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UK & Ireland Top 30

c&a

top 30

A year of mixed messages



The 12 months since our last survey of the top UK and Irish rental companies have been unusual and for many in the industry something of a roller coaster. If we had to summarise the year as a whole it would have to be 'generally better but still a struggle.'

The shining star has been the telehandler market. It was the first to plunge into recession and the first to see truly good times again. Much of this is tied to house building which has to some extent recovered, but also due to the fact that rental companies cut their fleets more rapidly and aggressively than most other rental businesses and are now seeing the benefits.

Cranes have struggled and continue to do so in terms of utilisation and rates, but it is better than it was. Several companies that were on the

brink of bankruptcy last year are investing again. However it is still very 'hand to mouth' and the improved circumstances are probably more to do with cranes coming off-lease or reaching a point where it is commercially viable to sell and replace, generating a little extra cash in the process.

Powered access has seen the most ups and downs, although the general trend over the past year is upwards and the market is substantially better than it was 12 months ago. However things have slowed over the past four months due in part to some of the worst

spring/summer weather in many years, the ending of the Olympic contracts and then in the greater London region the Olympics themselves, which made it difficult for many sites to operate and virtually stopped street-based work.

This negativity has been offset by the fact that rental rates, while softening here-and-there generally held up. With earlier price increases holding, many companies have seen steady revenues in the face of lower utilisation.

In spite of this, the mood at Vertikal Days at the end of June was optimistic and most rental companies expect the fourth quarter to be better. All hope that 2013 will see a further improvement in the overall upward trend hopefully towards a good 2014. Uncertainty, however, is never far away even for telehandler companies, as the on-going Euro crisis is constantly played out alongside any piece of negative economic news the media can lay its hands on.

One interesting factor that has made an impact this year is the progression of national contracts and preferred supplier agreements between the larger contractors and national rental companies. While these have been around for some time they are beginning to 'bite' and lock smaller companies out of some business and sites. It may have a positive side in that contractors are taking powered access more seriously to ensure that they have enough machines to eliminate expensive skilled trades waiting and to reduce the hidden costs and dangers of off-hiring equipment every time there is a small reduction in equipment needs.

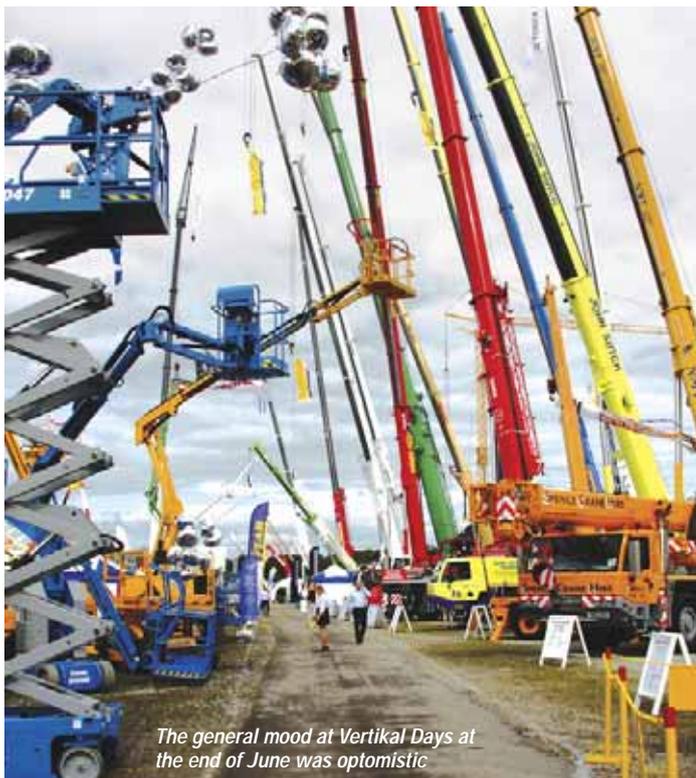
More recently a number of closures and liquidations is cleaning up the bottom end of the market and may yet provide a little 'air' for smaller rental companies while providing a salutary warning on the need to keep rates up and manage a tight ship.

Methodology

As in previous years, we sent a form out to every company that we feel might qualify as one of the 30 largest fleets, own one of the largest machines or be one of the largest players in each specialist segment. We also advertised the process online (www.vertikal.net). The most likely candidates are sent reminders and when responses are not received contacted by phone. Finally if all else fails we estimate a company's fleet based on last year's numbers and input from as many industry insiders as possible.

Our aim though is to keep the 'estimated fleets' to less than five percent or two or three companies within each chart and this year we have once again achieved that target. Questionable data is thoroughly examined and in some very rare cases we adjust the input! On the whole most respondents appreciate that 'you only get out what you put in' but we cannot guarantee 100 percent accuracy.

If you do spot any glaring errors or question the authenticity of some of the data we have been given, please let us know and we will take note in preparation for next year. In the meantime we would very much like to thank all of you who participated and took the time to help us update and produce what we hope proves to be a very useful report.



The general mood at Vertikal Days at the end of June was optimistic

TOP 30 Cranes



The past year has been a mixed bag for the UK/Ireland crane rental industry. Overall it has fared - or should we say survived - surprisingly well given periods of poor utilisation and dire rates. In spite of this there are very few changes among the 30 largest mobile crane rental companies, with most of them pulling through the slow-down, at least until now. The most notable change was probably MSD which restructured and is now coming in under the Lifterz brand –

at least in the South West. Capital investment has been affected though, oddly the medium sized companies increased their spending over the past year while some of the larger companies cut back, following a big spend in 2011.

While most mobile crane companies have struggled, the big international companies with their large crawler cranes continue to do well but have been reluctant to disclose their capital spending this year.

TOP 30 MOBILE CRANE HIRERS

Company	ATs/RTs Trucks	Crawlers Over 12t	Mini Crawlers Less than 12t	Mobile Tower Cranes	Industrial Pick and Carry	Spider Cranes	Total
Ainscough	453	5	0	3	8	0	469
Hewden	150	0	0	0	0	0	150
Mammoet	120	0	0	0	0	0	120
Bronzeshield	79	0	0	3	0	2	84
King Lifting	72	0	0	1	4	2	79
Marsh Plant	62	0	0	0	0	0	62
Quinto	56	0	0	2	3	1	62
Baldwins	60	0	0	0	0	0	60
Peter Hird	0	0	1	0	39	18	58
Emsley	49	0	0	1	0	0	50
Emerson	34	0	3	0	0	3	40
Sparrows	25	0	10	0	0	5	40
Southern Cranes	36	0	0	1	1	0	38
Crane Hire Ltd	37	0	0	0	0	0	37
Specialist Hire Group	33	0	0	0	3	0	36
Whyte Crane Hire	35	0	0	0	0	0	35
Davies Crane Hire	32	2	0	0	1	0	35
City Lifting	13	0	1	17	0	4	35
McNally's Crane Hire	30	3	0	0	0	0	33
NMT	26	0	0	3	4	0	33
Bob Francis	20	12	1	0	0	0	33
John Sutch Cranes	25	0	1	6	0	0	32
Kavanagh	28	0	0	2	0	0	30
William O'Brian	28	0	0	0	0	0	28
Bryn Thomas Cranes	28	0	0	0	0	0	28
Crowland Cranes	21	0	2	0	2	2	27
Sarens UK	13	13	0	0	0	0	26
MacSalvors	26	0	0	0	0	0	26
Dewsbury & Proud	22	0	1	0	0	2	25
J Hewitt Crane Hire	24	0	0	0	0	0	24
Aba Crane hire	20	0	0	0	0	0	20
Port Services	18	0	0	0	0	0	18

TOP CRAWLER CRANE HIRERS

Company	Total units	Full size	Minis
Weldex	113	112	1
NRC	82	61	21
AGD	79	50	29
BPH	44	44	0
Select Plant	40	38	2
Q-Plant	30	30	0
Sarens UK	13	13	0
Bob Francis	13	12	1
ALE	10	10	0
Kier Plant	8	8	0
Emerson	6	0	6
Ainscough	5	5	0
McNally	3	3	0
Davies Crane Hire	2	2	0

Mini crawlers

Company	Units	Units	Units
GGR UNIC	136	0	136
Tracked Access	42	0	42
Coppard Plant	25	0	25
East Uplifts	18	0	18
Peter Hird	18	0	18
JT Crane Services	11	0	11
Sparrows	10	0	10

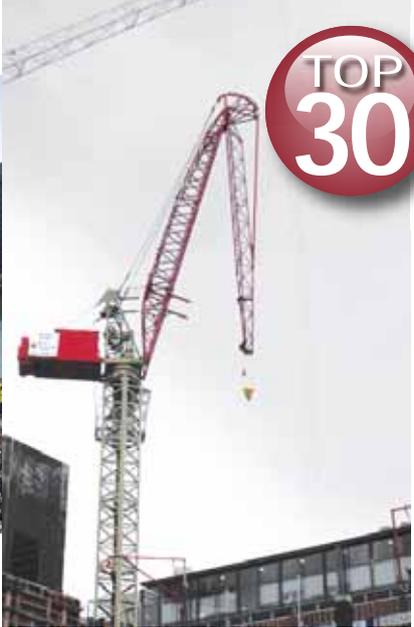


**TOP
30**

Cranes continued

c&a

top 30



LARGEST TOWER CRANES		
Company	Model	Capacity
Select	Comedil CTL630 32	630tm
HTC	Wolff 500B	540tm
Falcon	Jaso J600	410tm
Kier	Potain MD345B 12	350tm
Bennetts Cranes	Jost 316	316tm
London Tower Crane	Yongmao STT293	293tm
City Lifting	Comansa 21LC290	290tm
Mantis	Saez TL65	130tm
Ladybird Cranes	Potain MCT 88	88tm



TOP 10 TOWER CRANE COMPANIES			
Company	Total Units	Top Slewlers	Self Erectors
Select Plant	288	288	0
Falcon Crane Hire	201	185	16
HTC	195	195	0
London Tower Crane	160	140	20
Mantis Cranes	97	9	88
City Lifting	85	73	12
Ladybird	65	28	37
Bennetts Cranes	58	55	3
Irish Cranes&Lifting	29	29	0
Arcomet	29	9	20

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LARGEST MOBILE CRANES

Company	Model	Capacity
ALE	Gottwald MK1500	1,500
Sarens UK	Gottwald AK680	1,200
Mammoet	Liebherr LTM11200	1,200
McNally	Liebherr LTM11200	1,200
Port Services	Terex Demag TC2800-1	1,000
Baldwins	Liebherr 11000DS	1,000
Ainscough	LTM11000	1,000
William O'Brien	Terex Demag AC800	800
Crane Hire Ltd	Demag AC500-2	500
Bronzeshield	Liebherr LTM1500-8.1	500
NMT	Terex Demag AC350	400
Kavanagh	Demag AC350-1	350
King Lifting	Demag AC350/6	350
PCH	Grove GMK 6300	300
John Sutch	Liebherr LTM1250-6.1	250
Davies Crane Hire	Terex AC250-1	250
City Lifting	Faun ATF 220G-5	220
Crowland Cranes	Faun ATF 220-5	220
Aba	Grove GMK5220	220
PP Engineering	Faun ATF 220G-5	220
Horizon Crane Hire	Faun ATF 220G-5	220
Southern Cranes & Access	Grove GMK5220	220
Walsh Crane Hire	Liebherr LTM1220	220
Emerson	LTM1200-5.1	200
Emsley	Liebherr LTM1200	200
Abba Crane	Liebherr LTM1200 5.1	200
Specialist Hire Group	Terex-Demag AC200-1	200
Sparrows	Terex-Demag AC200-1	200
J Hewitt Crane Hire	Grove GMK5180	180
Bryn Thomas	Grove GMK 5130	130
Marsh Plant	Liebherr LTM1130-5.1	130
County Lifting	Liebherr LTM1130-5.1	130
Bob Francis	Grove GMK5130	130
Dewsbury & Proud/ Crane Hire Midlands	Grove GMK5130	130
Quinto	Liebherr LTM1120	120
Hewden	Demag AC100	100



CRANE COMPANIES AND INVESTMENT

Company	Investment past 12 Months	Depots	Employees
Sarens UK	£25,000,000	1	147
Weldex	£17,500,000	2	120
McNally	£12,200,000	5	257
Ainscough	£9,000,000	30	960
Bronzeshield	£3,100,000	4	80
City Lifting	£2,500,000	2	93
King Lifting	£2,400,000	7	192
Emerson	£2,000,000	1	80
NMT	£1,650,000	3	46
GGR UNIC	£1,450,000	3	120
AGD	£1,300,000	1	60
BPH Equipment	£1,200,000	1	43
Marsh Plant	£1,100,000	6	105
County Lifting	£1,000,000	2	16
Bryn Thomas	£1,000,000	4	46
Southern Cranes & Access	£850,000	4	70
Kavanagh	€850,000	4	45
Davies Crane Hire	£650,000	3	40
Falcon	£600,000	1	186
NRC	£500,000	2	37
Emsley Crane Hire	£450,000	2	65
Ladybird	£200,000	1	16
Peter Hird	£70,000	3	48
Specialist Hire Group	£25,000	4	47
Mantis Cranes	£0	2	26
Quinto	£0	7	130
Hewden	£0	19	200
Walsh Crane Hire	£0	3	15
Crane Hire Ltd	not disclosed	4	45
Easi Uplifts	not disclosed	12	120
ALE	not disclosed	23	775

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LARGEST CRAWLER CRANES

Company	Model	Capacity in tonnes
Sarens UK	Terex CC9800	1,600t
ALE	Terex CC8800-1	1,600t
Weldex	Liebherr LR 11350	1,350t
McNally	Liebherr LTR 11200	1,200t
Ainscough	Terex CC2800	600t
NRC Plant	Hitachi Sumitomo SCX2800	285t
BPH	Kobelco CKE2500	250t
Q-Plant	Kobelco CKE1800	180t
Kier Plant	Hitachi Sumitomo SCX1200-2	120t
AGD Equipment	IHI CCH1200	120t
Bob Francis	Manitowoc 1000	100t
Davies	Terex TCC600	60t



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TOP 30 Access



This year's survey is a model of stability and shows how the UK powered access rental market is doing far better than the crane market. Virtually no major changes in position occurred with any changes arising from the odd case where we estimated a fleet last year but received the actual numbers this year. While fleet size has generally been static, investment is certainly well up on last year with the biggest spender being Lavendon. Several other companies such as Kimberly, more than doubled their capital expenditure in the past 12 months - most likely to compensate for the fleet aging that took place in 2009 and 2010 which also crept into the start of last year. One notable exception to the static fleet syndrome is general rental company Speedy Hire, which has invested heavily in both small self-propelled scissor lifts while adding to its extensive push around scissor fleet.

On the truck mounted front the chart shows moderate increases in fleet sizes but does not reflect the growing number of larger truck mounted lifts coming into the market.

TOP TRUCK MOUNTED FLEETS			
Company	Total	Truck mounted	Van mounted
Nationwide Platforms	633	281	352
Access Hire Nationwide	503	48	455
Loxam	280	130	150
Facelift	107	82	25
Easi Uplifts	106	64	42
Smart Platform Rental	100	95	5
Warren Access	43	16	27
Orion	35	35	0
Blade Access	30	30	0
Manlift	27	27	0
Wilson Access	18	18	0
AA Access	11	11	0
Rapid Platforms	10	10	0



TOP 30 POWERED ACCESS COMPANIES								
Company	Total	Booms	Scissors	Spider Lifts	Push arounds	Truck mount	Van Mount	Trailer lifts
Nationwide Platforms	10,868	4,049	5,036	10	1,123	281	352	17
AFI	4,501	1,293	2,857	0	351	0	0	0
HSS	4,343	559	2,674	0	976	0	0	134
Speedy Services	2,876	0	1,025	0	1,851	0	0	0
Easi Uplifts	2,536	1,405	848	103	30	64	42	44
A-Plant	2,494	917	1,164	33	350	0	0	30
UK Platforms	2,257	863	1,394	0	0	0	0	0
Kimberly	2,140	804	1,277	3	54	0	0	2
Hi-Reach	1,931	611	832	21	445	0	0	22
Hewden	1,600	850	750	0	0	0	0	0
Loxam	1,585	620	675	0	0	140	150	0
Charles Wilson	923	395	470	8	40	0	0	10
Facelift	781	237	351	33	7	82	25	46
GT Access	701	225	412	17	43	0	1	3
Lifterz	575	157	309	1	107	0	0	1
Access Hire Nationwide	503	0	0	0	0	48	455	0
Highway Plant	460	155	250	5	35	0	0	15
Riwal	456	140	300	15	0	1	0	0
Elavation	375	155	200	10	5	0	0	5
KDM Hire	365	93	237	4	24	1	0	6
Horizon Platforms	353	66	242	0	44	0	0	1
Aerial Platform Service	330	130	180	10	5	0	0	5
London Tower Service	330	70	180	0	80	0	0	0
Manlift	317	153	121	7	3	27	2	4
GPT	290	140	140	0	0	0	0	10
Mr Plant	280	38	166	1	75	0	0	0
Peter Hird	268	131	127	0	10	0	0	0
PAS	240	113	127	0	0	0	0	0
2 Cousins	230	75	148	4	2	0	0	1
Plant Finder	225	100	70	15	40	0	0	0
Premier Platforms	161	51	110	0	0	0	0	0
Bella Access	135	35	86	0	14	0	0	0
Clements	135	50	60	3	10	0	2	10
Southern Cranes & Access	106	64	42	0	0	0	0	0
Orion Access	92	18	25	12	1	35	0	1
Higher Access	82	0	0	82	0	0	0	0
Rapid Platforms	79	28	22	14	4	10	0	1



LARGEST TRUCK MOUNTED LIFTS

Company	Height & Model
McNally	101m Palfinger WT1000
Blade Access	101m Palfinger WT1000
Riwal	101m Palfinger WT1000
Easi-Uplifts	88m Bronto S90HLA
Nationwide Platforms	68m Bronto S70XDT
AA Access	68m Bronto S70XDT
Loxam	63m Mutitel J2365TA
Facelift	59m Bronto S61XDT
Orion Access	59m Wumag WT610
Manlift Hire	54m Wumag WT 560
Wilson Access	51m Wumag WT530
Elev8	50m Bronto S50XDT
Rapid Platforms	43m Wumag WT 450



LARGEST PLATFORMS

Company	Booms	Scissors	Spider Lifts	Push arounds	Truck mount	Van Mount	Trailer lifts
Nationwide Platforms	46m JLG 150HAX	32m Liftlux SL320/25	27.7m Omme 3000RBD	5.1m Power Tower	68m Bronto S70XDT	16.5m Versalift ET46NF	15m Niftylift T170
Facelift	46m JLG 150HAX	15m Skyjack 9250	36m Palazzani Mantis	12m Haulotte Quick Up 14	59m Bronto S61XDT	13m Ascendant VM15	15m Niftylift T170
Hi-Reach	46m JLG 1500SJ	31.7m Holland Lift G320D	28m Teupen Leo 30GT	4.4m Pop-Up Push	n/a	n/a	15m Niftylift T170
Riwal	46m JLG 150HAX	31.7m Holland Lift G320D	48m Teupen Leo 50GT		101m Palfinger WT1000		
Easi Uplifts	46m JLG 1500SJ	24.5m Liftlux SL245-25	50m Skako Lift FS 520C	11m Genie AWP 30S	88m Bronto S90HLA	12.5m GSR 125RA	15m Nifty T170
KDM Hire	41m Genie Z135	20.5m Liftlux SL205 25	23m CTE 230		20m CTE20CH		15m Nifty T170
Hewden	41m Genie Z135/70	31.7m Holland Lift G320D					
UK Platforms	41m Haulotte H43TPX	31.7m Holland Lift G320D					
PAS	41m Genie Z135/70	32m Liftlux SL320					
Charles Wilson	41m Genie Z135/70	16m Genie GS5390	12m Hinowa GL14.70	4.5m Boss X3			15m Genie TZ50
Manlift Hire	41m JLG 135	21m Liftlux 2312	32m Palazzani Ragno 34	14m Genie AWP45	54m Wumag WT560	12m Nifty 140	20m Omme 22m
A-Plant	41m Genie Z135/70	24.5m Liftlux SL245-25	17m Niftylift SD Boom	4.5m Pop-Up Plus			10m Niftylift T120
Kimberly	41m Genie Z135/70	31.5m Holland Lift G320DL30	28m Teupen Leo 30GT	7.5m Genie AWP25S			15m UpRight TL49
AFI	41m JLG 1350SJ	31.7 Holland Lift G320D	n/a	5.1m Power Tower	n/a		10m Nifty T120
Aerial Platform Service	41m JLG 1350SJP	26m Liftlux SL260-25	n/a				
Plant Finder	41m Genie Z135/70	16m Genie GS5390	21m Hinowa Lightlift 23	5.1m Power Tower			
Active Platforms	38m Genie S125	16m Genie GS5390	16m Teupen Leo 18GT				11m Aerial K13
GT Access	26m Genie S85	15m Holland Lift	28m Teupen Leo 30	4.5m Boss X3	18m CTE Zed20		17m Nifty 170
Southern Cranes & Access	26m Genie S85	10m Snorkel 3284	n/a				
Lifterz	24m Genie Z80/60	20.5m PB Liftechnik 225-120	19m Bluelift C21	5.1m Power Tower PP10	n/a		10m Nifty T120
Peter Hird	24m Genie Z80/60	16m Genie GS5390	n/a	7.5m Genie AWP25S	n/a		n/a
Premier Platforms	24m Genie Z80/60	13.5M Skyjack 9250				16m Ascendant A18-13TJ	10m Niftylift 120T
Horizon Platforms	20m JLG 660SJ	16m Genie GS5390	n/a	4.5m Boss X3	n/a	n/a	10m Niftylift 120T
Bella Access	19.8m Genie S65	12.5m Skyjack 88410		4.5m Boss X3			
Mr Plant Hire	19m Nifty HR21DE	12.5m Skyjack 8841	n/a	5.2 Boss Youngman	n/a		
London Tower Service	19m Nifty HR21	13.5m Skyjack 9250	n/a	5.1m Power Tower	n/a		
Rapid Platforms	19m Nifty HR21	13.5m Skyjack 9250	27m Skako Lift FS290	11.1 Genie AWP36S	43m Wumag WT 450		10m Nifty 120
Clements	19m Nifty HR21	12m JLG 3969	14m Nifty VM160	9m Genie AWP30	n/a	14m Nifty VM160	19m Nifty 210T
Orion Access	18.9m Upright AB62	10m UpRight XRT33	32m Palazzani TSJ 34	13m Genie AWP47	59m Wumag WT610		10m Aerial 120
2 Cousins	18.65m Haulotte HA20PX	10.14m Skyjack 6832RT	15m Hinowa 17.75	11.1 Genie AWP36S	n/a		10.2m Niftylift 120T
Fork Rent	17.65 Manitou 180ATJ	5.8m Skyjack SJ3218	N10.2 Nifty TD120TN				
Tracked Access	10m Toucan T1010	5.8m Snorkel S1930	46m Palazzani XTJ48	6m Genie IWP20			
HSS	10m Nifty HR12	10m Genie GS3246	n/a	5.1m Power Tower	n/a		11.5 Upright TL38
Higher Access	n/a	n/a	35m Omme 3700J	n/a	n/a	n/a	n/a
The Spiderlift Company	n/a		48m Teupen Leo50GT				
Speedy Services	n/a	5.9m Skyjack SJ3219	n/a	4.5m Pop-Up	n/a	n/a	n/a

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- Class leading working envelope
- SiOPS® & ToughCage as standard

The **HR17 Hybrid 4x4** embodies the very best of Niftylift's design philosophy, combining advanced and patented **Hybrid** power-source technology with capable 4-wheel-drive.

It delivers class leading reach performance from a compact, super-low-weight and manoeuvrable chassis.

With **SiOPS®** and **ToughCage** as standard, operators can work with confidence that their safety is paramount.

The **HR17 Hybrid 4x4** is the ultimate combination of performance, economy, and most importantly safety.



USE SMART PHONE Q R CODE READER

To learn more about the Nifty **HR17 Hybrid 4x4**, please visit our website.

To arrange a demo, please call us now on:

+44 (0)1908 223456



niftylift.com



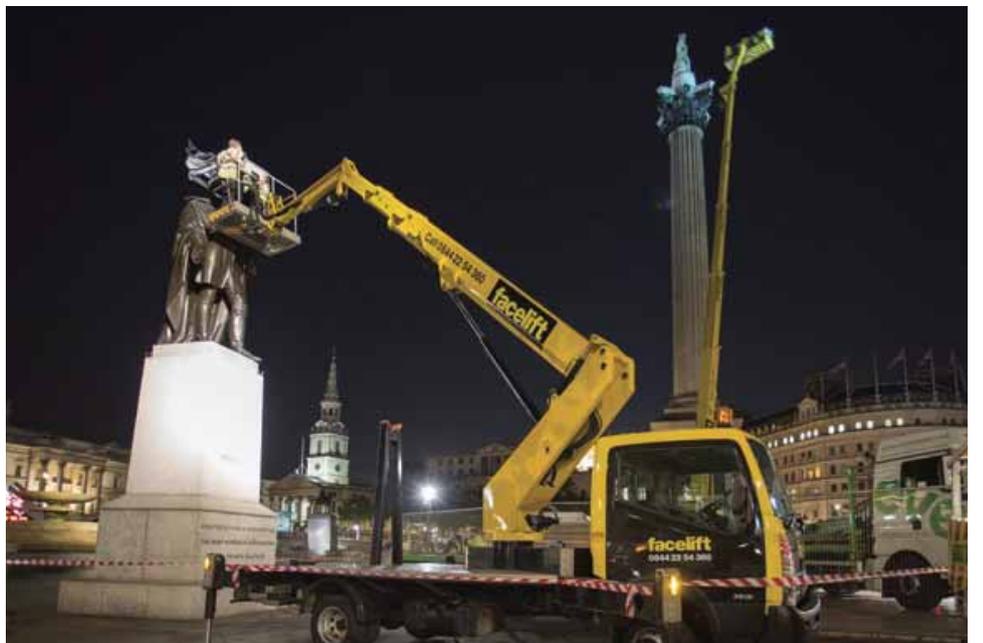
LARGEST SPIDER LIFTS

Company	Metres	Model
Easi-Uplifts	50m	Skako Lift FS 520C
The Spider Lift Co	48m	Teupen Leo50GT
Riwal	48m	Teupen Leo 50GT
Tracked Access	46m	Palazzani XTJ48
Facelift	36m	Palazzani Mantis
Avon Access	35m	Omme 3700RJ
Higher Access	35m	Omme 3700RJ
Orion Access	32m	Palazzani TSJ 34
Manlift Hire	32m	Palazzani Ragno 34
Kimberly	28m	Teupen Leo 30GT
GT Access	28m	Teupen Leo 30GT
Acrolift	28m	Teupen Leo 30GT
Nationwide Platforms	27.7m	Omme 3000
Highway Plant	27.7m	Omme 3000
Rapid Platforms	27m	F.Schmidt FS290



COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Employees
Nationwide Platforms	£16,800,000	32	833
Speedy	£6,800,000	325	4,000
Access Hire Nationwide	£4,700,000	1	16
Charles Wilson	£4,620,000	12	102
Kimberly	£3,704,000	7	70
Hi-Reach	£2,800,000	8	156
Facelift	£2,565,000	7	200
GT Access	£2,200,000	5	37
Fork Rent	£1,500,000	2	55
Clements	£1,500,000	1	15
AA Access	£1,300,000	2	7
Premier Platforms	£1,100,000	1	8
Higher Access	£1,100,000	2	12
Rapid Platforms	£590,000	1	38
PAS	£590,000	3	17
Lifterz	£560,000	3	36
Horizon Platforms	£551,400	1	27
Mr Plant Hire	£500,000	2	50
Manlift	£420,000	3	10
Peter Hird	£335,000	3	18
Wilson Access	£310,000	2	41
Orion Access	£250,000	1	18
London Tower Service	£230,000	1	27
2 Cousins	£100,000	1	10
Acrolift	£60,000	1	10
Blade Access Specialists	Not disclosed	1	Not disclosed
Riwal	Not disclosed	3	18
Warren Access	Not disclosed	1	5
AFI	Not disclosed	17	299
A-Plant	Not disclosed	109	1,930
Easi-Uplifts	Not disclosed	12	130
HSS	Not disclosed	231	2,105
Hewden	Not disclosed	38	1,000
Southern Cranes & Access	Not disclosed	4	70
KDM Hire	Not disclosed	2	75
UK Platforms	Not disclosed	10	110
Loxam Access	Not disclosed	12	110
Tracked Access	Not disclosed	1	5



MERLO - Specialising in Solutions!



- 1 Wide range of certified platforms
- 2 Slewing or fixed platforms
- 3 Protected controls in platform
- 4 Integral load limiter
- 5 Quick-change TAC-LOCK system
- 6 Boom sideshift built-in
- 7 Chassis levelling
- 8 Compact stabilisers
- 9 Panoramics from 6m - 17m lift



PLATFORM MPR15

- 15.7m working height
- 500/1000 kg capacity
- Rear loading gate
- Drive at 40 kph from cab
- Drive at up to 6 kph from platform
- 4-wheel drive/steer axles
- 100HP Perkins engine

P38.13 HIGHLIFT PANORAMIC
 3800kg lift capacity 12.6m lift height
 Perkins 100HP diesel - 40 kph travel speed
 Standard boom sideshift-stabilisers-levelling

The Merlo attachments catalogue includes a wide range of fully certified platforms. Even the smaller handlers can benefit from a simple, non-slewing 200 kg capacity platform with fully integrated controls. Larger machines can fit platforms up to 1000 kg capacity with many special variants for specific applications. And the unique SPACE 11 system offers 11m of further reach as well as its own 300 degrees of rotation. It can even be inverted for under-bridge maintenance.

MPR15
 Rapid access RT platform
 Capacity up to 1000 kg
 15.7 m working height

MULTI-TOOL
 Tractor + Telehandler
 3000kg lift capacity
 6m or 8.55m lift height
 Rear three-point linkage
 and PTO

ROTO MCSS
 Lift capacity up to 6 tonne
 Lift height up to 30m
 40 kph travel speed

Merlo has specialised in producing certified telehandler platform solutions for many years. All-hydrostatic full time 4WD ensures precise and consistent operation. Safety is paramount, with instant braking and legendary Merlo all-round visibility.

And what a range there is - Merlo handlers from 7m lift height all the way up to 30m lift. Roto models can benefit from a range of EN280-compliant platforms. Whether small or large capacity, Merlo telehandlers are exceptionally compact and manoeuvrable for their class!



Great financial solutions available. Contact your local dealer for all the details on Merlo units and the best offers available.



Specialising in Solutions!
www.merlo.co.uk

TOP 30



c&a

top 30



Telehandlers

This is the ninth year that we have been covering telehandlers and after excellent progress last year have struggled this year to get rental companies to respond. It seems that like farmers when times are good they keep to themselves. We have therefore had to estimate more fleets this year than we would like, but thanks to the help of a number of industry insiders we feel that we are not far off with most of those we have had to estimate. What is a surprise is that for an industry or rather a product category that is doing exceptionally well, fleet sizes have only grown modestly. This might be related to the fact that new product lead times were seriously extended during

the first six months or so of our survey period and a lot of the investment has gone into fleet upgrading and renewal rather than expansion.



TOP 30 TELESCOPIC HANDLER COMPANIES

Company	Total Units	Fixed	Largest fixed	360°	Largest 360°	Compact	Main brand	Depots	Employees	Investment past 12 months
Fork Rent	1,692	1,452	17m	0	n/a	240	JCB	2	55	£28,400,000.00
UK Forks	1,155	995	18m	25	25m	135	JCB	6	90	£4,400,000
Hewden	1,135	960	17m	0	n/a	175	CAT	38	1,000	£0
A-Plant	1,087	1,087	17m	0	n/a	0	JCB	109	1,930	£8,500,000
Charles Wilson	485	485	18m	0	n/a	0	JCB	12	210	£3,500,000
Hessle	445	420	18m	25	30m	0	Manitou	3	28	Not Disclosed
Hawk	300	300	17m	0	n/a	0	JCB	6	600	Not Disclosed
Anderton & Kitchen	245	225	18m	5		15	JCB	4	60	Not Disclosed
Selwood	235	185	17m	0	n/a	50	Merlo	30	418	Not Disclosed
GPT	215	190	17m	25	21m	0	Manitou	10	100	Not Disclosed
One Call	210	165	17m	0	n/a	45	JCB	7	85	Not Disclosed
Greenwood Hire	205	115	10m	75	25m	15	Merlo	4	n/d	Not disclosed
Jarvie Plant Group	200	150	18m	25	30m	25	Manitou	8	n/d	Not Disclosed
Easi-UpLifts	195	137	18m	19	30m	39	Manitou	12	120	Not Disclosed
Lynch Plant Hire	150	150	18m	0	n/a	0	JCB	2	300	Not Disclosed
HE Services	140	140	17m	0	n/a	0	JCB	11	200	Not Disclosed
Geoff Huntley Plant	138	129	17m	0	n/a	9	JCB	1	10	£557,000
MJ Hire	105	85	17m	0	n/a	20	Manitou/JCB	12	150	Not Disclosed
Emmitt Plant	96	78	17m	8	16m	10	JCB	9	25	Not Disclosed
Marsh Plant	75	75	17m	0	n/a	0	Manitou	7	120	Not Disclosed
Hi Reach Access	73	73	17m	0	n/a	0	JCB	7	65	Not Disclosed
CBL	70	65	17m	5	25m	0	Merlo/Manitou	9	150	Not Disclosed
Nixon Hire	70	70	17m	0	n/a	0	JCB	14	260	Not Disclosed
UK Platforms	55	55	17m	0	n/a	0	Haulotte	10	104	Not Disclosed
Wilmslow Plant	50	50	17m	0	n/a	0	JCB	1	10	Not Disclosed