

cranes & access

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November/December 2021 Vol.23 issue 7

Telescopic
crawler
cranes

Truck
mounted
lifts

Outrigger
mats

... First RT crane from Poland...100m Socage truck mount...New Zoomlion electric booms...

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On the cover:

The use of engineered outrigger mats and ground protection mats is growing exponentially - see the feature on page 43.



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100m Sorage truck mount ready to go, First electric Maeda mini crawler, 25t XCMG hybrid truck crane, Second generation

Liaberr LTM 1110, 110t/m Hiab unveiled, New electric booms from Zoomlion, 48ft JCB boom for N. America, First 55m Tadano truck mounted platform, 2,000t spreader beam, First Nagano 09AC delivered, Liebherr ships new 400t crawler, New Polish 25 tonne Rough Terrain crane, Twin 2,000t Huisman ordered and financials round-up...



Telescopic crawler cranes 17

Telescopic crawler cranes have been around for more than 60 years but have only recently become more widespread and are now an increasingly popular choice on site, thanks to their improved lift performance, design and versatility. We review the latest models and developments. Will North checks them out.



Truck mounted lifts 31



The truck mounted lift market continues to grow in volume along with the variety of different models and suppliers. The past 12 months have seen several acquisitions and new product launches. Leigh Sparrow takes a look.

In the next C&A

Scheduled for late January the next issue of Cranes & Access will include features on aluminium cranes, access equipment for the aviation sector, our annual UK and Ireland rental rate guide and a Look Back at a very eventful 2021. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.

Outrigger mats & ground protection 43

With the use of outrigger mats and spreader plates now the norm, we look at the latest developments, advice and recommendations on outrigger set-up as well as the growing adoption of automatic variable outriggers and custom load charts/working envelopes, plus a few applications and case studies.



The Mound 51

Passionate crane spotter Nick Johnson took time out to climb a new central London landmark that has some controversy - the infamous Marble Arch Mound - and discovered a notable feature clearly overlooked by critics of the structure.



Top Service 55

At least 30 percent of businesses in our sector have faced the bankruptcy of a significant customer, which can seriously impact the ability to trade. UK-based Top Service provides an overview of Retention of Title (ROT), the benefits and the pitfalls and how it could help mitigate your risk of being placed at the bottom of the payment hierarchy i.e., an unsecured creditor.

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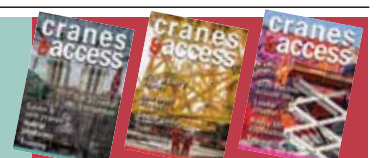
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Time to reset

As we career towards the end of the year there is a sense of Déjà vu... here in the UK the political news is full of Christmas Party stories. We held our last company get together in Christmas 2019 when our German and UK teams met up in Cambridge. Last year we should have been in Germany, but we obeyed the rules and called it off.

Since then, we have had an eventful 12 months and Vertikal Days 2020 was finally held in autumn 2021. Thankfully incredible weather helped make it a major success for which we are very grateful. However our German colleagues were unable to attend and once again we have decided to postpone our Christmas meet up. Maybe this time next year it will be third time lucky?

Given the global problems, the lifting industry is having a strange old time. Order books have rarely been fatter, but manufacturers are battling with supply chain issues to keep their plants working efficiently. Challenging yes, but a much more positive problem than what we all faced in April 2020.

Rental companies - particularly those that employ operators as well as drivers - are facing greater challenges. Equipment is costing substantially more - when you can get it - along with fuel, all manner of supplies and in several countries severe staff shortages as operator/drivers are lured away like star football players, causing substantial upward pressure on pay and recruitment costs.

However, while it may look a bit grim at times, I sense an opportunity to overcome some long-term issues and if so, we may well look back at this period as transformational?

For example, the cost and availability of new or used equipment is raising the bar to entry, while escalating costs are forcing everyone to take a serious look at their pricing policies. In the UK not only are companies facing higher fuel costs from increasing oil prices, but next April the government is withdrawing the use of lower taxed red diesel from construction. I have already heard more than one company say rates have to go up and that they would rather sit a crane in the yard than accept a silly price.

We have heard all this before, of course, but this time more companies appear serious, and some are angry. After all, contractors are facing price hikes of 50 percent or more for some materials, which they have to pay, and then they pass on the price hikes to their clients. Yet these same contractors will fight with a rental company over a few pounds on a rate for a machine that can cost the best part of a million. Why? Most likely 'because they can' and 'that is the way it has always been'. The crane and aerial lift rental industry has lacked the discipline in the past to charge a fair price and make it stick. Let's hope this time is different.

We are currently working on our annual rental rate survey, so please do send us your thoughts. The results will be published in the next issue. And finally, let me wish you a happy, healthy and prosperous year in 2022, and a wonderful holiday season and if you are holding a party

Leigh Sparrow

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net

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