

cranes & access

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December/January 2017 Vol.18 issue 9

**Annual rental
rate survey**

**Alternative
lifting**

**Look back
at 2016**

Truck mounted lifts

.....TVH & Loxam fight for Lavendon....Hewden break-up....Terex Cranes restructures.....

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On the cover:

A Nationwide Platforms 27 metre Ruthmann T275 truck mounted platform is used for annual inspection and maintenance work on the 150 year old Clifton Suspension Bridge over the River Avon in Bristol.



C&A contents

17 Truck mounted lifts



39 Alternative lifting



53 Look back at 2016



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Loxam and TVH in bidding war for Lavendon, Crane operator blamed for NY incident, Terex to restructure German crane production, New 86ft booms from Haulotte, Dingli, XCMG and Skyjack, Ashtead acquires Hewden, Loxam to acquire Hune, Ainscough takes Select cranes, Lightweight Service Crane from ALE, New 32t Elliott boom truck, A new Link-Belt crawler, New Matilsa trailer lift, New recycling crane from Hiab, JLG confirms Euro parts outsourcing, Speedy acquires Lloyds British and financials round-up.



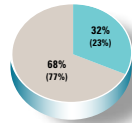
Truck mounted lifts 17

The truck mounted lift market is alive and kicking with plenty of new products and developments including pushing the working height envelope on 3.5 tonne chassis a little bit further. We review developments before turning our attention to the larger 70 metre truck mounted platform sector. We also interview Ib Steffensen of BMS on its plans to expand its Europe-wide truck mounted rental fleet.



Rental rate guide 25

After another mixed year with crane companies doing considerably better than the access rental sector, this is the second year in a row where the overall results were not quite as good as the year before. Find out the full facts in our comprehensive rental rate survey.



Alternative lifting 39

This month we take a look at alternative methods of lifting and moving loads. Mark Darwin travelled to high pressure hydraulic systems specialist Enerpac in the Netherlands and interviewed Bob Pooler of Pooler-LMT in the UK the international distributor for Versa-Lift lift trucks.



In the next C&A

The next issue of Cranes & Access scheduled for mid-February will feature: All Terrain cranes, Electric/hybrid scissors, the main Conexpo preview and Mastclimbers and hoists. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

Bauma China review 47

Although the atmosphere at this year's Bauma China was more subdued than in 2014, powered access products were the 'flavour of the month'. We have the show highlights.

Conexpo 2017 preview 50

This year's big international construction equipment show is Conexpo in early March. In our first preview we highlight a few of the major new product launches.

Look back at 2016 53

We take our annual look at the major news reports and events in 2016, covered issue by issue in Cranes & Access. Apart from the major political shocks, terrorism was never far from the headlines.



Our industry sectors were generally busy but several major manufacturers struggled as uncertainty and low oil prices choked investment.

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All set for a crowded market

For several years now we have wondered why the major construction equipment manufacturers have shied away from the crane, aerial lift and 360 degree telehandler markets.

Unlike most other equipment, crane and aerial lift product lines are very wide with little overlap between each model or family. When asked, the construction manufacturers reply along the lines - 'there are not enough global sales for a particular model or type to justify the investment, given that there are already many specialist manufacturers in those sectors'.

This reticence did not stop the multitude of manufacturers wading into the mini excavator and skid steer markets from the 1990s onwards, many with no hope of achieving even a one percent share of the market. Today there must still be at least 30 manufacturers chasing sales in a sector dominated by four or five companies.

But there appears to be change in the air...

The aerial work platform market has finally come of age and is perhaps now interesting and large enough to warrant general equipment manufacturers taking a new look at the sector?

At Bauma China the one very noticeable trend was that crane makers and other construction equipment suppliers are looking seriously at the access sector, in some cases showing a full 'pop-up' product range. The most notable among them was government-owned XCMG with boom lifts up to 98ft and a full line of electric scissor lifts. Sany also showed several units, including four slab electric scissor lifts badged as Sany Palfinger.

Rumours have been rife for months that other major mainline construction equipment manufacturers - producing earthmoving equipment such as backhoe loaders, excavators and dump trucks - will be launching aerial lift product lines in the coming months.

But why now?

Well many general equipment manufacturers have suffered from lower global sales particularly in general muckshifting applications just as Chinese competition intensifies and may be looking at ways to maintain revenues? Certainly, global sales projections for access equipment are on the up in what is globally still a young developing market. But will a major influx of manufacturers which do not fully understand the market simply create a price war? Or will they stimulate new ideas, material usage and production techniques which could improve the market?

Against this trend, Terex - the one global company that was involved in earthmoving to lifting - is reverting to three strong specialist divisions - cranes, access and materials processing - after years of trying to be all things to all contractors, now preferring to be a master in more specialist markets.

Time will tell which companies got it right but for now it will be interesting to watch how it all plays out.

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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