SAFE INNOVATIVE LIFTING SOLUTIONS

WHY CHOOSE AINSCOUGH CRANE HIRE

Our comprehensive fleet powered by HVO, features a wide variety of cranes that allows us to deliver a comprehensive package of safe lifting services that can be adapted to both project requirements and location.

MAKE THE SAFE CHOICE

We created Make the Safe Choice using our team's experience of delivering safe crane lifts over the last 40-plus years – it is our proven approach to a safe system of work, understanding potential dangers, identifying them and responding appropriately.

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Carbon Neutral Organisation

DVSA EARNED RECOGNITION

AINSCOUGH CRANE HIRE LTD

CAUTIOUSLY OPTIMISTIC

In the UK and Ireland 2023 was a year dominated by the aftermath of the pandemic and political insanity which triggered rising inflation and prices with a shortage of skilled labour becoming a real issue for many crane, access and telehandler rental companies.

Despite all these major factors, most companies remained busy - at least for most of the year - and rates had increased to cover the immediate effect of red to white diesel, huge energy bills and significantly increasing equipment costs.

The good news was that rates generally did rise - the bad news was that in the most part they were not enough to cover the immediate cost increases, doing nothing to repair years and years of stagnant rates. Worryingly, many companies that did manage to up the rates, found that they were undercut by weak competitors trying to muscle in. This behaviour has been at the heart of the UK rental rate decline for many, many years - perhaps they could learn a thing or two from their counterparts in other countries?

As the year progressed more and more electric powered machines found their way into fleets raising the issue of charging capacity for larger numbers of platforms or a small number of larger machines. The cost of dealing with this problem can, in some cases run into millions and take several years for the network supply to become available. A majority of customers loved the idea of carbon neutral calmer sites but were unwilling to pay for it. What a surprise!

2023 was generally a good year with most companies seeing rates increase and are cautiously optimistic that they will at least stay the same or improve further this year. The majority of fleets have also grown and very few plan to reduce their numbers.

And in the key test of 'would you recommend the business to your children' a clear majority in all three sectors said Yes, 91% for telehandler companies. The lifting industry must be in fairly good shape at the moment for that to be so.

30 YEARS ON

Our annual review of UK Rental Rates dates back to before Cranes & Access came into being, with its predecessor Cranes UK starting out in the early 1990s. We recently looked at the crane rates from 1994, 1995 and 1996 and the results might surprise you. At that time the survey was very limited and we have no idea on how large the sample was. But here it is.

ONE WEEK RENTAL RATE

	1994/95	1996	1997	2023
Up to 50 tonnes	£1,510 = £3,609 today	£2,120	£1,812	£3,300
100 tonnes	£2,128 = £5,086 today	£3,790	£4,133	£5,595
Over 100 tonnes	£5,521 = £13,195 today	£4,926	£6,135	£8,635 (up to 170t)

Inflation in the UK between 1994 and today is running at 239% so it is interesting to see that the rental rate for cranes up to 100 tonnes has roughly kept in line with inflation - up to 50 tonnes is slightly under and 100 tonners slightly over - however the rate for cranes over 100 tonnes is almost 50 percent more than today.

The difference in this size crane is probably because of the scarcity of cranes over 100 tonnes 30 years ago and were probably rented out at a premium. 100 tonners today by comparison, are very common.

Utilisation 30 years ago ranged from 75% to 82% and is possibly a bit higher today for similar capacity cranes.

WOULD YOU RECOMMEND THE INDUSTRY TO YOUR CHILDREN?

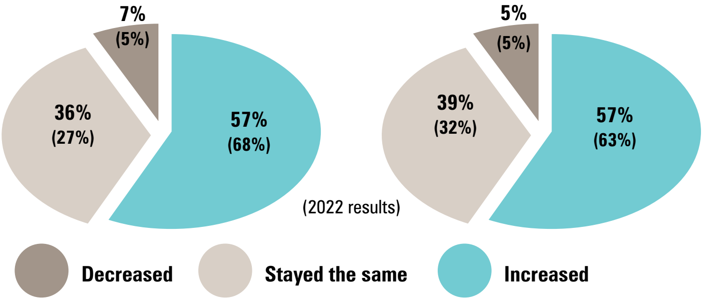
	1994/95	1996	1997	2023
Yes	55%	58%	16.7%	58%
No	45%	42%	83.3%	42%

We wonder what happened in 1997? However this year's figures match exactly those in 1996 with the majority recommending the industry to their children.

CRANE RATES

Crane rate trends - all types

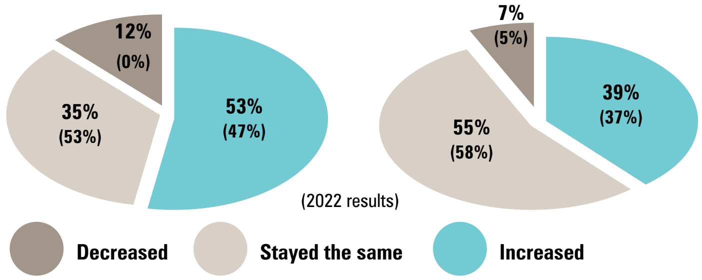
Crane hire rates over the past 12 months have: / **Crane hire rates during the next 12 months will:**



2023 is almost as positive as 2022 with almost as many stating that their rates had increased and will continue to increase over the next 12 months. A slightly larger percentage think the rates have and will stay the same, with only a few claiming that rates have fallen or will fall this year. How far rates will increase remains to be seen.

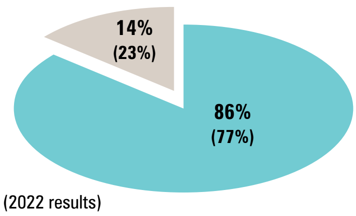
Crane fleet size

Crane fleet sizes over the past 12 months have: / **Crane fleet sizes over the next 12 months will:**



More companies - around 15 percent more - claimed to have increased the size of their fleets this year compared to last year's forecasts, however 12 percent made reductions. Over the coming 12 months fewer respondents are planning increases to their fleets, with more than half planning to remain the same and seven percent looking to cut back. Predictions of fleet size last year were almost spot on!

What percentage of your operators are employed or freelance?

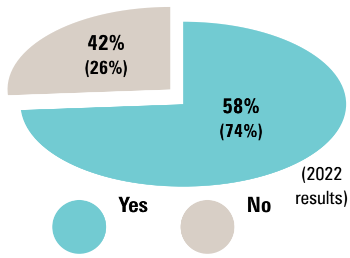


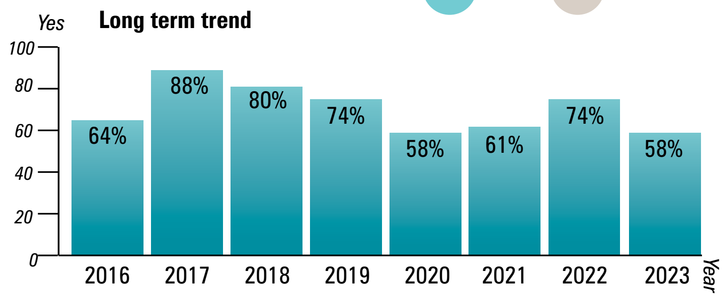
This year the shift is away from freelance operators as companies possibly look to 'lock in' hard to find, skilled operators?

Employed Freelance

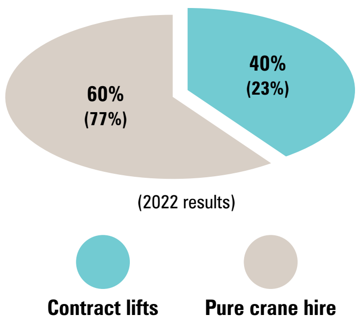
Would you recommend the crane hire industry to your children?

A sizeable fall in the 'yes' vote reflects the uncertain times we are experiencing. At 58 percent it is joint lowest with 2020 over the last eight surveys. The percentage had been growing since 2020 reaching a high of 74 percent last year.

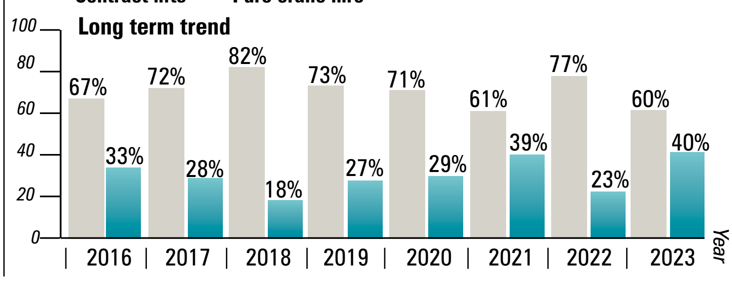




What percentage of your jobs are contract lifts?

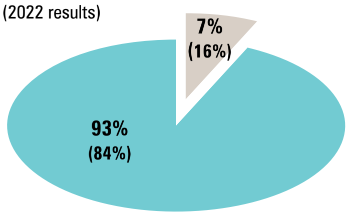


The trend towards contract lifts has increased significantly and is now at an all-time high of 40 percent. Possibly a sign of the times or simply a different mix of respondents.



Who does your LOLER Thorough Examinations?

(2022 results)



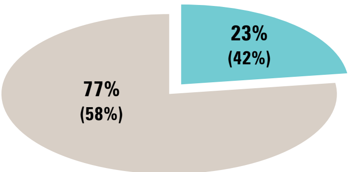
A reasonable swing towards Third party examinations moving up from 84 percent to 93 percent - the highest in recent years.

Third party In house

Do you employ any female crane operators?

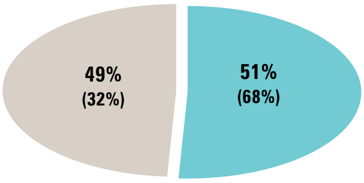
Yes No

(2022 results)



A more realistic figure this year although at 23 percent it does distort what is actually happening in real life. While 23 percent of companies said they did employ female operators, there may only be one or two in each company.

Should cranes be subject to MOT's?



(2022 results)

This year there is a swing towards not having cranes independently road tested, and at 49 percent it remains finely balanced.

Yes No

Average fleet age in years

Average	Lowest	Highest
5(5.8)	2(3)	15(15)

(2022 results)

The average fleet age has fallen to just under five years with the youngest fleet claiming an average age of two years. The oldest fleet remains at 15 years.

CRANE RENTAL RATES

From last year rates have gone
▲ up ▼ down – same ND no data

Mobile telescopics - All Terrains or truck cranes Daily Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Under 30 tonnes	547 ▼	500 ▼	650 ▼	671 ▼
30 to 45 tonnes	624 ▲	490 ▼	750 –	723 ▼
50 to 70 tonnes	782 ▲	680 ▼	950 –	895 ▲
75 to 100 tonnes	1,119 ND	780 ND	1,500 ND	1,341 ND
110 to 130 tonnes	1,464 ND	1,250 ND	2,150 ND	1,860 ND
140 to 170 tonnes	1,727 ND	1,500 ND	2,550 ND	2,014 ND
180 to 210 tonnes	2,203 ND	1,780 ND	3,000 ND	2,561 ND
220 to 280 tonnes	2,718 ND	2,420 ND	4,000 ND	3,181 ND
290 to 400 tonnes	4,525 ND	2,700 ND	10,000 ND	5,623 ND
410 to 550 tonnes	4,128 ND	3,800 ND	9,500 ND	5,011 ND
560 to 650 tonnes	3,250 ND	3,000 ND	5,000 ND	4,042 ND
Over 650 tonnes	3,833 ND	3,500 ND	6,500 ND	4,917 ND
Mobile Self Erecting Tower crane (2/3 axles)	670 ND	580 ND	1,200 ND	1,063 ND
Mobile Self Erecting Tower (4/5 axles)	1,727 ▼	800 ▼	2,300 –	2,475 ▲
Mobile Self Erecting Tower (6 axles +)	1,956 ▼	1,700 ▼	2,500 ▼	2,814 ▲

Some categories have changed this year so no data available

Crawler cranes (operated) Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Up to 60 tonnes	3,000 ▲	1,000 –	4,500 ▲	4,350 ▲
70 to 80 tonnes	3,517 ▲	2,900 ▲	4,250 ▲	5,333 ▲
90 to 100 tonnes	3,500 ▲	2,850 ▲	4,650 ▲	5,225 ▲
120 to 170 tonnes	4,767 ▲	4,500 ▲	5,000 ▲	7,333 ▲
180 to 260 tonnes	5,500 ▲	5,000 ▲	5,700 ▲	5,875 ▲
270 to 350 tonnes	6,750 ▲	6,500 ▲	7,000 ▲	7,250 ▲
360 to 590 tonnes	ND	ND	ND	ND
600 to 750 tonnes	32,000 ND	30,500 ND	34,000 ND	35,000 ND

Tower cranes - Flat tops and saddle jibs

Crane Size	Average	Lowest	Highest	Ideal
Less than 70t/m	648 ▼	600 ▼	695 ▼	782 ▼
120t/m	849 ▼	700 ▼	1,000 ▼	1,088 ▼
200t/m	1,783 ▲	1,100 ▼	2,650 ▲	2,250 ▲
300t/m	2,267 ▲	1,500 ▼	3,300 ▲	3,100 ▲

Weekly Rate in £

Tower cranes - Luffers

Crane Size	Average	Lowest	Highest	Ideal
Less than 70t/m	1,200 ▲	1,000 ▼	1,400 ▲	1,400 ▲
100t/m	1,350 ▲	900 ▲	1,700 ▼	1,750 ▼
180t/m	2,133 ▲	1,800 ▲	2,500 –	2,667 ▼
300t/m	2,650 ▼	2,100 ▼	3,000 ▼	3,300 ▼

Weekly Rate in £

Tower cranes - Self-erectors Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Self-erectors	720 ▼	650 –	850 ▼	850 ▼

Pick & carry cranes Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Under 3 tonnes	550 ▼	550 ▼	550 ▼	550 ▼
3 to 6 tonnes	1,583 ▲	850 ▼	3,000 ▲	1,817 ▲
6.5 to 10 tonnes	1,200 ▲	1,200 ▲	1,200 ▼	1,300 ▼

Mini crawler cranes Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Up to 12 tonnes	1,114 ▼	800 ▼	2,500 ▲	1,210 ▼

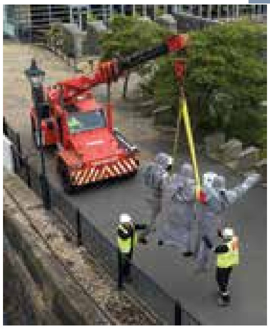
Spider cranes Weekly Rate in £

Crane Size	Average	Lowest	Highest	Ideal
Up to 1 tonne	583 ▼	500 ▼	650 ▼	667 ▼
2 to 5 tonnes	1,229 ▲	600 ▼	3,000 ▲	1,294 ▼
Over 5 tonnes	1,500 ▲	850 ▼	2,100 ▲	1,730 ▲

UTILISATION

Mobile telescopics - All Terrains or truck cranes

Crane Size	Average	Lowest	Highest	Trend
Under 30 tonnes	83%	60%	100%	▲
30 to 45 tonnes	83%	50%	100%	▲
50 to 70 tonnes	85%	65%	100%	▲
75 to 100 tonnes	85%	60%	100%	ND
110 to 130 tonnes	85%	75%	100%	ND
140 to 170 tonnes	82%	60%	95%	ND
180 to 210 tonnes	85%	75%	90%	ND
220 to 280 tonnes	79%	50%	90%	ND
290 to 400 tonnes	68%	0%	90%	ND
410 to 550 tonnes	55%	0%	80%	ND
560 to 650 tonnes	48%	0%	80%	ND
Over 650 tonnes	45%	0%	80%	ND
Mobile Self Erecting Tower crane (2/3 axles)	59%	0%	90%	ND
Mobile Self Erecting Tower (4/5 axles)	83%	70%	90%	▲
Mobile Self Erecting Tower (6 axles +)	84%	75%	90%	▼



Crawler cranes (operated)

Crane Size	Average	Lowest	Highest	Trend
Up to 60 tonnes	63%	40%	100%	▼
70 to 80 tonnes	87%	60%	100%	▲
90 to 100 tonnes	90%	70%	100%	▲
120 to 170 tonnes	90%	70%	100%	–
180 to 260 tonnes	95%	93%	100%	▲
270 to 350 tonnes	96%	95%	100%	▲
360 to 590 tonnes	ND	ND	ND	ND
600 to 750 tonnes	80%	70%	84%	ND

Tower cranes - Flat tops and saddle jibs

Crane Size	Average	Lowest	Highest	Trend
Less than 70t/m	25%	10%	40%	▼
120t/m	38%	15%	50%	▼
200t/m	42%	33%	50%	▼
300t/m	55%	50%	60%	▼

Tower cranes - Luffers

Crane Size	Average	Lowest	Highest	Trend
Less than 70t/m	90%	90%	90%	▼
100t/m	63%	40%	85%	▼
180t/m	65%	55%	75%	▲
300t/m	70%	70%	70%	▼

Tower cranes - Self-erectors

Crane Size	Average	Lowest	Highest	Trend
Self-erectors	66%	50%	80%	▼

Pick & carry cranes

Crane Size	Average	Lowest	Highest	Trend
Under 3 tonnes	50%	50%	50%	▼
3 to 6 tonnes	43%	35%	50%	▼
6.5 to 10 tonnes	50%	50%	50%	▼

Mini crawler cranes

Crane Size	Average	Lowest	Highest	Trend
Up to 12 tonnes	53%	30%	80%	▼

Spider cranes

Crane Size	Average	Lowest	Highest	Trend
Up to 1 tonne	45%	40%	50%	▼
2 to 5 tonnes	58%	40%	80%	▼
Over 5 tonnes	58%	50%	60%	▼

CRANE RESPONDENTS' COMMENTS

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

"Prices of new equipment keeps going up, labour and other costs are on the increase but there are still too many companies out there not getting the right return on their investment. If things slow down there will be a lot of companies in financial difficulties."

"Too many contract lifting companies bringing the rates down and lots of crane companies have still not put their rates up, even though the fuel changed from gas oil to white!"

"If discussed with clients in the correct manner, annual rate increases are not a concern - we have a 95% success rate with increases. Disappointing fact is that competitors see this as their opportunity to try and undercut the increased rates and in turn, not be in a position to offer employees fair wage increases and also reducing the level of maintenance and investment a modern fleet and a specialist industry should enjoy."

"It is very easy to drop the hire rate to win a job but hard to increase the price later."

"It's crazy charging so little for a service that is very high risk and involves huge capital investment."

"The STGO CAT 2 needs to be revoked and mobile cranes forced to run 12t axle weights."

"Rates were ok and steady, but in the last 2-3 months rates are 'all over the shop', I don't know if this is because work has slowed down for some on the run up to Christmas."

"Rental rates for the lower capacity cranes still need to increase by 10-15% to be viable."

"Crane hire rates increased slightly because of the change from red to white fuel, but they are not at the levels they SHOULD be when compared to other items of plant, which are often one third of the purchase price but yield higher rental returns."

"Even with the uplift in rates following the change to white diesel, I still think the rates are a capacity away from reality - ie a 40 tonner should be at 50/60t rates, 50/60t should be at the 80 tonne rate etc, certainly up to the start of the heavy crane capacities, say 200 tonnes."

"Rental rates are being squeezed as work appears to have slowed down with less projects starting."

"Demand has slowed down considerably during 2023 with many projects put on hold. This has therefore driven rental rates down in some cases by a significant margin."

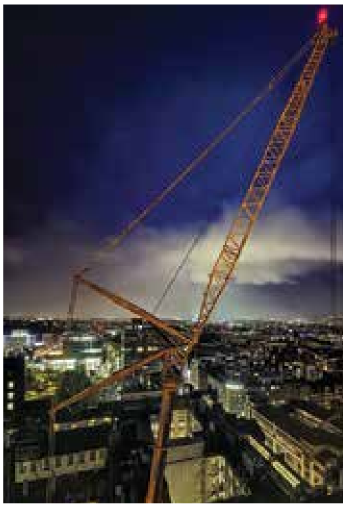
"At the moment we are short of drivers and with retirements looming in the next few years it is only going to get worse."

"The industry is losing highly skilled 50+ year olds by forcing them to do totally unnecessary NVQ qualifications."

"Although we had to increase our hire rates with the introduction of white diesel, our operating costs also soared. I think most of the industry saw this as an opportunity to moderately raise hire rates as well which, although a long time coming, seemed to be widely accepted by the majority of customers."

"The construction sector is not strong at the moment and there are currently too many cranes chasing too few jobs. This is particularly the case in mid-sized flat-tops and luffing cranes. However it feels like we have hit the bottom and next year should be better."

"There are still between 40% - 50% too many cranes in the UK Market - if all UK crane owners with fleets in excess of 30 units sold off 20 - 30% of their fleet, this would increase demand and rates accordingly."

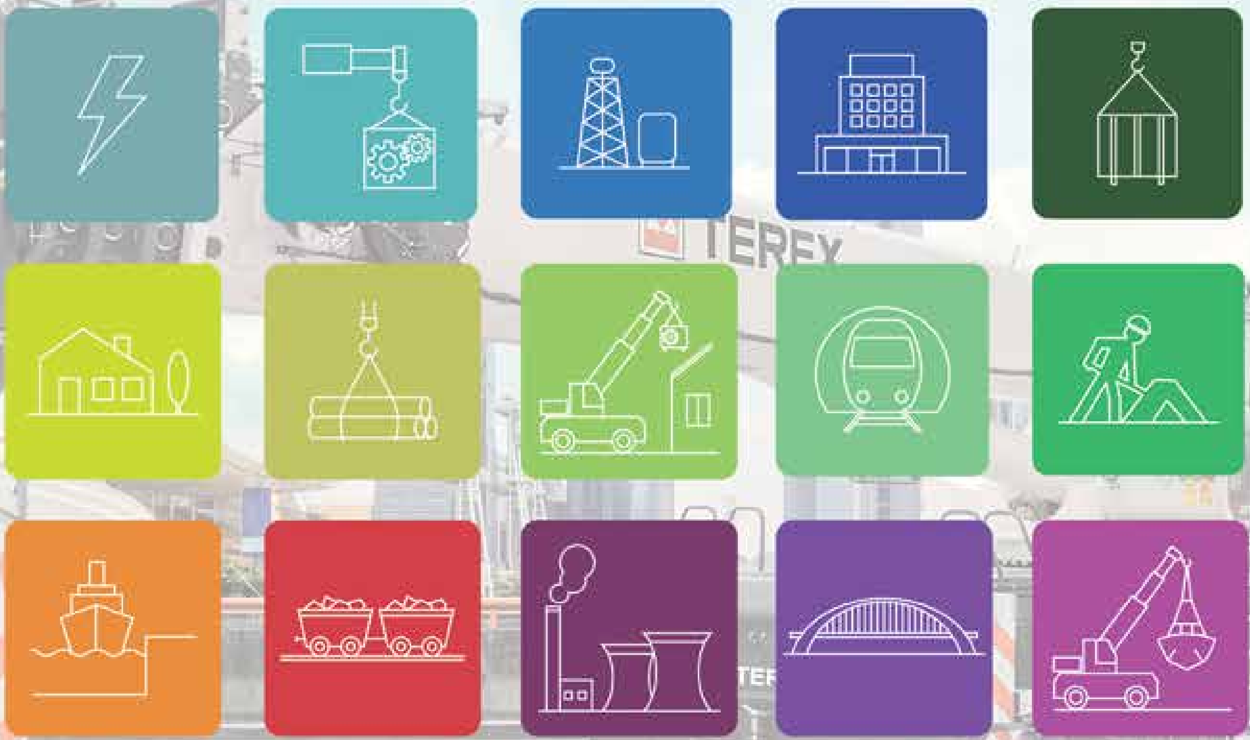


"The hire rates are still way too low for the capital investment in the machinery. The fuel duty increase improved rates slightly but now the increase in the prices of new machinery, interest rates & wages mean they need to rise again by at least 20% in my eyes so we can pay more and attract people into the industry."

"There are far too many contract lifting and labour companies operating without any assets, throwing out cheap rates and various crane companies are supplying these companies who are taking work from them which stops the market upping the rates to where they should be."

"We were proactive in moving our rates in order to keep on top of cost inflation and we could see that others were generally doing the same. However, as the market has cooled, we now see people losing confidence with pricing in order to gain short term utilisation. This is especially visible in the lower capacity cranes. Current rates for small cranes do not justify the heavy investment and this needs to be addressed by all."

TEREX ROUGH TERRAIN
VERSATILE PRODUCTIVITY



Max capacity (t)	35	44	45	65	70	80	90	
Maximum main boom length (m)	30,1	31,1	32,4	34,0	37,4	42,1	43,5	47,0

TEREX® | RT

www.terex.com/rough-terrain-cranes

T-LINK™
Telematics platform

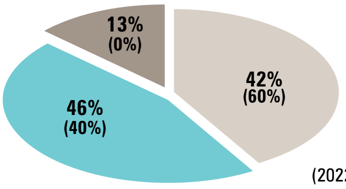
TEOS
Operating System

POWERED ACCESS RATES

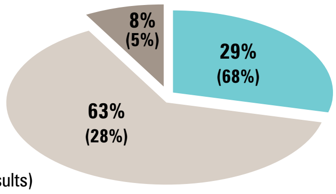
Decreased · Stayed the same · Increased

Rate trends

Access rates over the past 12 months have:



Access rates during the next 12 months will:

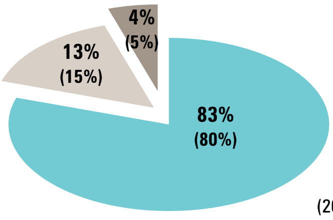


(2022 results)

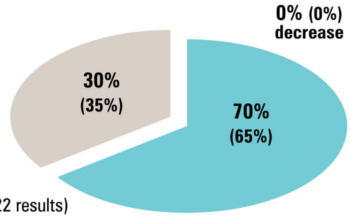
The vast majority of respondents reported that rental rates had either increased or stayed the same as last year. Only 13 percent said they had fallen. Unfortunately, predictions for the coming year are less optimistic, with almost two thirds anticipating rates remaining the same, however 29 percent expect to increase their prices, compared to 8 percent who expect them to fall. The actual results for 2023 were, however, worse than the 2022 forecasts in which more than two thirds thought rates would increase.

Fleet trends

Fleet sizes over the past 12 months have:



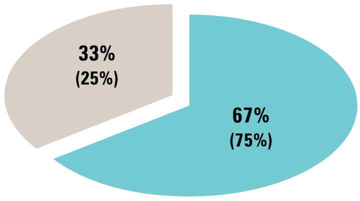
Fleet sizes over the next 12 months will:



(2022 results)

The vast majority of companies expanded their fleets this year - a sizeable percentage more than predicted in our 2022 survey. Just 4 percent slimmed down their fleets. In 2024 almost three quarters of respondents expect to increase their fleets further, the remainder maintaining the status quo. Not one company expects any fleet reductions.

Who does your LOLER Thorough Examinations?

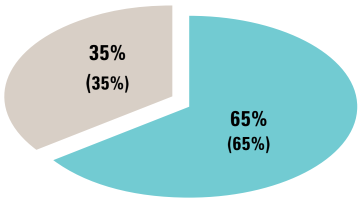


This year we see a small move away from In house inspections - down from 75 to 67 percent, returning to similar levels as 2021.

(2022 results)

Third party · In house

Would you recommend the access industry to your children?

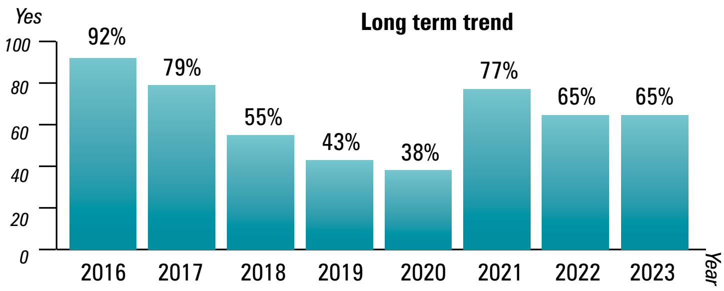


This year's numbers are exactly the same as last with almost two thirds of respondents happy to recommend the industry to their children. This figure is lower than the most recent high of 77 percent in 2021 which ended a four year decline from the 92 percent high in 2016.

(2022 results)

Yes · No

Long term trend



Average fleet age in years

Average	Lowest	Highest
4 (5)	2 (3)	9 (8)

(2022 results)

The large investment in new equipment and fleet expansion has reduced the average fleet age from five years to four years. The youngest fleet claimed to be two years however the oldest is now nine years compared to eight last year.

WEEKLY RENTAL RATES BY GENERAL CATEGORY

From last year rates have gone

▲ up ▼ down — same ND no data

Electric scissors Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 20ft (7.8m)	96	60	205	118
20ft (8m)	111	80	175	146
26ft (10m)	135	110	200	165
28-35ft (12m)	177	120	280	215
36-48ft (13-16.5m)	284	160	450	353
49-59ft (16.6-19.5m)	510	260	700	622
60-80ft (20-26m)	804	650	950	929

Diesel scissors Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 40ft (14m) (Compact RT)	191	160	265	246
32-44ft (12-15m) (Full size RT)	235	180	320	293
50-65ft (17-22m)	291	220	350	411
66-80ft (22-26m)	650	550	850	825

Electric articulated boom lifts Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 36ft (13m) Industrial	244	210	270	289
Under 38ft (14.5m) Nifty HR12/ Snorkel AB38	249	220	325	302
38-55ft (14-18m) (Genie 45/52ft)	280	185	375	386
56-70ft (18-23m)	415	350	500	533
Over 71ft (23m)	795	650	935	950

Diesel/RT articulated booms Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 53ft (16m)	317	220	557	378
56-68ft (17-23m)	507	275	2,000	498
69-89ft (23-29m)	655	450	950	806
90-140ft (30-44m)	2,200	900	3,500	1,200
Over 145ft (45m)	1,200	1,200	1,200	1,800

Straight booms Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 48ft (16m)	293 ▲	265 ▲	320 ▲	385 ▲
49-70ft (17-23m)	363 ▼	275 ▲	426 ▲	467 ▼
71-90ft (23-29m)	569 ND	425 ND	650 ND	750 ND
91-140ft (29-44m)	1,530 ND	1,300 ND	2,200 ND	2,900 ND

Spider lifts Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Up to 15 metres	497 ▲	450 ▲	575 ▼	581 ▼
16-20 metres	772 ▲	550 ▼	1,100 ▼	885 ▼
21-27 metres	1,300 ▲	650 ▼	1,800 ▲	1,489 ▲
28-30 metres	1,675 ▲	1,400 ▲	1,950 ▲	1,950 ▲
31-34 metres	2,183 ▲	1,800 –	2,550 ▲	2,117 ▼
35-42 metres	2,500 ▲	2,500 ▲	2,500 ▲	2,500 ▼

Van mounts Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
10-12 metres	380	350	520	580
13-14 metres	440	400	600	725
Over 15 metres	615	520	755	800

Truck mounts Daily Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Under 18m 3.5t Self-Drive	388	175	600	400
19-25m 3.5t Self-Drive	488	200	750	544
22-35m with operator	583	500	685	675
36-49m with operator	900	900	900	1,038
50-65m with operator	1,300	1,200	1,400	1,500

Some categories have changed this year so no data available

Mast booms Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
8 metres	137 ▼	120 ▲	154 ▼	165 ▼
10-11 metres	191 ▼	87 ▲	250 ▼	233 ▼
Over 12 metres	248 ▼	230 ▼	265 ▼	255 ▼

Push arounds Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Push Around (Pop Up/ Power Towers)	46 ▼	30 ▼	54 ▼	63 ▼
Portable (AWP/UL)	98 ▼	50 –	180 ▼	135 ▼

Trailer lifts Weekly Rate in £

Platform Height	Average	Lowest	Highest	Ideal
Up to 13 metres	205	175	273	244
14-19 metres	349	325	375	428

UTILISATION

Electric scissors

Platform Height	Average	Lowest	Highest
Under 20ft (7.8m)	70%	60%	80%
20ft (8m)	67%	50%	80%
26ft (10m)	65%	40%	80%
28-35ft (12m)	67%	40%	82%
36-48ft (13-16.5m)	58%	10%	80%
49-59ft (16.6-19.5m)	75%	60%	90%
60-80ft (20-26m)	75%	60%	90%

Diesel scissors

Platform Height	Average	Lowest	Highest
Under 40ft (14m) (Compact RT)	63%	55%	80%
32-44ft (12-15m) (Full size RT)	71%	60%	85%
50-65ft (17-22m)	70%	60%	80%
66-80ft (22-26m)	80%	70%	85%

Electric articulated boom lifts

Platform Height	Average	Lowest	Highest
Under 36ft (13m) Industrial	72%	45%	100%
Under 38ft (14.5m) Nifty HR12/ Snorkel AB38	76%	60%	95%
38-55ft (14-18m) (Genie 45/52ft)	74%	53%	95%
56-70ft (18-23m)	70%	60%	85%
Over 71ft (23m)	68%	60%	75%

Diesel/RT articulated booms

Platform Height	Average	Lowest	Highest
Under 53ft (18m)	67%	40%	90%
56-68ft (16.9-23m)	74%	63%	90%
69-89ft (23-29m)	78%	50%	90%
90-140ft (30-44m)	53%	20%	85%
Over 145ft (45m)	85%	80%	87%

Straight booms

Platform Height	Average	Lowest	Highest	Trend
Under 48ft (16m)	85%	82%	88%	▲
49-70ft (17-23m)	80%	38%	100%	▲
71-90ft (23-29m)	87%	75%	100%	ND
91-140ft (29-44m)	73%	70%	75%	ND

Spider lifts

Platform Height	Average	Lowest	Highest	Trend
Up to 15 metres	54%	30%	70%	▼
16-20 metres	52%	40%	70%	▼
21-27 metres	72%	48%	100%	–
28-30 metres	43%	15%	70%	▼
31-34 metres	55%	40%	70%	▼
35-42 metres	70%	70%	70%	▼

hinowa.com

TC22

New **TeleCrawler**
TC22S - TC22N

- **22m** working height
- Up to **12,4m** working outreach
- Automatic straight flush telescopic boom extension control
- ***"Go home"*** and ***"Go back"*** functions
- Available engines: Diesel, Lithium-ion and Bi-energy

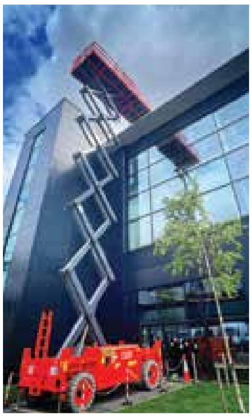
New ***DSE*** basket with dual side entry and mesh floor

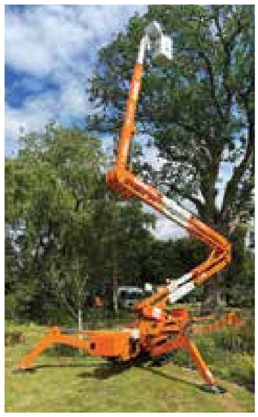
Truck mounts

Platform Height	Average	Lowest	Highest
Under 18m 3.5t Self-Drive	80%	80%	80%
19-25m 3.5t Self-Drive	75%	60%	90%
22-35m with operator	75%	50%	100%
36-49m with operator	100%	100%	100%
50-65m with operator	85%	85%	85%

Mast booms

Platform Height	Average	Lowest	Highest	Trend
8 metres	63%	55%	70%	▼
10-11 metres	66%	48%	85%	▼
Over 12 metres	80%	80%	80%	▼





Push arounds

Platform Height	Average	Lowest	Highest	Trend
Push Around (Pop Up/ Power Towers)	62%	35%	80%	▲
Portable (AWP/UL)	68%	50%	90%	▲

Trailer lifts

Platform Height	Average	Lowest	Highest
Up to 13 metres	73%	40%	100%
14-19 metres	65%	50%	80%

ACCESS RESPONDENTS' COMMENTS

"We undertook two rate reviews in 2023 forced by the circa 30% increase in the purchase costs of new machinery though the increases unfortunately were not of the same percentage. Hopefully other large access companies will do the same and reverse the race to the bottom that some seem to have adopted."

"If a buyer from a construction company saw the lowest rates available then they wouldn't be doing their job properly if they were paying more."

"We are unfortunately competing in a sector that seems to carry on making little or no profit and competing against companies that will only run out of money in a year or two."

"The market at the moment is stagnant and the hire rates will generally remain the same."

"Talk of an economic downturn instantly reduces rates when utilisation is low (when the reality is machines are hired for work to be carried out at height rather than because the machines are on special offer)."

"There are too many rehire brokers playing a Dutch auction with the companies that own the machines. These brokers are quoting for machinery they don't own and quoting delivery costs at 25% of the actual cost."

"Most access companies are losing money on transport, and this seems to be the accepted way and has also not changed in line with inflation and other costs. Why this is I don't understand? We had a company come on last week for 6 x 20 metre scissor lifts with a round trip of 220 miles however the salesmen from the hire company said he didn't want to charge his customer more than a £100 per 44 tonne truck!"

"We think that there will be an adjustment in rates as costs are rising and the market matures. European players will ensure that rates firm up, and the technology in equipment will continue to improve."

"High residual values from traditional OEMs meant suppressed rental rates could work due to the cash injection at the back end of the ownership cycle. There has been a seismic shift in procurement with Dingli, LGMG, Sinoboom, Zoomlion, etc adding over 10,000 units into the UK & Ireland over the past couple of years. This has created a ticking timebomb, the residual values are significantly lower than any of the established OEMs. Back end cash will be minimal unless the used market changes its mind on the Chinese built equipment. As it stands that is not happening - a 10-13yr old JLG achieves a similar amount to a 3-4yr old Chinese equivalent. Unless the purchase price difference offsets this - which data shows it doesn't - then rental rates have to increase to cover this shortfall."

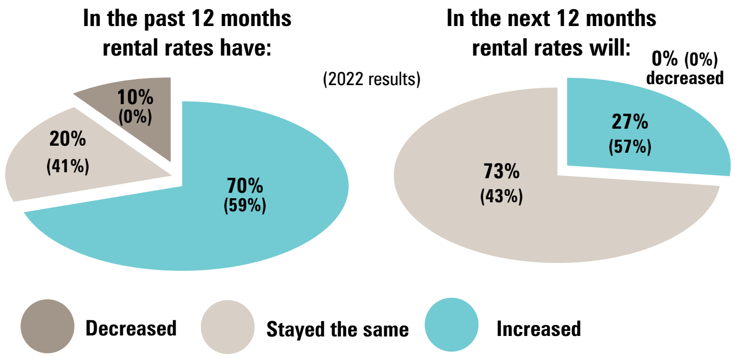
"Currently due to competition giving equipment out extremely cheap just to get their utilisation up we are finding rates are beginning to drop."

"Startup companies taking on access machines have no real realisation of unseen costs and utilisation."

"I think it will be a tough year."

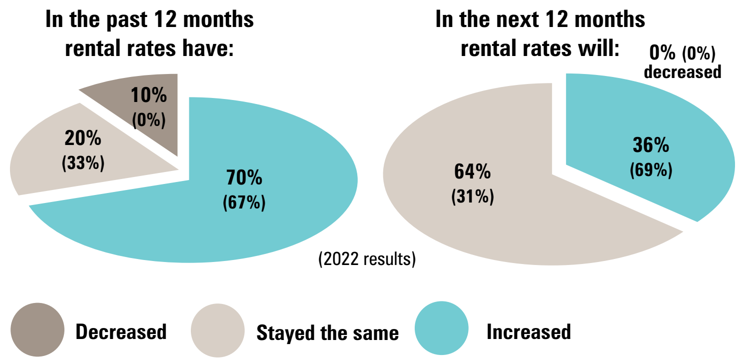
TELESCOPIC HANDLER RENTAL RATES

Rate trends



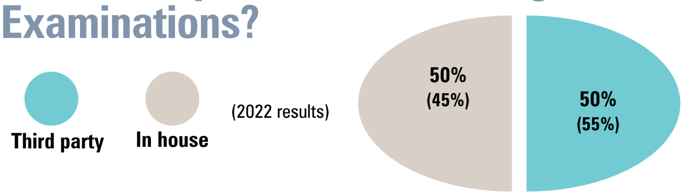
Almost three quarters of respondents increased their rates in 2023 although 10% of them experienced rate declines. Predictions for 2024 are less positive with only 27% anticipating further improvement - at least no one thinks they will go down! Predictions in 2022 were more conservative than the reality, so perhaps the views of the majority that rates will remain the same will be bettered.

Fleet size



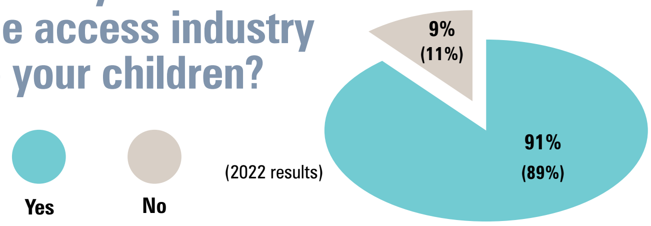
Fleet predictions made in 2022 were pretty accurate with 70% (69% predicted) of companies expanding their fleets. Of the rest only 10% reported cutting fleet numbers. Over the next 12 months only a third of respondents expect this to continue although no one expects to see any fleet shrinkage.

Who does your LOLER Thorough Examinations?



This year the figures for LOLER Thorough Examinations are split equally at 50% each which is a slight move towards In house inspections over last year's figures.

Would you recommend the access industry to your children?



The very positive response seen last year continues with 91% saying they would recommend the equipment rental business to their children. Who said there was no future in equipment rental?

Average fleet age in years

Average	Lowest	Highest
3(4.7)	1(1.6)	5(10)

(2022 results)

With the majority of companies buying new equipment and expanding their fleets the average age of the fleet fell from 4.7 to three years. One respondent claims to have a fleet with an average age of one year, while oldest fleet reported has reduced its average age from 10 to five years.

Percentage of units going out with work platform attachments

Percentage of units going out with work platform attachments	
Fixed frame	5%(3%)
360 degree	10%(27%)

The number of companies renting telehandlers with work platform attachments remain on the floor, with just five percent for fixed frame models and 10 percent on 360 degree machines - down from 27 percent last year. A different mix of respondents or increased use of boom lifts?


NATIONWIDE HIRE & SALES
25 YEARS EXPERIENCE
MERLO, MAGNI & MANITOU SPECIALISTS
ROTATING TELEHANDLERS
HEAVY LIFT TELEHANDLERS
SPECIALIST ATTACHMENTS
CONTRACT LIFT SERVICES, LIFT PLANS & RAMS
CPCS TRAINED WORKFORCE
INDUSTRY LEADING SERVICE BACK UP
GT LIFTING
WE TAKE
BIG LIFTING
TO NEW HEIGHTS
HIRE
SALES
TRAINING
SERVICE
PARTS
THE UK'S LEADING HIRE & SALES OF ROTO & HEAVY LIFT TELEHANDLERS
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GT LIFTING

What other products do you provide?

What other products do you provide?	
Cranes	0%(20%)
Access	77% (27%)
General equipment	60%(60%)
Tools	33%(13%)
Others	65%(6%)

(2022 results)

From last year rates have gone

▲ up ▼ down — same ND no data

Some categories have changed this year so no data available

Fixed frame Weekly Rate in £

Lift Height	Average	Lowest	Highest	Ideal
Under 5 metres (Sub Compact)	320 ▼	230 ▲	530 ▼	393 ▲
5-7 metres (Compact)	332 ▼	230 ▲	550 ▼	423 ▲
8-10 metres	352 ▼	260 ▲	600 ▼	439 ▲
11-13 metres	404 ▲	270 ▲	690 ▲	496 ▲
14-15 metres	349 ▼	295 ▲	420 ▼	444 ▼
16-18 metres	451 ▼	395 ▲	625 ▼	490 ▼
Over 18 metres	552 ▼	500 ▼	600 ▼	641 ▼

360 degree Weekly Rate in £

Lift Height	Average	Lowest	Highest	Ideal
Under 20 metres	1,000 ▲	1,000 ▲	1,200 ▲	1,100 ▼
20-26 metres	1,196 ▼	985 ▼	1,500 ▼	1,480 ▼
27-35 metres	1,563 ND	1,250 ND	2,000 ND	1,980 ND
Over 35 metres	2,500 ND	2,400 ND	2,800 ND	3,000 ND

Heavy duty - high capacity Weekly Rate in £

Lift Height	Average	Lowest	Highest	Ideal
6-8 tonnes	650 ▲	600 ▲	700 ▲	933 ▲
9-12 tonnes	1,300 ▲	1,200 ▲	1,400 ▲	1,533 ▼
14-20 tonnes	1,600 ▲	1,500 ND	1,750 ND	2,200 ND

UTILISATION

Fixed frame

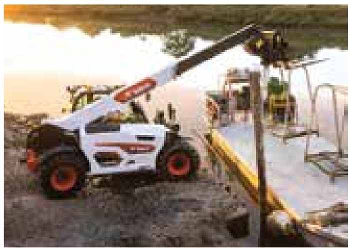
Lift Height	Average	Lowest	Highest
Under 5 metres (Sub Compact)	75%	50%	92%
5-7 metres (Compact)	82%	67%	90%
8-10 metres	76%	57%	94%
11-13 metres	79%	66%	94%
14-15 metres	82%	70%	94%
16-18 metres	85%	71%	96%
Over 18 metres	83%	80%	85%

360 degree

Lift Height	Average	Lowest	Highest
Under 20 metres	82%	80%	85%
20-26 metres	79%	60%	90%
27-35 metres	82%	60%	95%
Over 35 metres	92%	90%	94%

Heavy duty - high capacity

Lift Height	Average	Lowest	Highest
6-8 tonnes	78%	74%	81%
9-12 tonnes	91%	80%	100%
14-20 tonnes	85%	80%	87%



RESPONDENTS' COMMENTS

"This sector of the rental market is extremely competitive and the ROI is poor due to the purchase prices increasing so much."

"Hire rates are generally too low to sustain the cost of maintaining a newer fleet. Hire rates need to rise generally in the industry to preserve our future."

"Rental rates will have to rise significantly over the next few years to keep pace with the increase in capital cost of machinery."

"Capital costs are increasing beyond the point of reason, and without justification."

"The current rates are only sustainable due to high - almost maximum - utilisation, but this means that the equipment ages faster with high maintenance costs. Thankfully resale values help if you can get the timing right."

"We are a relatively new company and have been running fixed and Roto telehandlers for four years now. Rates in Ireland for telehandlers are a race to the bottom, we entered a tough market but offered Merlo machines which are ahead of the competition so that has gained us more work, but not so much on rates. ROI is small on the machines especially with the increase in purchase prices. Getting good competent operators is increasingly difficult. I started the company at 24 years of age, so hopefully in my time growing the business, rates will increase!"