

# IN THE NEXT ISSUE OF

# C&A

Place your products in front of 28,000 crane, telehandler and powered access buyers & users who will be reading the December/January issue of **Cranes & Access**...



## THIS ISSUE WILL INCLUDE FEATURES ON:

### TRUCK MOUNTED AND ALUMINIUM CRANES

In this feature we will take a look at some of the latest developments in this sector where commercially mounted traditional truck mounted cranes are making a bit of a comeback, while the 'aluminium truck crane' sector continues to grow and spread. If you have news or information to add, we'd love to hear from you.

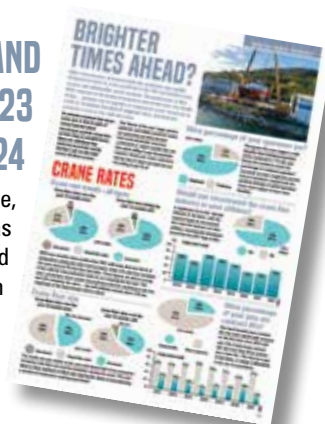


### VERTICAL LIFTS AND MAST BOOMS

Given the increasingly wide choice of products now using a telescopic mast for elevation, we will look at both mast type lifts, which fit between low level work platforms and micro scissor lifts, along with the latest mast boom developments and new entrants into coming into the market.

### RENTAL RATE SURVEY AND GUIDE FOR 2023 AND PROGNOSIS FOR 2024

The annual C&A survey provides an indication of latest crane, access and telehandler rental rate trends in the UK and Ireland as well gauging the mood of the sector both looking back and forward and how it will influence rental company capital expenditures in the year ahead.



### TELEMATICS SOFTWARE

We look at the latest developments in telematics and how many fleets are really benefiting from the potential that the technologies offer. Contributions or suggestions most welcome?

### LOOK BACK AT 2023

We take a look back at both the lifting industry and world events in another eventful year!



Send any information, news, photographs or ideas on these subjects to [editor@vertikal.net](mailto:editor@vertikal.net)

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# CPA CONFERENCE TOPICS & DISCUSSIONS

The challenges facing the equipment rental industry were discussed at the CPA's annual conference in early November. The conference, the eighth, was the best attended to date with around 200 delegates. The first session addressed current issues facing the industry with four panellists: Asif Latief of Boels Rental, Chris Gill of L Lynch Plant Hire, James Atkinson at Rouse and Mark Anderson from the GAP Group.

The speakers agreed that current challenges also bring opportunities owing to the cyclical nature of construction and the ability of rental fleets to respond quickly to new market requirements. Companies also need to ensure that their fleets continued to match customer needs in terms of profile and numbers, and that they embraced the potential benefits offered by digitalisation and Artificial Intelligence. A common sentiment was that the government should listen more to the needs of the construction industry.

Five industry professionals participated in the second discussion - 'Fuelling the Future' - which focused on the challenges of transitioning away from diesel. They included Adam Nicholson and Jim Haigh of Eagle Platforms, Alasdair Reischer of the Civil Engineering Contractors Association (CECA), Matt O'Hara of Sunbelt and Paul Mabey of JCB.

Panellists agreed that different energy sources - such as batteries, solar and hydrogen - suited different machines and applications. Site managers and rental companies should work together to devise the optimum solution while recognising that in certain cases, clean diesel machines with Stage V engines would remain a sensible solution for some time.

Adam Nicholson believed a learning curve remained for customers wishing to go green. He cited one client that wanted to use battery machines during the day while charging overnight with a diesel generator. Adequate infrastructure is an essential requirement. Meanwhile, transitional fuels like HVO will play a role in replacing diesel, especially if the government encouraged its use through a rebate scheme, although the panel agreed this was unlikely.

Eagle's Jim Haigh felt more benefit could be derived over the shorter term from using machines with the cleanest and most efficient diesel engines, while believing that battery technology still needs to improve and that hydrogen is not yet available on a practical scale.

Session three explored challenges identified by the CPA's Special Interest Groups, with Kirsty Archbold-Laming of Southern Hoist Services and chairman of the Construction Hoist Interest Group, Peter Gibbs of Ainscough and chairman of the Crane Interest Group and Steve Featherstone of Sachle Consultants who chairs the Rail Plant Association.

Archbold-Laming said that the nature of the lifting equipment rental market was that any construction slowdown typically took several months to have an impact and that business



CPA chief executive Stu McInroy opens the conference



remained steady. However, to mitigate disruption, Southern Hoist Services had diversified into other markets such as events and film production, as well as overseas contracts.

A common frustration she expressed, was that customers expect equipment to arrive and be installed with minimal preparation having been done on their part. However, advances had been made in training since the Interest Group's formation, with dedicated courses on aspects of hoist inspection and usage. A course in basic training for new installers is due in January.

Peter Gibbs said that when new kinds of equipment and power sources are being developed, risks and responsibilities change also. Rental companies and users should work together to find the safest solutions, often the onus was placed squarely on the rental company.

The final session covered equipment theft and fraud, with panellists including Andy Huddleston of the national rural crime unit, Ian Elliott of the Clancy Group, Joel Babb from Falanx Cyber and Kevin Howells of the CESAR scheme from Datatag ID.

Speakers agreed that both equipment theft and cybercrime were increasing, especially following

the ban on equipment sales to Russia which has led to a thriving black market. Rental companies and site managers must take preventative measures.

CPA chief executive Stu McInroy described initiatives being taken to address industry challenges including responding to the Confederation of British Industry request for suggestions regarding what the UK chancellor's autumn statement should address and commissioning the Oxford economics consultancy to compile an impact assessment which should be published by June 2024.



Peter Gibbs of Ainscough Crane Hire and chairman of the Crane Interest Group