



cranes & access

December/January 2026 Vol.27 issue 8

www.vertikal.net

**MAST BOOMS
& MAST LIFTS**

**ANNUAL RENTAL
RATE GUIDE**

**LOOK BACK
AT 2025**

**TRUCK
MOUNTED
CRANES**

Just **One** Hydraulic Pipe

AC⁺ Scissor **Series**

Working Height: 8m/10m/12m/14m/16m



**Highly integrated, greatly reducing
wiring harnesses and oil pipes**



To learn more, scan the
QR code to watch the video



AC⁺ Series Scissor Aerial Work Platform

ZHEJIANG DINGLI MACHINERY CO.,LTD.

Add:188 Qihang Road, Deqing, Huzhou, Zhejiang, P.R.C

Tel:+86-572-8681688

Phone:+86-13806523131 Susan Huang

E-Mail:market@cndingli.com

<https://www.dingliglobal.com/>



17



41



49



59

CONTENTS

COMMENT 5

NEWS 6

New Skyjack Asian boom, Five metre 'rental grade' Safelift mast lift, Potain's new 25 tonne luffer, UK to investigate AWP dumping, Palfinger adds to TEC range, Zoomlion's new mast lifts, Game of Cranes Winner, Oil free tracked scissor lift, Back-to-back fatal Thai crane collapses, Indian engineering partnership for Palfinger, New models for ACE, JLG adds to fleet management system, Alimak partners with Brogan, JCB upgrades UK plant, MCS updates, Sinoboom's i-Link, as well as financials and news highlights.

ALUMINIUM TRUCK MOUNTED CRANES 17

The market for aluminium boomed truck mounted cranes was very busy last year, with both of the German manufacturers adding to their product ranges. We take a look at the major developments.

UK & IRELAND ANNUAL RENTAL RATE SURVEY 25

During the first half of last year, most companies were in a 'wait & see what happens next' mode. Manufacturers struggled for sales, not knowing what was to happen next in the tariff saga. We take a look at how the UK crane, access and telehandler rental companies fared in this year's comprehensive Rental Rate Survey.

MAST BOOMS AND MAST LIFTS 41

Whatever the reason, many people still get confused between a mast boom and a self-propelled mast lift. Hopefully, we can not only clarify the differences but also outline the advantages of each, while also covering the latest product launches.

RIGGING 49

Peter Verhoef - managing director of the lifting safety, regulatory compliance and Appointed Person training consultancy Cranes for You based in Utrecht, the Netherlands - delves into a pet subject: 'Why the sling D/d ratio still matters'.

LOOK BACK AT 2025 53

2025 political and business news appears to have been dominated by one man - US president Donald Trump and his import tariffs. It has also been a year of ongoing wars, with attempts to negotiate quick ceasefires or peace treaties coupled with climate intensified disasters. We review some of the major news highlights that shaped last year, both within the lifting industry and the world at large.

CONEXPO PREVIEW 59

Conexpo 2026 is rapidly approaching. We bring you the essential show information so you can plan your trip to Las Vegas, USA, in early March.

COVERS OF THE YEAR 70

Here is your chance to vote for your favourite C&A Cover of the Year.

REGULARS

IN THE NEXT ISSUE 52

TRAINING 63

ALLMI FOCUS 65

IPAF FOCUS 67

CPA FOCUS 69

MODELS 71

LETTERS AND OBITUARIES 73

WHAT'S ON 75

ONLINE DIRECTORY 78

ON THE COVER

Multi-part wire rope slings being used in heavy offshore rigging... the Rigging article by Peter Verhoef on Page 49 delves into 'Why the sling D/d ratio still matters'.



IN THE NEXT ISSUE

Scheduled for publication at the end of February, the next issue of Cranes & Access will include features on Heavy/Alternative lifting, Boom lifts, Energy/power developments, Loader cranes and a review of the UK's Executive Hire Show. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.



Certified IPAF PAL Card is proof of platform operator training to the highest standard.

✓ Available as eLearning or instructor-led course

✓ Regularly audited to ensure the highest standard of training is delivered

✓ Online verification of PAL Cards:
www.ipaf.org/checkpal



✓ Annually reviewed by the industry to ensure relevant and up to date content

✓ Complies with legal requirements

✓ Focus on safety & efficiency

✓ 40 years of industry experience

✓ Smart technology & fraud protected

✓ Courses available in multiple languages

✓ Optimal instructor-to-candidate ratio

✓ Comprehensive range of training courses

✓ Used by manufacturers of equipment worldwide

✓ Operator theory module can be taken remotely via eLearning

✓ Reassurance: A valid PAL Card proves the holder has passed an approved and audited IPAF theory and practical test within the past five years

ePAL

✓ **Safe.** ✓ **Audited.** ✓ **Internationally recognised.**

The IPAF Powered Access Licence or PAL Card is recognised worldwide across industries as proof of platform operator training to the highest standard. It is issued by the International Powered Access Federation (IPAF) to platform operators who successfully complete a training course and pass a test at an IPAF-approved training centre. Ask for the PAL Card as proof of operator training! Now available digitally on the ePAL app.

Find your nearest IPAF approved training centre at www.ipaf.org



ISO 18878
BUREAU VERITAS
Certification





Editorial

Mark Darwin - Editor
Imogen Campion - Assistant Editor
Leigh Sparrow
editor@vertikal.net

Associate Editors

Rüdiger Kopf (Freiburg)
Alexander Ochs (Freiburg)

Feature Editors

Nick Johnson
Saul Chernos

Sales & Customer Support

Clare Engelke
Pam Penny
Karlheinz Kopp

Production/Administration

Nicole Engesser

Editorial Data Specialist

Poppy Horne ph@vertikal.net

Subscriptions

Lee Sparrow

Publisher

Leigh Sparrow

Advertising Sales

UK based

Clare Engelke ce@vertikal.net
Tel: +44 (0)7989 970862
Pam Penny pp@vertikal.net
Tel: +44 (0)7917 155657

Germany based

Karlheinz Kopp khk@vertikal.net
Tel: +49 (0)761 89786615

The Vertikal Press

PO box 6998 Brackley NN13 5WY, UK
Tel: +44(0)8448 155900
Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

Vertikal Verlag

Hofackerstr. 95
D-79110 Freiburg
Germany
Tel: +49 (0)761 897 8660
Fax: +49 (0)761 897 86614
E-mail: info@vertikal.net

Vertikal
Press



COMMENT

SELLING £20 NOTES FOR £10!

For as long as I can remember, rental companies have complained about rental rates being too low.

From an outsider's point of view, this might seem odd - just put up the rates! I know, I know, easier said than done, and easy for someone not faced with getting all the equipment out on a Monday morning.

The cost-plus method says that if you have a product to sell, you add up the direct and indirect costs, decide a markup/profit margin, and there's your minimum price. Too high, and business is slow. Too low and you have all the sales you can handle, but there is not enough coming in to cover your costs - a 'Busy Fool'.

There are alternative strategies, of course, buy used equipment - 'Rent a wreck' - or use end loaded finance putting off the day of reckoning, locate premises in a cheap part of town and keep overheads to the bare bones. Trouble is, we all want the business class seats for a Ryan Air price.

This year's Rental Rate Survey highlights glaring price differentials between the lowest and the highest rental rates for the same product. Take a 36ft to 48ft slab electric scissor lift, the lowest average rate is £180, and the highest is almost twice that at £350!

There are, of course, plenty of factors that affect the rate charged such as your customer base and average length of hire, a major account or one day end user rental. The volumes are different, transport costs are different, and the help and support required is in a different league. Mind you, the end user will pay a lot quicker than the big contractor.

Downward pressure on rates is traditionally caused by supply exceeding immediate demand. Companies desperate for cash flow to pay finance charges etc adopt a 'get them out at any price' strategy, which might boost utilisation, but profit

and long term viability go out the window, while fuelling a downward rate spiral.

How is it that contractors accept price increases for products such as timber, cement, paint and skilled tradesmen - which have almost doubled in price since 2020 - but will not pay a fair price to rent equipment, even though it only makes up a fraction of a project's cost and is indispensable for completing a project on time.

Far too often, rental companies will set minimum rates, only for them to be abandoned when the first customer challenges them.

It reminds me of a factual story... a man calls to rent a platform. "That will be £250," says the hire desk clerk. "But I can get it from Joe down the road for £200," responds the buyer. "Well, says the clerk, £250 is our bottom price. I suggest you take Joe up on his offer - we can't match it?" "Ah.....," says the buyer... "he doesn't have any available at that price!"

I am not making light of the current situation. Rising costs have put enormous strains on rental companies, and contractors know they can drive rental rates down. But as if that's not bad enough, a growing number of them, at least in the UK, are demanding additional features for any machine coming on site, such as more sophisticated secondary guarding, harness detection on platforms, or a minimum age for cranes, yet refuse to pay any extra, displaying a complete lack of respect for the service supplied.

Increasing rental rates is ultimately in the hands of the industry as a whole.

Mark Darwin

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