



Built for Rental, Ready for Every Site

# TELEHANDLER

*Versatile*



## XT4014KH

Max. lift capacity: 4t  
Max. lifting height: 13.57m  
Max. torque: 410N.m / 1600rpm  
Rated power: 74kW / 99rpm  
Engine model: Deutz TCD 3.6

## XT3207KH

Max. lift capacity: 3.2t  
Max. lifting height: 7.11m  
Max. torque: 460N.m / 1600rpm  
Rated power: 85kW / 115hp  
Engine model: Deutz TCD 3.6

## XT2506H

Max. lift capacity: 2.5t  
Max. lifting height: 5.85m  
Max. torque: 285N.m @ 1500rpm  
Rated power: 52.6kW / 70.5hp  
Engine model: Kubota V3307

## XT4018KH

Max. lift capacity: 4t  
Max. lifting height: 17.55m  
Max. torque: 410N.m @ 1600rpm  
Rated power: 74kW / 99rpm  
Engine model: Deutz TCD 3.6

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covering 6m to 18m for construction, logistics,  
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# IS IT GETTING ANY BETTER?

Last year's 2024 survey indicated that many UK & Ireland rental companies were adopting a 'wait and see' policy typically related to rising prices for equipment, labour and materials, coupled with delays to major contracts. However, 2025 proved to be almost more of the same, with most companies having a 'flat' first six months of the year.

**It would appear that all sectors of the crane, powered access, and telehandler rental market are still in need of decent rate increases. Many think there are too many companies and machines chasing not enough work, resulting in downward pressure on rates, causing some to struggle for survival. Too many companies drop their rates at the first sign of a fall in utilisation but then struggle to raise them when it gets busier. Savvy contractors play companies against each other, nothing new there, but they also want the latest machines equipped with the latest safety equipment, but do not expect to pay for it.**

In simple terms, the higher machine prices and operating costs of the past year or two have not found their way into improved rental rates. Looking at the tables published over the next few pages, there are far too many red arrows indicating rates going down rather than up!

## WOULD YOU RECOMMEND THE INDUSTRY TO YOUR CHILDREN?

A stark reminder of the state of the industry is the question: 'Would you recommend the sector to your children?' This year both the crane and aerial lift sectors moved more towards No - which

sums up the mood at the moment. Perhaps surprisingly, those running telehandler fleets were very positive in their responses, with almost three quarters of respondents giving the sector a big thumbs up for their children!

The telehandler market also appears more buoyant in other ways, with rental rates increasing for half of those who responded, while remaining the same for the rest. They are also optimistic for 2026, in that none expect rates to go down, while 40 percent are anticipating an increase. Almost 75 percent also plan to expand their fleets again this year.

In contrast, 41 percent of crane companies and 33 percent of access rental companies said rates had declined in 2025, with the majority expecting them to stay the same or fall further this year.

Crane companies were a little more pessimistic in terms of fleet numbers - only 38 percent reported increasing their fleets in 2025, while nine percent reduced their fleets. This year, only 23 percent of them are planning to expand, with the vast majority staying the same and limiting purchases to a one-in-one-out basis.

Powered access was a little more positive, although almost 90 percent anticipating rates



would remain the same or fall in comparison to 2025, while this time last year, 43 percent of respondents expected them to improve. Almost two thirds of companies added to their fleets last year, and half of them plan to do the same this year - Go figure!

## A LEADING INDICATOR?

Telehandlers are often said to be a good indicator of work in the pipeline, along with earthmoving equipment, being among the first machines to arrive on site, long before cranes or platforms are required. Thus, the positive telehandler feedback is possibly a helpful indicator for the two other sectors we cover. None of the telehandler companies reported declines in rates last year, and none expect to see any this year. Almost half of them increased the size of their fleets last year, and almost 75 percent say they will expand their fleets again this year. And as mentioned earlier, a whopping 73 percent said they would recommend the equipment rental business to their children! The future clearly looks bright for those offering telehandlers...

Once again, a big thank you to all those who participated in the survey. We hope that you will find the results both interesting and useful.





Celebrating our 50th year, Ainscough is the UK's leading lifting solutions company. Specialising in the provision of both contract lifting and crane hire, Ainscough operates 320+ modern cranes out of its 30 depots across the UK.



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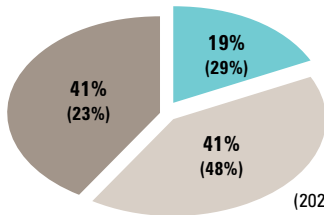
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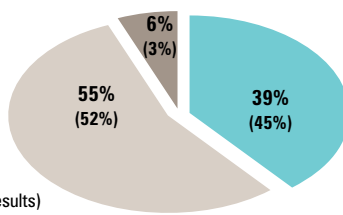
# CRANE RATES

## Crane rate trends - all types

Crane hire rates over the past 12 months have:



Crane hire rates during the next 12 months will:



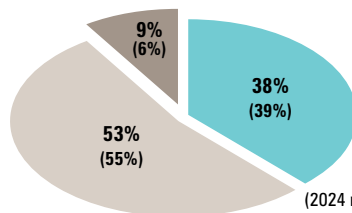
(2024 results)

Decreased Stayed the same Increased

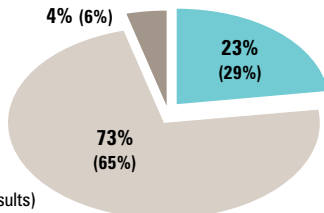
2025 was considerably worse than our survey results predicted, with 41 percent of respondents saying rates had decreased compared to predictions of only three percent! 2024 was similarly optimistic, with 45 percent thinking rates would increase - this turned out to be just 19 percent last year. 2026 predictions are reasonably optimistic, with 39 percent anticipating an increase. Worryingly, there are six percent that think rates will get worse. One respondent also mentioned contractors purchasing their own cranes, while another says: 'There are too many no asset contract lifting companies in operation'.

## Crane fleet size

Crane fleet sizes over the past 12 months have:



Crane fleet sizes over the next 12 months will:



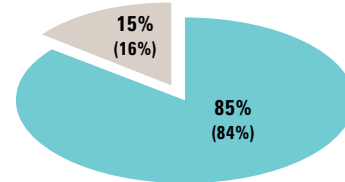
(2024 results)

Decreased Stayed the same Increased

The size of crane fleets are better than last year's predictions, with 38 percent of fleets growing, compared to 29 percent the year before. Looking forward, the majority expect fleet numbers to remain the same, with almost a quarter expecting further growth. Very few expect fleet numbers to go lower.



## What percentage of your operators are employed or freelance?



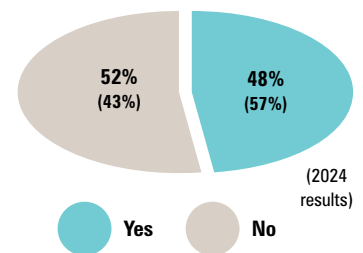
This year's result is very similar to last year, with the vast majority of hard to find operators - 85 percent - being locked in and employed.

Employed Freelance

(2024 results)

## Would you recommend the crane hire industry to your children?

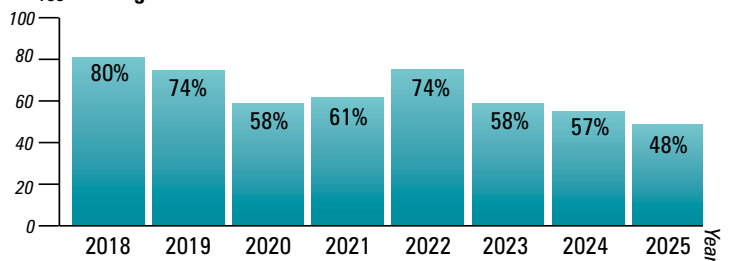
The optimism of last year has evaporated, with less than half (48%) of those who responded saying they would recommend the crane industry to their children. Significantly, this is the lowest number since a high of 88 percent in 2017.



(2024 results)

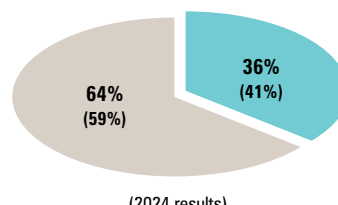
Yes No

### Long term trend



## What percentage of your jobs are contract lifts?

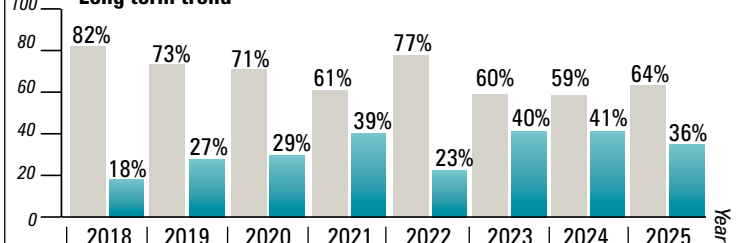
This year, there has been a five percent shift away from contract lifts with 64 percent of jobs now pure crane hire. The change is possibly due to a higher number of smaller companies responding.



(2024 results)

Contract lifts Pure crane hire

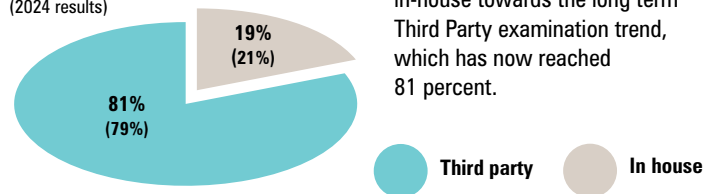
### Long term trend



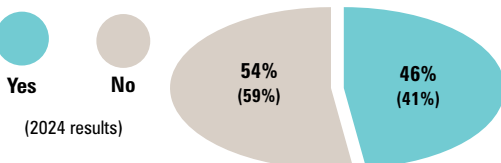


## Who does your LOLER Thorough Examinations?

(2024 results)



## Do you employ any female crane operators?



The percentage of companies employing female operators is now approaching the 50/50 point at 46 percent up from 41 percent last year. How many female operators each company employs is another matter... and if we were to exclude tower cranes, it might be lower?

## Average fleet age in years

Average	Lowest	Highest
6 (5.75)	3 (2)	18 (12)

(2024 results)

The average age at six years is slightly higher than a year ago. The lowest has increased from two to three years, while the highest is an outlier at 18 years! Perhaps time for some investment?



## CRANE RENTAL RATES

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

### All terrains or truck cranes (operated)

Daily Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Under 30 tonnes	694 ▲	600 ▲	900 ▲	778 ▼
30 to 45 tonnes	657 ▼	570 ▼	825 ▼	845 ▼
50 to 75 tonnes	799 ▼	700 —	975 ▼	998 ▼
76 to 100 tonnes	1,111 ▼	860 ▼	1,500 —	1,373 ▼
110 to 130 tonnes	1,454 ▼	1,165 ▼	2,100 ▲	1,658 ▼
140 to 170 tonnes	1,850 ▼	1,550 ▼	2,700 ▼	2,393 ▼
180 to 210 tonnes	2,159 ▼	1,900 ▼	3,000 ▼	2,754 ▼
220 to 280 tonnes	3,026 ▼	2,400 ▼	4,400 —	3,654 ▼
290 to 400 tonnes	3,980 ▼	3,000 ▼	6,000 ▼	5,329 ▼
410 to 550 tonnes	4,279 ▼	3,500 ▼	8,500 ▼	8,730 ▼
560 to 650 tonnes *	6,422 ND	5,450 ND	15,000 ND	14,050 ND
Over 650 tonnes *	4,227 ND	0 ND	7,000 ND	16,617 ND
Mobile Self Erecting Tower crane (2/3 axles)	800 ▼	700 ▼	1,600 ▼	1,600 ▼
Mobile Self Erecting Tower (4/5 axles)	1,614 ▼	1,250 ▼	2,500 —	2,000 ▼
Mobile Self Erecting Tower (6 axles +)	1,985 ▼	1,600 ▼	2,750 ▼	2,643 ▲

### Lattice crawler cranes (operated)

Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Up to 80 tonnes	2,517 ▼	1,650 ▼	3,000 ▼	3,750 ▲
85 to 110 tonnes	3,275 ▲	2,500 ▲	4,000 ▼	5,125 ▲
115 to 160 tonnes	4,500 ▼	4,500 ▲	4,500 ▼	5,750 —
170 to 260 tonnes	5,500 ▼	5,500 ▼	5,500 ▼	7,250 ▲
270 to 350 tonnes	7,500 ▲	7,000 ▲	8,000 —	9,000 ▲
360 to 590 tonnes *	31,500 ND	31,500 ND	31,500 ND	33,000 ND
600 to 800 tonnes *	44,000 ND	44,000 ND	44,000 ND	50,000 ND

\* New category

### Telescopic crawler cranes (operated)

Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
20 to 75 tonnes	3,058 ▼	2,150 ▼	3,500 ▼	4,392 ▲
80 to 120 tonnes	4,303 ▼	3,625 ▼	5,000 ▼	6,065 ▲
125 to 160 tonnes	5,063 ▼	4,000 ▼	5,500 ▼	7,500 ▲
170 to 260 tonnes	5,800 ▼	4,850 ▼	5,600 ▲	7,900 ▲

### Flat tops and saddle jibs

weekly rate in £

Crane Size	Average	Lowest	Highest	Ideal
Less than 70t/m	700 ▲	600 —	800 —	925 ▲
120t/m	900 ▼	700 ▼	1,250 ▲	1,083 ▼
200t/m	1,300 ▲	1,000 ▲	1,700 ▼	1,733 ▲
300t/m	2,167 ▲	1,600 ▲	2,500 ▼	2,700 ▲

### Luffers

weekly rate in £

Crane Size	Average	Lowest	Highest	Ideal
Less than 70t/m	1,350 ▲	1,000 ▼	1,700 —	1,550 ▼
100t/m	1,400 ▲	1,100 ▲	1,700 ▼	1,700 ▲
180t/m	1,817 ▲	1,500 ▲	2,350 —	2,200 ▲
300t/m	2,817 ▲	2,500 ▲	3,200 ▲	3,367 ▲

## Self-erectors weekly rate in £

Crane Size	Average	Lowest	Highest	Ideal
Self-erectors	767 ▲	700 ▲	850 ▼	875 ▼

## Pick & carry cranes weekly rate in £

Crane Size	Average	Lowest	Highest	Ideal
Under 3 tonnes	500 ▼	500 –	500 ▼	900 ▲
3 to 6 tonnes	950 ▼	750 ▼	1,100 ▼	1,206 ▲
6.5 to 10 tonnes	1,225 ▼	1,200 ▲	1,250 ▼	1,400 ▲
Over 10 tonnes	1,650 ▼	1,500 ▼	1,800 ▼	1,268 ▲

## Mini crawler cranes weekly rate in £

Crane Size	Average	Lowest	Highest	Ideal
Up to 12 tonnes	2,075 ▲	800 ▼	3,500 ▲	2,383 ▲

## Spider cranes weekly rate in £

Crane Size	Average	Lowest	Highest	Ideal
Up to 1 tonne	550 ▲	410 ▲	900 ▲	565 ▲
2 to 5 tonnes	658 ▼	380 ▼	1,000 ▼	885 ▲
Over 5 tonnes	1,500 ▼	1,000 ▲	2,000 ▼	1,967 ▲

## UTILISATION

### All terrains or truck cranes (operated)

Crane Size	Average	Lowest	Highest	Trend
Under 30 tonnes	81%	40%	100%	–
30 to 45 tonnes	82%	58%	100%	▲
50 to 75 tonnes	83%	65%	100%	▲
76 to 100 tonnes	83%	62%	100%	▲
110 to 130 tonnes	83%	70%	100%	▲
140 to 170 tonnes	86%	73%	100%	▲
180 to 210 tonnes	73%	61%	100%	–
220 to 280 tonnes	84%	69%	100%	▲
290 to 400 tonnes	78%	69%	100%	▼
410 to 550 tonnes	83%	68%	100%	▲
560 to 650 tonnes *	86%	71%	100%	ND
Over 650 tonnes *	94%	88%	100%	ND
Mobile Self Erecting Tower crane (2/3 axles)	80%	80%	80%	▲
Mobile Self Erecting Tower (4/5 axles)	79%	65%	100%	▲
Mobile Self Erecting Tower (6 axles +)	76%	70%	80%	▼

### Lattice crawler cranes (operated)

Crane Size	Average	Lowest	Highest	Trend
Up to 80 tonnes	70%	40%	90%	▼
85 to 110 tonnes	70%	30%	90%	▼
115 to 160 tonnes	85%	80%	90%	▼
170 to 260 tonnes	95%	90%	100%	▼
270 to 350 tonnes	100%	100%	100%	–



### Telescopic crawler cranes (operated)

Crane Size	Average	Lowest	Highest	Trend
20 to 75 tonnes	76%	70%	90%	▼
80 to 120 tonnes	79%	50%	100%	▼
125 to 160 tonnes	71%	25%	100%	▼
170 to 260 tonnes	ND	ND	ND	

### Flat tops and saddle jibs

Crane Size	Average	Lowest	Highest	Trend
Less than 70t/m	50%	48%	55%	–
120t/m	70%	70%	70%	▼
200t/m	75%	75%	75%	▼
300t/m	70%	70%	70%	▲

### Luffers

Crane Size	Average	Lowest	Highest	Trend
Less than 70t/m	88%	82%	93%	▼
100t/m	85%	80%	90%	▲
180t/m	85%	85%	85%	▲
300t/m	90%	90%	90%	▲

### Self-erectors

Crane Size	Average	Lowest	Highest	Trend
Self-erectors	60%	50%	70%	–

### Pick & carry cranes

Crane Size	Average	Lowest	Highest	Trend
Under 3 tonnes	45%	38%	53%	▲
3 to 6 tonnes	60%	60%	60%	▲
6.5 to 10 tonnes	65%	65%	65%	▲
Over 10 tonnes	55%	50%	58%	▲

### Mini crawler cranes

Crane Size	Average	Lowest	Highest	Trend
Up to 12 tonnes	55%	50%	60%	▲

### Spider cranes

Crane Size	Average	Lowest	Highest	Trend
Up to 1 tonne	80%	80%	80%	▲
2 to 5 tonnes	65%	50%	80%	▲
Over 5 tonnes	50%	50%	50%	▲

## 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:

Supply and demand is a critical factor of market rate fluctuations, levels of utilisation have dropped since 2024 forcing pricing desperation at times. This has been a common theme through market downturns over many cycles. The UK market will hopefully improve from Q3 2026 onwards, although lots of underlying factors will no doubt have an influence on this.

I feel that there is a lot of low utilised equipment available and the pressure to send out at any cost is increasing, in areas/regions not normally considered, with no business/financial consideration as to the cost incurred to provide such service.

Rates are not good enough and, in times of a slowdown, too many competitors are prepared to undercut rates to get their cranes out.

The lack of demand has driven rental rates down due to everyone competing for the same projects. Contractors realise this fact also and are pitching suppliers against each other to bag the best price

Due to contractors purchasing their own cranes and the industry slow down requirements have become less. With more availability in the market some rental companies are lowering rates to secure work which in turn makes the market extremely uncertain.

The market has struggled this year, mainly in part to a government that has been very slow in sorting out the planning department delaying in excess of 250k applications. In turn the number of contract lift companies and smaller crane companies have reduced their hire rates to keep utilisation up as opposed to margins.

Contract lift rates have increased by 25 percent over the previous two years and we have seen the amount of contract lift work still increase year on year as main contractors are increasingly moving towards a fully insured lift rather than the site take on the responsibility themselves. Any crane works requiring a full turn key package including road closures and additional transport for roof plant delivery etc are getting a much higher premium without any negative feedback on the cost. Standard machine only CPA Hire rates however have not increased and we have seen a push back from customers where we have increased the rigging fees on machines requiring additional ballast as some of these additional costs for transport on the older CPA rates would not cover transport if we were to hire this in externally. We still seem to find that our competitors are short changing themselves when it comes to the costs involved in moving additional ballast on heavy transport and trailers.

The market is quiet so the usual competition will always do what they have to do to get their machines out, but this damages the market and with machine and other costs so high now it is just not sustainable. 2026 is likely to be very challenging too.

The traction we made in previous years in moving rental rates to a sustainable level has slowed significantly and rate increases have barely been able to keep up with inflation. This has been more noticeable with lower capacity cranes where there are more cranes than demand. Rates for larger cranes have mostly increased but then the demand for these cranes has been sporadic and inconsistent. Delayed project starts and general lethargy in the market has resulted in lower utilisation levels. Overall a poor year in 2025 that has delayed the purchase of new cranes until the market picks up. The outlook for 2026 looks more positive but when it actually starts to improve is another matter altogether.

You can lose a tender over the smallest amount

Very poor and running costs are increasing all the time

Rates are very poor and running costs keep rising.

Rates are too low

Volatile

They remain low.



Challenging market therefore pricing is competitive, however generally OK overall.

Work was quiet this year, it allows companies fight for the work that was there and have dropped the rates.

Too many no asset contract lifting companies in operation without any substance.

Market is fairly slow at moment and is very HS2 heavy. Rates have decreased in last 12 months as the worked has dropped off from HS2.

Tower crane rental at the moment is not worth doing. Wheelbarrows would see a better return

Competition is high due to the number of jobs stuck in BSR. Lots of cranes on the floor meaning greater competition

As normal if you provide a high level of service with very experienced trained staff consistently then many customers are understanding of a rate increase in line with the current increase in costs, the market has retracted a little but with an appropriate profit margin built into the rate the lower level of utilisation is manageable. Costs have been increased by the 'Embargo' situation particularly around the Midlands region, this seems to be altering the decisions when purchasing new equipment, the All Terrain losing out to the Truck Crane alternative by some degree, over time this should increase rates for the more specialised All Terrain machines.

We have observed a continued decline in tower crane hire rates for another consecutive year. Over the past 12 - 24 months, this reduction has been gradual across our lower-capacity cranes, which is understandable given the highly competitive small crane market. However, in the last 12 months, we have experienced a significant decrease in hire rates for higher-capacity cranes. This trend is primarily driven by competitors aggressively reducing prices in an effort to secure additional work.

It has been an OK year where the rates have held up; not got worse, not got better. Expect similar in 2026.





**Schaften  
Cranes**

Worldwide Bare Rental

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Limits are easier to overcome when we join forces. Our combined expert knowledge is key. And when your challenges become our challenges and our solutions become your solutions, results are propelled to a whole other level. A level of excellence. We master your gravity challenges.

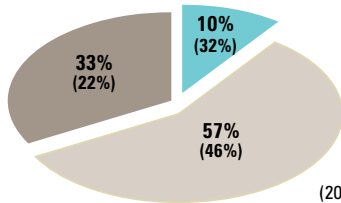
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# POWERED ACCESS RATES

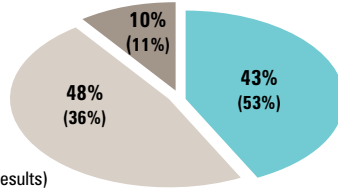
## Rate trends

Access rates over the past 12 months have:



Decreased Stayed the same Increased

Access rates during the next 12 months will:

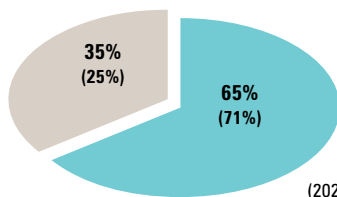


(2024 results)

Predictions for 2025 and the eventual reality differed significantly, with more than half of access respondents expecting rates would improve at the start of the year, while only 10 percent reported any increases. This year, 42 percent expect rates to improve during 2026, while 48 percent think they will remain the same. Only 10 percent believe that they will decline further. The general consensus is that rates are now way too low and need to rise!

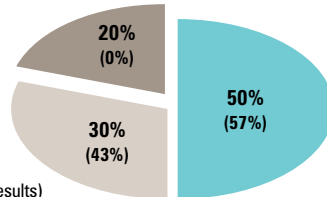
## Fleet trends

Fleet sizes over the past 12 months have:



(2024 results)

Fleet sizes over the next 12 months will:

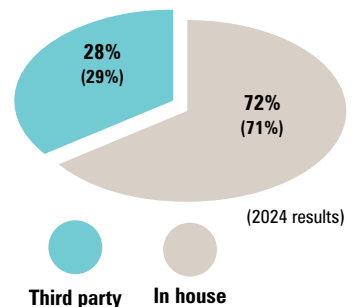


Over the past 12 months, almost 65 percent of companies have expanded their fleets, not one of them reported making any cutbacks. This is very close to the forecasts they made at the start of the year. Looking at this year, half of those who responded are looking at further fleet expansion. However, one in five are planning to reduce the number of units in their fleets.



## Who does your LOLER Thorough Examinations?

This year saw a one percent move towards in-house inspections at 72 percent, while 28 percent use third party examinations.

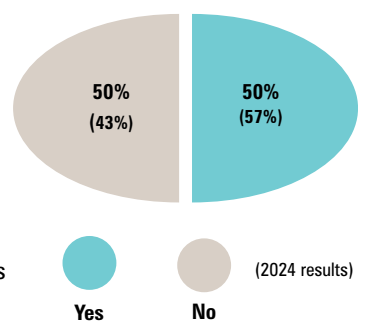


(2024 results)

Third party In house

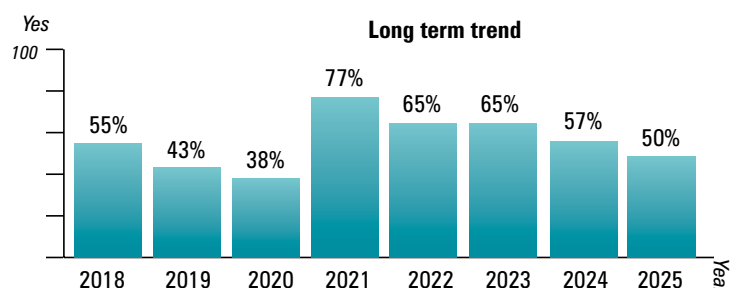
## Would you recommend the access industry to your children?

The equal 50:50 split reflects a pessimistic mood among access rental companies at the moment. This follows a steady downward trend from 77 percent keen to recommend the industry to their children in 2021 it dipped to an all-time low of 38 percent in 2020.



(2024 results)

Yes No



## Average fleet age in years

Average	Lowest	Highest
5 (4.4)	2 (2)	7(7)

(2024 results)

The average age of the aerial lifts in respondents' rental fleets increased from 4.4 years 12 months ago to five years at the end of 2025, up from four years in 2023. The lowest and the highest average ages remained the same.

## 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	Trend
Under 20ft (7.8m)	67%	41%	79%	▼
20ft (8m)	66%	55%	79%	▲
26ft (10m)	70%	60%	80%	▼
28-35ft (12m)	66%	55%	70%	▲
36-48ft (13-16.5m)	63%	49%	75%	▼
49-59ft (16.6-19.5m)	60%	40%	80%	▼
60-80ft (20-26m)	64%	5%	100%	▼
Over 80ft (27m)	100%	100%	100%	▲

### Diesel scissors weekly rate in £

Platform Height	Average	Lowest	Highest	Trend
Under 40ft (14m) (Compact RT)	54%	0%	90%	▼
32-44ft (12-15m) (Full size RT)	51%	0%	80%	▼
50-65ft (17-22m)	57%	38%	65%	▲
66-80ft (22-26m)	78%	60%	90%	▲
81-95ft (26-30m)	85%	70%	100%	▲
Over 96ft (30m)	87%	60%	100%	▲

### Electric articulated boom lifts weekly rate in £

Platform Height	Average	Lowest	Highest	Trend
Under 36ft (13m) Industrial	68%	46%	95%	▼
Under 38ft (14.5m) Nifty HR12/ Snorkel AB38	66%	46%	81%	▼
38-55ft (14-18m) (Genie 45/52ft)	67%	43%	80%	▼
56-70ft (18-23m)	69%	42%	92%	▼
Over 71ft (23m)	78%	60%	94%	▲

### Diesel/RT articulated booms weekly rate in £

Platform Height	Average	Lowest	Highest	Trend
Under 53ft (16m)	61%	40%	80%	▼
56-68ft (17-23m)	57%	34%	80%	▼
69-89ft (23-29m)	58%	40%	80%	▼
90-140ft (30-44m)	47%	37%	75%	▼
Over 145ft (45m)	54%	47%	68%	▼



## Straight booms weekly rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 48ft (16m)	426 ▲	254 ▲	575 ▲	555 ▲
49-70ft (17-23m)	402 ▲	275 ▼	550 ▲	542 ▲
71-90ft (23-29m)	651 ▲	509 ▼	750 ▼	755 ▲
91-140ft (29-44m)	1,325 ▲	1,200 ▲	1,450 ▼	1,650 ▲
141-160ft (45-50m)	1,620 ▲	1,290 ▲	2,100 ▲	1,800 ▲
Over 160ft (50m)	2,530 ▲	2,170 ▲	2,570 ▲	2,650 ▲

## Spider lifts weekly rate in £

Platform Height	Average	Lowest	Highest	Ideal
Up to 15 metres	601 ▲	420 —	1,196 ▲	618 ▲
16 - 20 metres	874 ▲	650 ▲	1,100 ▼	962 ▲
21 - 27 metres	1,119 ▼	950 ▲	1,250 ▼	1,310 ▼
28 - 30 metres	925 ▼	1,300 ▲	1,850 ▼	1,075 ▼
31 - 34 metres	2,000 ▼	1,800 ▼	2,200 ▲	2,300 ▲
35 - 42 metres	2,650 ▲	2,100 ▼	2,900 ▲	3,300 ▼
Over 42 metres *	2,800 ND	2,550 ND	3,500 ND	3,900 ND

\*New category

## Van mounts weekly rate in £

Platform Height	Average	Lowest	Highest	Ideal
10 - 12 metres	480 ▼	480 ▲	480 ▼	460 ▲
13 - 14 metres	462 ▼	395 ▲	528 ▼	495 ▼
Over 15 metres	600 ▼	535 ▲	880 ▲	700 ▲

## Truck mounts daily rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 18m 3.5t Self-Drive	279 ▼	180 ▲	396 ▼	260 ▼
19-25m 3.5t Self-Drive	462 ▼	250 ▲	736 ▼	413 ▲
22-35m with operator	692 ▼	490 ▼	948 ▼	867 ▲
36-49m with operator	762 ▼	685 ▼	850 ▼	1,050 ▲
50-65m with operator	1,400 ▲	1,400 ▲	1,400 ▲	1,625 ▲
66-75m with operator	2,000 ▲	1,900 ▲	2,350 ▲	2,400 ▲
Over 76m with operator	2,565 ND	2,410 ND	2,800 ND	2,750 ND





## RENTAL RATE SURVEY

### Mast booms weekly rate in £

Platform Height	Average	Lowest	Highest	Ideal
8 metres	131 ▲	70 ▼	190 ▲	145 ▼
10 - 11 metres	246 ▲	210 ▲	318 ▲	281 ▲
Over 12 metres	210 ▼	175 ▼	324 ▼	330 ▼

### Push arounds weekly rate in £

Platform Height	Average	Lowest	Highest	Ideal
Push Around (Pop Up/ Power Towers)	52 ▼	35 ▲	85 ▼	70 ▼
Portable (AWP/UL)	163 ▼	155 ▼	350 ▼	268 ▼

### Trailer lifts weekly rate in £

Platform Height	Average	Lowest	Highest	Ideal
Up to 13 metres	343 ▲	320 ▲	359 ▲	385 ▲
14 - 19 metres	415 ▲	380 ▲	450 –	465 ▲
Over 20 metres *	530 ND	365 ND	600 ND	580 ND

\*New category

## UTILISATION

### Electric scissors

Platform Height	Average	Lowest	Highest	Trend
Under 20ft (7.8m)	67%	41%	79%	▼
20ft (8m)	66%	55%	79%	▲
26ft (10m)	70%	60%	80%	▼
28-35ft (12m)	66%	55%	70%	▲
36-48ft (13-16.5m)	63%	49%	75%	▼
49-59ft (16.6-19.5m)	60%	40%	80%	▼
60-80ft (20-26m)	64%	5%	100%	▼
Over 80ft (27m)	100%	100%	100%	▲

### Diesel scissors

Platform Height	Average	Lowest	Highest	Trend
Under 40ft (14m) (Compact RT)	54%	32%	90%	▼
32-44ft (12-15m) (Full size RT)	51%	34%	80%	▼
50-65ft (17-22m)	57%	38%	65%	▲
66-80ft (22-26m)	78%	60%	90%	▲
81-95ft (26-30m)	85%	70%	100%	▲
Over 96ft (30m)	87%	60%	100%	▲

### Electric articulated boom lifts

Platform Height	Average	Lowest	Highest	Trend
Under 36ft (13m) Industrial	68%	46%	95%	▼
Under 38ft (14.5m) Nifty HR12/ Snorkel AB38	66%	46%	81%	▼
38-55ft (14-18m) (Genie 45/52ft)	67%	43%	80%	▼
56-70ft (18-23m)	69%	42%	92%	▼
Over 71ft (23m)	78%	60%	94%	▲



### Diesel/RT articulated booms

Platform Height	Average	Lowest	Highest	Trend
Under 53ft (16m)	61%	40%	80%	▼
56-68ft (17-23m)	57%	34%	80%	▼
69-89ft (23-29m)	58%	40%	80%	▼
90-140ft (30-44m)	47%	37%	75%	▼
Over 145ft (45m)	54%	47%	68%	▼

### Straight booms

Platform Height	Average	Lowest	Highest	Trend
Under 48ft (16m)	60%	50%	70%	▼
49-70ft (17-23m)	74%	60%	90%	▼
71-90ft (23-29m)	65%	65%	65%	▼
91-140ft (29-44m)	60%	50%	70%	▼
141-160ft (45-50m)	61%	52%	78%	▼
Over 160ft (50m)	69%	54%	80%	▼

### Spider lifts

Platform Height	Average	Lowest	Highest	Trend
Up to 15 metres	48%	23%	70%	▼
16 - 20 metres	64%	35%	100%	▲
21 - 27 metres	66%	40%	100%	▲
28 - 30 metres	52%	22%	89%	▲
31 - 34 metres	61%	42%	80%	▲
35 - 42 metres	45%	35%	55%	▼
Over 42 metres *	65%	47%	77%	ND

\*New category

### Van mounts

Platform Height	Average	Lowest	Highest	Trend
10 - 12 metres	78%	65%	85%	▲
13 - 14 metres	70%	70%	70%	▲
Over 15 metres	73%	66%	77%	▲

### Truck mounts

Platform Height	Average	Lowest	Highest	Trend
Under 18m 3.5t Self-Drive	95%	95%	95%	▲
19-25m 3.5t Self-Drive	86%	80%	92%	▲
22-35m with operator	91%	85%	97%	▲
36-49m with operator	85%	80%	90%	▲
50-65m with operator	84%	70%	98%	▲
66-75m with operator	70%	60%	85%	▲
Over 76m with operator	75%	68%	90%	▲

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### Regional Depot

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Shildon, DL4 2RD



## Mast booms

Platform Height	Average	Lowest	Highest	Trend
8 metres	37%	28%	54%	▼
10 - 11 metres	67%	45%	81%	▼
Over 12 metres	58%	41%	95%	▼

## Push arounds

Platform Height	Average	Lowest	Highest	Trend
Push Around (Pop Up/ Power Towers)	69%	38%	95%	▲
Portable (AWP/UL)	49%	33%	80%	▲

## Trailer lifts

Platform Height	Average	Lowest	Highest	Trend
Up to 13 metres	32%	23%	45%	▼
14 - 19 metres	40%	34%	45%	▼



## ACCESS RESPONDENTS' COMMENTS

Hire rates continue to be challenging, too many hire companies and machines in the market.

Rates will likely be somewhere between where they are now and possibly lower as hirers desperately chase business in an extremely depressed market with some fighting for their very survival. Poor quality sales people in conjunction with managers simply seeking to move metal or empty yards will increasingly succumb to customers who will inevitably exercise their power in a 'buyers' market' as well as demanding ever more additional security and safety features that they will steadfastly not expect to pay for

All the dinosaurs will complain about rates. They need to adapt to survive, or get left behind.

It's tough! but good service, good operators and well maintained and clean machines pays off

They need to go up overall

Rental rates have been a problem for nearly as long as I can remember. The rental rates issue is down to oversupply, which started in the late 1990's. Oversupply was caused, firstly, by unrealistic and over optimistic buying by business owners and managers. Supply exceeded demand, leading to rental rates dropping by 40% over 1998/9. The second reason is connected to the first. Irresponsible fleet expansion has been exacerbated by terrible salesmanship and ineffective sales management which puts more emphasis on utilisation than return on investment.

Hire rates like been for years far too low. Too many companies under cutting to win work and driving the rates down, while the price for equipment has increased but rates haven't. Now contractors want all these new safety devices on machines which also cost more to buy but want machine for next to nothing.

Continued pressure on rates as a result of lower utilisation. Depressed overall construction sector, growth in mega projects and infrastructure

Kit standing so rates get hit to try and move equipment

For some machines suicidal. Too many in the business for the wrong reasons and too many contractors just go low bid even though crap service service or support can cost them far more than the cost of hire

Rates are still very fragile and certain competitors will stop drop their pants if the utilisation is low on certain products!

While rates have been fairly stable over the year as a whole despite all the uncertainty, the numbers hide a troubling factor. A number of major sites are demanding extra kit and in some cases, especially around London, insisting on specific solutions to things like secondary guarding, the cost of which can add as more than 10% to the cost of a platform - but will they refuse to pay any extra for it? If you were to buy the attachment for retrofitting, say 25 small scissors for a big site, it can easily cost £25k, which cannot be financed, so it has to come out of cash flow!! This is like a 10 to 20% drop in rates - but the headline numbers don't show that.

Not great, doesn't reflect increased purchase costs

Unfortunately, we are seeing reckless decisions to win orders. We are walking away from high-volume hires due to rates by some nationals and independents being unsustainable. It makes us question if companies have pricing structures and if they do, why are they not being followed?

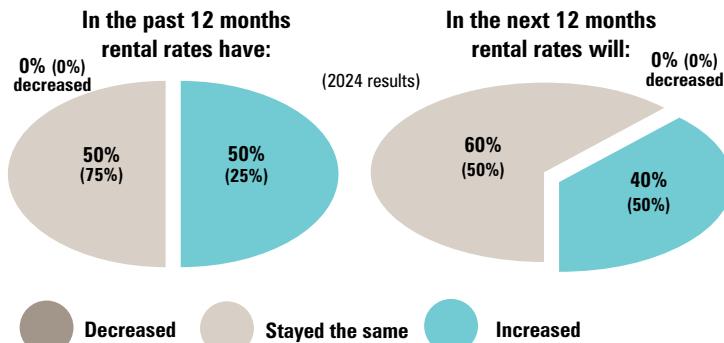
They should increase because they are too cheap

Some companies will hire out the machines out for silly rates

Still too many nationals giving away £20 notes for a tenner!

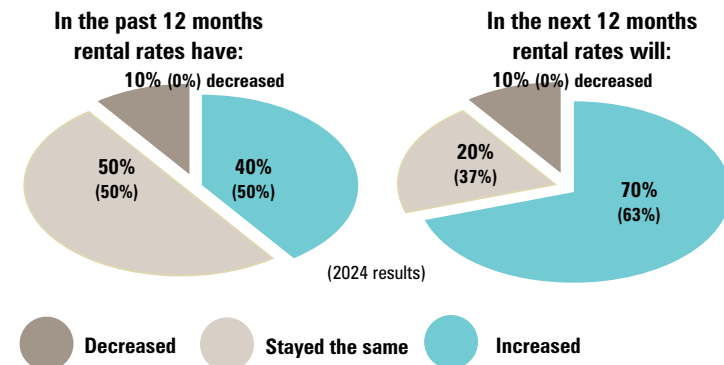
# TELESCOPIC HANDLER RENTAL RATES

## Rate trends



The rental rate predictions from our respondents 12 months ago appear to have been 'spot on'. Half said they would increase, while half thought they would remain the same, which is pretty consistent with what they say happened. If this quality of forecasting is maintained then 40 percent should see rates rise in 2026, while no one expects rates to decline this year.

## Fleet size



Almost two thirds of those who responded last year expected to expand their fleets during 2025, at the end of the year, only 40 percent reported actually doing so. This year, 70 percent of companies are planning to expand their fleets, but surprising one in 10 are looking at shrinking them a little, while the others will simply maintain them at current levels.



## Who does your LOLER Thorough Examinations?



In 2025, there was a six percent swing towards third party examinations, with 56 percent of companies now choosing this over in house inspections and sign offs.

## Would you recommend the access industry to your children?



There has been a 9 percent swing towards recommending the industry to their children. A very positive result compared to the access and crane sectors.

## Average fleet age in years

Average	Lowest	Highest
3.9 (3.8)	1.5 (1)	8 (7)

(2024 results)

The average age of respondents' telehandler fleets increased slightly from 3.8 to 3.9 years. The youngest telehandler fleet reported had an average age of 1.5 years, while the highest is now eight years.

## What other products do you provide?

What other products do you provide?	
Cranes	0% (9%)
Access	70% (37%)
General equipment	20% (46%)
Tools	30% (9%)
Others	10% (18%)

(2024 results)

These figures vary quite considerably from one year to another - probably due to a different mix of respondents, or simply the number responding. While few, if any, telehandler companies offer cranes, a good few combine them with aerial work platforms - 70 percent in fact. After that, it is tools and other general equipment, such as excavators and dumpers.



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**GT LIFTING**

## Fixed frame weekly rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 5 metres (Sub Compact)	259 ▲	220 ▲	300 ▲	325 ▲
5 to 7 metres (Compact)	281 ▼	230 –	350 ▼	334 ▲
8 to 10 metres	309 ▲	260 ▲	425 ▼	409 ▲
11 to 15 metres	366 ▼	280 ▼	550 ▼	447 ▲
16 to 18 metres	507 ▲	400 ▲	656 ▲	505 ▲
Over 18 metres	502 ▼	440 ▼	565 ▼	543 ▼

## 360 degree weekly rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 20 metres	950 ▼	900 ▼	1,000 –	1,075 ▲
20 to 26 metres	1,250 ▲	1,250 ▲	1,250 ▼	1,270 ▼
27 to 35 metres	1,500 ▼	1,500 ▲	1,500 ▼	1,550 ▲
Over 35 metres	3,275 ▲	2,700 ▼	3,600 ▲	3,500 ▲

## Heavy duty - high capacity weekly rate in £

Platform Height	Average	Lowest	Highest	Ideal
6 to 8 tonnes	700 ▲	680 ▲	700 ▼	720 ▼
9 to 12 tonnes	1,050 ▼	1,050 ▲	1,050 ▼	1,100 ▼
14 to 20 tonnes	1,650 ▼	1,275 ▼	1,900 ▼	2,300 ▲

## UTILISATION

### Fixed frame

Platform Height	Average	Lowest	Highest	Trend
Under 5 metres (Sub Compact)	61%	46%	80%	▼
5 to 7 metres (Compact)	59%	38%	80%	▼
8 to 10 metres	70%	45%	90%	▼
11 to 13 metres	71%	45%	90%	▼
16 to 18 metres	63%	50%	70%	▼
Over 18 metres	70%	70%	70%	▼

## 360 degree

Platform Height	Average	Lowest	Highest	Trend
Under 20 metres	75%	60%	80%	▼
20 to 26 metres	60%	55%	66%	▼
27 to 35 metres	58%	45%	65%	▼
Over 35 metres	59%	47%	72%	▼

## Heavy duty - high capacity

Platform Height	Average	Lowest	Highest	Trend
6 to 8 tonnes	58%	48%	65%	▼
9 to 12 tonnes	65%	60%	70%	▼
14 to 20 tonnes	68%	60%	75%	▼



## RESPONDENTS' COMMENTS

Strange times, I have no idea what to expect this year but potential is positive

Hire rates are too low but its hard to get them up as too many others give them away

The hire rates are low but struggle to increase with the inflation as a lot of choice for supply

**Tough!!**

Too competitive - some of the newish companies just trying to get cash in and stave off creditors, thankfully some not making it

Yet again re hire companies are doing us no favours - the rates we are being compared to are shocking

Rates are constantly put under pressure by low hire rates that are unsustainable. Hire companies are currently competing to a lower level than has been seen for years meaning tighter profit margins, which leads to recruitment stalling due to financial pressure. Some hire companies have decided to reduce in size and strategy as we have seen recently. With property costs, utility costs and the cost of living increasing companies are having to make tough choices to remain in business with their people paying the price. Increasing rates is the only way forward however with so many national companies competing with unsustainable rates its hard to see things changing anytime soon.