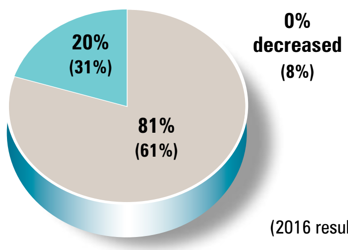
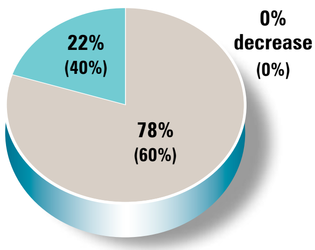
A pretty good year

At the risk of making a sweeping generalisation, this year has seen all three markets we cover do well with an overall rise in hire rates with the crane companies continuing to make progress overall, while aerial lifts have held their own after last years' declines. Of course this generalisation may vary depending on which particular segment you look at. This is the 17th year of the survey with all the previous results still available to view on line at www.vertikal.net.

Crane rates

Crane hire rate trends - all types



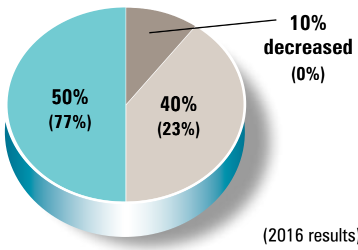


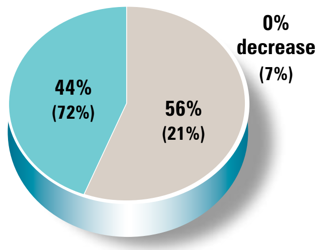
(2016 results)

This time last year none of our respondents anticipated that rates would fall and sure enough none have reported declines. Most of the companies stated that rates had remained at 2016 levels, although 22 percent reported rate increases. Looking at the data it is clear that if you run All Terrain cranes between 25 and 100 tonnes plus a few self-erecting mobiles, tower cranes and/or crawlers you would have done very well. On the other hand if you your fleet had a large number of big ATs - say 100 to 600 tonnes - you would have experienced lower rates due to lower utilisation.

A large majority of respondents expect rates to remain at this year's levels - substantially more than last year. Once again, no-one expects rates to fall over the next 12 months and 22 percent of those surveyed anticipate further rises. It is certainly possible that the larger All Terrain rates will bounce back as more infrastructure projects come on stream and new entrants into this market push up their introductory rates.

Crane fleet size





(2016 results)

This year's results show that our respondents last year had a pretty good feel for the market when the number of companies reducing their fleets came in slightly above estimates. The number of respondents that had expanded their fleets in the year was 50 percent compared to 72 percent last year, while 40 percent of companies made no changes to fleet numbers.

Input is quite mixed but this year but no-one surveyed said that they were planning any fleet reductions - a significant change from last year. Those who replied were split equally between remaining the same size and expanding.

Decreased **Stayed the same** **Increased**

Crane rental rates

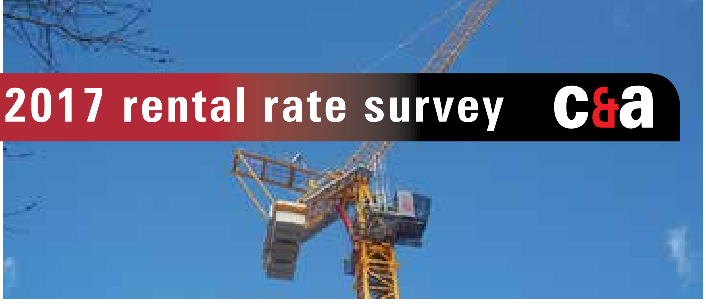
Daily rates for mobile cranes

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

Crane size	Average	Lowest	Highest	Ideal
Under 30 tonnes	440 ▲	350 ▼	520 ▲	490 ▲
30 to 45 tonnes	483 ▲	420 —	600 ▲	528 ▲
50 to 65 tonnes	590 ▲	520 ▼	680 ▼	638 ▲
70 to 85 tonnes	768 ▲	750 ▲	780 ▼	810 ▼
95 to 125 tonnes	1064 ▼	960 ▲	1300 ▼	1175 ▼
135 to 200 tonnes	1776 ▼	1200 ▼	2500 —	2013 ▼
210 to 350 tonnes	2800 ▼	1500 ▼	3500 ▼	2875 ▼
350 to 600 tonnes	7033 ▼	5500 ▼	8600 ▼	9500 ■
Over 600 tonnes no input				
Self-Erecting Tower (4 to 5 axles)	1625 ▲	1400 ▲	1850 ▲	1725 ▲
Self-Erecting Tower (6 to 7 axles	1950 ▼	1900 ▲	2000 ▼	2100 ▼

Weekly rates for crawler cranes

Crane size - Operated	Average	Lowest	Highest	Ideal
Up to 50 tonnes	1,596 ▲	950 ▲	3000 ▲	3750 ▲
50 to 60 tonnes	1,282 ▲	1,100 ▲	3150 ▲	4220 ▲
70 to 80 tonnes	2825 ▲	1750 ▲	3900 ▲	4976 ▲
90 to 100 tonnes	2837 ▲	2000 ▲	4000 ▲	5650 ▲
120 to 150 tonnes	2998 ▲	2200 ▲	4000 ▲	5735 ▲
180 to 250 tonnes	5085 ▲	4500 ▲	5750 ▲	6500 ▲
Over 250 tonnes no input				



2017 rental rate survey c&a

Crane rental rates

From last year rates have gone

▲ up ▼ down — same ■ new category

Weekly rates for tower cranes

Flat tops and saddle jibs	Average	Lowest	Highest	Ideal
Less than 70t/m	773 ▲	750 ▲	795 ▲	800 ▲
120t/m	1057 ▲	913 ▲	1200 —	1200 ▲
200t/m	1775 ▲	1750 ▲	1800 ▲	1850 ▲
300t/m	2264 ▲	2000 ▲	2700 ▼	3000 ▲
Luffers	**Average**	**Lowest**	**Highest**	**Ideal**
Less than 70t/m	1656 ▲	913 ▲	2500 ▼	1700 ▲
100t/m	1850 ▲	1500 ▲	2200 —	2100 ▲
180t/m	2813 ▲	2400 ▲	2900 —	3055 ▲
300t/m	3229 ▲	2900 ▲	3600 ▲	4000 ▲
Self Erectors	**Average**	**Lowest**	**Highest**	**Ideal**
Self Erectors	716 ▲	625 ▲	800 ▲	730 ▲

Weekly rates of other cranes

Crane size	Average	Lowest	Highest	Ideal
Pick & Carry	1625 ▼	1,150 ▲	2,100 ▼	1,900 ▲
Min crawlers - up to 12t	795 ▼	£740 ▼	£850 ▼	922 ▲
Spider cranes (<5 tonnes)	1325 ▲	650 ▼	2000 ▼	1625 ▲
Spider cranes (> 5 tonnes)	1350 ▼	1000 ▼	1800 ▼	1964 ▲

Utilisation and percentage of initial cost

Mobile cranes

	Utilisation			Average rate as
Crane size	Average	Lowest	Highest	% of initial cost
Under 30 tonnes	82%	60%	95%	1.2%
30 to 45 tonnes	84%	75%	95%	1.2%
50 to 65 tonnes	85%	80%	95%	0.9%
70 to 85 tonnes	84%	70%	95%	1.0%
95 to 125 tonnes	83%	75%	100%	1.0%
135 to 200 tonnes	71%	60%	75%	0.9%
210 to 350 tonnes	65%	60%	70%	0.7%
350 to 600 tonnes	72%	60%	80%	-
Over 600 tonnes no input				
Mobile Tower (4 to 5 axles)	95%	90%	99%	1.2%
Mobile Tower (6 to 7 axles)	95%	90%	99%	1.0%

Crawler cranes

	Utilisation			Average rate as
Crane size	Average	Lowest	Highest	% of initial cost
Up to 50 tonnes	71%	60%	75%	0.8%
50 to 60 tonnes	69%	65%	70%	0.7%
70 to 80 tonnes	70%	60%	75%	0.7%
90 to 100 tonnes	63%	25%	100%	0.5%
120 to 150 tonnes	72%	55%	100%	0.3%
180 to 250 tonnes	70%	65%	75%	0.3%
Over 250 tonnes no input				

Tower cranes

	Utilisation			Average rate as
Flat tops and saddle jibs	Average	Lowest	Highest	% of initial cost
Less than 70t/m	73%	70%	80%	0.8%
120t/m	94%	90%	100%	0.7%
200t/m	91%	85%	95%	0.7%
300t/m	77%	70%	85%	0.7%

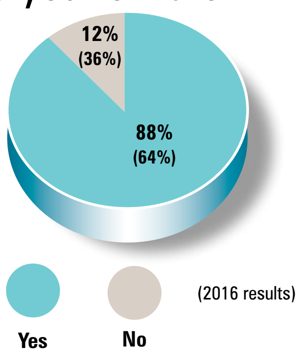
	Utilisation			Average rate as
Luffers	Average	Lowest	Highest	% of initial cost
Less than 70t/m	68%	50%	75%	1.0%
100t/m	96%	90%	100%	0.6%
180t/m	95%	90%	100%	1.0%
300t/m	85%	75%	95%	1.2%

	Utilisation			Average rate as
Self erectors	Average	Lowest	Highest	% of initial cost
Self Erectors	72%	70%	75%	0.7%

Other cranes

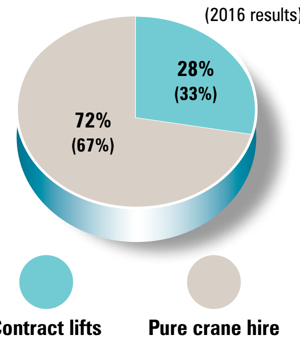
	Utilisation			Average rate as
Crane type	Average	Lowest	Highest	% of initial cost
Pick & Carry	63%	50%	70%	0.8%
Mini crawlers - up to 12t	50%	20%	80%	0.5%
Spider cranes (<5 tonnes)	63%	50%	75%	75%
Spider cranes (> 5 tonnes)	63%	50%	75%	75%

Would you recommend the crane hire industry to your children?



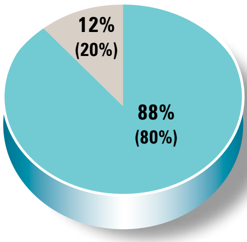
As you might expect given the rates and utilisation, the overall optimism for the business has increased with a remarkable 88 percent saying that they would recommend the industry to their children compared to only 64 percent last year. This matches the result for 2009 but is still well below the 2006 record.

What percentage of your jobs are contract lifts?



A disappointing result especially as contract lifts tend to be more profitable than straight crane hire. Last year's numbers were identical to those for 2015 so this is the first reversal in some time, but the figures may reflect the higher number of smaller crane companies that participated in the survey this year rather than any real change?

What percentage of your operators are?

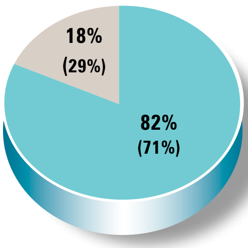


(2016 results)

Employed **Freelance**

Clearly a shift back towards more employed operators, probably linked to the better utilisation and a shortage of skilled operators through agencies, but also a higher number of respondents.

Who does your Thorough Examinations?

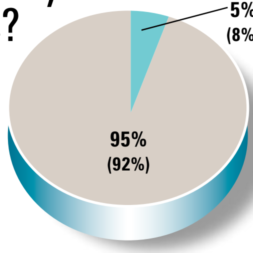


Third party **In house**

(2016 results)

This is a very encouraging shift towards third party inspections which has reached a new record. Whether this reflects the industry as a whole or is a simple a byproduct of the company mix, it is hard to say. It is certainly higher than we expected.

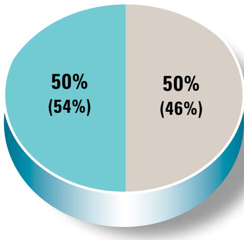
Do you employ any female crane operators?



Yes **No** (2016 results)

A slight fall from last year's high with only five percent of companies stating that they had female drivers on board, but given the low numbers this does indicate a changing in the long-term trend. In spite of increased publicity, the number of women joining the crane industry as operators is still tiny, with women still representing less than one percent of total operators in the UK.

Should cranes be subject to MOT's?



(2016 results)

Yes **No**

This one jumps all over the place each year and is driven to some extent by what is happening in the real world. It peaked in 2015 at 72% in favour of MOTs, but now with the voluntary CPA programme coming on stream the desire for a legally mandated MOT appears to have ebbed.

Average fleet age in years

Average	Lowest	Highest
7 (7.4)	4 (4)	10 (15)

The average age of crane hire fleets has fallen slightly from 7.4 to seven years, but more significantly the oldest cranes reported in our respondent's fleets was 10 years correcting a blip up to 15 years in 2016. This is probably driven by major contractors who have been pushing an agenda to bar older cranes from their sites, and the fact that other crane companies have been able to replace aging City-type All Terrains.

Respondent's comments

While we had an excellent reaction to the crane survey this year, fewer companies added comments. There is an old saying that like farmers, when crane hire companies stop complaining about rates, they are doing very well. Here are a few comments that we did receive.

"There are too many companies jumping into big telescopics - 250 tonnes and over - some of them will find that running these big units is not the same as a taxi crane. Some companies are not factoring in all their costs - it will end in tears for them."

"Lead times on new Spierings cranes is long its true, but on the other hand this is pushing up the rates and making our second-hand units more valuable. Long may it last!"

"I am concerned over the number of hire companies buying the new Kato City cranes, so far their return has been a boost for us, it has made a hopeless part of the market worth looking at again. I just hope we don't get too many jokers buying them and then slashing the rates."

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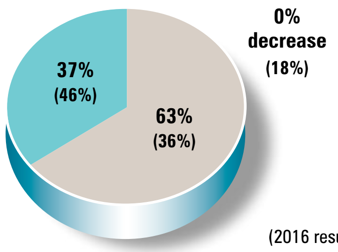
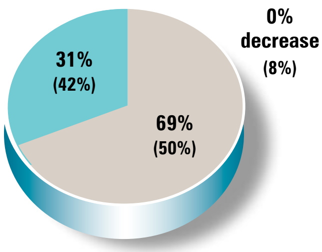
Rate trends

Access rates over the past 12 months have:



Access rates during the next 12 months will:

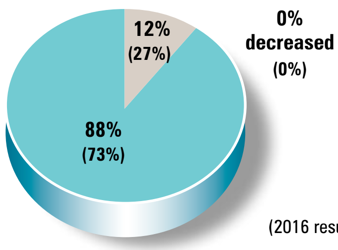


(2016 results)

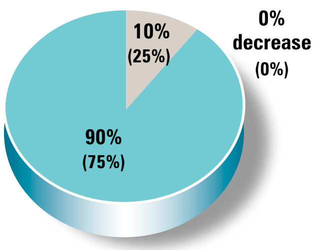
Rental rates have clearly picked up a little in 2017, but mostly bouncing back from the declines of 2016 although this depends somewhat on the product mix. For example our survey suggests that the lucrative spider lift market is seeing some pricing pressures as larger companies such as Nationwide enter the market and more smaller companies add units to their fleets. The mood towards year end, when we carried out the survey, was clearly more positive with all respondents expecting rates to either remain the same or rise.

Fleet trends

Fleet size over the past 12 months have:



Fleet size over the next 12 months will:



(2016 results)

Most companies added to their fleets during the year and plan to do the same in 2018, indicating that the market is growing based on the input for both utilisation and fleet growth. We are also reaching a point where some older fleets desperately need updating as the bubble of machines purchased in 2006-2008 reach a point where replacement is needed.

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	73 ▲	60 ▲	90 —	93 ▲
6 metres (19/20ft)	99 ▲	85 ▲	120 —	133 ▲
8 metres (26ft)	123 ▲	110 ▲	150 ▲	153 ▲
9-10 metres (30-33ft)	142 ▲	120 ▲	185 ▲	183 ▲
11-12 metres (36-40ft)	201 ▲	175 ▲	240 ▲	245 ▲
13-17 metres (41-55ft)	309 ▲	232 ▲	450 ▼	476 ▲
17-22 metres	563 ▼	500 ▲	685 ▲	688 ▲
Over 22 metres	703 ▲	650 ▲	800 ▲	903 ▲

Push around scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
Push Arounds	51 ▲	35 —	75 —	71 —
Portable	92 ▲	90 ▲	100 ▼	128 ▲

Diesel/bi-energy scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
8 metres (26ft)	153 ▲	140 —	200 ▼	186 ▲
9-10 metres (30-33ft)	176 ▲	150 —	220 ▲	215 ▲
11-12 metres (36-42ft)	198 ▼	175 ▼	270 —	274 ▲
13-17 metres (43-56ft)	239 ▼	200 ▲	320 ▼	333 ▲
17-22 metres (50ft - 75ft)	673 ▲	618 ▲	750 ▼	767 ▲
Over 22 metres (75ft+)	938 ▲	775 ▲	1100 ▼	£1,103 ▼

Electric self-propelled booms

Platform Height	Average	Lowest	Highest	Ideal
Under 11 metres	212 ▼	190 ▼	246 ▲	261 ▲
10-12.5 metres (32-40ft)	232 ▲	200 ▲	325 ▲	283 ▲
14 -15 metre (45ft -50ft)	366 ▲	230 ▼	400 ▲	431 ▲
Over 16 metres (56ft)	633 ■	417 ■	850 ■	900 ■

Mast booms

Platform Height	Average	Lowest	Highest	Ideal
8 metres	109 ▼	84 ▼	180 ▼	200 ▲
10 metres	196 ▼	165 ▲	230 ▼	251 ▲

Rough Terrain articulated booms

Platform Height	Average	Lowest	Highest	Ideal
12-14 metres (39-46ft)	238 ▲	210 ▲	275 ▲	286 ▲
15-16 metres (49-52ft)	273 ▲	225 ▲	350 ▲	342 ▲
17-19 metres (56-63ft)	342 ▲	265 ▲	400 ▲	412 ▲
20-23 metres (65-70ft)	396 ▲	345 ▲	550 ▲	453 ▲
24-26 metres (80-86ft)	591 ▲	545 ▲	750 ▲	669 ▼
Over 27 metres	1,194 ▲	600 ▼	2,250 ▲	1,600 ▲

Straight telescopic booms

Platform Height	Average	Lowest	Highest	Ideal
Under 17 metres (40-46ft)	333 ▲	220 ▼	550 ▲	398 ▲
20-23 metres (60-70ft)	358 ▲	340 ▲	385 ▼	440 ▲
24-26 metres (80-86ft)	530 ▼	525 ▲	560 ▼	633 —
Over 27 metres	1,667 ▲	1,050 ▼	2,500 ▲	2,750 ▲

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)	221 ▲	165 ▼	275 ▼	242 ▼
17 metres (50ft)	190 ▼	180 ▼	200 ▼	300 ▼
Over 20 metres	315 ■	300 ■	330 ■	400 ■

Spider lifts

Platform Height	Average	Lowest	Highest	Ideal
Up to 15 metres	490 ▲	395 ▲	586 ▼	588 ▲
16-20 metres	802 ▲	632 ▲	895 ▼	1,000 ▲
20-26 metres	825 ▼	450 ▼	1,029 ▼	1,200 ▼
28-35 metres	991 ▼	650 ▼	1,800 ▼	1,400 ▼
Over 35 metres	1,061 ▼	800 ▼	1,625 ▼	1,500 ▼

Van mounts - Weekly rates

Platform Height	Average	Lowest	Highest	Ideal
Up to 13 metres	321 ▲	300 —	330 ▲	360 ▲
13 to 15 metres	362 ■	310 ■	400 ■	479 ■
Over 15 metres	586 ■	575 ■	600 ■	750 ■

Truck mounts - Daily rates

Platform Height	Average	Lowest	Highest	Ideal
under 25 self drive	295 ▲	200 ▲	575 ▼	550 ▲
22-35m with operator	631 ▲	500 ▲	700 ▼	750 ▲
36-45 metres	767 ▲	700 ▲	850 ▼	950 ▲
46-70 metres	1323 ▲	1250 ▲	1,400 ▼	1,600 ▲
Over 70 metres	1939 ▼	1750 ▼	2,500 ▲	2,800 ▲

Utilisation and Returns

Electric self-propelled scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Under 5 metres	66%	58%	75%	1.6%
6 metres (19/20ft)	76%	70%	90%	1.4%
8 metres (26ft)	78%	68%	90%	1.5%
9-10 metres (30-33ft)	73%	55%	95%	1.3%
11-12 metres (36-39ft)	68%	50%	78%	0.8%
13-17 metres (42-55ft)	2002%	57%	85%	0.7%
17-22 metres	64%	50%	80%	0.6%
Over 22 metres	79%	72%	90%	0.8%

Push around scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Push Arounds	66%	45%	77%	1.9%
Portable	71%	65%	76%	2.8%

Diesel bi-energy scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
8 metres (26ft)	75%	65%	85%	0.8%
9-10 metres (30-33ft)	76%	65%	85%	0.8%
11-12 metres (36-42ft)	70%	55%	82%	0.8%
13-17 metres (43-56ft)	71%	50%	95%	0.7%
17-22 metres	63%	50%	75%	0.9%
Over 22 metres	83%	75%	90%	-

Electric self-propelled booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Under 11 metres	72%	60%	80%	0.9%
10-12 metres (32-40ft)	71%	60%	87%	1.0%
Over 14 metre (45ft plus)	79%	74%	85%	0.7%

Mast booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
8 metres	68%	30%	100%	0.9%
10 metres	70%	55%	85%	1.0%

RT articulated booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
12-14 metres (39-45ft)	69%	60%	80%	0.6%
15-16 metres (49-52ft)	73%	52%	95%	0.6%
17-19 metres (56-62ft)	73%	60%	90%	0.6%
20-23 metres (65-70ft)	69%	49%	86%	0.6%
24-26 metres (80-86ft)	71%	62%	95%	0.6%
Over 27 metres	74%	28%	90%	0.8%

Straight telescopic booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Under 17 metres (40-46ft)	64%	40%	85%	0.5%
20-23 metres (60-70ft)	18%	50%	75%	0.6%
24-26 metres (80-86ft)	77%	70%	95%	0.5%
Over 27 metres	75%	60%	80%	0.8%

Trailer lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
12-13 metres (30-38ft)	59%	30%	90%	1.3%
17 metres (50ft)	65%	65%	65%	1.2%
Over 20 metres	62%	45%	80%	1.0%

Spider lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Up to 15 metres	44%	33%	85%	1.2%
16-20 metres	52%	37%	95%	1.2%
20-26 metres	53%	49%	93%	1.2%
28-35 metres	41%	19%	75%	1.2%
Over 35 metres	39%	15%	70%	1.2%

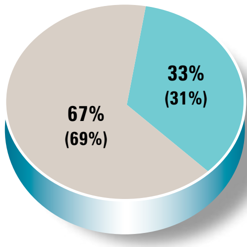
Van mounts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Up to 13 metres	69%	40%	85%	0.7%
13 to 15 metres	62%	30%	75%	1.0%
Over 15 metres	71%	60%	90%	1.0%

Truck mounts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
3.5 tonne chassis	63%	60%	90%	0.8%
7.5 tonne chassis	57%	45%	95%	0.5%
36-45 metres	61%	45%	90%	0.8%
46-70 metres	68%	65%	90%	0.9%
Over 70 metres	68%	50%	75%	1.1%

Who does your LOLER Thorough Examinations?



Third party In house (2016 results)

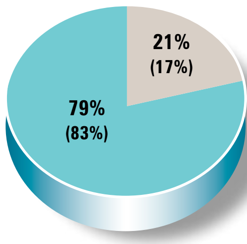
No great change here, but at least that indicates consistency.

Average fleet age in years

Average	Lowest	Highest
3.3 (4)	2 (1)	5 (6)

Interesting numbers here - it's a bit of a surprise to see such a big drop in the average, we wonder if one or two respondents did not put their rose-tinted glasses on when looking up their average age? But saying that the numbers do reflect the increased purchases that most companies have made in the year.

Would you recommend the access industry to your children?



Yes No (2016 results)

Given the optimism we mentioned earlier this a slight surprise, although the shift is more to do with margin for error than a shift in attitude.

Access respondent's comments

'We have invested in niche machines to compensate for the poor returns on some items. However, these niche units end up having poor utilisation or going out, often in lieu of cheaper items, spoiling their financial benefit. It's true, that to the right customer you can get £1,000 plus per week on an HR28 (86ft) Hybrid Boom but can you really afford to wait for the right customer to come along? Most of the time it will go out to the mass market as an 80ft boom at a much lower price.'

'One of the main pressures for us right now is rising transport costs whilst we see some of our competitors doing deals with their delivery and collection charges, even on very short-term hires. Maybe this is because we are all finding ourselves competing more and more with the tool hire companies who are gaining a greater foothold in the access sector, and where £35-£45 each way seems to be the norm (albeit three hours late, of course).'

'I am feeling optimistic for this year, you have to believe that the majors will be preoccupied with sorting out their mergers - Loxam and Nationwide, Speedy and Prolift/PSH and who knows what will happen with HSS! This will create great potential for those of us that offer a local service but also have national coverage with the Link'

'Too many big companies are jumping into the spider market, which they do not understand, you can see the panic discounting popping up already and it's still early days.'

'You should look at Hybrid machines as a type, not just the standard diesel.'

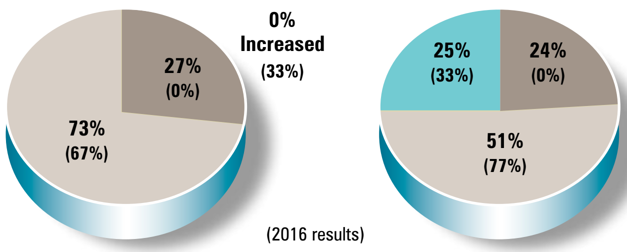
Telescopic handler rental rates

Rate trends

Decreased | Stayed the same | Increased

In the past 12 months rental rates have:

In the next 12 months rental rates will:

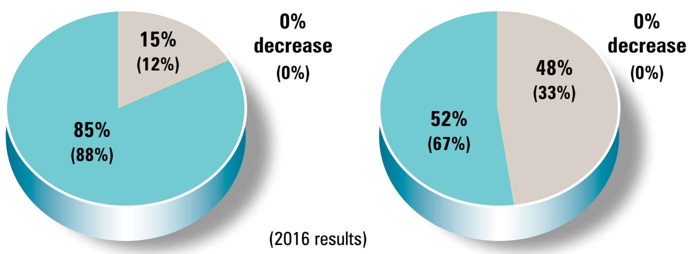


After a strong recovery in rental rates last year quite a few respondents reported a surprise fall in rates. Not one reported an improvement - despite high utilisation and solid demand - all of which is confirmed by the numbers reported. Last year most respondents anticipated a stable year and the variation might be related to the large national players such as Ardent, A-Plant and UK Forks scrapping over the Hewden business while regional players such as GAP, Plant Hire UK and Nixon Hire have also been expanding their telehandler fleets. All this pressure has not had the same impact on the 360 degree market, which remains a niche with good returns for those that specialise in this area. Whether the pressure on rates will abate in 2018, allowing the upward trend to resume remains to be seen. The demand is there.

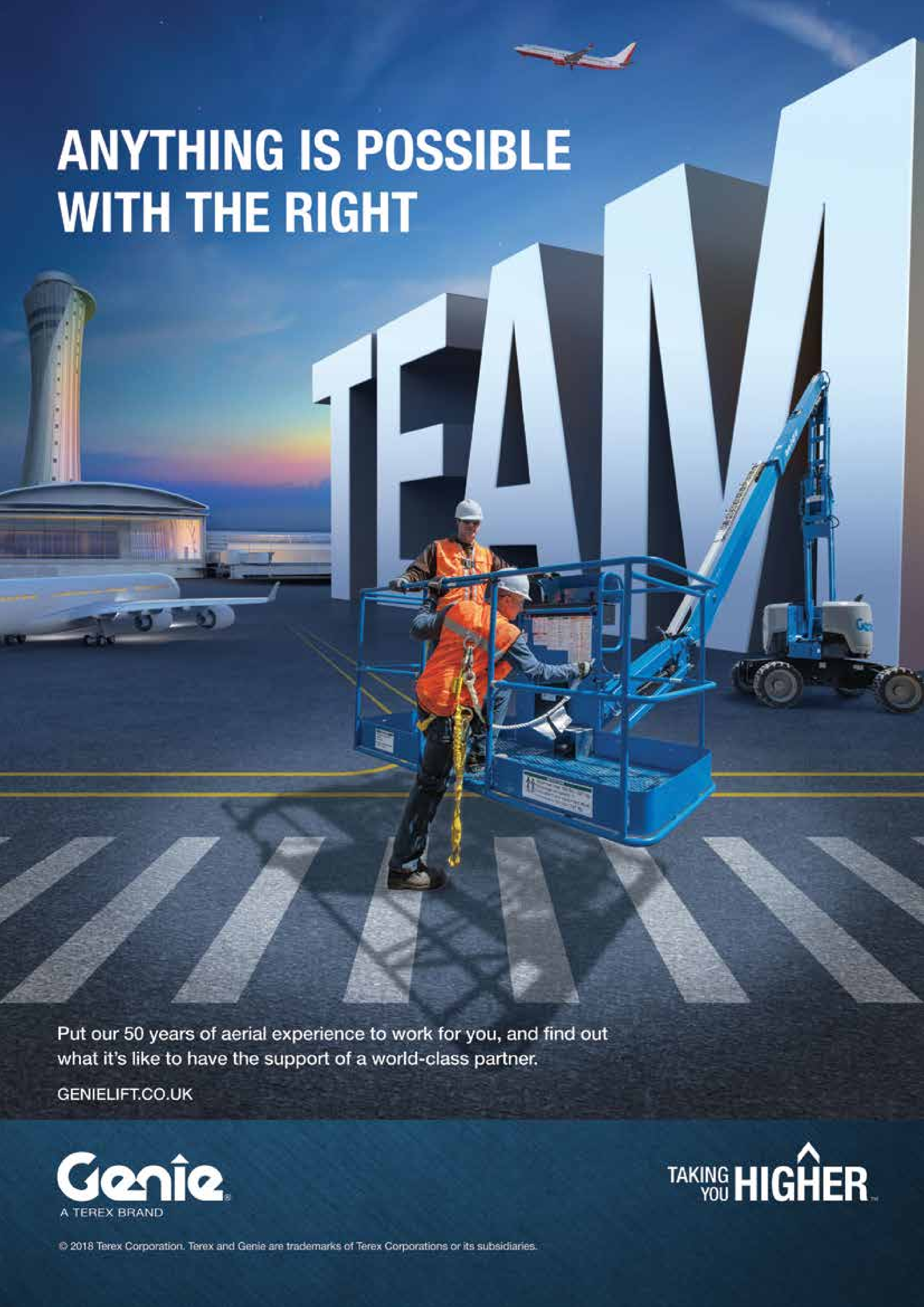
Fleet size

In the past 12 months rental rates have:

In the next 12 months rental rates will:



As indicated by our respondents' comments companies have been spending heavily in new telehandlers and fleet expansions which might have caused the softness in the rates as supply outstripped demand at times during the year. Over half of those surveyed plan to continue the expansion, but unless housebuilding gathers some pace, this might result in further pressure on rates?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Weekly rental rates for telehandlers

Fixed frame

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

Lift height	Average	Lowest	Highest	Ideal
Under 5 metres	188 ▼	140 ▼	225 ▼	323 ▲
5 to 7 metres	190 ▼	140 ▼	200 ▼	330 —
8 to 10 metres	215 ▼	160 ▼	254 ▼	278 ▼
11 to 13 metres	232 ▼	180 ▼	279 ▼	375 ▼
14 to 15 metres	249 ▼	200 ▼	302 ▼	398 ▼
16 to 18 metres	374 ▼	250 ▼	462 ▼	522 ▲
Over 18 metres	586 ▼	550 —	607 ▼	692 ▼

360 degree

Lift height	Average	Lowest	Highest	Ideal
Under 20 metres	831 ▲	700 ▼	1,320 ▲	922 ▲
20 to 25 metres	1,193 ▲	1050 ▼	1560 ▲	1267 ▼
Over 25 metres	1,580 ▲	1450 ▲	1980 ▲	2201 ▲

Utilisation and percentage on initial cost

Fixed frame

Lift height	Utilisation Average	Utilisation Lowest	Utilisation Highest	Average rate as % of initial cost
Under 5 metres	77%	70%	100%	0.6%
5 to 7 metres	82%	80%	95%	0.5%
8 to 10 metres	77%	75%	95%	0.7%
11 to 13 metres	83%	80%	100%	0.8%
14 to 15 metres	78%	75%	95%	0.7%
16 to 18 metres	84%	75%	100%	0.8%
Over 18 metres	82%	80%	86%	0.9%

360 degree

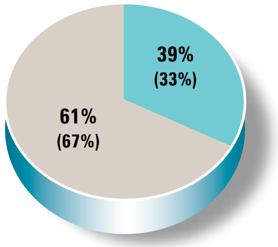
Lift height	Utilisation Average	Utilisation Lowest	Utilisation Highest	Average rate as % of initial cost
Under 20 metres	71%	65%	74%	0.7%
20 to 25 metres	77%	75%	85%	0.8%
Over 25 metres	84%	80%	90%	0.8%

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	5% ▼	0% ▼	20% —
360 degree	34% ▲	15% —	35% ▲

Who does your LOLER Thorough Examinations?



Third party | In house

(2016 results)

Average fleet age in years

Average	Lowest	Highest
3.2 (3)	2 (2)	4 (5)

While the changes are not particularly significant the numbers do seem to indicate a substantial reduction in the upper age of fleets, almost certainly driven by the high level of new machines delivered, along with the lower value of sterling boosting used equipment prices.

What other products do you provide?

Cranes	Access	General Plant	Tools
3% (6)	49% (23)	32% (46)	29% (25)

Note: This year most respondents did not feel restrained to only tick one other activity, so the numbers do not total to 100%. Many did General Equipment and Access for example. In prior years companies had to choose their predominant activity.

Respondent's comments

We have turned down more business over the past 12 months because of the low hire rates, than we ever have before.

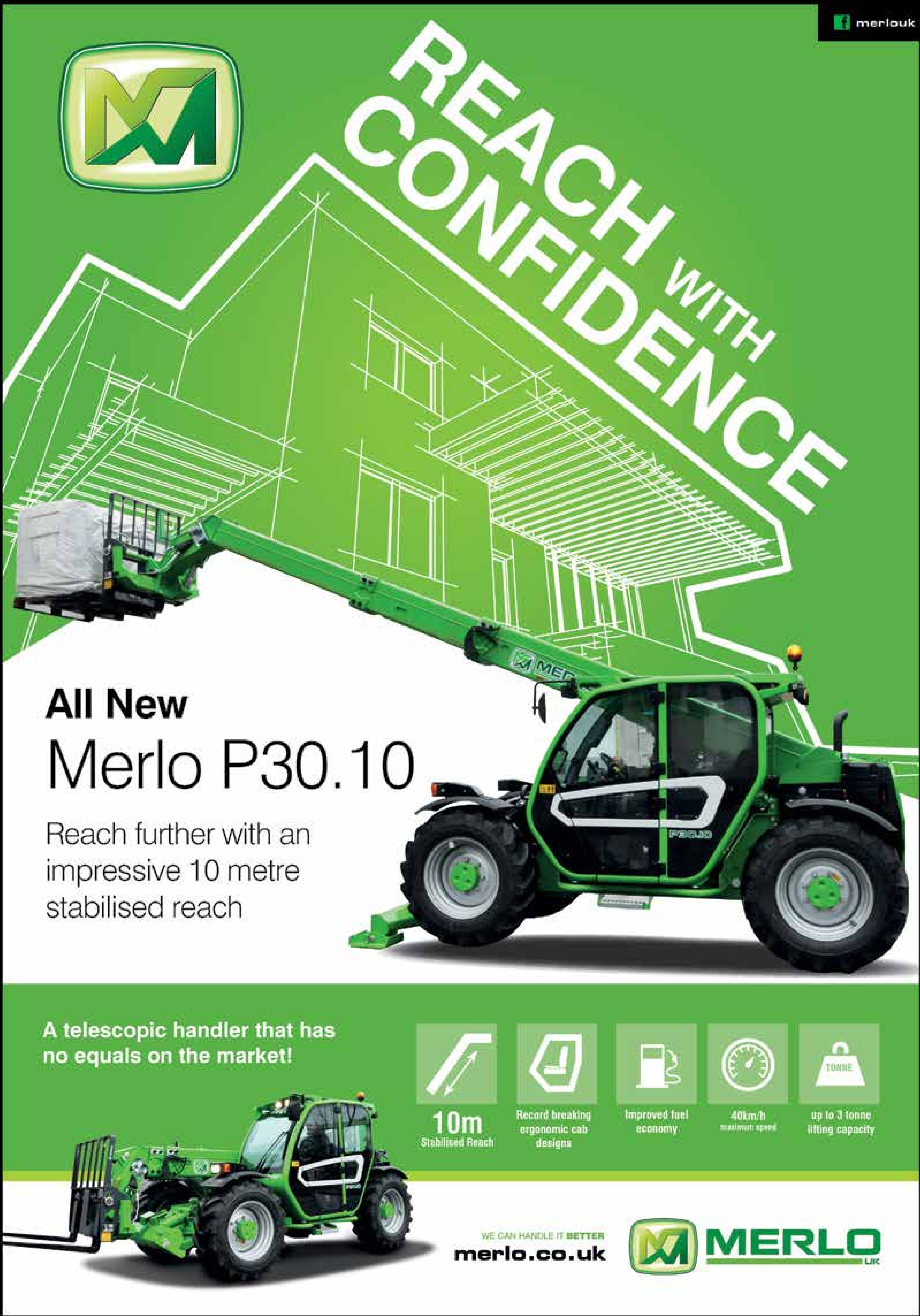
Xxxx is one of the companies responsible for driving hire rates down, which when a new JCB 540-170 costs over £60,000 it should be a minimum of £500.

We have noticed last year (2017) that there were a lot of machines bought by hire companies which effectively flooded the market and pushed the hire rates down unnecessarily. The drop in hire rates has not been led by the customer but by the hirer panicking over low utilisation. Crazy… let's all buy lots of machines and lower the hire rate!!!

The only point in favour of the 17m JCB is its residual value, strong demand from Middle East buyers has put a solid base under the residual value. A 2006 model fetched almost £30,000 and a 2012 unit nearly £40,000 at auction.

Some companies have just decided to publicise silly rates and make no attempt to obtain a commercially realistic rate.

Fantastic start to 2018 with 230 machines booked out in four days since 2nd January.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