Mixed fortunes

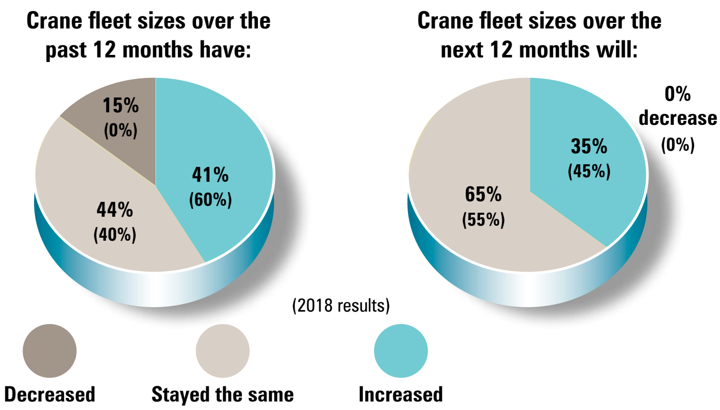
Once again the statistical input from our survey indicates a year of mixed fortunes, although the comments - and there have been many this year - diverge at times with the comparative statistics for each sector. Some are more negative than the numbers suggest, while others are more optimistic, all of which goes to show that perception is more telling than numbers.

As last year, some rates have picked up while others have fallen. Interestingly some of the larger, more specialised equipment, has suffered more than smaller units, while other big units have done far better.

We changed our method of data submission half way through the process which was clearly long overdue as it subsequently resulted in a record volume of input. This is the 19th year of the survey with previous results available to view in the Vertikal online library at www.vertikal.net

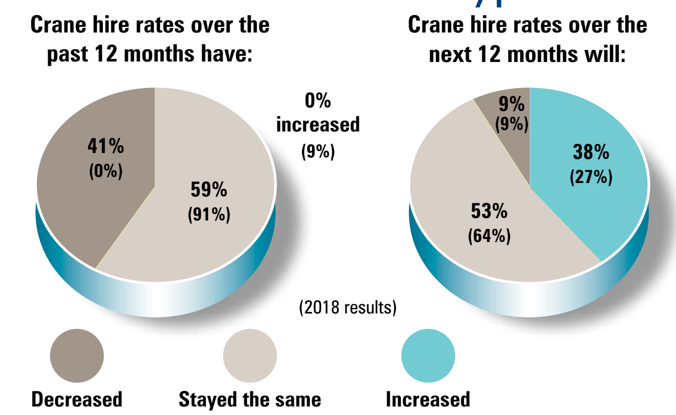
Crane rates

Crane fleet size



Last year's optimism was curbed during the year with the majority of companies suspending expansion plans, while some cut their fleets in spite of not having planned to do so. Going forward maintaining the status quo seems to be the order of the day.

Crane rate trends - all types



The overall feedback indicates that rates in general have either remained the same or fallen. Not one company indicated an improvement markedly different to last year.

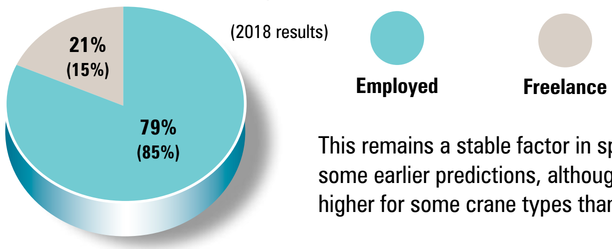
Clearly the rates for 'bread & butter' machines suffered this year as projects were put on hold or as new cranes flowed in to meet an expected growth in demand for planned increases in infrastructure spending. Much of this was delayed - some of which is down to Brexit - although it has also been used as an excuse for growing global uncertainty. With any luck 2020 will bounce back as contractors try to catch up for lost time.

Most notable perhaps is a fall in rates for mobile cranes under 30 tonnes - which includes City type All Terrains - after having improved in 2018. Rates for cranes in the 200 to 500 tonnes capacity range however showed a strong pick up, which is surprising given more units are available in this range. This might relate more to them going out as contract lifts - which reached the highest levels since we began reporting it - as well the type of projects which went ahead.

The crawler crane results are a little odd with all but the smallest showing an improvement, while anecdotal feedback suggests rates suffered another poor year. The tower crane market on the other hand had a busy year in 2019, and yet rates appear to have stagnated or even fallen back slightly.

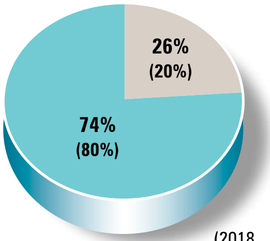
In summary the market is split 38/53 over whether rates will improve or remain the same this year, with nine percent thinking they will decline.

What percentage of your operators are?



This remains a stable factor in spite of some earlier predictions, although it is higher for some crane types than others.

Would you recommend the crane hire industry to your children?

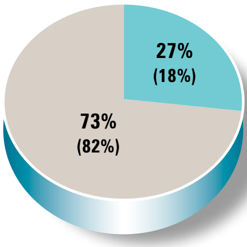


(2018 results)

Yes No

Most telling of all - around 74 percent of respondents once again said that they would recommend the industry to their children. No matter how unsustainable rates might be, those in the industry would not do anything else.

What percentage of your jobs are contract lifts?

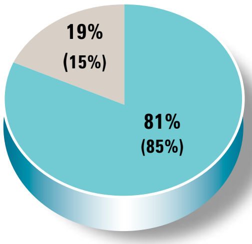


(2018 results)

Contract lifts Pure crane hire

As already mentioned a positive shift - bouncing back to reach record levels.

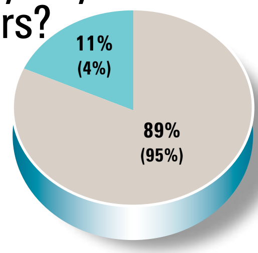
Who does your Loler Thorough Examinations?



Third party In house

(2018 results)

Do you employ any female crane operators?

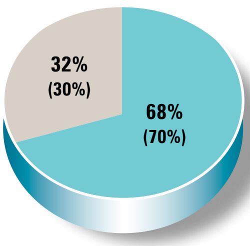


Yes No

(2018 results)

This year's result is surprising, jumping from four to 11 percent although this is probably due to higher number of respondents this year than to a seismic change in the number of female crane operators employed?

Should cranes be subject to MOT's?



Yes No

This one is always a bit of a yo-yo as sentiment shifts year to year, depending on whether there has been a bad accident or not. The majority are clearly still in favour.

(2018 results)

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	458 ▼	350 ▼	632 ▼	497 ▼
30 to 45 tonnes	442 ▼	380 ▼	571 ▲	491 ▼
50 to 65 tonnes	607 ▲	550 ▲	740 ▲	665 ▲
70 to 90 tonnes	853 ▼	750 ▼	1,064 ▼	935 ▼
100 to 120 tonnes	1,115 ▼	900 ▼	1,433 ▼	1,270 ▲
130 to 160 tonnes	1,462 ▼	1,100 ▼	2,200 ▲	1,695 ▲
160 to 200 tonnes	2,045 ▲	1,400 ▲	2,600 ▲	2,422 ▲
210 to 250 tonnes	2,525 ▲	1,600 ▲	3,600 ▲	3,100 ▲
260 to 350 tonnes	3,425 ▲	1,800 ▲	4,800 ▲	4,333 ▲
360 to 490 tonnes	4,517 ▲	2,550 ▲	6,000 ▲	5,375 ▲
500 to 600 tonnes	7,116 ▼	6,000 ▼	7,500 —	9,130 ▲
Over 600 tonnes	No input —	—	—	—
Self-Erecting Tower (4 to 5 axles)	1,339 ▼	1,000 ▼	1,850 ▲	1,650 ▼
Self-Erecting Tower (6 to 7 axles)	1,963 ▲	1,750 ▼	2,100 ▲	2,383 ▲

Weekly rates for crawler cranes

Crane size - operated	Average (£)	Lowest	Highest	Ideal
Up to 50 tonnes	1,523 ▼	950 ▼	2,100 ▼	1,640 ▼
50 to 60 tonnes	2,000 ▲	1,750 ▲	2,200 ▼	2,150 ▼
70 to 80 tonnes	2,463 ▲	2,190 ▲	2,700 ▼	2,663 ▼
90 to 100 tonnes	2,475 ▲	2,150 ▲	2,800 ▼	2,700 ▼
120 to 150 tonnes	3,180 ▲	2,900 ▲	3,250 ▼	3,700 ▼
180 to 250 tonnes	3,830 ▼	3,600 ▼	4,200 ▼	4,850 ▼
Over 250 tonnes	No input —	—	—	—

Weekly rates for tower cranes

Flat tops and saddle jibs	Average (£)	Lowest	Highest	Ideal
Less than 70t/m	710 ▲	500 ▼	900 ▲	875 ▲
120t/m	895 ▼	650 ▼	1,200 ▲	1,056 ▲
200t/m	1,300 ▼	1,200 —	1,400 ▼	1,463 ▼
300t/m	2,040 ▲	1,800 ▲	2,200 ▼	2,425 ▲
Luffers	**Average (£)**	**Lowest**	**Highest**	**Ideal**
Less than 70t/m	1,183 ▲	750 ▼	1,600 ▲	1,175 ▼
100t/m	1,733 ▼	1,300 ▼	2,100 ▲	1,725 ▼
180t/m	2,375 ▼	2,350 ▲	2,800 ▼	2,583 ▼
300t/m	3,033 ▼	2,400 ▼	3,500 ▼	3,367 ▼
Self Erectors	**Average (£)**	**Lowest**	**Highest**	**Ideal**
Self Erectors	658 ▲	590 ▲	800 ▲	713 ▲

Weekly rates of other cranes

Crane size	Average (£)	Lowest	Highest	Ideal
Pick & Carry <2.5t	565 ▲	350 —	700 ▲	695 ▲
Pick & Carry 3-5t	633 ▲	535 ▲	785 ▲	812 ▲
Pick & Carry 5.5-10t	695 ▼	652 ▲	785 ▼	825 ▲
Pick & Carry >10t	947 ▼	820 ▲	1,200 ▲	1,200 ▼
Mini crawlers - up to 12t	800 ▼	550 ▼	1,000 ▼	925 ▼
Spider cranes up to 1t	721 ▼	400 ▼	800 ▼	845 ▲
Spider cranes 2-5t	1,156 ▼	700 ▼	1,500 ▼	1,550 ▲
Spider cranes >5t	1,500 ▲	900 ▼	2,100 ▲	1,652 ▼

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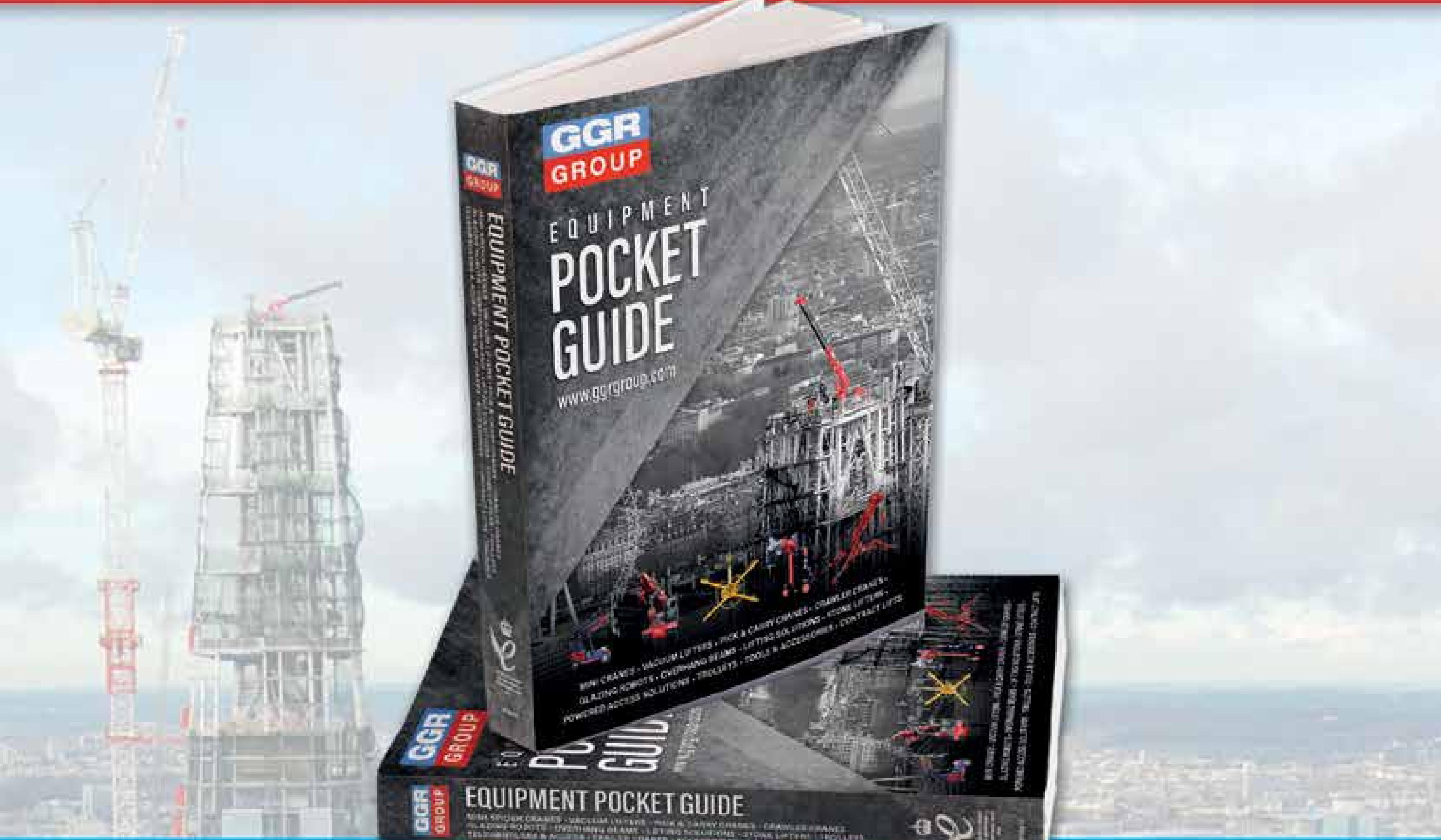

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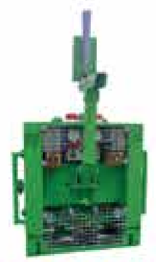

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Utilisation and percentage of initial cost

Mobile cranes

	Utilisation			Avg. weekly rate
Crane size	Average	Lowest	Highest	as % of initial cost
Under 30 tonnes	71%	30%	90%	0.9%
30 to 45 tonnes	78%	50%	90%	1.1%
50 to 65 tonnes	77%	45%	90%	0.9%
70 to 90 tonnes	76%	30%	90%	0.8%
100 to 120 tonnes	76%	35%	80%	0.8%
130 to 160 tonnes	65%	20%	80%	0.9%
160 to 200 tonnes	68%	20%	80%	1.0%
210 to 250 tonnes	65%	20%	75%	0.9%
260 to 350 tonnes	59%	10%	70%	1.1%
360 to 490 tonnes	60%	40%	65%	0.7%
500 to 600 tonnes	65%	50%	60%	0.8%
Over 600 tonnes	No data	-	-	-
Self-Erecting Tower (4 to 5 axles)	79%	75%	88%	1.0%
Self-Erecting Tower (6 to 7 axles)	82%	80%	90%	0.8%

Crawler cranes

	Utilisation			Avg. weekly rate
Crane size	Average	Lowest	Highest	as % of initial cost
Up to 50 tonnes	70%	65%	75%	0.8%
50 to 60 tonnes	73%	65%	77%	0.8%
70 to 80 tonnes	75%	65%	85%	0.7%
90 to 100 tonnes	58%	50%	65%	0.8%
120 to 150 tonnes	51%	20%	65%	0.5%
180 to 250 tonnes	61%	45%	60%	0.4%
Over 250 tonnes	No data	-	-	-

Tower cranes

	Utilisation			Avg. weekly rate
Flat tops and saddle jibs	Average	Lowest	Highest	as % of initial cost
Less than 70t/m	70%	70%	80%	0.8%
120t/m	80%	60%	100%	0.7%
200t/m	78%	60%	91%	0.7%
300t/m	78%	55%	100%	0.6%

	Utilisation			Avg. weekly rate
Luffers	Average	Lowest	Highest	as % of initial cost
Less than 70t/m	75%	65%	80%	0.7%
100t/m	87%	70%	90%	0.8%
180t/m	78%	70%	85%	0.7%
300t/m	83%	70%	90%	0.7%

	Utilisation			Avg. weekly rate
Self erectors	Average	Lowest	Highest	as % of initial cost
Self Erectors	72%	50%	90%	0.7%

Other cranes

	Utilisation			Avg. weekly rate
Crane type	Average	Lowest	Highest	as % of initial cost
Pick & Carry <2.5t	72%	60%	75%	0.9%
Pick & Carry 3-5t	61%	35%	70%	0.8%
Pick & Carry 5.5-10t	59%	40%	80%	0.7%
Pick & Carry >10t	71%	50%	70%	0.9%
Mini crawlers - up to 12t	70%	65%	80%	0.7%
Spider cranes up to 1t	61%	40%	75%	1.5%
Spider cranes 2-5t	56%	40%	75%	1.4%
Spider cranes >5t	69%	55%	75%	1.0%

Average fleet age in years

Average	Lowest	Highest
6.2 (6)	2 (4)	10 (10)

A slight shift back from last year's reduction but not significantly.

"We are hearing of rates being quoted at this time that are below what we were receiving in 2009. This is not sustainable, and I would advise the major contractors to be very careful in using the rates for tendering future work in late 2020/21. Labour, travel and accommodation costs are all increasing along with the manufacturer's prices. The rental companies cannot absorb this and will have to pass it on. The crane rental companies need to be make a profit so that they can invest in modern cranes to meet with current and future legislation. Health and safety must be to the forefront of all hires and this has to be paid for. More of our clients are now asking RAMS and engineering assistance which we are pleased to provide."

"Rental rates haven't changed in 15 years despite all the running and capital costs increasing. When we hire a service engineer from a crane manufacturer with tools and a van we are charged the same price as for a 100t crane and driver! With the decline in the construction industry and fewer projects, this has forced rates down with other crane companies all competing for the same work. This has had a detrimental effect on all companies with the ridiculous pricing, making it unsustainable for larger companies to compete."

"Rental rates have been stagnant for at least the last 10 years and need to increase as the purchase price and overheads have increased substantially. There are companies all over the country working for unsustainable rates and keeping the market low."

"Brexit seems to have affected work last year."

"The issue with the crane industry is that it fights against each other on rates rather than stick together. There are far too many contract lifting companies that own no assets that the crane owners hire to, which effects rates and takes away the contract lifting jobs that crane owners should be doing directly."

"Very quiet at the top capacity mobiles, LG1750, LG1550 and LTM1800D"

"Due to the current economic climate construction has fallen. This had made the market more competitive and has driven the rates down to unrealistic and unsustainable prices. This is down to smaller cranes firms trying to win the work, and quoting ridiculous prices, in some case half the price of the current going rate!"

"The ongoing progress with technologically advanced equipment brings all sorts of innovation to the hire market, and why not, it's the age we live in. VarioBase for example - Liebherr's outrigger system - is a fantastic development. OK we've probably all heard "Bob had that years ago, it just wasn't officially invented"! being bounced around, but in all seriousness, in some cases, it has changed the way we are able to look at and win work. That's just one example, all the manufacturers are producing advanced machinery. As hirer's we continue to invest in this technology, to stay in the flow and offer our customers the best service we possibly can. The machinery is more expensive, the parts and service are more expensive, the running of the equipment is more expensive, operators are increasingly harder to get, costly to train and wages have increased.

How do we combat this? Seemingly we leave the hire rates alone!! I would like to see the rates for cranes up to say 100t - 150t capacity all move up one - i.e. a 40t to 50t rate, 50t at 60t rate and so on. Initially this may seem quite a hike in the hire rate, probably around £80-£100 per day, but like all changes, once the naysayers and dust has calmed down it's business as usual, our customers get the kit they are expecting, and we get a little more slack to operate at a reasonable profit. When the usual increases hit fuel, fags and booze and we all say "right that's it I'm not buying that anymore" how long is it before our disgruntled rumblings dissipate? Alas something tells me the same rant will be applicable to next year's survey!"

"The rental rates are Sh*t"

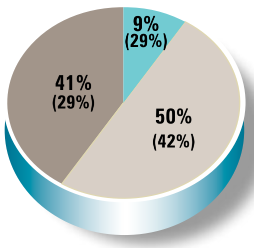
"Too many cranes (crawlers, specifically) in the country. Too many companies still desperate to take work at any price - presumably to keep lenders happy."

Powered access rates

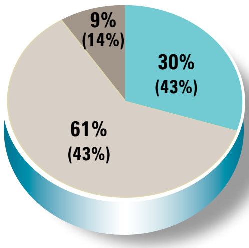
Decreased Stayed the same Increased

Rate trends

Access rates over the past 12 months have:



Access rates during the next 12 months will:

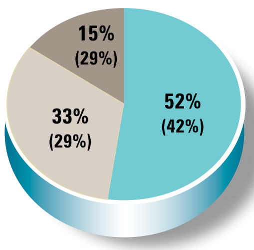


(2018 results)

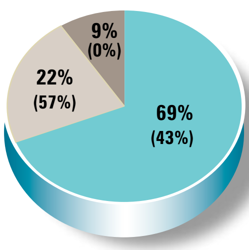
This year's results tend to build on the downward trend seen last year, with a larger percentage of respondents having seen rate declines. Last year the vast majority expected rates to increase or stay the same, in reality hardly anyone reported improvements, and many saw rates decline. Once again the outlook for this year is more positive, although most expect, or perhaps hope, that it will stay the same.

Fleet trends

Fleet size over the past 12 months have:



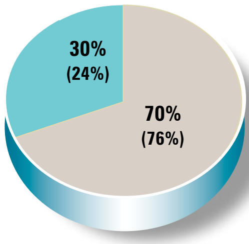
Fleet size over the next 12 months will:



(2018 results)

In spite of the softening rates, more than half the companies responding said that they had increased the size of their fleets in 2019. Although a few did cut the number of machines the number has reduced further this year. This is the second year running that a good number of fleets have cut back.

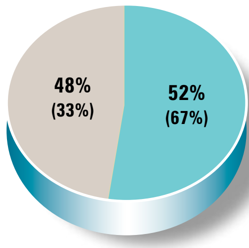
Who does your LOLER Thorough Examinations?



Third party In house (2018 results)

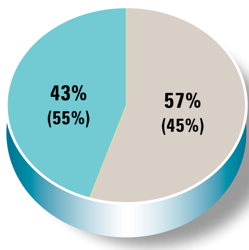
The gradual shift towards third party inspections resumed its progress in 2019, after a reversal last year.

Do you offer IPAF training?



Yes No (2018 results)

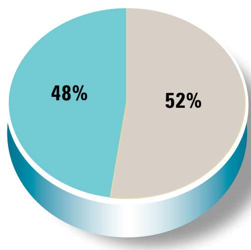
Would you recommend the access industry to your children?



Yes No (2018 results)

43/57 this year, continuing the downward trend towards fewer respondents thinking that the access rental industry is a good career path for their children.

Have you experienced battery theft in the past year?



Yes No

The first year for this question and the results confirm our online poll with a substantial minority having had batteries stolen form their machines in 2019.

Weekly rental rates by general category (continued)

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

Push around lifts

Working Height	Average (£)	Lowest	Highest	Ideal
Push Arounds	48 ▼	40 —	55 ▼	69 ▼
Portable	108 ▲	95 ▲	130 ▲	135 ▲

Trailer lifts

Working Height	Average (£)	Lowest	Highest	Ideal
12-13 metres (30-38ft)	208 ▲	157 ▼	260 ▼	251 ▲
17 metres (50ft)	243 ▲	210 ▲	340 ▲	352 ▲
Over 20 metres	325 —	250 ▼	370 ▲	450 ▲

Mast booms

Working Height	Average (£)	Lowest	Highest	Ideal
8 metres	90 ▼	80 ▼	105 ▼	110 ▼
10 metres	233 ▲	190 ▼	400 ▲	263 ▼
12 metres	282 ▲	200 ▼	390 ▲	265 ▼

Spider lifts

Working Height	Average (£)	Lowest	Highest	Ideal
Up to 15 metres	526 ▲	400 —	750 ▲	685 ▲
16-20 metres	659 ▲	525 ▲	950 —	851 ▲
20-26 metres	1,095 ▲	985 ▲	1,250 ▼	1,500 ▼
28-30 metres	1,253 ▲	1,050 ▲	1,483 ▼	1,950 ▼
30-35 metres	1,495 ▲	1,190 ▲	1,700 ▼	2,257 ▲
Over 35 metres	1,560 ▲	1,350 ▲	1,900 ▼	2,590 ▼

Van mounts - Weekly rates

Working Height	Average (£)	Lowest	Highest	Ideal
Up to 13 metres	320 ▼	290 ▼	370 ▼	370 ▼
13 to 15 metres	339 ▼	300 ▼	400 —	420 ▼
Over 15 metres	571 ▼	465 ▼	635 ▲	750 ▲

Truck mounts - Daily rates

Working Height	Average (£)	Lowest	Highest	Ideal
<25m (3.5 t) no operator	179 ▲	155 ▼	230 ▲	228 ▲
22-35m with operator	445 ▲	440 ▲	460 ▼	560 ▼
36-45 metres	757 ▼	520 ▼	950 ▲	967 ▲
46-60 metres	1,150 ▲	900 ▲	1,400 ▲	1,325 ▲
60 - 70 metres	1,550 ▲	1,300 ▼	1,650 ▲	1,675 ▼
Over 70 metres	2,825 ▲	1,900 ▲	3,750 ▲	3,325 ▲

▲ up ▼ down — same ■ new category

Electric self-propelled scissor lifts

Platform Height	Average (£)	Lowest	Highest	Ideal
Under 5 metres	76 ▼	55 ▼	90 ▼	95 ▼
6 metres (19/20ft)	107 ▲	90 ▲	195 ▲	124 ▼
8 metres (26ft)	115 ▲	90 ▲	139 ▲	147 ▼
9-10 metres (30-33ft)	132 ▲	95 ▲	155 ▲	173 ▲
11-12 metres (36-40ft)	180 ▲	110 ▲	230 ▲	220 ▼
13-17 metres (41-55ft)	265 ▼	195 ▼	362 ▼	289 ▼
17-22 metres (55-72ft)	512 ▼	337 ▼	650 ▲	639 ▼
22-25 metres (72-82ft)	567 ▼	383 ▼	705 ▼	950 ▼
Over 26 metres (85ft)	No data	-	-	-

Diesel/bi-energy scissor lifts

Platform Height	Average (£)	Lowest	Highest	Ideal
8 metres (26ft)	145 ▼	130 ▼	150 ▼	195 ▼
9-10 metres (30-33ft)	155 ▼	140 —	165 ▼	193 ▼
11-12 metres (36-42ft)	205 ▲	150 —	265 ▲	267 ▼
13-17 metres (43-56ft)	233 ▼	178 ▼	310 ▲	314 ▼
17-22 metres (57-72ft)	313 ▼	250 —	380 ▼	348 ▼
Over 22 metres (72ft)	970 ▲	699 ▼	1,250 ▲	1,100 ▼

Electric self-propelled booms

Platform Height	Average (£)	Lowest	Highest	Ideal
Under 11 metres	242 ▲	190 ▼	300 ▲	294 ▼
10-12 metres (32-40ft)	248 ▲	200 ▼	300 ▲	287 ▲
14-15 metres (45 -51ft)	265 ▼	214 ▼	340 ▲	327 ▼

Rough Terrain articulated booms

Platform Height	Average (£)	Lowest	Highest	Ideal
12-14 metres (39-46ft)	222 ▲	200 ▲	255 ▲	266 ▼
15-16 metres (49-52ft)	253 ▼	220 —	320 ▲	314 ▼
17-19 metres (56-63ft)	310 ▲	275 ▲	350 ▲	373 ▼
20-23 metres (65-70ft)	357 ▼	330 —	400 ▼	458 ▼
24-26 metres (80-86ft)	594 ▲	500 ▼	825 ▲	708 ▲
Over 27 metres	1,100 ▼	700 ▲	1,350 ▼	1,150 ▼

Straight telescopic booms

Platform Height	Average (£)	Lowest	Highest	Ideal
Under 17 metres (40-46ft)	266 ▼	230 ▲	300 ▼	331 ▼
20-23 metres (60-70ft)	324 ▼	240 ▼	365 ▼	391 ▼
24-26 metres (80-86ft)	418 ▼	300 ▼	525 ▼	460 ▼
27-30 metres (90ft)	1,756 ▲	1,000 ▼	2,250 —	2,964 ▲
Over 30 metres	No data	-	-	-

Utilisation and percentage of initial cost

Push around scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Push Arounds	81%	55%	100%	1.1%
Portable	60%	50%	90%	0.7%

Trailer lifts

	Utilisation			Average rate as
Working Height	Average	Lowest	Highest	% of initial cost
12-13 metres (30-38ft)	45%	25%	70%	1.2%
17 metres (50ft)	40%	20%	75%	1.1%
Over 20 metres	59%	30%	75%	0.9%

Mast booms

	Utilisation			Average rate as
Working Height	Average	Lowest	Highest	% of initial cost
8 metres	68%	45%	80%	1.3%
10 metres	68%	15%	100%	1.1%
12 metres	66%	38%	88%	1.0%

Van mounts

	Utilisation			Average rate as
Working Height	Average	Lowest	Highest	% of initial cost
Up to 13 metres	85%	75%	100%	0.7%
13 to 15 metres	85%	80%	90%	0.8%
Over 15 metres	75%	60%	90%	1.0%

Spider lifts

	Utilisation			Average rate as
Working Height	Average	Lowest	Highest	% of initial cost
Up to 15 metres	76%	61%	90%	2.8%
16-20 metres	62%	35%	100%	2.3%
20-26 metres	73%	46%	100%	2.5%
28-30 metres	57%	32%	65%	1.5%
30-35 metres	54%	25%	85%	1.0%
Over 35 metres	45%	11%	60%	1.5%

Truck mounts

	Utilisation			Average rate as
Working Height	Average	Lowest	Highest	% of initial cost
<25m (3.5t) no operator	74%	50%	90%	1.3%
22-35m with operator	50%	35%	70%	0.5%
36-45m with operator	60%	45%	75%	0.2%
46-60m with opoerator	50%	40%	70%	0.7%
60-70m with operator	75%	45%	90%	1.4%
Over 70m with operator	60%	50%	85%	1.3%

Diesel bi-energy scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
8 metres (26ft)	78%	65%	100%	1.0%
9-10 metres (30-33ft)	64%	35%	100%	0.9%
11-12 metres (36-42ft)	62%	49%	90%	0.8%
13-17 metres (43-56ft)	71%	60%	80%	0.8%
17-22 metres (55-72ft)	77%	60%	85%	0.9%
Over 22 metres (72ft)	70%	40%	85%	0.8%

Access respondent's comments

"The last year has been steady, but competition has certainly grown. Whilst rates have been steady we have had to match a few that were lower than expected. The aim this year is to push rates up and certainly push transport rates up."

"There seem to be more companies out there in the market now all trying to compete for the same work."

"We are all are own worst enemy"

"Generally we feel the sector is fastly growing which has promoted a vast amount of start-ups with readily available funds to buy/finance machinery and hire out at extremely low rates bringing the market down. If these start-ups last or not, they are setting a precedent throughout the industry, bringing the value of the market down. Between these and the larger companies, room is limited for the steady experienced businesses. This doesn't account for all business within the sector, but there is a growing concern that this trend will continue and of the new blood being introduced it will grow even more naive. We can and will continue to more forward and remain competitive."

"As the market is very competitive rates should remain the same."

"Rates have remained the same."

"My belief is that rental rates have fallen throughout 2019. We have fought hard to retain our average rate but have been forced to walk away from a significant volume of business in doing so. I fear for more of the same in 2020."

"I feel there is still an oversupply in the market"

"Buying the equipment is the easy part. Getting it out on hire at a sustainable rate which also takes into consideration overhead recovery is the hard part. Maintaining it and getting paid is equally as hard, but for some reason the UK hire industry fails to heed these warnings. As our commercial bank manager recently told me "Turnover is for vanity, profit is for sanity, but cash-flow is no longer king... CASH-FLOW IS GOD"

Electric self-propelled scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Under 5 metres	64%	6%	100%	1.4%
6 metres (19/20ft)	63%	28%	85%	1.2%
8 metres (26ft)	73%	20%	100%	1.1%
9-10 metres (30-33ft)	65%	50%	75%	1.1%
11-12 metres (36-39ft)	62%	42%	76%	1.3%
13-17 metres (42-55ft)	71%	65%	85%	1.4%
17-22 metres	76%	60%	100%	0.8%
22-25 metres (72-82ft)	69%	60%	80%	0.8%
Over 26 metres (85ft)	No data	-	-	-

Electric self-propelled booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Under 11 metres	62%	21%	80%	0.9%
10-12 metres (32-40ft)	66%	29%	92%	1.0%
Over 14 metres (45ft)	57%	25%	76%	1.0%

RT articulated booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
12-14 metres (39-45ft)	73%	60%	96%	0.9%
15-16 metres (49-52ft)	74%	61%	86%	0.9%
17-19 metres (56-62ft)	64%	52%	85%	0.9%
20-23 metres (65-70ft)	74%	60%	80%	1.0%
24-26 metres (80-86ft)	86%	65%	92%	1.1%
Over 27 metres	80%	70%	100%	0.8%

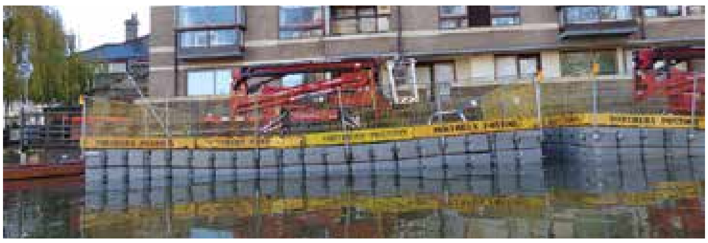
Straight telescopic booms

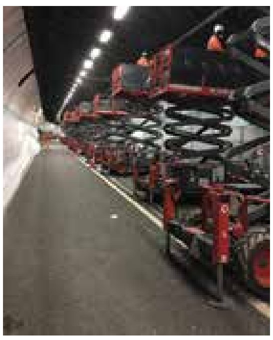
	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Under 17 metres (40-46ft)	68%	55%	90%	1.2%
20-23 metres (60-70ft)	78%	60%	90%	1.1%
24-26 metres (80-86ft)	91%	60%	100%	0.9%
27-30 metres (90ft)	70%	40%	85%	0.8%
Over 30 metres	No data	-	-	-

Average fleet age in years

Average	Lowest	Highest
4.3 (4)	1 (2)	7 (6)

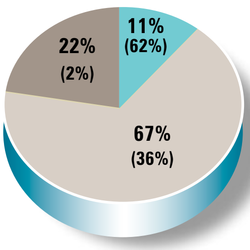
The recent aging trend continued with an average fleet age shifting from 3.3 to 4.3 years since 2017.



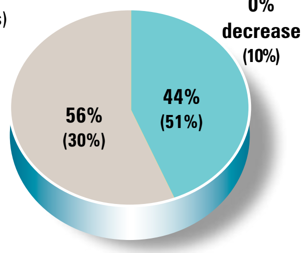


Telescopic handler rental rates

Rate trends



(2018 results)

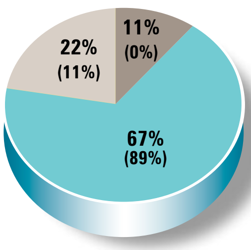


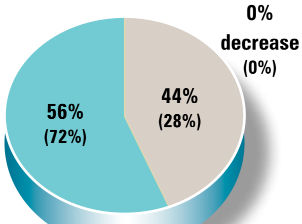
Decreased Stayed the same Increased

The rental rate recovery that emerged in 2016 continued through 2019 although the mood now appears to be less optimistic. Most respondents said rates have remined the same, while the data seems to show that the average rates in all sectors improved - not massively, and some more than others - but more positive than the perception. It could also be down to a higher number of respondents this year.

Utilisation however seems to have fallen, which is counterintuitive, but again might be due to a wider cross section of participants. Companies remain positive and expect rates to improve again this year or at worst remain the same.

Fleet size

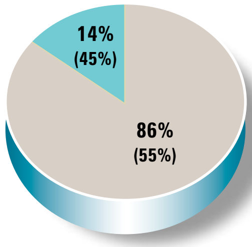




(2018 results)

The majority of respondents reported that they had increased the number of units in their fleet, which may well be reflected in the utilisation numbers. Most are also planning to continue their fleet expansion in 2020.

Who does your LOLER Thorough Examinations?



Third party In house (2018 results)

An odd result this year with the vast majority of companies stating that inspections are done in house rather than by a third party.

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	232 ▲	200 ▲	290 ▲	243 ▲
5 to 7 metres	243 ▲	199 ▲	305 ▲	258 ▼
8 to 10 metres	257 ▲	213 ▲	340 ▲	268 ▼
11 to 13 metres	279 ▲	220 ▲	390 ▲	300 ▼
14 to 15 metres	301 ▲	231 ▲	400 ▲	325 ▲
16 to 18 metres	404 ▲	315 ▲	600 ▲	409 ▼
Over 18 metres	610 ▲	500 ▼	750 ▲	660 ▼

360 degree

Lift height	Average (£)	Lowest	Highest	Ideal
Under 20 metres	1,005 ▲	850 ▲	1,200 —	1,200 ▲
20 to 25 metres	1,267 ▲	1,100 —	1,550 ▲	1,410 ▼
Over 25 metres	1,450 ▲	1,250 ▼	2,100 ▲	2,350 ▲

Heavy Duty

Lift height	Average (£)	Lowest	Highest	Ideal
6 to 7 tonne	510 ■	490 ■	530 ■	585 ■
8 to 9 tonne	950 ■	900 ■	1,050 ■	1,070 ■

Utilisation and percentage on initial cost

Fixed frame

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	61%	43%	95%	0.7%
5 to 7 metres	76%	43%	95%	0.7%
8 to 10 metres	73%	56%	90%	0.7%
11 to 13 metres	73%	50%	90%	0.5%
14 to 15 metres	72%	46%	90%	0.7%
16 to 18 metres	70%	41%	95%	0.7%
Over 18 metres	68%	31%	95%	0.8%

360 degree

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 20 metres	75%	70%	80%	0.8%
20 to 25 metres	70%	60%	80%	0.8%
Over 25 metres	70%	50%	80%	0.6%

Heavy Duty

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
6 to 7 tonne	85%	70%	100%	0.6%
8 to 9 tonne	75%	70%	80%	0.5%

Average fleet age in years

Average	Lowest	Highest
2.8 (3.6)	1.2 (2)	8 (6)

The fleet expansion had the effect of reducing the average age of machines in company fleets, reducing it close to the levels reported in 2017.

Percentage of units going out with work platform attachments:

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

Type	Average	Lowest	Highest
Fixed frame	5%	0%	2%
360 degree	14%	0%	25%

This appears to fairly stable with 360 degree machines being used for this application more than fixed frames. The odd thing is that the sight of fixed frame telehandlers working with platforms is common, yet this does not seem to transfer through to the rental business.

What other products do you provide?

Cranes	Access	General equipment	Tools
11% (5%)	11% (49%)	61% (35%)	16% (20%)

(2018 results)

This is now a fairly stable number, although the number of companies mixing telehandler rental with access equipment is now over 50 percent, mostly down to general rental companies adding aerial lifts to their fleets, rather than access companies adding telehandlers.

Respondent's comments

"There is currently excess supply of equipment to demand which has resulted in some short-term price erosion. This is at a time when the capital costs of equipment are increasing along with inflationary pressures on labour and materials. The combined effect is squeezing the profitability on several hire companies."

"Very competitive with competition all having younger and younger fleets."

"Rates are holding up but… it depends on the customer and the job location, some areas are tougher than others. We have seen a few crazy quotes this year, but so far when that happens we let them have it, more so with some customers than others! The customers that buy on price only happen to be the ones who have sticky fingers when it comes to paying their bills."

"Rates are better than they were a few years back that's for sure, but they are still not commercially viable, given the cost of new machines."

"We started the year with Hawk going bust after a good year if you measure it by rates. BUT margins are still too thin, and when you add in customers who don't pay or go bust, and a little bit of fraud or vandalism and you are in the bin! This in good times, what happens when recession hits?"