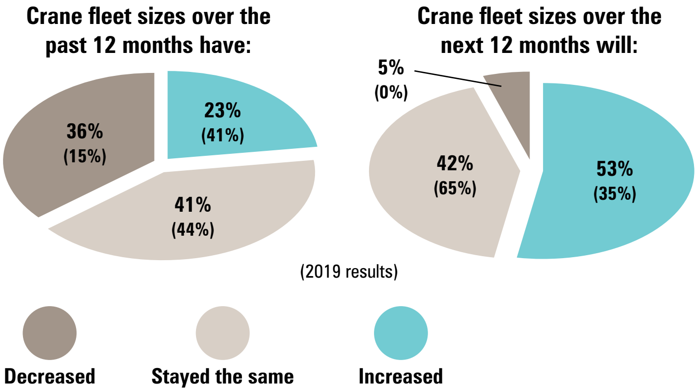
What a 20th anniversary

This is our 20th annual rental rate survey and one of the strangest, given the current pandemic. It has also been one of the hardest years in terms of gathering the data, exasperated perhaps by asking for input during bleak winter months when utilisation and often rates can be at their lowest, and many fixating on the now rather than the year as a whole.

As such there is often a divergence between comments, general impressions and the actual data. We persevered though and if there is a case for companies being hesitant with their rates they certainly made up for it terms of voicing their damning verdict of the industry.

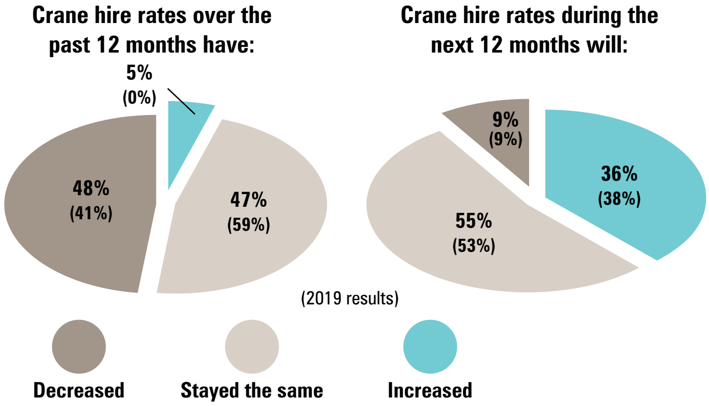
Crane rates

Crane fleet size



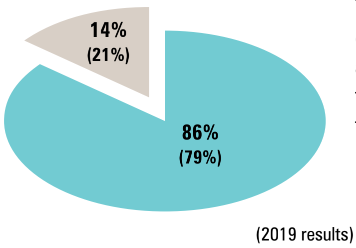
64 percent of our correspondents said they either maintained fleet levels or cut back, but a solid 36 percent said that they expanded. Next year however more than half plan to add to their fleets, possibly based on upcoming infrastructure spending promises.

Crane rate trends - all types



Similar to last year, more than 90 percent stated that rates had either stagnated or been cut, although this year a few did report increases compared to none last year. As to their forecasts for 2021, it is much the same as it was last year although just slightly less confident. Given that this year we know that the Covid-19 will have an impact, whereas last year we did not, it could be construed as quite positive in relative terms.

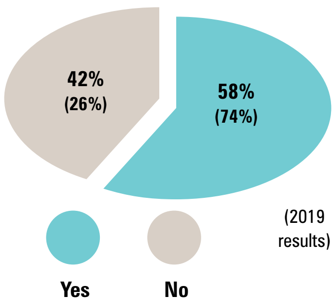
What percentage of your operators are?



The increase in those employed compared to freelance is interesting and could be construed as relating to furlough rules, but more likely freelance operators have simply not been employed for most of this year?

Employed Freelance

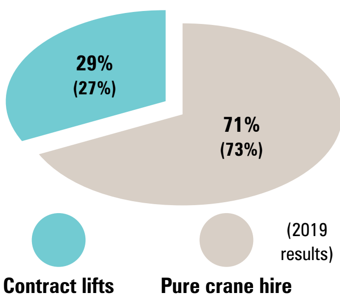
Would you recommend the crane hire industry to your children?



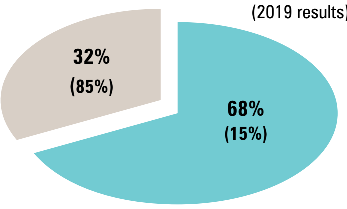
This is the true 'tell tell' indicator – crane people are usually upbeat about their children entering the business. And a majority still are, but the sharp fall from last year does highlight the current atmosphere.

What percentage of your jobs are contract lifts?

No change – clearly the focus was elsewhere this year.



Who does your Loler Thorough Examinations?



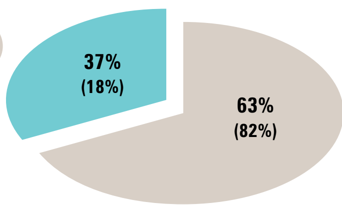
A slight move away from the shift from third party to in house is a shocker, but we have seen this trend for the other equipment, the only thing we can assume that companies have brought the task in house this year to keep service staff busy?

Third party | In house

Do you employ any female crane operators?

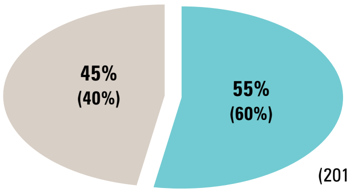
Yes | No

(2019 results)



This is encouraging and does bear out anecdotal feedback we have received over the past year.
It is still just a drop in the ocean BUT encouraging all the same.

Should cranes be subject to MOT's?



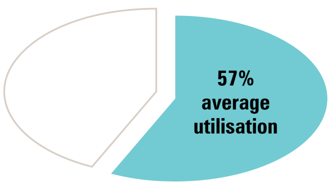
This one goes back and forth depending on the mood, this year given all the other challenges the idea of also facing formal MOT inspections is not appealing?

(2019 results) Yes | No

Covid questions

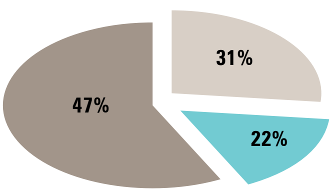
Finally, we also asked some Covid-19 feedback, and the results speak for themselves and need no comment from us.

What was the average utilisation for 2020?



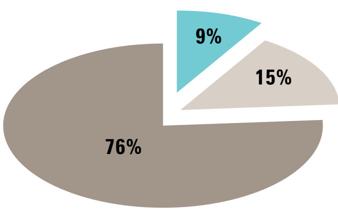
Has your workforce:

Decreased | Stayed the same | Increased



What percentage of your workforce is currently:

Working in the office/onsite | Furloughed | Working from home



Crane rental rates

Daily rates for mobile cranes

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

Crane size	Average (£)	Lowest	Highest	Ideal
Up to 30 tonnes	497 ▲	340 ▼	900 ▲	590 ▲
30-45 tonnes	504 ▲	430 ▲	900 ▲	606 ▲
50-65 tonnes	677 ▲	560 ▲	1,350 ▲	811 ▲
70-90 tonnes	903 ▲	725 ▼	1,550 ▲	1,061 ▲
100-120 tonnes	995 ▼	975 ▲	1,000 ▼	1,180 ▼
130-160 tonnes	1,433 ▲	1,250 ▲	1,500 ▼	2,013 ▲
160-200 tonnes	1,633 ▼	1,500 ▲	2,000 ▼	2,300 ▼
210-250 tonnes	2,090 ▼	1,500 ▼	2,600 ▼	2,540 ▼
260 -350 tonnes	2,775 ▲	1,750 ▼	3,800 ▼	3,475 ▲
360-490 tonnes	4,922 ▲	4,750 ▲	5,525 ▼	7,000 ▲
500-600 tonnes	7,000 ▼	6,500 ▼	7,500 ▼	9,500 ▲
Over 600 tonnes	no input —	—	—	—
Self-Erecting Tower (4-5 axles)	1,238 ▼	900 ▼	1,250 ▲	1,700 ▲
Self-Erecting Tower (6-7 axles)	1,863 ▼	1,700 ▼	2,200 ▲	2,413 ▼

Weekly rates for crawler cranes

Crane size - operated	Average (£)	Lowest	Highest	Ideal
Up to 50 tonnes	1,775 ▲	1,650 ▲	3,150 ▲	2,750 ▲
50-60 tonnes	2,375 ▲	1,800 ▲	3,550 ▲	3,000 ▲
70-80 tonnes	2,868 ▲	2,200 ▲	4,175 ▲	3,500 ▲
90-100 tonnes	3,025 ▲	2,500 ▲	4,550 ▲	4,000 ▲
120 -150 tonnes	2,705 ▼	2,650 ▼	3,000 ▼	3,500 ▼
180-250 tonnes	3,609 ▼	3,750 ▼	3,850 ▼	4,750 ▼
Over 250 tonnes	no input —	—	—	—

Weekly rates for tower cranes

Flat tops and saddle jibs	Average (£)	Lowest	Highest	Ideal
Up to 70 tonnes/metres	553 ▼	480 ▼	625 ▼	850 ▼
120 tonnes/metres	832 ▼	750 ▲	850 ▼	1,100 ▲
200 tonnes/metres	1,225 ▼	1,100 ▼	1,450 ▲	1,434 ▼
300 tonnes/metres	1,750 ▼	1,700 ▼	1,800 ▼	2,465 ▲
Luffers	**Average (£)**	**Lowest**	**Highest**	**Ideal**
Less than 70 tonnes/metres	1,050 ▼	900 ▲	1,200 ▼	1,223 ▼
100 tonnes/metres	1,621 ▼	1,400 ▼	1,950 ▼	1,765 ▼
180 tonnes/metres	2,394 ▲	2,250 ▼	2,650 ▼	2,467 ▲
300 tonnes/metres	3,006 ▼	2,700 ▲	3,350 ▼	3,421 ▲
Self Erectors	**Average (£)**	**Lowest**	**Highest**	**Ideal**
Self Erectors	722 ▲	625 ▲	800 —	850 ▲

Weekly rates of other cranes

Crane size	Average (£)	Lowest	Highest	Ideal
Pick & Carry < 2.5 tonnes	548 ▼	390 ▲	650 ▼	701 ▼
Pick & Carry 3-5 tonnes	606 ▼	450 ▼	750 ▼	695 ▼
Pick & Carry 5.5-10 tonnes	1,012 ▲	725 ▲	1,300 ▲	990 ▲
Pick & Carry > 10 tonnes	1,150 ▲	800 ▼	1,500 ▲	1,285 ▲
Mini crawlers < 12 tonnes	1,391 ▲	550 —	2,800 ▲	1,583 ▲
Spider cranes < 1 tonne	622 ▼	450 ▲	750 ▼	892 ▼
Spider cranes 2-5 tonnes	738 ▼	600 ▼	900 ▼	921 ▼
Spider cranes > 5 tonnes	1,222 ▼	1,000 ▲	1,350 ▼	1,558 ▼

Average fleet age in years

Average	Lowest	Highest
5.5 (6.2)	1.5 (2)	8 (10)

Hard to read anything into this one – may relate more to who participated this year compared to last?

Utilisation and percentage of initial cost

Mobile cranes

	Utilisation			Avg. weekly rate
Crane size	Average	Lowest	Highest	as % of initial cost
Up to 30 tonnes	78%	65%	90%	1.0%
30-45 tonnes	77%	65%	85%	0.6%
50-65 tonnes	78%	65%	85%	0.6%
70-90 tonnes	75%	65%	85%	0.7%
100-120 tonnes	78%	75%	80%	0.8%
130-160 tonnes	73%	70%	75%	0.7%
160-200 tonnes	65%	60%	70%	0.7%
210-250 tonnes	65%	60%	70%	0.7%
260 -350 tonnes	55%	40%	60%	0.6%
360-490 tonnes	50%	50%	50%	0.7%
500-600 tonnes	50%	50%	50%	0.8%
Over 600 tonnes	no data	–	–	–
Self-Erecting Tower (4-5 axles)	63%	50%	70%	0.9%
Self-Erecting Tower (6-7 axles)	73%	70%	80%	0.8%

Crawler cranes

	Utilisation			Avg. weekly rate
Crane size	Average	Lowest	Highest	as % of initial cost
Up to 50 tonnes	45%	25%	65%	0.30%
50-60 tonnes	43%	25%	55%	0.40%
70-80 tonnes	52%	25%	75%	0.50%
90-100 tonnes	41%	20%	50%	0.35%
120 -150 tonnes	54%	10%	75%	0.43%
180-250 tonnes	49%	35%	55%	0.31%
Over 250 tonnes	no input	–	–	–

Tower cranes

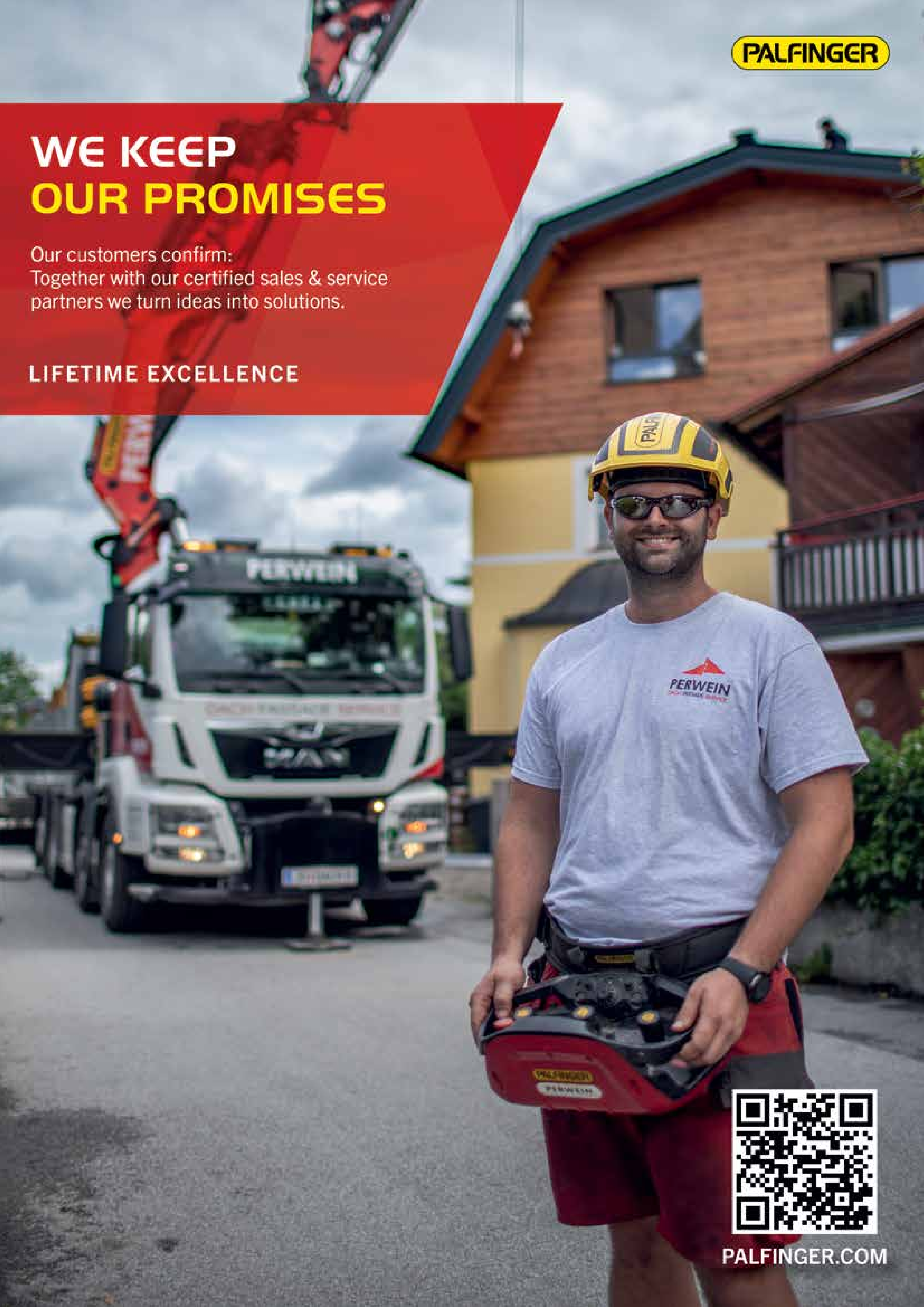
	Utilisation			Avg. weekly rate
Flat tops and saddle jibs	Average	Lowest	Highest	as % of initial cost
Up to 70 tonnes/metres	68%	65%	70%	0.7%
120 tonnes/metres	72%	60%	80%	0.8%
200 tonnes/metres	71%	60%	75%	0.7%
300 tonnes/metres	74%	50%	80%	0.6%

	Utilisation			Avg. weekly rate
Luffers	Average	Lowest	Highest	as % of initial cost
Less than 70 tonnes/metres	66%	55%	75%	0.6%
100 tonnes/metres	70%	70%	70%	0.7%
180 tonnes/metres	77%	70%	80%	0.7%
300 tonnes/metres	90%	90%	90%	0.7%

	Utilisation			Avg. weekly rate
Self Erectors	Average	Lowest	Highest	as % of initial cost
Self Erectors	77%	45%	80%	0.7%

Other cranes

	Utilisation			Avg. weekly rate
Crane type	Average	Lowest	Highest	as % of initial cost
Pick & Carry < 2.5 tonnes	65%	45%	80%	0.8%
Pick & Carry 3-5 tonnes	57%	25%	90%	0.8%
Pick & Carry 5.5-10 tonnes	64%	50%	70%	0.6%
Pick & Carry > 10 tonnes	64%	50%	70%	0.9%
Mini crawlers < 12 tonnes	55%	40%	65%	0.5%
Spider cranes < 1 tonne	59%	40%	70%	1.4%
Spider cranes 2-5 tonnes	58%	50%	60%	1.1%
Spider cranes > 5 tonnes	76%	66%	100%	0.9%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Crane respondent's comments

While companies were reticent to provide raw data, they were certainly forthcoming when it came to comments. Here are just a few of them:

I'm sure we've all quoted for contract lifts, sent a quote and then be told that, miraculously, the customer has suddenly realised that they have all the relevant personnel, credentials and ability to carry out the contract lift elements and will only require the cheaper crane hire option after all! Of course we require proof of this new found information that often produces a pregnant pause on the other end of the phone, but this is the real world we live in and unless more stringent input from the H.S.E. is visible we will always be subject to these conversations.

"As always the talk around rates is that they should go up to reflect the ever increasing purchase and running costs, "we must get them up" "it's now or never" "we are charging less as a percentage of the purchase cost than we were 20 years ago". Yet as always the increases are implemented at snail's pace, in a sector that seems all too often to have the say over what they're going to pay!

We shouldn't have any concerns about a site visit from the H.S.E. if all of our paperwork and best practices are in place, but it would enforce the importance and value of these practises to the customers who are trying to gloss over them in favour of a cheaper job."

"House Builders are driving down the rates received on contract lifts, whilst at the same time increasing the amount of work required for those hires. Private customers are helping balance the pressure from main contractor's reductions, but again, competition especially from small crane start-up companies is driving these rates down to an unmanageable level."

"These are really strange times, people are looking to do more work themselves, so rental rates need to be competitive. They shop around more, getting quotes from different companies and looking for the best deals."

"With all the long unnecessary inductions where they spend four hours telling us what a wonderful company they are and only ten minutes on what we need to know, we are spending more time on site for less money. There is far too much red tape - most of which is a waste of time."

"Before Covid-19 we were increasing our rates, but by the end of 2020 our rates were back to where we were pre increase. Looking to see what 2021 brings to the many idiots owning cranes and magic calculators!"

"Rates are nowhere near the level they should be. We are required to supply the newest equipment in order to win work, however new equipment is not cheap and without return on investment you cannot invest in new equipment."

"Tower crane specific: We supply tower cranes and have 2 mobile cranes to assist with erection & dismantle so our opinion on MOTs is not really relevant. We have reduced our rates during 2019 and 2020 up to 20% reduction on some equipment. The end of 2020 showed a pick-up in order intake so we feel that the rates will hold in 2021."

"The UK Crane Hub hire rates have remained low for over 10 years in general but since 2020 and the lockdown it seems the crane hire firms like xxxx crane hire, xxxxxxx and xxxxxxx have gone into overdrive in slashing the prices, the last ones are so low at the moment it seems that if you hire a crane operator they will throw in a free crane. And as for xxxx crane hire, they are doing work at the moment at a loss just to keep cranes out. This blue blooded murder of the British crane hire has to stop before we all go to the dogs."

"Generally during 2020 hire rates have decreased slightly which we have put down as a result of the ongoing pandemic, however average utilisation of our cranes for 2020 is actually 0.5% higher than in 2019."

"Rates are under attack as always. Northern companies in mobile cranes and Irish companies in tower cranes. Worst of all Irish companies from the North! Customers want the newest cranes with the latest FORs, emissions and Health and Safety standards, then they expect the same rate as the local two bob outfit."

"Crawler crane specific: Hire rates vs new machine cost is at a new low point, probably 50% of where things were 10-15 years ago. The market is overloaded by cheap finance and 'certain' companies chasing turnover and market share with no thought to sustainability."

"I think Mot's and limited working/ driving hours are essential to safeguard the future of the industry and the people within it. New equipment is expensive and putting more legislation/regulation in place will cost the end user more, however the emphasis on safety first would benefit everyone involved in the long run. Maintaining a mobile crane, greasing, daily checks and regular servicing can be put to one side when only revenue and cost is driving the market, bringing more legislation in will benefit the companies who run their fleets properly and push the companies at the lower end to improve."

"The year to November was good, December not bad, but January is dead. Materials not getting through the ports, and Covid – if someone comes down with it on a site, they all have to quarantine! Yesterday I had my worst day in business ever. But it will come back we can get past this."

"Rates do not reflect the cost of the investment and they do not allow for operators to be paid the rate they deserve."

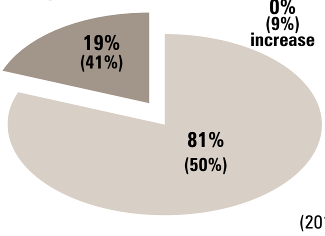
"Rental rates during 2020 have dropped slightly."

Powered access rates

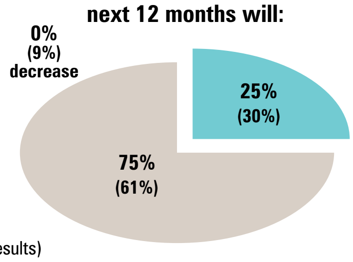
Rate trends

Decreased Stayed the same Increased

Access rates over the past 12 months have:



Access rates during the next 12 months will:

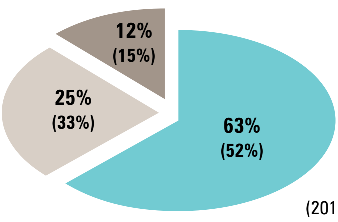


(2019 results)

Clearly no company experienced higher overall rates, but then far fewer claimed that rates had fallen either. The vast majority felt that rates held steady in spite of all the challenges. The actual rates do not entirely bear this out though. When it comes to next year, none of our respondents feel rates will decline, most believe that they remain flat, although a quarter of respondents are positive for 2021 – possibly the same ones that reported rate declines for 2020?

Fleet trends

Fleet size over the past 12 months have:



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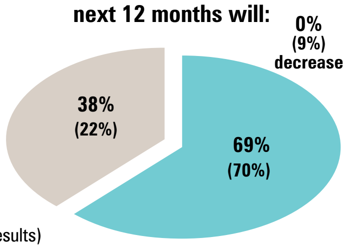
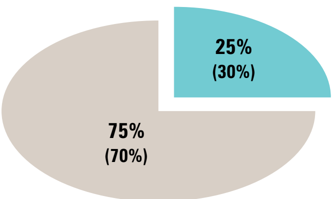


(2019 results)

In spite of the rate situation the majority of respondents claim to have increased their fleets this year. With only a few having reduced them. Next year they are all expecting much of the same.

Who does your LOLER Thorough Examinations?

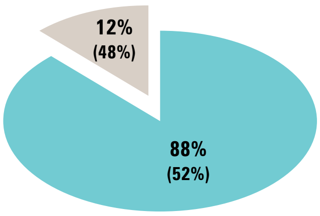


(2019 results)

Third party In house

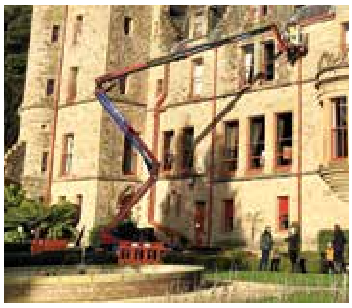
Unlike the two other sectors we cover this has not changed dramatically, most likely due to the fact that most companies already do their inspections in house.

Do you offer IPAF training?



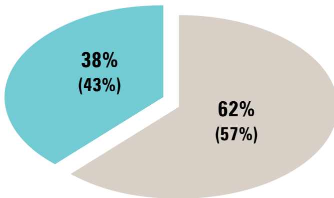
Yes No (2019 results)

This is a surprise and while more companies might be offering training, it probably has more to do with the mix of companies that responded this year.



Would you recommend the access industry to your children?

This one is always a telling question and this year is no exception with the number giving a positive response falling five percentage points compared to last year.

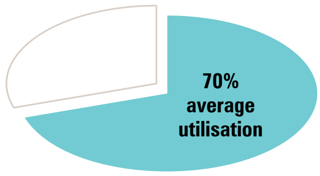


(2019 results)

Yes No

Covid questions

What was the average utilisation for 2020?



Has your workforce:

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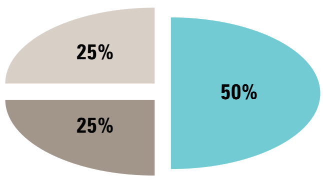

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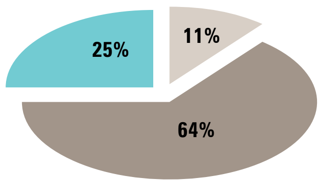


Average fleet age in years

No great change here.

Average	Lowest	Highest
4.5 (4.3)	2.7 (2)	6.5 (6)

Weekly rental rates by general category

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

Push around lifts

Working Height	Average (£)	Lowest	Highest	Ideal
Push Around Lifts (Pop Ups etc)	56 ▲	45 ▲	60 ▲	62 ▲
Portable Push Around (AWP/UL)	128 ▲	60 ▼	198 ▲	148 ▼

Trailer lifts

Working Height	Average (£)	Lowest	Highest	Ideal
12-13 metres (30-43ft)	224 ▲	175 ▼	245 ▼	255 ▲
17 metres (50ft)	234 ▼	200 ▼	325 ▼	356 ▲
Over 20 metres (65ft)	312 ▼	220 ▼	400 ▼	501 ▼

Mast booms

Working Height	Average (£)	Lowest	Highest	Ideal
8 metres	143 ▲	125 ▲	195 ▲	221 ▲
10 metres	206 ▼	170 ▼	280 ▼	254 ▼
12 metres	286 ▲	220 ▲	360 ▼	300 ▲

Spider lifts

Working Height	Average (£)	Lowest	Highest	Ideal
Up to 15 metres	459 ▼	390 ▼	550 ▲	602 ▼
16-20 metres	743 ▲	590 ▲	850 ▲	1,083 ▲
20-26 metres	1,002 ▼	800 ▼	1,200 ▼	1,475 ▼
28-30 metres	1,311 ▲	1,200 ▲	1,450 ▼	1,722 ▼
30-35 metres	1,689 ▲	1,250 ▲	1,800 ▼	2,001 ▼
Over 35 metres	1,592 ▲	1,400 ▲	2,000 ▼	2,500 ▼

Van mounts - Weekly rates

Working Height	Average (£)	Lowest	Highest	Ideal
Up to 13 metres	331 ▼	290 —	375 ▼	366 ▼
13-15 metres	338 ▼	295 ▼	390 ▼	503 ▼
Over 15 metres	584 ▼	450 ▼	600 ▼	722 ▼

Truck mounts - Daily rates

Working Height	Average (£)	Lowest	Highest	Ideal
<Up to 25m (3.5t) no operator	190 ▲	150 ▼	230 —	225 ▼
22-35 m (7.5t) with operator	550 ▲	430 ▼	650 ▲	572 ▼
36-45 metres with operator	721 ▼	540 ▼	800 ▼	892 ▼
46-60 metres with operator	1,064 ▼	950 ▼	1,250 ▼	1,423 ▲
61-70 metres with operator	1,473 ▼	1,350 ▼	1,550 ▼	1,522 ▼
Over 70 metres with operator	2,673 ▼	1,950 ▼	3,500 ▼	3,432 ▲

Electric self-propelled scissor lifts

Platform Height	Average (£)	Lowest	Highest	Ideal
Up to 5 metres	61 ▼	40 ▼	85 ▼	71 ▼
6 metres (19/20ft)	88 ▼	60 ▼	105 ▼	93 ▼
8 metres (26ft)	102 ▼	68 ▼	120 ▼	106 ▼
9-10 metres (30-33ft)	123 ▼	120 ▲	140 ▼	144 ▼
11-12 metres (36-39ft)	156 ▼	90 ▼	228 ▼	186 ▼
13-17 metres (42-55ft)	264 ▼	170 ▼	350 ▼	303 ▲
18-22 metres (60-72ft)	500 ▼	350 ▲	600 ▼	575 ▼
23-25 metres (75-82ft)	562 ▼	450 ▲	675 ▼	1,000 ▲
Over 26 metres (85ft)	No Data	–	–	–

Diesel/bi-energy scissor lifts

Platform Height	Average (£)	Lowest	Highest	Ideal
8 metres (26ft)	159 ▼	120 ▼	247 ▼	206 ▲
9-10 metres (30-33ft)	153 ▼	140 —	171 ▼	183 ▼
11-12 metres (36-39ft)	170 ▼	150 —	198 ▼	205 ▼
13-17 metres (42-55ft)	221 ▼	200 ▼	247 ▼	271 ▼
18-22 metres (60-72ft)	393 ▲	250 —	675 ▲	492 ▲
Over 22 metres (72ft)	810 ▼	640 ▼	980 ▼	1,050 ▼

Electric self-propelled booms

Platform Height	Average (£)	Lowest	Highest	Ideal
Up to 11 m (industrial)	199 ▼	150 ▲	250 ▼	303 ▲
10-12 m (32-40ft) (Nifty/AB38)	203 ▼	140 ▼	300 —	275 ▼
14-15 m (46-49ft)	253 ▼	140 ▼	300 ▼	442 ▲

Rough Terrain articulated booms

Platform Height	Average (£)	Lowest	Highest	Ideal
12-14 metres (39-45ft)	218 ▲	160 ▼	280 ▲	278 ▼
15-16 metres (49-52ft)	221 ▼	180 ▼	300 ▼	294 ▼
17-19 metres (56-62ft)	285 ▼	210 ▼	375 ▼	376 ▼
20-23 metres (65-70ft)	335 ▼	295 ▼	400 —	451 ▼
24-26 metres (80-86ft)	578 ▼	530 ▼	695 ▼	725 ▲
Over 27 metres	891 ▼	600 ▼	1,200 ▼	1,023 ▼

Straight telescopic booms

Platform Height	Average (£)	Lowest	Highest	Ideal
Up to 17 metres (26ft)	208 ▼	180 ▲	275 ▼	297 ▼
20-23 metres (60-70ft)	345 ▲	295 ▲	375 ▲	425 ▼
24-26 metres (80-86ft)	448 ▼	390 ▲	480 ▼	525 ▲
27-30 metres (88-100ft)	1,422 ▼	950 ▼	1,800 ▼	2,567 ▼
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 Around Lifts (Pop Ups etc)	72%	60%	79%	1.5%
Portable Push Around (AWP/UL)	77%	40%	100%	2.8%

Trailer lifts

	Utilisation			Average rate as
Working Height	Average	Lowest	Highest	% of initial cost
12-13 metres (30-43ft)	56%	50%	60%	1.2%
17 metres (50ft)	50%	45%	70%	1.0%
Over 20 metres (65ft)	61%	50%	75%	1.0%

Mast booms

	Utilisation			Average rate as
Working Height	Average	Lowest	Highest	% of initial cost
8 metres	54%	45%	70%	1.1%
10 metres	66%	50%	75%	1.3%
12 metres	66%	40%	90%	1.2%

Van mounts

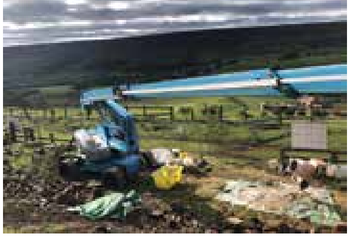
	Utilisation			Average rate as
Working Height	Average	Lowest	Highest	% of initial cost
Up to 13 metres	82%	75%	100%	0.7%
13-15 metres	79%	70%	85%	0.8%
Over 15 metres	77%	65%	90%	0.9%

Spider lifts

	Utilisation			Average rate as
Working Height	Average	Lowest	Highest	% of initial cost
Up to 15 metres	66%	60%	70%	1.4%
16-20 metres	71%	50%	80%	2.0%
20-26 metres	59%	45%	75%	1.9%
28-30 metres	57%	45%	60%	1.3%
30-35 metres	60%	50%	65%	1.1%
Over 35 metres	63%	60%	75%	1.2%

Truck mounts

	Utilisation			Average rate as
Working Height	Average	Lowest	Highest	% of initial cost
<25m (3.5t) no operator	55%	40%	75%	1.1%
22-35m (7.5t) with operator	60%	45%	70%	0.7%
36-45m with operator	60%	45%	70%	0.6%
46-60m with operator	60%	50%	75%	0.9%
61-70m with operator	60%	50%	80%	1.3%
Over 70m with operator	72%	60%	90%	1.2%



Diesel bi-energy scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
8 metres (26ft)	67%	60%	72%	0.7%
9-10 metres (30-33ft)	59%	58%	60%	0.6%
11-12 metres (36-39ft)	58%	51%	64%	0.6%
13-17 metres (42-55ft)	57%	53%	60%	0.7%
18-22 metres (60-72ft)	78%	65%	91%	0.6%
Over 22 metres (72ft)	69%	50%	93%	0.6%

Electric self-propelled scissor lifts

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Up to 5 metres	65%	55%	81%	1.0%
6 metres (19/20ft)	66%	60%	75%	1.2%
8 metres (26ft)	69%	60%	79%	1.1%
9-10 metres (30-33ft)	67%	60%	73%	1.1%
11-12 metres (36-39ft)	65%	60%	70%	1.1%
13-17 metres (42-55ft)	56%	55%	60%	1.4%
18-22 metres (60-72ft)	62%	56%	70%	0.7%
23-25 metres (75-82ft)	72%	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
Up to 11m (industrial)	61%	55%	67%	1.0%
10-12m (32-40ft) (Nifty/AB38)	66%	60%	72%	1.1%
14-15m (46-49ft)	71%	60%	83%	0.7%

RT articulated booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
12-14 metres (39-45ft)	66%	60%	77%	0.8%
15-16 metres (49-52ft)	69%	60%	81%	0.7%
17-19 metres (56-62ft)	70%	60%	84%	0.7%
20-23 metres (65-70ft)	76%	60%	100%	0.7%
24-26 metres (80-86ft)	73%	60%	92%	0.6%
Over 27 metres	59%	50%	68%	0.7%

Straight telescopic booms

	Utilisation			Average rate as
Platform Height	Average	Lowest	Highest	% of initial cost
Up to 17 metres (26ft)	51%	42%	60%	1.0%
20-23 metres (60-70ft)	54%	49%	70%	0.8%
24-26 metres (80-86ft)	72%	65%	75%	0.9%
27-30 metres (88-100ft)	no data	–	–	–

Access respondent's comments

As with cranes we received plenty of comments this year sadly most of it in one direction, slamming the major national rental companies of trashing rates. Anecdotally small to medium sized companies have fared better than the national chains, being fleeter of foot and not having had the morale sapping cutbacks and layoffs.

In real terms the rate has decreased 25% in 15 years. As an independent instructor I plan on sticking to the same rate I have always charged. Nothing really surprises me anymore but not sure there is a need to have a race to the bottom and I certainly won't be participating in it. All in this together."

"The capital cost increases every year which increases cost of ownership. The rental rate averages stay the same because of the national companies' ability to buy work at lower rates. We aim to increase our service levels every year and decrease our age profile to help reduce the cost of ownership with less staff, better quality machines and demand a higher price. The main factor is the market is overpopulated, money is relatively cheap and manufacturers in some cases give too much support to sell volumes of machine leaving us tighter margins. But there is still opportunity to have a stable profitable business."

"Rental rates are continually put under pressure from the 'nationals with lots of ageing machines in their fleets. SME companies have come through the lockdowns as good as can be and we will certainly see a national company fold or sell in the near future."

"Too many companies still buying jobs and keeping rates low."

"Some bigger players wrecking the market and reducing rates to try and hurt smaller independents, xxxxxx, xxxxxxxxx-xxxxxxxxx and xxxxxxx are all guilty."

The larger national access providers seem to be in a complete state of turmoil, at the same time as the stronger regional players are pushing forward. IPAF will benefit from having a Rental Master, Pete Douglas, at the helm. Pete has strong leadership talents and will help to steer that ship through some turbulent times."

"The hire rates are affected for everyone during these uncertain times. Most of the independents are holding their own or doing well as they are committed to personal service levels. The majors have yards and yards full of equipment that at some point the investors are going to want/ need a return on.

"The UK market will be a very interesting environment over the coming 12 months. Recent takeovers have not been the traditional distressed fire sales of the past, with the buying companies trying to keep existing managers in place, initially at least.

"I believe that the key may well be in fleet diversity. I have worked in the industry for some 30 years, with good and badly run businesses, and the underlying long term path to success is well worn. Good equipment, a good team, correct pricing wins every time. Cheap rates, poor equipment, and poorly motivated/ managed staff has failed time after time. Obviously these things are cyclical, the question is always where you are on your cycle."

"The question is clearly quality and service against volume and price, and there is a clear split. Almost like the food, transport and textile industries. New manufacturers are answering questions on equipment, developing new and exciting innovations. Niftylift has been a massive leader in this, and that is why we are so strong on their products."

"It is going to be an interesting 12 months, and I will be keen to see how you see it develop. We all need to buckle up, sunny uplands await?????!!!!!"

This morning is the first time in 15 years I have come across the same on the training side. Being severely undercut, I supposed, can be classed as part of the game. People can charge what they like for their service. However, I would say, there is enough work to sustain us all at a rate that is beneficial for both trainer and training centre.

Access respondent's comments *continued*

"It has long been the case in the hire industry that some companies are in a race to the bottom in terms of rates.

"Market is saturated, demand is slowing in terms of general fleet, but with a small market share, the effect on us is limited."

Unfortunately, these companies that have full yards will only have one direction to empty them and that is the hire rate, as they have nothing else to offer. All we can hope is the customer has loyalty and there is plenty of work requiring powered access. Personally, I think we are going to have a great 2021."

"For well over 15 years interest rates have been very low allowing companies to take on more risk/debt. They won't stay low forever and that's where the crunch will come."

"Need to think further ahead, likely red diesel duty to be scrapped 2022, current rates and technology nowhere near enough to support transition to alternatives, infrastructure, and BIM needs to be factoring in the huge increase in charges that will happen overnight. Current rates are unsustainable, operational costs are huge and the 1% ROI if you're lucky is pathetic."

"The access platform world is driven by debt. Is that debt sustainable. I'm pretty sure a few banks have twitchy bums right now with the amount of debt on their books from mewp providers. All the while everything carries on as if nothing is wrong as they get 'YES we can service that debt'. It's like the subprime housing market and financial crash in 2008. DEBT- The hidden killer."

"There will be casualties and they are coming. There are too many selling £10.00 notes for £5.00! To coin a phrase used by Barry Brady 'You can't defy gravity'."

Costs of equipment are in some cases 50% higher than 10 years ago and the only areas that can be squeezed to survive is headcount and maintenance and repair of equipment, all of which are not conducive to supplying good equipment and good service."

To improve it must start with more staff training to sales and Ops department by all access companies, on just how much this kit costs from point of manufacturing at start (incl interest we all pay for HP) to driver delivering on site at the end. If only we could return to the days of £10 a foot high....."

"it's the same the world over. The bigger the company the faster the race to the bottom"

"£10 a foot was the opening line of the training I was given in 1998..... anything less needed authorisation from the Pope, then Jesus and then God !!"

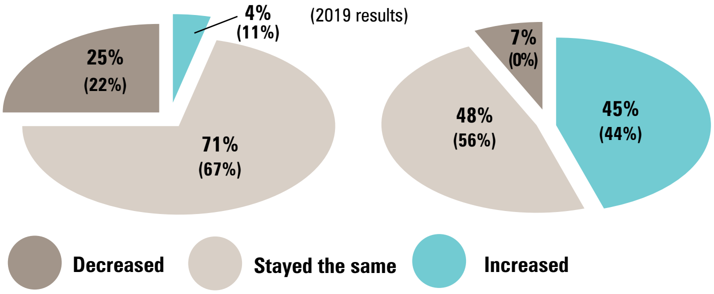
"I'll sum them up in one word for the access industry 'woeful' and it starts with the corporate giants giving fleet away , then SMEs like me and many others trying to compete to stay alive despite having far newer kit and service levels.

"Unfortunately, this age old problem is not just applicable to access and crane equipment. It seems that the end users who never want aged equipment and only want the best service with a personal touch ......Always follow a quotation with the response 'I can get this cheaper!' I really fear for any person with an aspiration to start a business or grow a small business, especially in the current environment where it appears that end users are taking advantage of a situation.

Note: Some respondents named specific companies as having been the most guilty of slashing rates, for legal reasons and practicalities, we have replaced them with xxxx.

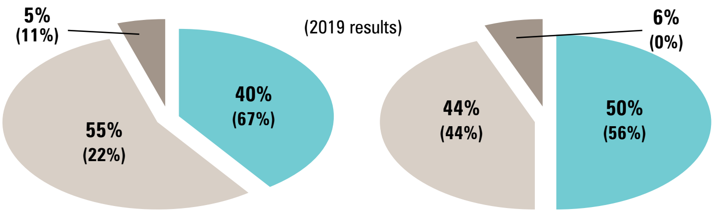
Telescopic handler rental rates

Rate trends



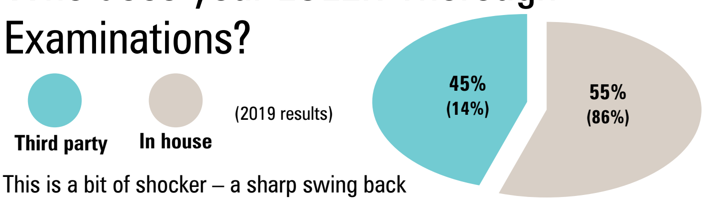
As with cranes we struggled this year to persuade those that rent out telehandlers to participate when it came to talking about rates. This was due to a variety of things, including changes in personnel and an overall nervousness. What came through however is that the recovery of the previous year or two has stalled and possibly even rolled back a little. Confidence for 2021 remains mixed and a little shaky. However, it is not all gloom and doom, the actual rates for some product sectors contradicted the overall impression given and have held steadier than many felt, and some show signs of having improved. But you need to be careful as in some sectors a low turnout might have tilted the results. Certainly, the spring lockdown caused some major issues which could not be recovered later in the year and the feeling at the start of January was negative.

Fleet size



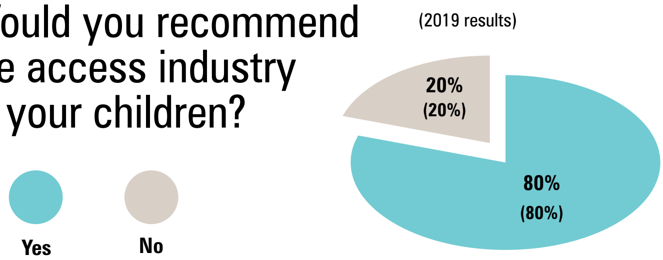
Not much change here – certainly the trend was to hold off capital investment and age the fleets, some companies still expanded, while fewer cut back than in 2019. The outlook remains mixed and much the same as this time last year – which is pretty good when one considers there is a national lockdown in place.

Who does your LOLER Thorough Examinations?



This is a bit of shocker – a sharp swing back to the same level of in house inspections as in 2018! It certainly checked out, and we assume that with local and national lockdowns companies did as many inspections as possible in house to keep service staff employed?

Would you recommend the access industry to your children?



Weekly rental rates for telehandlers

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

Fixed frame

Lift height	Average (£)	Lowest	Highest	Ideal
Up to 5 metres	245 ▲	205 ▼	320 ▼	320 ▲
5-7 metres	252 ▲	200 ▲	300 ▼	328 ▲
8-10 metres	277 ▲	210 ▼	350 ▼	363 ▲
11-13 metres	266 ▼	220 ■	350 ▼	360 ▲
14-15 metres	309 ▲	230 ▲	390 ▼	397 ▲
16-18 metres	397 ▲	310 ▲	500 ▼	502 ▲
Over 18 metres	604 ▲	575 ▲	680 ▼	795 ▼

360 degree

Lift height	Average (£)	Lowest	Highest	Ideal
Up to 20 metres	996 ▼	800 ▼	1,100 ▲	1,250 ▲
20-25 metres	1,250 ▲	1,100 —	1,450 ▼	1,505 ▲
Over 25 metres	1,625 ▲	1,250 —	2,000 ▼	2,250 ▼

Heavy Duty

Lift height	Average (£)	Lowest	Highest	Ideal
6-7 tonne	573 ▲	500 ▲	850 ▲	650 ▲
8-9 tonne	950 —	900 —	1,000 ▼	1,092 ▲

Utilisation and percentage on initial cost

Fixed frame

	Utilisation			Average rate as
Lift height	Average	Lowest	Highest	% of initial cost
Up to 5 metres	73%	65%	75%	0.7%
5-7 metres	72%	65%	80%	0.6%
8-10 metres	81%	60%	100%	0.7%
11-13 metres	59%	55%	65%	0.5%
14-15 metres	66%	64%	70%	0.7%
16-18 metres	69%	60%	80%	0.6%
Over 18 metres	75%	70%	80%	0.7%

360 degree

	Utilisation			Average rate as
Lift height	Average	Lowest	Highest	% of initial cost
Up to 20 metres	66%	65%	70%	
20-25 metres	68%	65%	75%	
Over 25 metres	74%	70%	80%	

Heavy Duty

	Utilisation			Average rate as
Lift height	Average	Lowest	Highest	% of initial cost
6-7 tonne	73%	60%	90%	0.5%
8-9 tonne	70%	65%	75%	0.5%

Average fleet age in years

Average	Lowest	Highest
2.9 (2.8)	2 (1.2)	4.4 (8)

Similar to last year apart from the highest average age given, more to do with who participated than a significant shift, the average remains just under three years.

Percentage of units going out with work platform attachments:

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

Type	Average	Lowest	Highest
Fixed frame	6% ▲	1% ▲	10% ▲
360 degree	15% ▲	0% —	20% ▼

This never changes much and always surprises us that the results are not higher.

What other products do you provide?

Cranes	Access	General equipment	Tools	Vehicle hire
9% (5%)	65% (55%)	65% (35%)	40% (20%)	20%

(2019 results)

Some substantial shifts here but more to do with the net being cast wider.

Respondent's comments

"We have dropped our fleet down to around 320 as competition on hire rates does not make these viable anymore. Add that to the ever increasing purchase cost and dare I say it the unreliability of the product has meant we have invested In Excavators and site Dumpers for our internal market."

"Last year saw yet more competition but rates have held sort of steady we came under pressure to drop them during some slower periods but managed to keep some sanity to them. Some definitely panicked at times, when in reality there was no need. Hard to say how it will go in 2021 too early to tell."

"I think there will be opportunities over the next couple of years, still a pressure to build houses and the government will need to spend, but best opportunities will be specialist machines like the smallest compacts, electric models and maybe some of the heavy duty units? "

"If you can get close to your customers and cultivate companies that will keep the kit on hand for all year because it meets their spec then you can still make a decent return- but it is a struggle."

"The year has not started well hopefully this will be temporary but does not make doing this form any easier!"

"Too many companies focused on utilisation and short term lack of experience and knowledge on the hire desk."

"There must be an easier living out there?"