200kg	6.6m	990mm	2.7m	1.99m	2,800kg
MEC	MME30-RJ	11.2m	2.6m	227kg	7.6m	1.0m	2.5m	2.0m	2,995kg
Mantall	IMP 80J	8m	3.15m	200kg	4.5m	990mm	2.76m	1.99m	2,800kg
Mantall	IMP100J	10m	3.15m	200kg	6.5m	990mm	2.76m	1.99m	2,880kg
Platform Basket	Heron 10	9.6m	3.45m	230kg	6.3m	1.2m	3.25m	1.99m	2,800kg
Helix	1004XL	9.7m	3.95m	300kg	6.2m	980mm	3.4m	1.99m	4,000kg
Helix	1205a	12m	5.15m	200kg	6.5m	980mm	3.36m	2.0m	4,800kg
Helix	1508a	15m	8m	200kg	7.0m	1.2m	3.94m	2.2m	7,700kg
Lift a loft	AMR40-18	8.83m	2.62m	226kg	5.56m	1.04m	2.79m	2.0m	3,397kg
Lift a loft	AMR40-22	9.77m	3.3m	226kg	6.53m	1.04m	2.79m	2.33m	3,485kg
Lift a loft	AMR48.29	12.01m	3.3m	227kg	8.74m	1.22m	2.87m	2.69m	4,735kg
Reeslift	AMWP11.2-8100	11.2m	3.0m	200kg	7.89m	1.0m	2.53m	1.99m	2,950kg

Industrial zero tailswing booms lifts

Make	Model	Working ht.	Outreach	Platfm. cap.	Up&Over	Width	Length	OAL Transp.	Height	Gross weight	Jib rotation
JLG	E300AJP	10.97m	6.77m	230kg	4.01m	1.22m	5.74m	n/a	2.01m	7,100kg	180°
JLG	E300AJ	11.19m	6.82m	230kg	4.01m	1.22m	5.54m	n/a	2.01m	6,900kg	n/a
Genie	Z-30/20 N	11.14m	6.53m	227kg	3.86m	1.19m	5.11m	3.5m	2.0m	6,541kg	n/a
Genie	Z-30/20NRJ	10.89m	6.25m	227kg	3.86m	1.19m	5.31m	3.66m	2.00m	6,605kg	180°
Haulotte	HA12CJ	11.68m	6.94m	250kg	4.74m	1.2m	5.36m	3.86m	1.99m	7,065kg	n/a
Haulotte	HA12CJ +	11.68m	7.22m	230kg	4.74m	1.2m	5.64m	4.2m	1.99m	7,110kg	180°
Dingli	BA11NE	10.8m	6.35m	227kg	3.8m	1.2m	5.52m	3.9m	2.0m	6,660kg	No
LGMG	A09JE	11m	6.25m	230kg	4.12m	1.19m	5.46m	3.58m	2.0m	6,700kg	180°
Manitou	120 AETJ-C 3D	11.95m	7.0m	230kg	4.5m	1.2m	5.48m	3.74m	1.99m	6,660kg	140°
Sinoboom	AB10ERJN	11.62m	6.3m	230kg	4.63m	1.19m	5.84m	4.25m	1.99m	6,760kg	180°
Skyjack	SJ30ARJE	10.82m	6.26m	227kg	3.99m	1.19m	5.51m	3.78m	1.98m	5,588kg	180°
Airo	A12 JE	12.1m	7.5m	230kg	4.7m	1.2m	5.71m	4.6m	1.99m	7,510kg	130°
Zoomlion	ZA10RJE	11.55m	6.85m	230kg	4.6m	1.19m	5.5m	3.95m	1.98m	6,550kg	180°

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2023 DOMINATED BY CLIMATE, POLITICS AND WAR

2023 has been a trying year mainly dominated by meteorological and geopolitical events. Ongoing wars continued while new ones started and the global democratic recession continued in places such as Niger, Gabon, Guatemala, Peru and Thailand. Far right parties also fared well across Europe.

More and more countries are looking to the heavens with 16 countries now able to launch payloads into space. Russia's moon effort ended in August when its lander crashed into the moon's surface. A few days later India became the fourth country to land an unmanned vehicle on the moon and shortly afterwards launched a mission to study the sun. China and the USA have ambitious moon programmes, with NASA aiming to return astronauts to the moon by 2025. Private companies such as SpaceX, Blue Origin and Virgin Galactic are also playing increasingly significant roles in space operations.

India is now the world's most populous country with an estimated population of 1.43 billion - taking over from China where the population is both shrinking and aging.

Artificial Intelligence - AI - burst onto the public scene with the release of ChatGPT which fired up debates on whether AI will start a new era of human creativity or produce a nightmarish future.

Ukraine's counteroffensive early in the year to break Russia's hold on the areas it occupies quickly faded. Peace in the Middle East showed some signs of moving forward, in late September Israel negotiated further accords with Arab countries. That all changed on October 7 when Hamas attacked Israel killing roughly 1,200 Israelis and taking 240 hostages. Israel retaliated with massive airstrikes against Gaza, before

invading northern Gaza, resulting in an estimated 20,000 Palestinian deaths so far. As the death toll and destruction rises, the world is putting pressure on Israel to put a stop to the mass destruction.

And finally, global temperatures and climate extremes continue to set records with 2023 likely to be the hottest year on record, exceeding the two degree Celsius limit of the 2015 Paris Agreement. Extreme weather events around the globe range from wildfires and extreme drought to extreme flooding. Attitudes are changing with increased investment in solar and wind power and hydrogen becoming a viable alternatives to fossil fuels.

Here are a few stand out stories from around the world.

JANUARY

- Cristiano Ronaldo joins Saudi Arabian club Al Nassr for the 'biggest salary ever in football'.
- The funeral for Pope Emeritus Benedict XVI is presided over by Pope Francis in St Peter's Basilica, Rome.



- Republican Kevin McCarthy is finally elected Speaker of the US House of representatives after 15 ballots.
- At least 68 people are killed in a plane crash by Yeti Airlines in Pokhara, Nepal, the country's worst crash for three decades.
- Mexico brings the world's strictest anti-smoking laws into force, banning smoking in public places, including beaches and parks.
- New Zealand leader Jacinda Ardern announces she is stepping down as prime minister after five and a half years.
- America and Germany agree to send battle tanks to Ukraine to fight the Russian invasion.

FEBRUARY

- UK Metropolitan police officer David Carrick jailed for life for 85 serious offences including 48 rapes over 17 years.
- Scotland's First Minister Nicola Sturgeon resigns after eight years in office.



IN THE NEXT ISSUE OF

C&a

Place your products in front of 20,000 crane, telehandler and access platform buyers & users who will be reading the February/March issue of **Cranes & Access...**



THIS ISSUE WILL INCLUDE FEATURES ON:

BOOM LIFTS

There's always plenty of boom lift developments to keep up date with. We will be looking at the latest market and product trends so if you have any news or information to share, get in touch now.



HEAVY/ALTERNATIVE LIFTING

We review a selection of heavy and alternative lifting equipment and take a look at some interesting applications.

ROUGH TERRAIN CRANES

Sales of the Rough Terrain crane have been growing outside of its traditional base of North America and the Middle East. We look at the latest models and developments.



BATTERY DEVELOPMENTS

This feature will take its annual deep dive into the important battery sector reviewing the latest trends and technology advancements. If you have any news or views please make contact.



INTERMAT PREVIEW

Intermat will held in Paris Nord Villepinte from April 24th to 27th for the first time in six years. We will have a run down of the exhibitors and the more interesting models and products that will be at the show.



Send any information, news, photographs or ideas on these subjects to editor@vertikal.net

Every issue of **C&A** is also packed with our **regular columns** and **news** plus **reader's letters, books, models, training**, along with the latest news from **CPA, ALLMI, and IPAF**.

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- A Chinese surveillance balloon is shot down by US fighter jets off its eastern seaboard, after drifting across the US for days and igniting a political storm.
- Powerful earthquakes of 7.8 and 7.5 magnitude strike Turkey and Syria, causing buildings to collapse with a death toll of 59,000 in Turkey and 8,000 in Syria.
- Former Hollywood executive Harvey Weinstein is sentenced to 16 years in prison for rape in LA, in addition to the 23 years he is already serving for sex crimes.
- A new post-Brexit deal for Northern Ireland is announced.

MARCH

- Leaked documents from the US Defence Department begin appearing on a Discord server associated with online game Minecraft.
- 1.28 million people protest in nationwide demonstrations throughout France against government plans to raise the pension age from 62 to 64. 
- Russia begins major missile attacks on Ukrainian cities and their infrastructure, with at least 11 killed and 20 injured.
- Xi Jinping is appointed to an historic third term as president of China.
- Oil company Saudi Aramco posts earnings of \$161 billion for 2022 - the highest annual profit ever recorded by a publicly listed company.
- Sri Lanka receives a bailout from the International Monetary Fund (IMF) worth \$2.9 billion, amid its worst financial crisis since independence in 1948.
- Microsoft founder Bill Gates says AI is the most important tech advance since the graphical user interface in 1980.

APRIL

- Footage of the deepest living fish ever recorded, the snailfish, was caught on camera at depth of 8,336 metres in the Izu-Ogasawara Trench, south of Japan. 
- Japanese M1 spacecraft crashes on the moon in its attempt to become the first privately owned spacecraft to land on the Moon.
- Record April temperatures continue across Thailand, Myanmar, Laos and Vietnam, as Myanmar city of Theinzayet records 43C (109.4F).
- James Corden's final appearance as host of 'The Late Late Show' on CBS after 1,196 shows.
- SpaceX's Starship rocket launches its first test flight from Boca Chica, Texas but explodes after four minutes.
- 136 people are massacred in village of Karma, Burkina Faso, one of the worst attacks on civilians, blamed on the country's security forces.

MAY

- The coronation of King Charles III and Queen Camilla takes place at Westminster Abbey.
- Ed Sheeran found not guilty of copying Marvin Gaye's 'Let's get it on' by a Manhattan federal jury.
- The World Health Organisation declares Covid-19 is no longer a global health emergency but remains a threat with seven million known deaths.
- Over 400 die from flash floods and landslides in Kalehe, Congo.
- 67th Eurovision Song Contest - Loreen wins for Sweden for the second time, singing 'Tattoo' with Liverpool, England hosting on behalf of Ukraine. 
- Turkey's president Recep Tayyip Erdogan is re-elected for an historic third term.


JUNE

- A three train collision in India's Balasore district, Odisha state, leaves 288 dead and more than 1,000 people injured in the country's worst rail accident this century. 
- Former UK prime minister Boris Johnson resigns as an MP ahead of the report on whether he misled/lie to parliament over lockdown parties.
- Four Colombian children are found safe after surviving 40 days in the Colombian jungle after their plane crashed killing the three adults on board.
- Russian leader Vladimir Putin vows to bring leaders of the Wagner Group rebellion to justice.
- French police officer shoots and kills a 17 year old at a traffic stop in Paris, prompting a wave of violent protests across the country.
- British court rules the government plan to deport asylum seekers to Rwanda is illegal, as it could not be considered a safe country.

JULY


- FIFA Women's World Cup takes place in Australia and New Zealand.
- Dutch King Willem-Alexander formally apologises for the country's role in the slave trade.
- Hottest global temperature ever recorded as average global temperature tops 17.01 degrees Celsius.
- Elton John completes his international 'Farewell Yellow Brick Road: The Final Tour' in Stockholm, Sweden.
- The Dutch government led by Mark Rutte collapses after disagreements between coalition partners over asylum policies.
- Fantasy comedy film 'Barbie' premieres in Los Angeles.
- US actor's union SAG-AFTRA goes on strike with picket lines in LA and New York.
- 2023 wildfire season in British Columbia is the most destructive on record, burning 14,100 square kilometres/5,450 square miles of land.

AUGUST

- Wildfires on Hawaiian Island of Maui kill at least 97 and destroy historic town of Lahaina. 

- British Museum reveals a staff member has been sacked for stealing about 2,000 objects including jewellery and semi-precious stones.
- English neonatal nurse Lucy Letby found guilty of the murder of seven babies and attempted murder of six more, between June 2015 and June 2016.
- Eight people dramatically rescued from a cable car after 14 hours in Khyber Pakhtunkhwa province, northwest Pakistan.
- More than 100 UK school buildings closed due to a risk of collapse because of Reinforced Autoclaved Aerated Concrete.

SEPTEMBER

- 6.8 magnitude earthquake hits central Morocco killing around 3,000 people and causing catastrophic damage affecting over six million people.
- Collapse of two dams after heavy rain from Storm Daniel floods the city of Derna, Libya, leaving over 4,000 dead and 8,000 missing.
- Luis Rubiales, head of Spain's football federation, resigns a month after grabbing and kissing Spanish player Jenni Hermoso, after the team's World Cup win.
- Earliest known evidence of humans building with wood discovered near Kalambo Falls, Zambia at nearly half a million years old (previous known example 9,000 years old).
- Writer's Guild of America ends its 148 day strike after agreeing a deal.
- MSG Sphere Las Vegas opens with a concert by band U2. 

OCTOBER

- Hamas launches major air and ground strike on Israel from Gaza killing 1,200 people and taking 240 hostages.
- The Walt Disney Company celebrates its 100th anniversary.
- Europe dominates the United States in the Ryder Cup in Rome, Italy 16½-11½ to regain the title.
- Max Verstappen scores his 14th win of the F1 season to clinch his third consecutive Formula 1 title.
- Israel formally declares war on Hamas with massive air strikes on the Gaza Strip.
- 10th Rugby World Cup: South Africa becomes the first team to win four World Cups after a 12-11 win over New Zealand.

7th March 2024

Point Rental



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The Friends of Ukraine

Charity Gala

EVENT

Join us for a heartwarming evening committed to making a meaningful impact in the lives of Ukraine's people! In the wake of an ongoing conflict, more than 10 million individuals have fled Ukraine, leaving behind their jobs, possessions, and families, and now grapple with an uncertain future. Families have been torn apart, individuals have been wounded, and precious lives have been lost. Thus far, we've successfully raised over £4 million, and with your support tonight, we aim to significantly increase our contributions, ensuring vital aid reaches those who need it most.

Thursday 7th March 2024 | 06.00 PM - 01.00 AM

Edgbaston Cricket Ground

Edgbaston Rd, Birmingham B5 7QU

Standard Table Package (12 ppl) £4,000

Order of the evening:

06:00 PM	Welcome drinks
07:00 PM	Welcome
07:30 PM	3 course dinner (inc. bucket of beers or selection of wines)
09:00 PM	Auction
10:00 PM	Live entertainment & dancing
01:00 AM	Carriages

Rotary



To book your table, contact:

Joan McKinlay
Contact: 07565 772 547
Email: joan.mckinlay@pointofrental.com
Web: www.aid-alliance.com

NOVEMBER

- New technology allows Apple Records to release the last Beatles song 'Now and Then' built up from an unfinished John Lennon demo tape.
- European Space Telescope Euclid - the first telescope able to capture an entire galaxy in one single exposure - releases its first images.
- SAG-AFTRA Union representing US actors ends its 118 day strike after an agreement with Hollywood studios that included AI guidelines and streaming compensations.



- Former British prime minister David Cameron makes a surprise return to government as foreign secretary after Suella Braverman is sacked.
- 41 Indian construction workers are rescued after 41 days trapped in a collapsed tunnel in Uttarakhand.



DECEMBER

- Researchers pinpoint possible cause of extreme morning sickness in pregnancy - low levels of the hormone GDF15.
- COP28 in Dubai ends with agreement from 190 countries to begin "transitioning away from fossil fuels", a compromise but the first to directly address an end to fossil fuels.

fossil fuels", a compromise but the first to directly address an end to fossil fuels.

- Taylor Swift is named Time's Person of the Year.
- 61 people drown after a boat carrying migrants capsizes off the coast Zuwara, Libya.
- American rock band KISS concludes farewell 'End of the Road' tour at Madison Square Garden, NYC.



INDUSTRY NEWS HIGHLIGHTS FROM 2023



Hungarian aerial lift manufacturer **EuropeLift** introduces the 21 metre twin telescopic boom trailer lift - the TM21GTi.

Tadano appoints **Kenichi Sawada** as CEO for Tadano Europe after **Jens Ennen** leaves the company.



Link-Belt announces its 250 tonne All Terrain - the 300AT - with 72.5 metre main boom and maximum tip height of 112 metres.



Skyjack opens the first phase of its new greenfield manufacturing facility in **Ramos Arizpe, Mexico** to make telehandlers and booms.



JLG launches two new 18ft self-propelled mast type lifts in **North America**.

Rival closes its operations in the UK after 13 years.

The first 186ft **Zoomlion** ZT58J boom lift in Europe is delivered to **Bac Polska** - the Polish arm of Dutch sales and rental company Bac Hoogwerkers.



Potain launches its largest flat top tower crane - the 50 tonne MCT 1005 M50 - manufactured at its plant in Zhangjiagang, China.



CTE unveils its new Zeta range of articulated truck mounted lifts, replacing its 'Z' range - first model is the 22 metre Zeta 22.

XCMG ships its second 600 tonne XGT15000-600S flat top tower crane for use on the Changtai Yangtse River Bridge, claimed to be the world's largest diamond type cable stayed bridge.



LGMG adds the 46ft SR1418E battery electric Rough Terrain scissor lift with 365kg capacity and 1.52 metre deck extension.

UK rental company **AFI-Rentals** launches a smart QR Code system for rental terminations/off-hires.



The **Criminal Court of Appeal** in Mecca, Saudi Arabia finds **Saudi Binladin Group** guilty of negligence and imposes a €5.3 million fine following the overturn of its 1,350 tonne crawler crane which killed 111 people and injured 390 attending the annual Haj.

MEC introduces a new 10ft all-electric, zero oil Nano10-XD scissor lift with 227kg platform capacity.



Klaas launches its new battery electric 800kg capacity K280E trailer crane.

Ruthmann announces its 26 metre Ampero TBR 260 E electric powered truck mounted on the new Iveco eDaily battery powered 5.2 or seven tonne chassis.

Italian aerial lift manufacturer **Axolift** appoints **Pop Up Products** as its distributor for the UK and Ireland.

JLG completes its acquisition of leading spider lift manufacturer **Hinowa**.



Sennebogen announces a new 80 tonne, 42 metre full power telescopic boom crawler crane which first appeared as the Grove GHC85 in 2022.

The **ARA** show in Orlando, Florida returns to its February slot for the first time since 2020.



Liebherr announces the new 700 tonne LR 1700-1.0W narrow track lattice boom crawler crane replacing the 600 tonne LR 1600/2-W.



Tadano unveils its all-electric 90 tonne GR-1000XL EVolt Rough Terrain and two North American truck cranes - the 110 tonne GT-1200XL-2 and 73 tonne GT-800XL-2 - at Conexpo.

Terex restructures its two Italian crane operations into **Terex Tower Cranes** and **Terex Rough Terrain Cranes**.

Offshore turbine installation company **Havfram Wind** orders a 3,000 tonne leg encircling crane from a Dutch manufacturer **Huisman** for its NG-20000X wind turbine installation vessel.

Canadian aerial lift manufacturer **Skyjack** more than doubles its global production capability, increasing facilities in Canada to five and adding new plants in China, Hungary and Mexico.

Conexpo attracted 139,000 visitors - up six percent on Covid affected 2020.

MEC shows the 85ft 'Dual Mode' 85-J - its largest boom lift to date.

Chinese manufacturer **LGMG** moves into new European headquarters in Dordrecht, the Netherlands, 10 times the size of its previous base in Spijkenisse.



Xtreme launches 'Trackzilla' - a monster quad tracked telehandler with a lift height of 30 metres and maximum lift of 22.7 tonnes.



A new 70 metre articulated boom lift from **XCMG** is spotted at its plant in China. At 224ft it is the world's largest self-propelled boom lift.



ILC Access Solutions - a new spider lift manufacturer based in Bari, Italy - launches the 18 metre articulated IL 18 with the 21 metre IL 21 completing the initial line up.

Italian manufacturer **Platform Basket** unveils the Heron tracked mast boom.



JCB unveils Electric and Hybrid versions of its 45ft AJ48D articulated diesel boom lift and introduces the first three of a range of six electric drive slab scissor lifts - all built in India.



Almac/AlmaCrawler launches the all-electric, 'no hydraulic oil' compact 1.5 tonne capacity ML 1.5 FX tracked carrier.

Zoomlion produces its first spider lift - the 27 metre twin telescopic boom ZX27AE - with lithium ion battery pack.



California's **MEC Aerial Work Platforms** launches its first mast boom, the 11.2 metre MME30-RJ with direct wheel motor AC electric drive.

Versalift UK completes the first production unit of its 13.5 metre 'VTL 135 All Electric' van mounted lift on an all-electric Ford E-Transit chassis.

Italian manufacturer **Comet** introduces a range of van mounted lifts starting with the 15 metre HVM 15 with telescopic boom and articulated jib.

Ruthmann announces that it will return to the 100 metre truck mounted lift market in 2024 with the T-1000 HF.



XCMG launches a second European All Terrain crane - the 120 tonne four axle XCA120E - with a seven section 66 metre main boom.



Chinese manufacturer **LGMG** launches the SR1623E/SR5390E battery powered Rough Terrain scissor lift.



JLG begins a redesign of its North American **SkyTrak** telehandler line improving functionality, adding new technology and improving serviceability.



Italian loader crane manufacturer **PM** introduces the 59.4 tonne/metre 70.5 SP for installation on 32 or 44 tonne chassis.

Snorkel and **Xtreme Manufacturing** chief executive **Matthew Elvin** steps down handing over to **Cory Rosencranse**, previously COO of **Ahern Rentals**.

UK mastclimber and hoist rental company **Adastra Access** enters administration.

Chinese manufacturer **Zoomlion** launches two new '100% Electric, Zero Leaks' slab electric scissor lifts - the 14ft ZS0407E and 19ft ZS0607E.



Italian investor **Consilium Private Equity Fund** acquires the majority stake in **Cela** - the Italian spider and truck mounted lift and fire rescue platform manufacturer.

Italian manufacturer **Valla** announces two new pedestrian controlled pick & carry cranes - the 4.6 tonne V46 R and the 13 tonne V130 RX - joining the recently announced seven tonne 70 R and new 10 tonne V100 RX.



Mother and son **Jacqueline** and **Sam Atkinson** sue the companies they believe responsible for the fatal tower crane incident in **London**, UK in 2020.



Chinese manufacturer **Dingli** launches a new heavy duty 56ft electric Rough Terrain scissor lift, the JCPT1923DCL, adding to its large scissor lift range with platform heights to 99ft.

Production versions of **Niftylift's** new 50ft HR17 H2 Hydrogen-Electric boom are delivered to **Speedy Hire** depots in the UK - part of an order for around 100 units which also includes the 43ft HR15 H2 Hydrogen-Electric.



Chinese heavy equipment manufacturer **Sany** opens its UK crane operation in Chesterfield, Derbyshire and appoints **Andrew Snow** as UK/Ireland manager.

Chinese manufacturer **Reeslift** introduces its first mast boom - the AMWP11.2-8100 - which uses a six section steel box-type mast topped by a jib with 130 degrees of articulation.



Wolffkran introduces the Wolff 6523 - a new 224 tonne/metre flat top tower crane with a maximum capacity of 12.5 tonnes.

Skyjack launches a new 'E' range of slab electric scissor lifts, replacing the hydraulic drive motors with direct AC brushless electric wheel motors.

Link-Belt unveils a new 110 tonne four axle truck crane with all wheel steer - the 120|TTLB - which tops out its 'Truck Terrain' line up.

XCMG ships the first batch of the world's largest boom lifts, the 223ft XGS70K, to Europe with a further 24 units scheduled to be shipped by mid-2024.



Dutch heavy duty scissor lift manufacturer **Holland Lift** - established in 1983 - ceases production, closes the company and liquidates its assets.

Singapore's **LH Construction and Machine Leasing** - part of the **Lian Hup** crane and aerial lift group - takes the first 154ft **Sinoboom** AB46RJ articulated boom in south east Asia.



Potain launches the first in an all-new range of self-erecting tower cranes - the four tonne capacity Evy 30-23 4 t.

Spierings launches the 18 tonne SK2400-R eLift electric powered tracked self-erecting tower crane claiming it is the strongest of its type ever built.



JLG's **Power Towers** unveils the 12ft Nano35, a new low level push around mast type platform with a three section steel box section mast.

Tadano's new five axle 250 tonne 'class' AC 5.250-2 All Terrain crane is ready for production and features a seven section 70 metre main boom.



UK van mounted lift manufacturer **Aldercote** launches the CZ range of pick-up mounted platforms with the 14 metre CZ140 with 170kg platform capacity.



Italian manufacturer **Platform Basket** unveils the 54 metre Spider 54T lift with an eight section synchronised main boom, topped by a four section articulating jib.

Terex Franna is set to launch its new 17 tonne FR17 C four wheel drive compact pick & carry articulated crane manufactured at the company's plant in India.

Chinese manufacturer **Sinoboom** announces an all-new 46ft telescopic boom lift - the TB14J Plus in Europe and the TB460J Plus in North America.

Chinese manufacturer **Sunward** adds a 46ft electric articulated Rough Terrain boom lift - the SWA16JE - to its European product range.

Vertikal Days confirms the dates and venue for the 2024 event - Wednesday 11th & Thursday 12th September at the 126 acre **Newark Showground** in Nottinghamshire.



Frank Nerenhausen - president of **JLG/Oshkosh Access** division - announces his retirement after more than 11 years in the post.

IPAF announces an eLearning programme in China in partnership with launch companies **Sinoboom** and **Haulotte** - available via the WeChat app allowing users to access training anytime and anywhere.



Terex chief executive **John Garrison** announces his retirement at the end of the year, to be replaced by **Genie/Terex AWP** president **Simon Meester**.



Chinese manufacturer **LGMG** unveils a new oil free version of its 26ft electric scissor lift, the S0808PE.

A luffing jib tower crane operated by **Glen Edwards**, 65, uses a man basket to rescue a man from the roof of a burning building in **Reading, UK**.



Dingli launches a new 33ft narrow aisle slab electric scissor lift - the JCPT1208AC - with both indoor and outdoor ratings

Italian loader crane manufacturer **PM** launches the new 83.5 SP heavy lift crane with a maximum capacity of just over 15 tonnes at 4.6 metres radius.

The **European Commission** begins an **anti-dumping investigation** into access platforms imported from China with working heights of more than six metres.



Chinese manufacturer **Dingli** plans to increase its stake in Californian aerial lift manufacturer **MEC Aerial Work Platforms** from 25% to 49.8% and eventually 100%.



UK contractor **Willmott Dixon** announces that all boom lifts used on its sites must be equipped with the 'no lanyard attached' cut out system '**Harness On**' developed by **Nationwide Platforms**.



Liebherr announces a new 150 tonne telescopic crawler crane, the LTR 1150.

THOSE NO LONGER WITH US

Industry deaths 2023



Joe Foot veteran crane and access salesman owner of UpRight Scaffold North America - 67



Michael Jones in a fatal scissor lift incident at the new Everton FC stadium - 26



Alan Russon UK powered access veteran - 67

Kevin Miller longtime employee of UK crane company Hewden - 63

Daryl Glen Gaskins US rental executive - 53

Wolfgang Dahms German aerial lift and spider crane veteran - 75



Harry Lorentsen of Danish aerial lift manufacturer Ommelift - 69

Anthony 'Ant' Eaton UK access industry veteran - 59

J. Keith Anderson former chief rigging engineer for Bechtel - 70



Derek Warren - founder of UK rental company Warren Access - 83

Sean Lynott of UK company Hawks Crane Hire - 57

Sam Jamie Sanderson MD of Manitou dealer Mawsley Machinery - 48



Bob Francis founder of Bob Francis Crane Hire in Wales - 85

Rita Barnes wife of crane industry veteran Barry Barnes - 75

Johan van de Water marketing manager Nooteboom - 59

Celebrity deaths 2023

Joss Ackland, English actor, 95



Alan Arkin, American actor, 89

Burt Bacharach, three time Oscar-winning composer/musician, 94

Bob Barker, 'The Price is Right' game show host, 99



Jeff Beck, English guitarist The Yardbirds, 78

Richard Belzer, TV actor, 78



Tony Bennett, American crooner, 96

Jane Birkin, British singer/actress 'Je T'Aime', 76



Robert Blake, American actor, 89

Andre Braugher, American actor, 61

Harry Belafonte, American singer, actor and activist, 96

Jim Brown, American football icon, actor and activist, 87



Jimmy Buffett, 'Margaritaville' singer and restaurant billionaire, 76

Dick Butkus, American football star and actor, 80

Paul Cattermole, S Club 7 pop star, 46

Angus Cloud, American actor in Euphoria, 25

Dave Crosby, American singer/songwriter Crosby Stills Nash & Young, 81



Malinda Dillon, American 'Close Encounters' actor, 83

Frederic Forrest, American actor, 86

Terry Funk, American pro wrestling legend/actor, 79

Michael Gambon, English actor/Prof Dumbledore in Harry Potter, 82

Bo Goldman, Oscar winning screenwriter, 90

Len Goodman, Strictly Come Dancing judge, 78

Jim Hines, US sprinter, first to run 10 second 100m, 76



Barry Humphries, Australian satarist 'Dame Edna Everage' 89

Ron Cephas Jones, TV and stage actor, 66

Glenda Jackson, English Oscar winning actor, former MP, 87

Bill Kenwright, English actor, theatre producer and Everton FC chairman, 78



Bob Knight, college basketball coach, 83

Margaret Lake, 'Mystic Meg' astrologer, 80

Norman Lear, TV revolutionary, 101

Coco Lee, The voice of Disney's Mulan, 48

Michael Lerner, Character actor, 81

Gordon Lightfoot, Canadian folk singer, 84

Gina Lollobrigida, 1950's Italian actor, 95

Lisa Loring, Wednesday Addams in 'The Addams Family', 64

Shane MacGowan, Lead singer of The Pogues, 65

Steve Mackey, Pulp bass player, 56

Mark Margolis, Despicable villains actor, 83

David McCallum, Scottish actor in 'The Man from UNCLE', 90

Cormac McCarthy, American author, 89

Lola Chantrelle Mitchell (aka, Gansta Boo), American rapper, 43

Richard Moll, Larger than life American actor, 80

John Moston, Legendary football commentator, 77

Sinead O'Connor, Irish singer, 56

Paul O'Grady, TV and radio presenter, comedian, 67

Ryan O'Neal, American actor 'Love Story', 82

Michael Parkinson, UK TV host, 88

Matthew Perry, Chandler in Friends, 54

Lisa Marie Presley, Daughter of Elvis, wife of Michael Jackson, 54

Lance Reddick, American 'The Wire' actor, 60

Paul Reubens, Actor 'Pee-wee Herman', 70

Robbie Robertson, Guitarist 'The Band', 80

Richard Roundtree, American actor 'Shaft', 81

Andy Rourke, bassist with The Smiths, 59

Julian Sands, 'A Room with a View' actor, 65

The Iron Sheik, Professional wrestler, 81

Tom Sizemore, American actor, 61

Suzanne Somers, American 'Three's Company' actor, 76

Aaron Spears, Drummer, 47

Jerry Springer, Controversial chat show host, 79

Frances Sternhagen, Award winning actor, 93

Ray Stevenson, Irish actor, 58

Sylvia Syms, English TV and film actor, 89

Tina Turner, 'The Queen of Rock 'n' Roll, 83

Raquel Welch, American actor, sex symbol, 82

Treat Williams, American actor, 71

Benjamin Zephaniah, Poet, writer, actor, 65



Richard 'Dick' Koberg founder of Dica outrigger mats - 82

John W. Parker self-propelled scissor lift pioneer and access industry icon - 87

Hans Georg Krause German access and telehandler sales manager - 86



Frank Sumsion UK crane rental veteran and crane industry historian - 97

Arup Saha Deuri of Indian off road tyre specialist BKT - 62

Ronnie Jones - a crane operator at Hinkley Point in the UK - 63



Lee Whitmore founder of UK rental company Lee Lifting - 72

Piet H. Saan Dutch crane rental pioneer - 95

John Arthur Hayes editor of Cranes Today and Access Today in the 1970s/1980s - 69

William Jefferson Butler founder of Able Equipment Rental in California - 83



Brian Lang UK crane veteran Terex/Demag and Liebherr - 59

Leonard White veteran UK crane operator - 64

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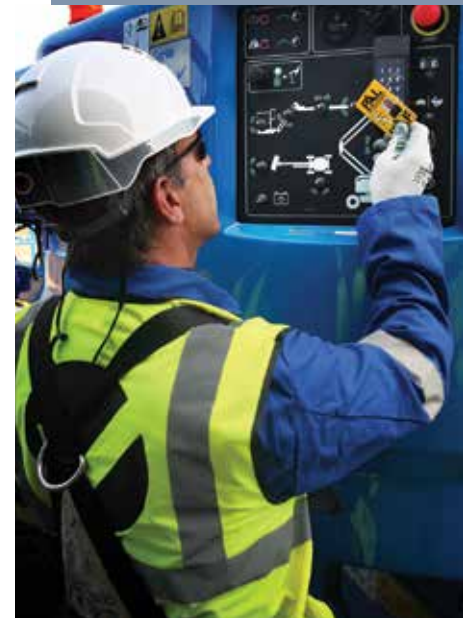
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KEEPING IN TOUCH...

Telematics is a quickly evolving technology transforming the way companies oversee and manage their assets. In the words of leading Danish specialist Trackunit, telematics is a hi-tech combination of information technology and communications enabling real time data collection, analysis and access. An increasing number of companies have integrated telematics with a range of components such as GPS trackers in order to track and monitor their equipment's location, activity and maintenance status in real time.

The technology can be traced back to the early 1960s and Cold War, with GPS allowing the US army to keep track of its troops and equipment. While the first satellite Navistar 1 was launched in 1978, it was not until the second half of the 1990s that GPS became commercially available, with the first commercially practical GPS tracking equipment coming on stream in 2000, allowing owners to remotely see the precise location of their equipment on a single software platform. It is now a crucial part of the telematics package. When a piece of equipment breaks down, owners can locate the vehicle, fix it, track maintenance progress and often rectify issues remotely, or at the very least see the problem and ensure the mechanic has the parts and tools needed to sort it. All of which helps reduce downtime.

HOW IT WORKS?

Telematics systems work through a combination of hardware, software and wireless communication technologies. The process involves collecting, transmitting and analysing data from vehicles and equipment to helping improve the management of the equipment and the business. Data is gathered using a range of sensors and equipment - GPS devices, accelerometers, anemometer, fluid level sensors and motor diagnostic sensors etc - which collect data on all manner of variables such as location, equipment status and usage etc which is then transmitted to a computer or data storage cloud,

either live or periodically.

The data is then stored and processed for analysis using telematics software. A key element in converting a vast amount of data into usable information, making use of algorithms and analytics tools. This analysis recognises patterns, trends and any irregularities in order to provide useful data on fleet performance.

A satellite communication part sends data from the telematics device to a company's main computer or cloud based platform. While components rely on satellites in regions with patchy mobile coverage, a regular mobile phone network is usually employed where good network coverage is available.

A telematics system's software components are essential for processing, analysing and presenting the data, allowing fleet managers and operators to easily and quickly access the information, without getting lost in a fog of pure data.

HOW TELEMATICS ARE USED EVERY DAY

Telematics is one of those technologies that is increasingly blended into our daily lives often without is even noticing, working in the background, with the intention to improve productivity, security and convenience in fleet management, logistics and transportation.

On site it can be used in a number of ways to improve safety, for example by only allowing authorised users access to the equipment, as



well as restricting its use to operators that don't have proof of training to a particular level. It can also help raise safety standards and modify risky behaviours by alerting site managers, equipment owners or employers of unsafe use, such as operating a crane or platform when wind speeds are above the maximum permitted levels.

The tracking is well known with a large number of private cars and other vehicles equipped with GPS, if only for the 'Sat Nav'. The classic benefit is to help reduce theft, or at least raise the odds of recovery. It can also help by providing and tracking the position and routing of delivery trucks or mobile service engineers, allowing dispatchers to check where a driver is, particularly helpful for checking who is closest to a machine that might need attention, or to inform a customer on progress of his delivery. Increasingly rental companies are providing their regular customers with access to this information so that they can check for themselves - just as you might track a courier delivery. Fleet movements outside of the agreed working hours, such as weekends, allow it to be invoiced, where previously it would have gone uncharged, thus providing additional and much needed revenue.

Fleet managers can schedule servicing and receive maintenance alerts by analysing collected data before any significant problems develop. This predictive maintenance boosts equipment durability, lowers repair costs and helps prevent breakdowns.

TELEMATICS IN ACTION

Nationwide Platforms, the UK arm of Loxam powered access - claims to have launched the powered access rental industry's first comprehensive suite of cloud services for powered access equipment in 2021. It hoped that the service would provide several benefits including a single point of access to a wide range of data that might be useful to its customers and its staff, reducing the time spent on administrative tasks, while helping increase efficiency, automate safety protocols and streamline the rental process.

Telematics devices were retrofitted across the existing fleet. In conjunction with Select Plant and Laing O'Rourke, Nationwide's IT team developed a working dashboard that incorporates both Select Plant's own machines and those rented from Nationwide on major projects, including Hinckley Point C, Shepperton Studios, Everton Football Ground, and Olympia. This provides the customer with a single telematics view to manage all of the machines it is using on site, during a large, multi fleet project.

The cloud system was broken down into several



modules - my.Hires, my.Sites, my.Data and my.Training - for ease and convenience.

my.Hires enables the customer to order new machines digitally, with account based pricing presented live at the point of rental. The customer also has access information on current and previous rentals and can extend or terminate a current contract, report service needs via a direct link to Nationwide Platforms' technical services team, and view machine delivery and collection information.

my.Sites provides a live view of the customer's job sites, helping them with site efficiency, safety and machine management. The overview provides information on operator activity including all instances of unauthorised access attempts and multiple logins. By tracking multiple logins, the customer can see which operators need more assistance in using the login portal tech. It also prompts low battery alerts to ensure a machine has a full cycle of charge before operation. This reduces battery damage and site breakdowns, with ramifications for both energy, time and cost efficiency throughout the hire process.

By using Geofencing the customer can manage weight restricted areas of a site or keep specific machines in a certain area. If an unauthorised machine enters or leaves a designated zone, an alert is triggered, notifying the customer.

Machine usage can be calculated by configuring the working hours for a site. The customer can then see if a machine is being used effectively, which helps organise charging periods for electric machines where low usage periods are identified. Machine tracking shows the machines on site and their status - parked or in use - including whether they have triggered an alert as well as tracking upcoming maintenance.

my.Data enables the customer to directly integrate their own internal systems with Nationwide's IT platforms. Customers choosing to integrate these systems will be able to access their own data and securely manage rental contracts/orders and account transactions directly from their own applications.

my.Training allows the customer to manage training bookings and view outstanding at height training needs. By directly integrating with services such as the license service provided

by IPAF, it makes it easy to manage training requirements from a single source.

The Finance module allows the customer to perform transactions digitally, access duplicate invoices, view rental and machine locations, including off-hire machines, while also accessing billing overviews, see live invoices and raise invoice disputes.

Video Remote Assistance (VRA) allows immediate technical and safety assistance through a video call functionality. This can in some cases avoid the need for an engineer to attend site and has already resulted in a reduction of 250 site visits per month. Engineers are able to gain information before a visit, so that they can optimally prepare should a site visit be necessary. Since its introduction, 28 percent of all customer breakdowns have been resolved using VRA.

QR CODES

For those who might be unsure, a QR code is a type of two dimensional matrix barcode, invented in 1994 by Japanese company Denso Wave for labelling automobile parts. It is growing in popularity as a method for storing and accessing all manner of data.

Early last year UK/Middle East rental company AFI launched a smart QR Code system for quicker rental terminations/off-hires. The system uses a unique QR code on each machine which the





QR code for equipment portal

customer scans with their smart phone camera. After entering the relevant email address, they follow the link received via email and then select the off-hire dates and press 'submit'. The QR codes also provide direct links to information specific to that machine including manuals, LOLER and PDI details, reporting breakdowns and machine familiarisation videos.

Donna Stonall of AFI said: "We have invested in this latest technology to streamline our end to end hiring process and improve the user experience whilst further reducing our carbon footprint."

MCS ADDS QR CODES

MCS Rental Software - a leading provider of rental management solutions - recently launched its QR code scanning system as a way customers can interact with their rental equipment. A unique QR code is placed on any piece of equipment and when scanned, rental customers gain instant access to information such as user manuals, certificates and other useful data.

MCS Rental Software says that its new feature not only empowers the end user but also promotes brand consistency for the rental company. The stored information accessed via the QR code can be customised to include company branding, ensuring that every interaction a customer has with the rental equipment strengthens the brand image.

Sales director Nick Thompson said: "Implementing QR code technology in equipment rental operations goes beyond digitisation, it is a step towards improved efficiency and increased customer satisfaction. For rental companies, it simplifies operations, maintains brand consistency and provides better service. Clients benefit from easy access to information, saving them time and improving their overall rental experience. It's a win win scenario."

JLG CLEARSKY SMARTFLEET

And finally, JLG is set to launch 'ClearSky SmartFleet' - a new interactive telematics solution

for its machines. The new development will include next generation Internet of Things (IoT) technology, with a platform for true two way fleet management and machine interactivity. It will eventually be standard equipment on most JLG machines. Ara Eckel, director of product management for JLG's connected solutions said: "Telematics today can only do so much. ClearSky Smart Fleet reimagines what's possible, paving the way to a new frontier for connectivity solutions in the industry." ■



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SCOTTISH CRANE OPERATOR APPRENTICESHIP

Scotland's SPOA (Scottish Plant Owners Association) has announced a new two year crane operators' apprenticeship in conjunction with the UK Construction Industry Training Board.

The programme includes 13 weeks at the National Construction College in Bircham Newton, England, covering slinger signaller, telescopic handler, equipment marshaller and mobile cranes. Apprentices will also gain access to IPAF accreditation.

SPOA president, Callum Mackintosh said: "One of our key objectives is to ensure Scottish lifting businesses have an accessible path to obtaining skilled and competent crane operators, with support available for companies seeking to upskill their workforce through this apprenticeship. Employers can also claim 50 percent funding for HGV training for these apprentices."



QUICK JUSTICE IN SINGAPORE

A contractor in Singapore was fined for lifting a one tonne bulk material bag onto a pedestrian footbridge above a three-lane highway in Tampines, Singapore.

The contractor was also ordered to stop work and send the work crew for re-training - all within three days of the incident being spotted.



FATAL FALL COSTS £825K

Three UK companies - Inco contracts, PTSG Electrical Services and Prestige Security Installations - have been fined a total of almost £825,000 following a fatal fall in Warrington.

Dennis Vincent, 36, was working on a roof and using ropes to install a lightning protection system on a residential building when the frame he was attached to broke free. His employer, PTSG Electrical Services was fined £120,000, whilst principal contractor Inco Contracts was fined £600,000 plus £58,448 costs, and Prestige Security was fined £30,000 plus £15,000 costs.

Inco and Prestige failed to ensure that the lighting work had been properly planned and failed to monitor the work, which would have been safer with a scaffold or aerial work platform.

HSE inspector Sara Andrews said: "It is vitally important that work at height is properly planned. Had the plans been reviewed properly suitable controls could have been put in place prior to starting work and this tragic incident could have been avoided."

WHO TRAINED THEM THEN?

A reader spotted a photo of two men caulking/painting a new home, reaching heights of up to five metres with no work at height equipment. The solution? A small set of steps, four paint containers, a plank and a saw horse - still too low. The solution? Get a mate to sit on your shoulders, walk to the highest point of the plank, stretch and you are there!



IGNORING NOTICES COSTS £4K

UK company RS Rendering Specialists has been fined £3,000 plus £1,000 costs after an HSE inspector noticed unsafe scaffolding being used to render and paint a house in Eccles, Manchester as he drove past. The company was issued with an improvement notice, which it ignored. It was also found to have failed to plan the work safely or carry out mandatory weekly scaffold inspections. Consequently, the company was banned from using the unsafe scaffolding.



Less than a week later, the same inspector driving past again, noticed that the house colour had changed and that the scaffold was still in use without rectifying the issues, in spite of the prohibition notice. HSE inspector Phil Redman said: "We will not hesitate to prosecute companies which ignore enforcement notices issued to prevent risks from falls or other health and safety matters."




FORKLIFT FATALITY COSTS £500K

UK company The Barcode Warehouse has been fined £500,000 plus £7,040 costs following a fatal incident in Newark in June 2019.

Jamie Anderson, 35, ran over a kerbstone while driving a fork lift truck, causing it to overturn. He was not wearing a seatbelt and was thrown from the seat, with the roll cage landing on him. The HSE found that Barcode had failed to enforce seatbelt use. HSE inspector Tim Nicholson said: "The employer should have identified and managed the risks and enforced the use of seatbelts."





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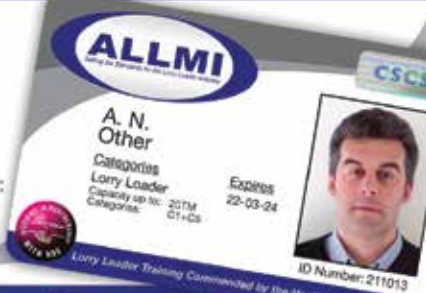
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SWING-UP STABILISERS REMINDER

As readers may be aware, since 2021 ALLMI has been running an ongoing campaign on the importance of swing-up stabiliser safety, which included an updated Safety Alert being issued in July 2022. Whilst there have been no further incidents concerning swing-up stabilisers, to coincide with the recent release of the HSE's Safety Alert on this subject, here is a reminder of the information and guidance available via the ALLMI website:



- ALLMI's Swing-Up Stabilisers Safety Alert, Guidance Note and E-Learning Module: www.allmi.com/swing-up-stabilisers
 - ALLMI's Swing-Up Stabilisers Safety Video: www.allmi.com/allmi-tv
 - Tier one contractor requirements for lorry loaders with swing-up stabilisers: www.allmi.com/tier-one-contractor-acceptance-criteria
 - ALLMI's Swing-Up Stabilisers Compliance Register and the importance of fleet owners contacting the applicable manufacturer for a QR code: www.allmi.com/compliance-register
- The HSE Safety Alert can be found at: www.hse.gov.uk/safetybulletins/lorry-loaders.htm
Should you have any queries in relation to swing-up stabilisers, please contact ALLMI.

NEW ALLMI AUDITOR

John Turnbull is the latest addition to ALLMI's instructor auditing team. As a veteran instructor himself he says: "I've been an ALLMI accredited instructor for nearly 10 years now, delivering training to a wide range of market sectors, predominantly on behalf of a long established ALLMI Service Company member. During that time, I've undergone many audits of my own, giving me firsthand experience of the association's monitoring process and the value that it brings."



Completion of ALLMI's Auditor Development Programme was always a demanding process, but it has equipped me well for the role and I now look forward to playing my part in helping to maintain training standards across the association's instructor network."

ALLMI/INDUSTRY RELATED MILESTONES IN 2024

ENA PARTNERSHIP - 5 YEARS

In 2019, ALLMI established an ongoing partnership with the Energy Networks Association (ENA) to help promote its 'Look Out, Look Up!' campaign. Seeking to raise awareness of the risks involved with working near overhead powerlines and educate anyone likely to encounter or be responsible for work near power lines on adopting safe practices, 'Look Out, Look Up!' is aimed primarily at drivers, including operators of loader cranes. In conjunction with applicable aspects of ALLMI's training material and guidance documents, the campaign continues to play a key role in communicating this important message throughout the lorry loader and allied industries.



To access the 'Look Out, Look Up!' campaign material, visit: www.allmi.com/overhead-power-lines

ALLMI COP - 5 YEARS

First published in 1982, ALLMI launched its revised Code of Practice (CoP) in 2019. Representing a significant change to previous editions, the CoP contains the Statement of Commitment that the association's members sign up to, confirming they will work in accordance with applicable standards and legislation, manufacturer guidelines, ALLMI guidance documents and good practice, as well as verifying employee training and safety, and the highest levels of professionalism, honesty and integrity. These are all guiding principles that have long formed the basis of ALLMI's membership auditing system. To download a copy, go to: www.allmi.com/code-of-practice. To find an ALLMI member visit: www.allmi.com/membership-directory.

LOLER ACOP & MHSWR - 25 YEARS

A year after the implementation of the Lifting Operations and Lifting Equipment Regulations, 1999 witnessed the publication of L113, the Approved Code of Practice and Guidance for LOLER. Providing practical advice on how to comply with the regulations, the document makes multiple references to BS 7121 and has been influential in the production of subsequent British Standards, as well as ALLMI material. The second edition of L113 was then published in 2014.

1999 also saw the Management of Health & Safety at Work Regulations published, requiring employers to undertake an assessment of the risks to health and safety of their employees, as well as others affected by their activity.

BS 7121 PART 1 - 35 YEARS

It has been 35 years since the publication of 'BS 7121-1:1989 Code of Practice for safe use of cranes - Part 1: General'. As the very first Standard in the BS 7121 series, it combined elements of existing British Codes of Practice for the safe use of cranes and provided the basis for some of the principles of LOLER nine years later.

MACHINERY DIRECTIVE 2006/42/EC - 15 YEARS

2009 saw the enactment of the Machinery Directive 2006/42/EC. This led to a major revision of the European Loader Crane design Standard EN 12999 and, most significantly, the compulsory introduction of stability monitoring systems for lorry loaders.

ALLMI TV - 10 YEARS

10 years on from its launch in 2014, the popularity of 'ALLMI TV' continues to grow. Providing guidance and advice on various aspects of lorry loader safe use, ALLMI's range of videos cover the following topics:

- Legislation & Standards
- Lifting Team Hierarchy
- Siting the Loader
- Pre-Operational Checks
- Safe Operation
- Safe Use of Remote Controls
- Swing-Up Stabiliser Safety
- Safe Travel

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500,000 ePAL DOWNLOADS

The IPAF ePAL app developed for powered access equipment has reached the 500,000 downloads milestone. ePAL was launched in June 2021 for operators of aerial work platforms and mast climbing work platforms. The app - which is free and available in seven languages - contains digital certification of training, including the IPAF Powered Access Licence (PAL) card. It also allows sharing of safety guides and messages, logs machine use time and can be used to report incidents and near misses.

The app has also reduced the environmental impact of IPAF's training and certification programme reducing the number of plastic PAL cards and paper certificates sent around the world.

IPAF chief executive Peter Douglas said: "Reaching half a million downloads is a major milestone and an indicator that the industry has embraced our digital approach. ePAL provides assurance that operators hold the right qualifications and helps to keep colleagues informed on safe practices. It also gives easy access to our accident reporting portal, helping to build a global picture of safety issues that informs our training and campaigns."

The app was developed in partnership with Trackunit. Its chief executive Søren Brogaard added: "Reaching the 500,000 download milestone is a testament to our partnership with IPAF and our shared commitment to improve safety in the construction industry. This milestone is a significant leap towards our goal of eliminating downtime and promoting sustainable practices."



IPAF JOINS SPAIN'S ALIANZA ELEVA

IPAF has joined Spain's Alianza Elega, an alliance of associations representing rental companies, manufacturers and distributors. The move kicks off a new phase of strategic collaboration for IPAF and other associations focused on safety in the sectors they represent.

The Elega alliance seeks to harness collaboration in areas of common interest to benefit all the industries that the member associations represent, proving greater bargaining power when negotiating with governmental and other organisations. IPAF joins as a supporting member, helping to strengthen collaboration with other groups in the country.

The agreement will last initially for one year, with the aim of renewing it on an annual basis. IPAF will now actively participate in the Elega meetings, contributing its global safety expertise and knowledge. The Federation is also free to propose initiatives and projects related to safety in the use of relevant equipment, machinery and vehicles.

The agreement establishes a joint commitment to stimulate projects of common interest and to collaborate in the development of Elega's activity. Both parties expressed their interest in active collaborations, either through specific actions or financial support. The agreement was formalised during the SMOPYC exhibition in Zaragoza last month. Ainara Greño, regional manager for IPAF in Spain said: "IPAF's entry into Elega is a natural progression and will further strengthen our collaboration to advance safety and best practices."



HISTORIC PARTNERSHIP AGREED IN TURKEY

IPAF and Platformder - the Turkish aerial work platform association - have signed an agreement aimed at enhancing safety standards within the Turkish powered access industry.

Collaboration between the two organisations began three years ago, leading to this historic agreement that was signed by Saruhan Gunaydin, president of Platformder and Romina Vanzi, head of regional development at IPAF, and came into effect this month.

For IPAF, it signifies the organisation's first agreement in which it designates a national association as an IPAF dealer/agency in its respective country.

Gunaydin said: "We are honoured to be the first national association that IPAF has chosen to partner with in this unique capacity. This agreement represents an opportunity for us to provide our members with access to world leading guidelines in the work platform sector and deliver quality training programs."

The collaboration encompasses a range of initiatives, including the co-branding of training materials, translation of essential documents, and the adaptation of IPAF's training portal for Turkish individuals and companies.

Abdullah Tuncer, deputy secretary of Platformder, has also been appointed as the IPAF Turkey country manager, to help ensure a more personalised support for existing members and the personalisation of services. Among the materials IPAF aims to gradually make available is the digital card, accessible via the ePAL app, scheduled for release in Turkish later this year.

Vanzi said: "IPAF is enthusiastic about this collaboration, as a non-profit organisation, our shared mission is to promote and enable the safe, effective use of powered access equipment. This partnership allows us to integrate with the local association, bridging the gap between global standards and local expertise."





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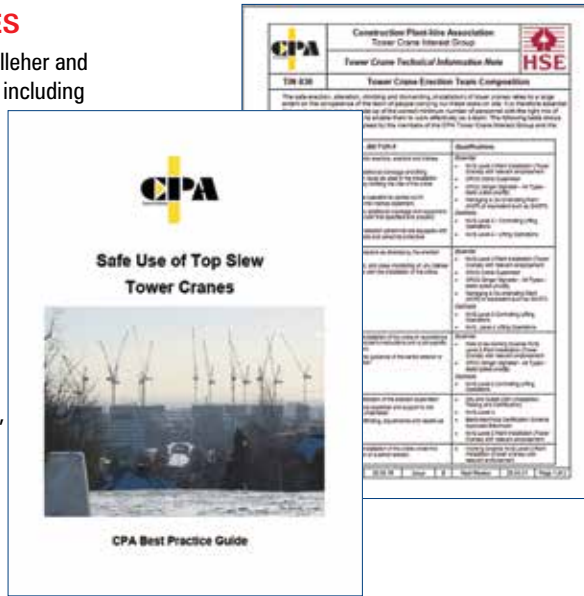
www.kranlyft.com | +44 117 982 6661 | info@kranlyft.co.uk

TOWER CRANE MEETING

The CPA's Tower Crane Interest Group (TCIG) held its second meeting in November. Chaired by Dave Holder delegates included crane owners, contractors, manufacturers and training providers.

TCIG PUBLICATION UPDATES

The first presentation by CPA's Katie Kelleher and Peter Brown covered TCIG publications including the latest Technical Information Notes (TINs). The 'Safe use of top slewing tower cranes' is up for review in 2024, while 'Tower crane erection team composition' is being updated to cover the latest qualifications and carding. Numerous proposals were discussed on experience requirements when transitioning from a 'Junior' to 'Senior' or 'Supervisory' roles, as well as determining whether additional training, such as first aid, should be mandated. The next update covered the Civil Aviation Authority's new notification process introduced in May, while no further updates have been provided the Authority will provide three months' notice on the launch of the updated CAP1096 publication.



HSE UPDATE

Jamie Davies of the HSE then spoke on the move to a new operating model, with a greater focus on health issues and net zero fossil fuel initiatives that contribute to the health agenda. Work is also continuing with the Construction Industry Advisory Committee to devise guidance for the safe use of other fuels adding to its already published guidance on the use of HVO, batteries and hydrogen. Davies concluded his presentation by reviewing and providing delegates with an update on the Fatal Accident Statistics report for 2022/23.



suppliers that have a substantial Stage V fleet and must confirm that one is not available. If loading is the cause of the problem, a detailed breakdown of the loading and what Stage V options were considered needs to be provided. Exemptions granted before the 1st of January will continue to be honoured.

APPRENTICESHIP UPDATES

CPA staff updated delegates on revisions to some apprenticeships, particularly the lifting technician apprenticeship for crane operators. Launched in 2017, interest has been limited, in spite of being an 18 month programme. Apprentices have experienced difficulties, while training providers claim it is too challenging for level two. The apprenticeship is now under review.

OVERSAILING LICENCES & BUS DIVERSIONS

Final topics included Oversailing Licence charges imposed by the City of London, including issues in relation to oversailing incidents, with delegates

canvassed for feedback. Concerns over the refusal by Transport for London to issue advance bus diversion quotations and the implementation of retrospective charges for road closures after potential charges were not provided in advance but the CPA will challenge TfL to justify its position on this.

STARS OF THE FUTURE NOMINATIONS

Employers are invited and encouraged to enter their top apprentices and trainees for a Stars of The Future award, in order to recognise and reward their efforts. Nomination forms can be found on the CPA website and should be submitted by the 22nd of March.

There are awards for mechanics - (level 2), technicians - (level 3), operators, young operators, equipment installers, lifting technicians, hire controllers, apprentice mentor and best college. Nominees are also eligible for the Judges' Special Award and best Personal Statement.

The winners will be announced at a ceremony at the Heart of England Conference and Events Centre in Fillongley, on the 11th of July. Nominations are welcomed from all employers including equipment rental companies, manufacturers, contractors, suppliers and others operating in the construction equipment and crane market sectors that employ apprentices and trainees.

Stars of the Future winners will also be rewarded with a number of prizes, in addition to the national recognition. Previous prizes have included tool kits, iPads and all expenses paid overseas trips.



NEW GENERATOR RULES

Luis Bassett, project coordinator for Air Quality Projects in the London Boroughs of Merton, Richmond and Wandsworth updated delegates on the requirements for Low Emission Zone generators. Due to limited availability of Stage V generators, Stage IIIA units have often been granted exemptions, but this is changing in the New Year.

From January 1st, all site generators must be Stage V, although a few exemptions may still be available under strict criteria. The site must prove that a Stage V generator has been requested from



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In transport mode, but A-frame cannot be fully lowered



Walkways fitted and tracks extended

Stacked counterweights for crane mode



Rigged as a crane

BAUER MC 96

The MC 96 is a duty cycle crane optimised for repetitive foundation activities. Depending on configuration the real crane weighs around 120 tonnes. When used as a crane it has a maximum capacity of up to 130 tonnes at a four metre radius.

This model is made by BYMO Models in the scale of 1:50 and it is in the colours of Malcolm, a US foundation engineering company. It is configured with the DHG V Grab System. An instruction book is included but it does not cover the MC 96 in crane mode or the grab system modelled here, which is a pity.

It has good quality metal crawler tracks with detailed pads but there are no working rollers on the track frames. They roll well and are mounted on extendible frames.

The cab is detailed and the crane superstructure is metal including the removable side panel which allows access to the winches. Small graphics add to the look. The model features the optional walkways of the real crane and these are metal and so are the handrails on top.

The counterweight is a single large block with six smaller blocks which are used in crane mode. The

metal boom sections are nicely cast with riveted walkway mesh and tiny black bolts to make the connections. The wire rope pendants are good with interlocking connectors and nut and bolt connections. A large metal hook is supplied with two sheaves.

The boom can be luffed but the range is restricted, however, the crane is stable within the range of allowable boom movement. The three winches are operated by plastic keys which are stored behind the removable panel. They do not have positive brakes but there is enough friction to hold moderate loads.

The DHG V grab is an impressively large part which is mainly metal, and the cable drums and hoses make for an impressive and complex model. It is functional with the grab opening and the swivel mechanism working.

A high point of the model is the Malcolm decoration and graphics which are excellent. However, it cannot be properly posed in a transport configuration. It is good value given the complexity and flexibility of the model and costs around €349 from model dealers.

Rigged with the grab



CRANES ETC MODEL RATING

Packaging (max 10)	6
Detail (max 30)	27
Features (max 20)	17
Quality (max 25)	21
Price (max 15)	11
Overall (max 100)	82%

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READERS LETTERS

PHOTO ERROR

Merry Christmas and a Happy New Year!!! Just a quick amendment for the page 59 of C&A Nov/Dec 23, vol 25 issue 7. The pictures from one article with a platform plunge got mixed up in other article with a stage. I usually research in detail some of the articles, this was of special interest for me because the accident affected two of my fellow countrymen, specifically Eastern European - Romanians. I have been a mini crane operator since 2014 and I also work on aerial work platforms, cradles and mastclimbers usually as a subcontractor for the envelopes of the buildings (façade works) and occasionally some steel erection. That just to explain my interests in C&A, which I very much enjoy. Waiting for the next edition,

Best regards

Cristian Petroschi

Mr Petroschi is absolutely correct. The two pictures shown within the article 'Fatal Fall Costs £16k' should have been in the adjacent story - '£250k for 'Suspended Platform Plunge'. We have already thanked him for pointing this out and will amend the digital versions of the magazine.



CHRISTINE LELL RETIRES

Christine Lell retired in December after more than 12 years working with IPAF - the International Powered Access Association. Based in Basel, Switzerland, she was the IPAF representative for Switzerland, French speaking countries and some Eastern European markets. She worked in the transport and timber transport industry, moving to the International Handball Federation before joining IPAF in 2011.



She wrote the following letter to the many people that sent messages and wishes of a long and happy retirement.

Thank you

I want to thank all the people who congratulated me on my birthday - yes I know it's old but what do you want with my old age we forget... I would also like to thank all the people who sent me messages for my retirement, I am sincerely touched by your expressions of sympathy.

But where have these 42 years of work gone? I remember like it was yesterday, my first day working at a large trucking company. I was much younger, taller (yes) and thinner (30 kg lighter). Armed with university degrees in economics, law and foreign languages, I wanted to conquer the world. But first I had to convince the 65 truck drivers who worked under me, and.... it was not an easy task, I can say that I learned life there. In 1982, I was one of the 10 women truck charterers in France, but fortunately, times have changed.

What have I learned in these 42 years?

I know I don't know everything yet. I also know that life is not a smooth ride and that it is not what you imagine at 20 years old. I've had a lot of lows, but also some fantastic moments.

I wish you a happy holiday season and all the best for your future life.

A MINE OF INFORMATION

Dear Leigh

I read the article in the latest edition of Cranes & Access which arrived here yesterday, just in time for the weekend. I want to congratulate you and the team on putting out a great publication that is informative and a damn good read. But what spurred this message was the item on the Thrill of the auction which gelled with so many things I believe in...but what I really enjoyed, sadly perhaps, was the charts on used equipment prices just an eye opening mine of information and really interesting.

That's all I wanted to say

Salutations for the new year,

Bengt Distander

THE THRILL OF THE AUCTION

Equipment auctions are a great way to acquire new and used equipment at a discount. In this article, we explore the benefits of buying at an auction and provide tips on how to make the most of your purchase. From the excitement of the bidding process to the satisfaction of finding a great deal, auctions offer a unique opportunity for equipment buyers. This section includes insights from industry experts and practical advice for navigating the auction process.

Equipment Prices - October 2023

Summary of market trends and price fluctuations for various types of construction equipment. The table lists categories such as telehandlers, boom lifts, and scissor lifts, along with their respective price ranges and market status (e.g., 'Stable', 'Declining').

Equipment Type	Price Range	Market Status
Telehandlers	£10,000 - £150,000	Stable
Boom Lifts	£5,000 - £100,000	Declining
Scissor Lifts	£3,000 - £50,000	Stable

For more detailed data and analysis, please refer to the full report in the magazine.

ANTI-DUMPING INVESTIGATION

We carried this news in the last issue and online. here is some of the feedback received.

I read with interest this news. Interesting response, JLG and Genie did the same thing for the US market, not a single complaint? And profit margins in the industry have been in constant decline for 15 years, it's a very tough industry, has been for a long time. Easy to see in all the European manufacturers who have folded over the last few years. It's normal that all players get to share a fair market. That's all that they are asking to be checked. No favouritism, just fair business practice.

You cannot blame contractors for negotiating the best deal they can. The problem is the hire companies don't hold their nerve and hang in for a better price. It is interesting that we often hear the market is over saturated, and yet hire companies keep buying more and more machines, which have been getting more and more expensive.

If we are comparing apples with apples then established manufacturers selling at a fair price have a right to challenge. The pricing levels are crazy, not to mention the extended payment terms of six months plus.

Who is to say that the established manufacturers are selling at a fair price? Since the early 2000's, the price of new equipment has increased 25% for most machines, but rental rates have dropped 40%. Furthermore, established manufacturers outsource the fabrication of many components to cheaper economies in order to reduce costs, but now have an issue that some hire companies choose to buy equipment from cheaper economies to reduce their own costs.

A TRUE HERO

Comments have continued to come in over a story we carried in last month's letters and online regarding the rooftop rescue of a man from a high rise fire in Reading, UK.

Good Evening Editor,

May I take this opportunity to nominate Tower Crane Operator Glen Edwards for a Kings Award in 2024 for his heroic act in utilising his Tower Crane and Man Basket to Rescue a Man from the roof of a Burning Building at the Station Hill development site in Reading on Thursday 23rd Nov 2023, as this outstanding act of Heroism deserves public recognition via the Kings Award.

Kind Regards, Mike Ponsonby



JOE SPENCER FOOT

I was so sorry to read the very sad news about Joe Foot.

I first met him when I worked for Upright Scaffolds in Canada, and we met at company functions at various locations in the USA. Joe was larger than life and brightened up any room he was in and had some really good times with him and now treasured memory's. We got along great and had a common interest in music, Joe played the drums, and I sang and played guitar in a band also, I still do to this day.

We kind of lost touch when I moved back to the UK and was sorry to read he had been injured in a car crash and been confined to a wheelchair for the last five years. For all we haven't chatted in a long time it still came as a shock to read because no matter how long we hadn't seen each other we could have just picked up just where we left off.

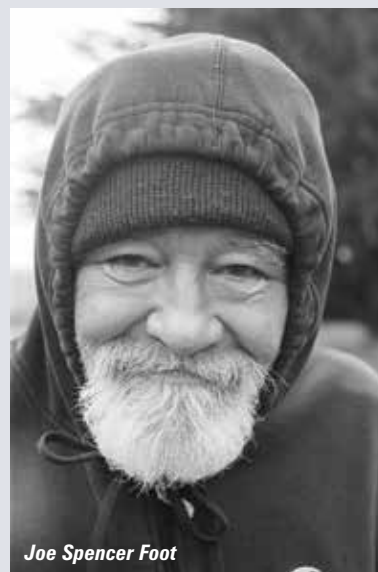
Joe, Rest in Peace, you will be missed by all who knew you. Sincerest condolences to his family
Kevin Fox

Dear Sir,

I worked with Joe for many years at Upright and Horizon High Reach. His dedication and sales ability were second to none, like many of the great early Upright sales people, Joe's dad had also worked at Upright, and his legacy lived on through Joe.

Rest in peace brother! You are missed!

Stu Cohen



Joe Spencer Foot

2024

Executive Hire Show

February 14/15th 2024
UK tools and General equipment
exhibition Coventry, UK
Tel: +44 202 973 4630
www.executivehireshow.co.uk

**The ARA Show 2024**

February 18-21, 2024
The American Rental Association's
annual trade show and convention
New Orleans, Louisiana, USA
Tel: +1800 334 2177
http://www.arashow.org/

**Dach + Holz**

March 5-8, 2024
Trade fair for timber construction,
walls and roofing Stuttgart, Germany
Tel: +49 89189 149140
https://www.dach-holz.com

**Bbi Arbeitsbühnenforum 2024**

March 7-8, 2024
Friedewald, Germany
Tel: +49 (0) 228 223469
https://www.bbi-online.org/
veranstaltungen/fachtagungen/
fachtagungen-arbeitsbuehnen.html

**The IPAF Summit and awards**

13-14 March
Annual Summit and IAPAs awards
ceremony of the International
Powered Access Federation
Copenhagen, Denmark
Tel: +44(0)15395 66700
www.ipaf.org

**Build Tech Asia**

19-24 March 2024
Asian exhibition for the building
and construction market
Singapore
Tel: +65 6319 4020
www.buildtechasia.com/sg

**Mawev 2024**

April 10-14, 2024
Austrian construction Exhibition
St. Pölten, Austria
Tel: +43 316 8088 216
www.mcg.at/events/mawevshow

**SC&RA Annual Conference**

April 15-19, 2024
Annual Conference of the US cranes and
heavy transport association including the
Jobs of the Year awards
Omni Barton Creek, Austin, Texas, USA
Tel: Tel: +1(703) 698-0291
www.scranet.org/SCRA/Events

**Hanover Messe**

April 22 - April 26
World's largest industrial
exhibition Hanover, Germany
Tel: +49 511 89-1
www.hannovermesse.de

**Intermat 2024**

April 22-27 2024
The big French international construction
equipment show Paris, France
+33 (0)1 76 77 15 21
www.paris.intermatconstruction.com

**Hire24**

June 4-6 2024
The annual convention and exhibition
of the Hire and Rental Association
of Australia and the Elevating Work
Platform Association Brisbane, Australia
Tel: +61 (0)2 9998 2255
www.hire21.com.au

**Innovationstage der
Höhenzugangstechnik**

June 19-20, 2024
Innovation Days, informal event for
innovative access equipment, mini
cranes and telehandlers Hohenroda,
Hessen Hotel Park, Germany
www.borntolift.de/innovationstag

**Crane Safety 2024**

Date to be confirmed 2024
Crane safety conference organised by the
Institution of Mechanical Engineers and
supported by the Vertikal Press London, UK
Tel: +44 (0)207 973 1251
https://events.imeche.org/
ViewEvent?e=7624#

**Platformers' Days 2024**

September 6-7, 2024
German Access and lifting exhibition
Karlsruhe, Germany
Tel: +49 721 3720 5096
https://www.platformers-days.de/

**Vertikal Days 2024**

September 11-12, 2024
Newark showground, Nottingham, UK
UK/Ireland Crane, access and telehandler
event. Venue to be confirmed
Tel: +44 (0) 8448 155900
www.vertikaldays.net

**JDL Expo**

September 25-27, 2024
French cranes and access
exhibition/event Beaugne, France
Tel: +33 (0)1 45 63 68 22
https://jdlexpo.com/

**CICA National Conference 2024**

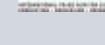
Date to be confirmed 2024
The annual conference of the
Crane Industry Council of Australia
Perth – Western, Australia
Tel: +61 03 8320 0411
www.conference.cica.com.au

**The Utility Expo**

October 7-9 2024
Previously The International Construction &
Utility Equipment Exposition /Demo Expo -
is the US utility industry's largest show
Louisville, Kentucky, USA
Tel: +1 414-274-0644
www.theutilityexpo.com

**Glasstec**

22.-25. October 2024
Exhibition for glass, windows and glass
handling Düsseldorf, Deutschland
Tel: +49 211 456001
www.glasstec.de

**Bauma China 2024**

November 26-29, 2024
bauma in Shanghai
Shanghai, China
Tel: +49(0)89 9 4920251
Fax: +49 (0)89 9 4920259
www.bauma-china.com/

**Bauma Conexpo India**

December 11-14 2024
Preliminary dates for the bauma/Conexpo
exhibition in India Noida, Delhi, India
Tel: +49 89 949-20255
www.bcindia.com/en/



2025

Baumag

January 26-29, 2023 Swiss construction
equipment show Lucerne, Switzerland
Tel: +41 56 204 20 20
www.baumaschinen-messe.ch
/htm/home.htm

**Bauma 2025**

January 23-26 2025
World's largest construction equipment
show Munich, Germany
Tel: +49 (0)89 51070
www.bauma.de/index-2.html

**SC&RA Annual Conference**

April 21-25, 2025
Annual Conference of the US cranes and
heavy transport association including the
Jobs of the Year awards, Arizona Biltmore
Hotel, Phoenix, Arizona, USA
Tel: Tel: +1(703) 698-0291
https://www.scranet.org/SCRA/
Content/events/Annual-Conference.
asp

**GIS 2025**

Date to be confirmed, 2025
Italian crane, access and heavy transport
exhibition Piacenza, Italy
Tel: +39 010/5704948
www.gisexpo.it



2026

Swissbau

20-23rd January 2024
Swiss construction exhibition
Basel, Switzerland
Tel: +41 58 200 20 20
www.swissbau.ch

**The ARA Show 2026**

February - Dates to be confirmed
The American Rental Association's
annual conference and exhibition
Orlando, Florida, USA
Tel: +1800 334 2177
www.arashow.org

**Conexpo-Con/Agg 2026**

March 03-07, 2026
The leading US construction show
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com

**Samoter**

May, 6-9, 2026
International earthmoving and building
equipment show Verona, Italy
Tel: +39 045 8298111
www.samoter.it/it

**SC&RA Annual Conference**

April 20-24, 2026
Annual Conference of the US cranes and
heavy transport association including the
Jobs of the Year awards
Omni Amelia Island, Amelia
Island, Florida, USA
Tel: +1 (703) 698-0291
Website: https://
www.scranet.org/SCRA/Events/

**Apex 2026**

June 2026
International powered access
trade show Maastricht, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com

**Smopyc**

November - Dates to be confirmed
Spanish construction equipment
exhibition Zaragoza, Spain
Tel: +34 976 764 700
www.feriazaragoza.com/smopyc



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Turnover Year Ending 31 July 2023: £3.5m

EBITDA: circ. £1.5m.

All interested parties will be required to sign a non-disclosure agreement.

*For further information please contact James Thomas on UK **0333 090 2009**.*

FOR SALE



Well Established Crane Hire Company UK - Central Midlands

Due to the pending retirement of the owner, a well-established Central Midlands based Crane Hire and Contract Lifting Company is available for sale.

The company was established in 2000 and has grown a steady pace in the years since, to become a highly successful and well established regional Crane Hire and Contract lifting business. The current fleet comprises ten modern small to medium cranes and support vehicles, along with a well-equipped in-house accessory stock. Including Man-riding equipment, Mod spreader Beams and Mat Systems to name but a few.

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