

cranes & access

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December/January 2022 Vol.23 issue 8

**Aluminium
cranes**
**Annual rental
rate survey**
**Look back
at 2021**
Aviation access

...2,000t tele crawler crane...23m insulated spider lift...26m SP glass handler...



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Every successful job starts with the journey there. With a minimal, significantly reduced turning circle and H-style outriggers with maximum flexibility, the two truck-mounted cranes can fulfill an extremely wide variety of needs even on short notice – whether traveling with a large counterweight or without the need for a permit, and with features ranging from an intelligent trailer solution to a storage compartment for roofing tile clamps. The Tridem air ride rear axles in the new HK family ensure ideal handling, absolute stability on the road, and powerful traction at the work site. The straightforward HK 4.050-1 meets the standard needs of the crane business just as reliably as the new HK 4.070-1 can tackle tough challenges – always with maximum versatility to tackle any job.

On the cover:

A Böcker AHK 36 aluminium trailer crane replaces the wood floor of the 19.5 metre high viewing tower in Borgholzhausen, in the heart of the Teutoburg Forest in North Rhine-Westphalia, Germany.



C&A contents

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Dingli unveils 99ft scissor lift, New 300 tonne Liebherr AT, 3,000t ringer crane for BMS, 2,000t tele crawler from XCMG, 51ft electric RT boom from Zoomlion, New low top tower crane from Wolffkran, Platform Basket unveils new 19m rail boom, JLG introduces Quad track option, CMC launches first fully insulated spider lift, first Genie S-80 TraX, Dingli launches 26m/1,500kg self-propelled glass handler, electric conversion pack for JLG 660SJ, Bronto 104m for Jalo, JLG sues Sany and former employee and financials round-up...

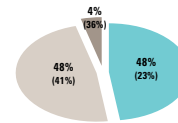


Aluminium truck cranes 17



A small number of German manufacturers have been building high reaching, lightweight truck and trailer mounted cranes for many years. In the past decade their popularity has been growing across a wider geographic area, among both end users and rental companies. Will North takes a look at what sets these cranes apart?

The Rental Rate Guide 25



As companies recover from the pandemic and face a massive jump in inflation, are they managing to reflect these challenges in their rental rates or are they continuing with the old ways of rate cutting? Find out in this year's comprehensive survey of UK and Ireland crane, access and telehandler rental companies.

In the next C&A

Scheduled for early March, the next issue of Cranes & Access will include features on Van and Small Truck Mounted platforms, Alternative Lifting Equipment and Battery Developments as well as a sneak preview to Vertical Days in May. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.

Access in Aviation 39



Ever since the first powered aircraft flight in 1903 there has been a need to work at height to reach various components on an aircraft in order to inspect, service, maintain and repair them. However, as time has progressed the safety of those working at height has become increasingly important, as has the speed and efficiency of the work. We take a look at how access methods have changed over the years.

Look back 49

The one positive we can take from 2021 is that it was a better year than 2020! Covid however still dominated the global news although COP26, the postponed Olympics, the invasion of the US Capitol, natural disasters and global shipping and logistics issues also figured prominently.



We take a look at both the industry and world highlights of another eventful year!

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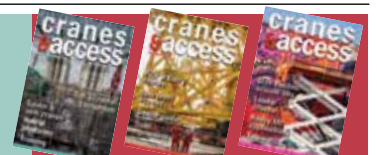
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Groundhog Day...

January is traditionally a time to make new resolutions - to lose weight, give up alcohol, join a gym, get fit etc... yet most, if not all of us, quickly fail to live up to our lofty aims which soon fall by the wayside. This is a scenario that is repeated time and again, always with the same outcome.

This issue includes our 21st Annual Rental Rate Guide. As with last year, the pandemic has had an impact, compounded by labour shortages, transport delays, price increases and other supply issues. The construction market has seen massive material price increases - 30 percent or more for steel and timber as well as shortages in cement/concrete, plasterboard/dry wall and paint.

All of these increases and delays have inevitably been passed on to clients, who have had little choice but to accept higher prices and longer contract times. After all if McDonalds UK ran out of milkshakes because of supply chain woes then it must be real and affecting everybody!

As the global economy started to pick up post lockdown, the situation was exacerbated by a jump in new contracts, which combined with the shortages have led to further price increases and delays... except - it would seem - for the prices that UK contractors are prepared to pay to hire a crane, aerial lift or telehandler.

Now is the perfect opportunity to restore the returns on investment levels that have suffered from long term erosion over the past 10 to 20 years or more. Aside from that opportunity, rising costs make rate increases essential. And yet the comments submitted in our survey suggest that in some cases, rates may have even gone in the opposite direction.

Here is just one comment from a crane rental company executive:

"The low rates being charged in relation to the value of equipment provided is ludicrous when compared to other sectors. Couple this with the degree of technical ability required to run a crane fleet and the equipment required with the attendant risk makes the situation even worse. When you must invest in excess of £1m in equipment, man it, maintain it and provide all the necessary back up and you are unable to obtain the same rate as a mechanic in the average car main dealership, then surely it is time for things to change!"

Anecdotal evidence suggests that a few rental companies are now simply refusing to supply contractors at non-commercial rates - there is after all little point being a busy fool. With further cost increases on the horizon, now is surely time for rental companies to sort this issue. If not, then New Year 2023 will be here soon enough, and we can try and do it all over again - but next time there may well be fewer rental companies to survey.

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

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