cranes & access

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November 2015 Vol.17 issue 8

Boom lifts

Loader cranes

Alternative lifting

......Dingli launches micro scissors...Manitou adds heavy-duty telehandlers...New Kato cranes arrive......

On the cover:

Specialist heavy lift and transport company Mammoet completed the first ever lift of a 'live' high voltage pylon in the Netherlands, using a 500 tonne jacking system to raise the 380kV structure in-situ by four metres, while maintaining the power supply.

c&a contents

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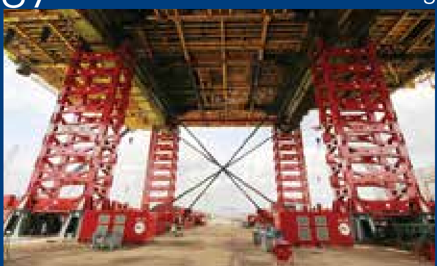

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TVH acquires in France, Saudi clarifies crane rules, New Dingli 13ft micro scissors, WolfLifT is no more, New Manitou heavy duty telehandlers, Electric crane from Wagenborg, New Skyjack telehandlers, CTE upgrades B-Lift HR, New 26m Bluelift, New National Crane, AC700 for Wiesbauer, Three new Heavy cranes from Hiab, Mammoet expands in UK, Luffing jib for Jekko SPX1275CDH, New Kato for Sutch and financials round-up.

Boom lifts 17

This year has seen many new Rough Terrain and large boom lift introductions as more manufacturers move into the higher working heights. We review the market as well as look at some interesting applications.

Loader cranes 27

After a few relatively challenging years, Hiab is making a concerted effort to regain market share and even market leadership. Cranes & Access talked to Alastair Evans, head of Hiab UK to find out more. We also round-up the sector with the latest news.

Alternative lifting 37

Last month we looked at heavy lifting with mobile cranes, however there are numerous occasions when a mobile crane is impractical or a less efficient method. We look at some of the alternatives used in various applications.

Show round-up 45

Recent regional shows have included GIS (Giornate Italiane del Sollevamento) - the Italian Cranes & Access Show - and Verticaaldagen held for the first time at the Evenmentenhal Gorinchem in the Netherlands. We bring you some of the highlights.

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Kran & Bühne: The Vertikal Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

In the next C&A

The next issue of Cranes & Access - scheduled for mid-January - will feature mid to large truck mounted lifts, telescopic crawler cranes, the annual Rental Rate Guide and a look back at 2015. If you have any contributions or suggestions, or are interested in advertising in this issue, please contact our editorial or sales teams.

When you are courting a nice girl an hour seems like a second. When you sit on a red-hot cinder a second seems like an hour. That's relativity.

Albert Einstein

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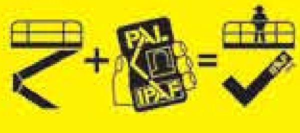

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&access
For users & buyers of lifting equipment

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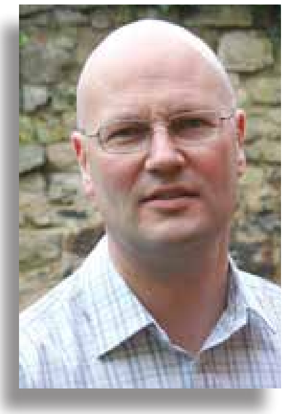

Under pressure?

Many of you will have noticed that we have started to gather information for this year's Cranes & Access Annual Rental Rate Guide. Questionnaires have already been sent to a wide range of crane, access and telehandler companies in an effort to establish the current state of the market and asking what you think about next year. Initial feed-back suggests that fleet sizes have increased over the past 12 months and rental rates have generally improved while remaining below sensible levels.

Those scanning the financial reports will have noticed a mixture of red and black ink - particularly among market leaders. It has been seven years since the financial crash and the recovery has been turbulent at times with growth slowing a little this past quarter. The key question is will the industry hold its nerve or give in to pricing pressures?

Over the past year or two rental companies in all three sectors have been more measured, largely managing to avoid over-reacting to seasonal or short-term drops in utilisation by slashing rates to uneconomic levels. This has been helped by less gung-ho expansion during periods when business has been strong, which in the past has distorted the balance between supply and demand to a point where rates are cut in some cases just to meet monthly finance payments. Perhaps this is a sign of maturity, the higher cost of new equipment or tighter finance availability?

If there are signs of weakness it is through pressure building on manufacturers from rental companies - in many cases new well-organised entrants or re-entrants - looking to expand by putting equipment out at below sensible levels to take market share. The pressure is to reduce new machine prices - even though demand does not justify it - or for distorted finance packages with low payments and unrealistic residual balloons that require manufacturer guarantees.

The message typically goes: 'this is the rate I need to put the machine out, so my monthly payment needs to be…..' This is all very well if there is good justification. But if not, we are heading back down a slippery path.

This scenario has been acted out many times before and it does not end well for anyone, except possibly the end-user but only in the short-term. Eventually supply drops, machines are kept in the fleet far longer than makes sense or overheads are cut which impacts on service and if you are not careful - safety.

Every machine costs a certain amount to design, build and support and no matter what anyone tells you the difference between manufacturer's costs are not that great. It is clear from the third quarter results that while manufactures are doing OK, margins are not excessive. Therefore for a healthy industry, rental rates must reflect the costs of the equipment based on sensible life spans, proper maintenance and realistic financing. Anything else is doomed to failure.

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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