

cranes & access

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September/October 2021 Vol.23 issue 5

**Top 30 rental
companies**

**All Terrain
cranes**

**Mastclimbers
and hoists**

**Used
equipment**

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On the cover:

The new 18 tonne J198HPA hydraulic luffing tower crane from Spanish manufacturer Jaso is one of the biggest hydraulic luffers on the market.



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All Terrains



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Used Equipment



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Next generation Faresin, 25t Tadano RT for Japan, New electric Maeda, 18t luffer from Jaso, 31m Bluelift spider, 19m Klubb van mount, Two axle Tadano AT, Versalift pick up, JLG goes 360, Link-Belt truck crane, Dinolift adds hybrid truck, Electric Manitou telehandler, 20m GSR truck mount, new Boss push around - plus a roundup of the latest financials, acquisitions and news highlights.

UK & Ireland Top 30 guide 17



With the uncertainty and disruption of Covid-19 largely behind us, most companies are now busy investing in their fleets. Our annual Top 30 guide highlights how the leading crane, access and telehandler rental companies in the UK and Ireland fared last year in terms of fleet numbers and investment, and how they are positioned to cope with the extended lead times and staff shortages that lie in wait.

All Terrains 31

Will North reports on the 60 to 80 tonne All Terrain crane market. Forming the core of many crane rental fleets, the three and four axle cranes are designed with a close eye on roadability and flexible use.



In the next C&A

Scheduled for the end of October/early November, the next issue of Cranes & Access will include features on mini crawler, pick & carry and spider cranes. It will also feature spider lifts and glass handling equipment, plus a roundup of the highly successful Vertical Days event.

If you have any contributions or suggestions to make, or are interested in advertising in this issue, please contact us today.

Mastclimbers & hoists 41



This year's mast climber & hoist feature takes a look at the slow burning mast climber market, the growing use of crane elevators and the latest developments in the hoist and transport platform market.

Used equipment 48

While smaller aerial lifts or telehandlers may not offer the same economic lifespan as large platforms or cranes, there can still be advantages to sourcing such used equipment both for a fleet top up and as a better investment for end users. Will North speaks



with independent used equipment companies Inteq, AJ Access and International Platforms to find out more.

BIM 57

Following our look at Building Information Modelling (BIM) in the last issue, Nick Johnson reports on the BIM plans and techniques for what will be the UK's longest rail bridge.



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Dealing with deadlines

You may have noticed that this issue is a little on the late side, to say the least. There are various reasons for that, but looking around for an excuse, a key factor was the forced shift of Vertikal Days from May to September this year. That meant that the Vertikal Days Guide needed to go into the July/August issue. The guide is a major piece of work and ate into time when we would have been working on our Annual UK/Ireland Top 30 Rental Company Survey, contained in this issue. Both the Guide and the Top 30 survey require maximum participation, in the first case from exhibitors and, in the second, from rental companies.

You would think that extracting this information would be easy. After all, in both cases the 'providers' - for want of a better word - have much to gain by taking two minutes or so to complete the simple forms. Many respondents are excellent and fire the information back by return, but others are a little slower, and then there is a 'rump', those that require reminders, final warnings, phone calls and more. You might imagine the laggards are smaller companies, where everyone already has two jobs to do, and the provision of information to a publication of low priority. But No! The smaller companies tend to be the speedy ones. At the risk of generalising, larger companies with their legions of middle managers tend to be the slowest.

Why is that? Well, it could be that smaller companies appreciate any opportunity to promote their businesses. It could be that everyone in a smaller company knows what they are exhibiting or their fleet composition and thus firing off the info is easy, while larger companies need to extract the info from databases or consult others. They may also feel that they have less to gain. Another factor is an apparent higher staff turnover at larger companies. The Top 30 forms are sent to those who completed them the previous year, if they have left the company, the emailed form disappears into a black hole because emails are not redirected.

The Vertikal Days Guide did get done and went out with the magazine - before the show - and received positive feedback for its content and usefulness to visitors. The event itself went exceptionally well, with near perfect weather, a great turnout, a positive attitude and, most important of all, plenty of orders were placed and people had a good time.

Jumping to the present, the Top 30 Report is now complete, and is probably our best ever in terms of responses. The bare minimum of fleets - less than five percent - had to be estimated and we managed to find several new participants.

One thing that the results seem to show, is a drift away from the 'consolidations' of recent years, with small to medium companies appearing to be in the ascendance. Might that be related to the lower staff turnover and faster reaction times that we experience?

Leigh Sparrow

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

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