A positive mixed year

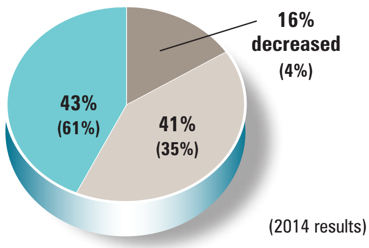
Our annual survey of rental rates in the UK and Ireland - now in its 15th year - received another solid response from our rental company reader, helping provide an interesting and quite telling overview of the market. While not as positive as this time last year, it remains encouraging overall.

The vast majority of respondents reported that rates during the year stayed the same or improved, although a slower second half probably tempered views of how the year was for many respondents. In spite of this most are more optimistic for 2016, and in many cases intend to continue to expand their fleets. This is almost certainly driven by strong utilisation levels during the year, but perhaps it might be better if these high activity levels pushed rates higher, rather than encouraging too much expansion? We welcome your comments and questions.

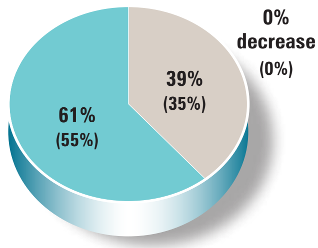
Crane rates

Crane hire rate trends

Crane hire rates over the past 12 months have:



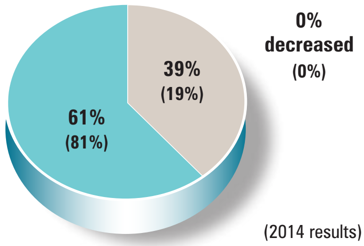
Crane hire rates during the next 12 months will:



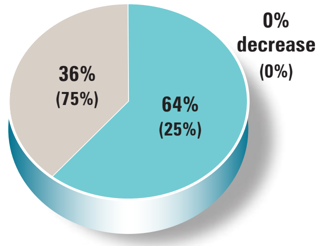
Rates have not performed as well in 2015 as they did in 2014 in terms of growth and in some areas there were signs of a fall-back. In spite of this most companies are positive for the new year with the majority expecting them to rise.

Crane fleet size

Crane fleet size over the past 12 months have:



Crane fleet size over the next 12 months will:



The vast majority of crane owners expanded fleet size in 2015 as a result of better rates, more work and a catch-up from the recession. For 2016 companies are more focused on consolidating the improvements and replacing rather than expanding. A mature reaction to the market.

Decreased

Stayed the same

Increased

Crane rental rates

Daily rates for mobile cranes

From last year rates have gone ▲ up ▼ down — same ■ new category

Crane size	Average	Lowest	Highest	Ideal
Under 30 tonnes	£476 ▲	£400 ▲	£510 ▼	£515 ▲
30 to 45 tonnes	£527 ▲	£440 ▲	£600 —	£588 ▲
50 to 65 tonnes	£632 ▲	£600 ▲	£680 ▼	£700 ▲
70 to 85 tonnes	£787 ▼	£700 —	£880 ▼	£846 ▼
95 to 125 tonnes	£1,170 ▲	£980 ▲	£1,500 —	£1,408 ▲
135 to 200 tonnes	£2,163 ▲	£1,800 ▲	£2,700 ▼	£2,451 ▲
210 to 350 tonnes	£3,661 ▲	£2,500 ▲	£5,000 ▲	£3,420 ▲
350 to 600 tonnes	£4,624 ▲	£4,250 ▲	£5,500 —	£8,219 ▲
Over 600 tonnes	£15,293 ▲	£14,500 ▲	£17,500 ▲	£18,210 ▲
Mobile Tower (4 to 5 axles)	£1,240 ▼	£1,000 ▼	£1,500 ▲	£1,600 ▲
Mobile Tower (6 to 7 axles)	£1,983 ▲	£1,850 ▲	£2,100 ▲	£2,850 ▲

Weekly rates for crawler cranes

Crane size - Operated	Average	Lowest	Highest	Ideal
Up to 50 tonnes	£2,250 ▲	£1,950 ▲	£2,750 ▲	£3,225 ▲
50 to 60 tonnes	£1,650 ▼	£1,600 —	£1,700 ▼	£2,038 ▲
70 to 80 tonnes	£2,978 ▲	£1,850 ▲	£2,750 ▼	£3,720 ▲
90 to 100 tonnes	£2,773 ▲	£2,250 ▲	£3,210 ▲	£4,500 ▲
120 to 150 tonnes	£3,209 ▲	£2,950 ▲	£3,750 ▲	£5,920 ▲
180 to 250 tonnes	£5,316 ▲	£5,000 ▲	£5,500 —	£6,000 ▲

Weekly rates for tower cranes

Flat tops and saddle jibs	Average	Lowest	Highest	Ideal
Less than 70t/m	£623 ▲	£600 ▲	£750 ▲	£850 ▲
120t/m	£1,147 ▲	£900 ▲	£1,200 ▲	£1,350 ▲
200t/m	£1,469 ▼	£1,350 —	£1,500 ▼	£1,650 ▲
300t/m	£2,061 ▼	£1,500 —	£2,250 ▲	£2,312 ▲
Luffers	**Average**	**Lowest**	**Highest**	**Ideal**
Less than 70t/m	£1,371 ▼	£1,200 —	£1,600 ▼	£1,530 ▲
100t/m	£1,628 ▲	£1,450 ▲	£2,100 ▲	£2,131 ▲
180t/m	£2,250 ▲	£2,000 ▲	£2,750 ▲	£2,730 ▲
300t/m	£2,666 ▲	£2,500 ▲	£3,600 ▲	£4,700 ▲
Self Erectors	**Average**	**Lowest**	**Highest**	**Ideal**
Self Erectors	£823 ▼	£675 ▲	£995 ▼	£1,022 ▲

Weekly rates of other cranes

Crane size	Average	Lowest	Highest	Ideal
Pick & Carry	£1,246 ▲	£500 ▲	£2,300 ▲	£1,550 ▲
Spider cranes (< 5 tonnes)	£1,472 ▲	£750 ▲	£2,450 ▲	£1,800 ■
Spider cranes (> 5 tonnes)	£1,789 ▲	£950 ▲	£2,650 ▲	£2,100 ■

Utilisation and percentage of initial cost

Mobile cranes

	Utilisation			Average rate as
Crane size	Average	Lowest	Highest	% of initial cost
Under 30 tonnes	69%	20%	85%	0.8%
30 to 45 tonnes	79%	70%	85%	0.8%
50 to 65 tonnes	79%	70%	85%	0.8%
70 to 85 tonnes	70%	55%	90%	0.9%
95 to 125 tonnes	68%	55%	65%	0.8%
135 to 200 tonnes	76%	60%	85%	0.9%
210 to 350 tonnes	73%	50%	90%	0.7%
350 to 600 tonnes	80%	75%	90%	•
Over 600 tonnes	•	•	•	•
Mobile Tower (4 - 5 axles)	77%	70%	50%	•
Mobile Tower (6 - 7 axles)	83%	70%	90%	•

• = Insufficient Data

Crawler cranes

	Utilisation			Average rate as
Crane size	Average	Lowest	Highest	% of initial cost
Up to 50 tonnes	78%	65%	85%	0.8%
50 to 60 tonnes	64%	50%	75%	0.7%
70 to 80 tonnes	72%	60%	80%	0.6%
90 to 100 tonnes	81%	70%	90%	0.6%
120 to 150 tonnes	83%	80%	85%	0.6%
180 to 250 tonnes	60%	50%	75%	0.4%

Tower cranes

	Utilisation			Average rate as
Flat tops and saddle jibs	Average	Lowest	Highest	% of initial cost
Less than 70t/m	71%	65%	85%	0.7%
120t/m	78%	80%	85%	0.7%
200t/m	80%	75%	90%	0.5%
300t/m	80%	75%	90%	0.6%

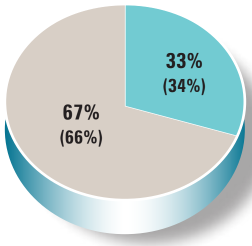
	Utilisation			Average rate as
Luffers	Average	Lowest	Highest	% of initial cost
Less than 70t/m	92%	85%	100%	0.6%
100t/m	90%	80%	95%	0.7%
180t/m	90%	85%	95%	0.7%
300t/m	75%	60%	85%	0.9%

	Utilisation			Average rate as
Self erectors	Average	Lowest	Highest	% of initial cost
Self Erectors	76%	65%	80%	0.8%

Other cranes

	Utilisation			Average rate as
Crane type	Average	Lowest	Highest	% of initial cost
Pick & Carry	52%	30%	80%	1.5%
Spider cranes (< 5 tonnes)	75%	55%	90%	1.2%
Spider cranes (> 5 tonnes)	81%	70%	90%	1.2%

What percentage of your jobs are contract lifts?

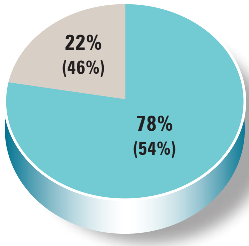


(2014 results)

Contract lifts | Pure crane hire

Little change in this area with around two thirds of all lifts remaining as pure crane hire.

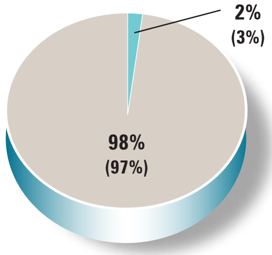
Would you recommend the crane hire industry to your children?



Yes | No (2014 results)

Predictably the improvements in the industry and opportunities for the next few years has encouraged more companies to tick the yes box.

Do you employ any female crane operators?

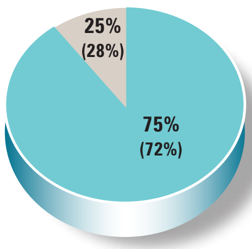


(2014 results)

Yes | No

No change here, in spite of some positive news articles during the year about women operators. It is more down to the number of applicants, rather than a resistance from crane companies.

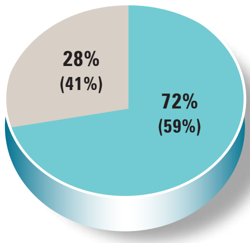
Who does your Thorough Examinations?



Third party | In house

(2014 results)

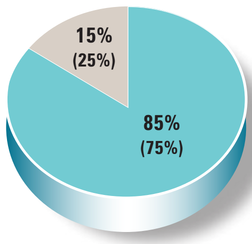
Should cranes be subject to MOT's?



Yes | No (2014 results)

A strong surge towards the Yes camp possibly due to the publicity surrounding the Baldwins corporate manslaughter trial at the time companies were responding?

What percentage of your operators are?



Employed | Freelance

(2014 results)

This now seems an almost dead question, the threat towards agency drivers seems to have shifted back towards full time operators.

Average fleet age in years

Average	Lowest	Highest
7.4 (6.7)	4 (3)	15 (12)

Respondent's comments

"A lot of cranes have been taken out of the marketplace over the past few years and this is helping with keeping rates up. Companies are still underselling themselves. How many companies charge cancellations - and do they claim them even from other crane hire companies when cross hiring?"

"Rates are getting a little better but historically they are still ridiculous, the smarter companies are managing to make a decent return though."

"Rental rates are better but still not at levels that justify the massive investment required. Crane hire companies must stop being busy fools and relying on employees to work all hours that god gives to make it work."

"Rates in the UK are so low and everyone wants new equipment that it's always safety that takes a bashing. Something has to give, whilst I appreciate it's not an excuse, owners are under pressure to stay in business and in doing so they risk compromise or at least some people in the organisation do. Main clients should stop being cheapskates and protect the industry by paying the right money."

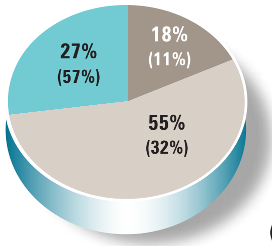
"Lack of even routine maintenance is an inherent problem within the industry, poor hire rates result in little available down time for machines to be worked on. Crane hire companies just don't have the financial resources to stand the cranes down for routine maintenance to be carried out. Road accidents like the tragic 500 tonne Baldwin one will continue to happen unless some form of MOT is introduced."

Powered Access rates

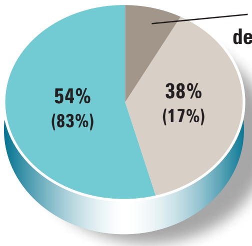
Rate trends

Decreased | Stayed the same | Increased

Access rates over the past 12 months have:



Access rates during the next 12 months will:

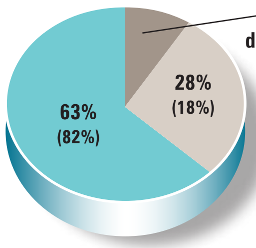


(2014 results)

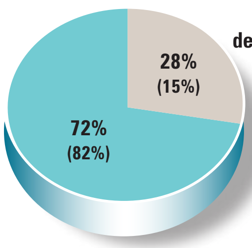
Rental rate growth has clearly slowed with some respondents reporting a slip back in some categories. However the vast majority report stability which is even more positive given the fact that fleets have grown and a number of rapidly growing new entrants have joined the market. The vast majority of respondents are positive for 2016 which given the slower third quarter last year is encouraging.

Fleet trends

Fleet size over the past 12 months have:



Fleet size over the next 12 months will:



(2014 results)

Fleet expansion has slowed a little compared to last year, but the majority of respondents still reported further growth in 2015. A surprising 72 percent plan to continue this in 2016 in spite of the fact that only half believe there is any chance of rates improving and while a gap still exists between actual rental rates and ideal rates.

Weekly rental rates by general category

From last year rates have gone

▲ up ▼ down — same ■ new category

Electric self-propelled scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
Under 5 metres	£88 ▼	£45 ▲	£130 ▼	£109 ▼
6 metres (19/20ft)	£106 ▲	£75 ▲	£150 ▼	£132 ▼
8 metres (26ft)	£139 ▲	£117 ▲	£190 ▲	£168 ▲
9-10 metres (30-33ft)	£141 ▲	£115 ▲	£240 ▲	£196 ▲
11-12 metres (36-39ft)	£214 ▲	£170 ▲	£240 ▼	£251 ▲
13-17 metres (42-55ft)	£271 ▲	£175 ▲	£480 ▲	£278 ▼
17-22 metres	£528 ▼	£495 ▲	£585 ▼	£600 ▲
Over 22 metres	£733 ▼	£635 ▼	£780 ▼	£833 ▼

Push around scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
Push Arounds	£47 ▼	£35 ▲	£70 ▼	£81 ▲
Portable	£114 ▲	£52 ▲	£185 —	£200 ▲

Diesel/bi-energy scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
8 metres (26ft)	£189 ▲	£152 ▲	£240 ▲	£202 ▲
9-10 metres (30-33ft)	£223 ▲	£159 ▲	£290 ▲	£233 ▲
11-12 metres (36-42ft)	£236 ▲	£165 ▲	£290 ▲	£261 ▲
13-17 metres (43-56ft)	£293 ▲	£180 ▲	£350 ▲	£345 ▲
17-22 metres	£296 ▲	£225 ▲	£300 —	£350 ▲
Over 22 metres	£782 ▲	£730 ▼	£800 —	£899 ▼

Electric self-propelled booms

Platform Height	Average	Lowest	Highest	Ideal
Under 11 metres	£237 ▲	£220 ▲	£255 ▲	£320 ▲
10-12.5 metres (32-40ft)	£236 ▼	£200 —	£380 ▲	£290 ▼
Over 14 metre (45ft plus)	£321 ▲	£240 —	£475 ▲	£426 ▲

Mast booms

Platform Height	Average	Lowest	Highest	Ideal
8 metres	£161 ▼	£155 ▲	£170 ▲	£320 ▲
10 metres	£209 ▼	£160 ▼	£280 ▼	£279 ▲

Rough Terrain articulated booms

Platform Height	Average	Lowest	Highest	Ideal
12-14 metres (39-45ft)	£230 ▲	£200 ▲	£350 ▲	£291 ▲
15-16 metres (49-52ft)	£257 ▼	£220 ▲	£295 ▼	£321 ▼
17-19 metres (56-62ft)	£339 ▼	£235 ▲	£450 ▲	£377 ▼
20-23 metres (65-70ft)	£399 ▲	£350 ▲	£590 ▲	£452 ▲
24-26 metres (80-86ft)	£593 ▲	£396 ▼	£980 ▲	£783 ▲
Over 27 metres	£1,212 ▲	£1,104 ▲	£1,350 ▲	£1,656 ▲

Straight telescopic booms

Platform Height	Average	Lowest	Highest	Ideal
Under 17 metres (40-46ft)	£228 ▲	£210 ▲	£265 ▲	£329 ▲
20-23 metres (60-70ft)	£387 ▲	£300 ▲	£423 ▼	£494 ▲
24-26 metres (80-86ft)	£498 ▼	£500 ▲	£570 ▼	£691 ▲
Over 27 metres	£1,202 ▲	£1,025 ▼	£1,500 ▲	£1,532 ▲

2015 rental rates survey c&a

Weekly rental rates by general category (continued)

From last year rates have gone
▲ up ▼ down — same ■ new category

Trailer lifts

Platform Height	Average	Lowest	Highest	Ideal
12-13 metres (30-38ft)	£187 ▼	£185 ▲	£320 ▼	£267 ▼
17 metres (50ft)	£349 ▲	£220 ▼	£600 ▲	£333 ▼
Over 20 metres	No Data	No Data	No Data	£575 —

Spider lifts

Platform Height	Average	Lowest	Highest	Ideal
Up to 15 metres	£435 ▼	£160 ▼	£600 ▼	£521 ▼
16-20 metres	£663 ▲	£220 ▼	£800 ▼	£810 ▲
20-25 metres	£1,122 ▲	£800 ▲	£1,920 ▲	£1,472 ▲
26-35 metres	£1,789 ▲	£1,650 ▲	£1,800 ▼	£2,108 ▲
Over 35 metres	£2,120 ▼	£2,000 ▼	£2,200 ▼	£2,599 ▲

Van mounts - Weekly rates

Platform Height	Average	Lowest	Highest	Ideal
Up to 13 metres	£374 ▲	£350 ▲	£410 ▲	£405 ▲
13 to 17 metres	£482 ▲	£375 ▲	£550 ▼	£506 ▲
Over 17 metres	£661 ▼	£625 ▼	£725 —	£932 ▲

Truck mounts - Daily rates

Platform Height	Average	Lowest	Highest	Ideal
under 25 self drive	£221 ▼	£154 ▼	£305 ▼	£309 ▼
22-35m with operator	£397 ▼	£390 ▲	£450 ▼	£491 ▼
36-45 metres	£677 ▼	£550 ▲	£900 ▼	£894 ▲
46-70 metres	£1,106 ▼	£975 ▲	£1,350 ▼	£1,650 ▲
Over 70 metres	£2,492 ▲	£2,250 ▲	£2,500 ▼	£3,430 ▲

While rates have improved in 2014 it is still from a low level. Increased costs - deliveries, fuel, maintenance etc - coupled with higher prices for new machines, means that margins are still tight. Although rates are holding up, the general view is that there is still room for improvement.

Utilisation and Returns

Electric self-propelled scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Under 5 metres	71%	60%	75%	1.7%
6 metres (19/20ft)	69%	65%	75%	1.8%
8 metres (26ft)	72%	68%	78%	1.4%
9-10 metres (30-33ft)	73%	66%	80%	1.5%
11-12 metres (36-39ft)	69%	50%	81%	1.6%
13-17 metres (42-55ft)	82%	45%	90%	1.2%
17-22 metres	71%	56%	75%	1.0%
Over 22 metres	77%	75%	81%	1.0%

Push around scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Push Arounds	63%	49%	78%	1.5%
Portable	71%	60%	90%	2.2%

Diesel bi-energy scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
8 metres (26ft)	78%	52%	78%	0.9%
9-10 metres (30-33ft)	79%	66%	87%	0.9%
11-12 metres (36-42ft)	74%	60%	82%	0.7%
13-17 metres (43-56ft)	76%	60%	88%	0.6%
17-22 metres	74%	65%	86%	0.7%
Over 22 metres	72%	60%	80%	0.8%

Electric self-propelled booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Under 11 metres	76%	60%	78%	1.1%
10-12 metres (32-40ft)	74%	65%	76%	1.0%
Over 14 metre (45ft plus)	81%	68%	92%	0.9%

Mast booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
8 metres	60%	45%	80%	1.1%
10 metres	71%	53%	80%	1.6%

RT articulated booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
12-14 metres (39-45ft)	55%	30%	75%	1.2%
15-16 metres (49-52ft)	73%	50%	86%	0.9%
17-19 metres (56-62ft)	76%	60%	85%	0.8%
20-23 metres (65-70ft)	86%	68%	92%	0.6%
24-26 metres (80-86ft)	79%	57%	89%	0.6%
Over 27 metres	72%	55%	82%	1.0%

Straight telescopic booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Under 17 metres (40-46ft)	82%	43%	95%	0.7%
20-23 metres (60-70ft)	76%	61%	88%	0.7%
24-26 metres (80-86ft)	77%	68%	80%	0.7%
Over 27 metres	69%	55%	85%	1.0%

Trailer lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
12-13 metres (30-38ft)	52%	36%	65%	1.6%
17 metres (50ft)	49%	18%	65%	2.5%
Over 20 metres	No Data	No Data	No Data	No Data

Spider lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Up to 15 metres	44%	10%	60%	1.4%
16-20 metres	54%	26%	75%	1.7%
20-25 metres	56%	21%	80%	2.1%
26-35 metres	57%	45%	65%	1.4%
Over 35 metres	63%	50%	66%	1.1%

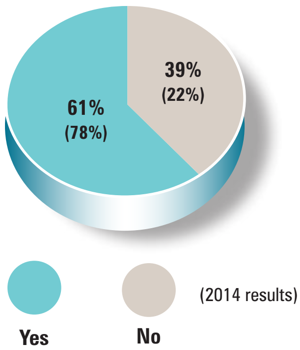
Van mounts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Up to 13 metres	66%	50%	86%	1.2%
13 to 17 metres	63%	40%	85%	1.1%
Over 17 metres	74%	65%	70%	1.2%

Truck mounts

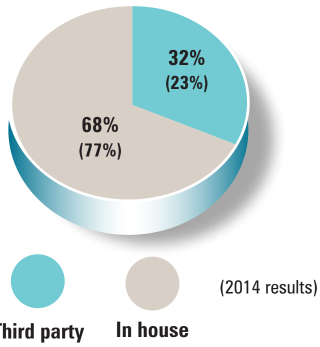
	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
3.5 tonne chassis	64%	49%	75%	0.7%
7.5 tonne chassis	73%	55%	80%	0.9%
36-45 metres	71%	57%	75%	1.4%
46-70 metres	66%	58%	75%	1.2%
Over 70 metres	88%	80%	90%	1.4%

Would you recommend the access industry to your children?



A surprising upturn in the number of respondents answering No to this question possibly indicating a tougher four or five months leading up to the survey?

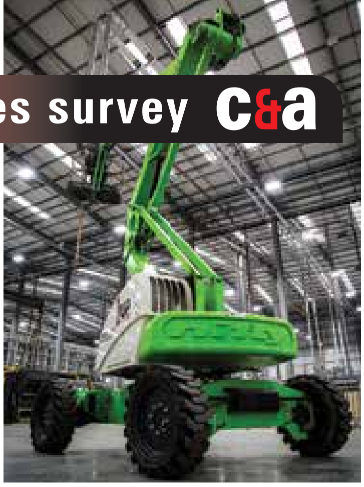
Who does your Loler Thorough Examinations?



The trend towards third party inspections continued after stalling last year, but this also hides the fact that a number of companies use both methods. Next year we will modify the question.

Average fleet age in years

Average	Lowest	Highest
3.4 (3.7)	2 (1)	5.9 (8)



Access respondent's comments

"Machine manufacturers must not, whatever they do, bow to pressure from the slicker operators who push them for silly deals. If these guys would use the advantages of a good deal to make a bigger margin that would be fine, but they don't they just use it to justify price cutting. And some of the worst offenders are those on their second time round who ought to know better. They are just looking for a quick buck and ego satisfaction."

"In the last four to five months there have been a number of new machines hitting the market. The UK is becoming saturated and the only thing that will suffer will be rental rates and returns, which accordingly will reflect in corners being cut from a safety and inspection perspective. Manufacturers prices are not being reflected in rental rates and the quality of salesmanship amongst the 'Nationals' is lamentable. Additionally, too many incredibly greedy individuals who have made their money first time around have come back into the market, which is not helping. Quality of service is everything and too many organisations are running too close to the edge and we feel that there will be casualties in the near future."

"Some of the national companies are saying one thing and then doing the opposite, in one case they told their local staff to take the business from us no matter what the price - even if it was free."

"There is a change going on with better construction companies beginning to understand that messing about with cut-price rates amounts to a good deal less than the cost of chopping and changing between suppliers. I hope that this is a trend that will continue and grow."

"This has been a good year - a bit soft in the autumn, but good - as we go over the winter everyone needs to hold their nerve and demand a fair price for a good service and good kit."

"Rates for big truck mounts are improving despite the increase in the machines on the market in the past two years. Hire companies that re-rent still seem to have a problem checking the rate with a specialist before quoting their customer!"

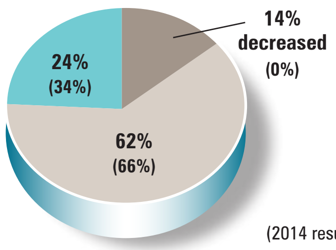
"We are not prepared to disclose our average rates or utilisation but I know that we achieve much better rates than some/most of our competitors and better rates than what we are often accused of. The market needs to up its game, I have filled in the generic questions, hope this of some use."

Telescopic handler rental rates

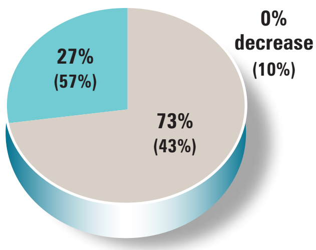
Rate trends

Decreased Stayed the same Increased

In the past 12 months rental rates have:



In the next 12 months rental rates will:

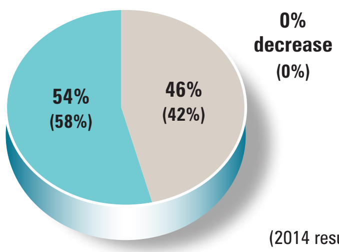


(2014 results)

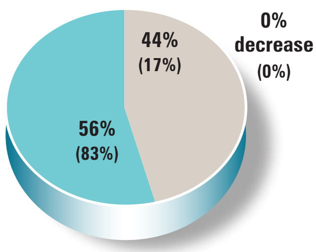
Rate growth slowed compared to last year as a large number of new machines were added and the catch-up from the slow-down came into balance. Overall it looks like rates stalled although the story is different for each size of machine. It is interesting to note that no one expects rates to fall this year, but then that was also the case last year and yet 14 percent of respondents did experience lower rates. This year more respondents are taking a pragmatic view that rates will stagnate, possibly because rates are reaching levels that our respondents consider to be 'ideal'.

Fleet size

In the past 12 months rental rates have:



In the next 12 months rental rates will:



(2014 results)

Every respondent maintained or increased fleet size this year and interestingly the average age of equipment dropped significantly, possibly due to one or two aging fleets dropping out or not responding. For 2016 the industry looks divided between maintaining fleets at this year's levels and expanding them. No-one admitted to cut-back plans.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Hydrostatic transmission
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Weekly rental rates for telehandlers

From last year rates have gone ▲ up ▼ down — same ■ new category

Fixed frame

Lift height	Average	Lowest	Highest	Ideal
Under 5 metres	£247 ▼	£210 ▲	£290 ▼	£303 ▼
5 to 7 metres	£267 ▼	£205 ▲	£325 —	£330 ▼
8 to 10 metres	£299 ▼	£230 ▲	£395 ▼	£335 ▼
11 to 13 metres	£322 ▲	£250 ▲	£425 ▲	£399 ▲
14 to 15 metres	£347 ▲	£275 ▼	£450 —	£429 ▼
16 to 18 metres	£457 ▲	£390 ▲	£535 ▲	£529 ▼
Over 18 metres	£662 ▼	£650 ▼	£700 ▼	£778 ▲

360 degree

Lift height	Average	Lowest	Highest	Ideal
Under 20 metres	£721 ▲	£675 ▲	£800 ▲	£822 ▲
20 to 25 metres	£1,010 ▼	£900 ▼	£1,100 —	£1,316 ▼
Over 25 metres	£1,302 ▲	£1,150 ▲	£1,500 —	£1,604 ▲

Utilisation and return on investment

Fixed frame

	Utilisation			Average rate as
Lift height	Average	Lowest	Highest	% of initial cost
Under 5 metres	79%	65%	95%	0.7%
5 to 7 metres	76%	70%	85%	0.8%
8 to 10 metres	78%	63%	85%	0.8%
11 to 13 metres	77%	65%	90%	0.7%
14 to 15 metres	83%	74%	95%	0.9%
16 to 18 metres	80%	75%	85%	0.8%
Over 18 metres	93%	85%	100%	1.1%

360 degree

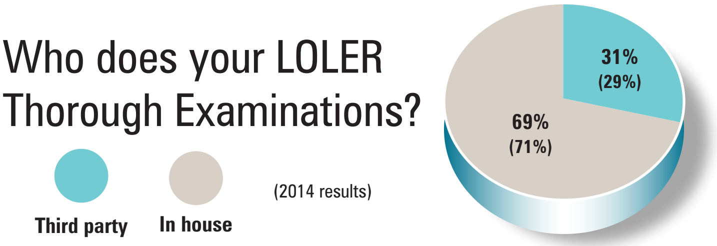
	Utilisation			Average rate as
Lift height	Average	Lowest	Highest	% of initial cost
Under 20 metres	74%	65%	80%	0.7%
20 to 25 metres	76%	70%	80%	0.8%
Over 25 metres	88%	80%	100%	0.9%

Percentage of units going out with work platform attachments:

From last year rates have gone ▲ up ▼ down — same ■ new category

Type	Average	Lowest	Highest
Fixed frame	2.0% ▲	0% —	5% ▲
360 degree	9.0% ▲	0% —	20% ▲

Who does your LOLER Thorough Examinations?



Very little change here with around two thirds preferring to do them in-house.

Average fleet age in years

Average	Lowest	Highest
3.2 (3.1)	1 (1)	6 (12)

What other products do you provide?

Cranes	Access	General Plant	Tools
9% (3.1)	36% (28)	44% (41)	21% (23)

This was intended to determine any trends in the type of rental company that offer telehandlers given that is not a specialist item like access and cranes. Clearly the majors such as Hewden, A-Plant and HSS influence this in that they all offer access and telehandlers. The combination of access and telehandlers is growing, probably more driven but the national generalists and telehandler rental companies getting into access, rather than access companies getting into telehandlers.

Respondent's comments

"Business has been good this year with a lot more happening, but too many machines at the smaller end now and some companies - and they know who they are - are dropping the price to keep them busy."

"Funny year 2015 - not bad but I'm not as optimistic as when I did this a year ago - can't put my finger on it but maybe too many changes up in the air?"

"We have been buying teles this year and have added a good few to the fleet building it back to what we had before the crash. Rates need to go up still. We are going to add some rotos this year that'll be interesting!"

"The big thing for next year (2016) is what happens with the big merger you have to hope it will add more stability to rates or even be a positive influence but not holding my breath."

Comment from a contractor/reader – not sector specific

I see you are looking for information on the rate guide again, I wanted to say that this is always an enjoyable read in so many ways. As an outsider which regular hires equipment I can tell you that suppliers are their own worst enemy, they don't have enough respect for the service they provide, well some of them! We can get the same or sometimes better prices from the best players - it's like buying a Beamer at a Lada price. Great for us but you have to worry how long they can go on like this. Great for us, but it is more important for us that they maintain the service and continuity and I am not sure that some can. Just look at some of the experimentation going on. Enough said, keep up the good work.