

# Telehandlers



There has been good growth in the market over the past 12 months, particularly among the leading telehandler rental companies. Market leader Ardent Hire Solutions has only increased its 3,500 strong fleet by 20 units, but has spent around £37 million on new equipment as part of its recently secured £120 million asset-based lending facility earlier this year to support further fleet expansion. Morris Leslie is continuing its growth, building on the gains it made last year following the demise of Hewden when it added 800 telehandlers. This year it has added a more modest 221 machines. JCB appears to have tightened its hold on the major fleet purchases with several large deals throughout the past year including 350 machines to Plant Hire UK.

Small gains have been made in the numbers of compacts although 360 degree and heavy duty telehandlers appear to have stabilised.



## TOP 30 TELESCOPIC HANDLER COMPANIES

Company	Total	Fixed	Largest fixed	360°	Largest 360°	Compact	Heavy duty	Main brand	Depots	Employees	Investment	Units bought	Units sold
Ardent Hire Solutions	3,486 ▲	2,811	20m	20	32m	654	1	JCB/Manitou	13	264	£36,993,071	821	834
A-Plant	2,000 ▲	N/D	N/D	N/D	N/D	N/D	N/D	JCB	187	3,571	N/D	0	0
Morris Leslie	1,949 ▲	1,707	20m	0	N/A	242	0	JCB/Manitou	13	191	£37,300,000	557	N/D
UK Forks	1,832 ▲	1,523	20m	73	30m	229	7	N/D	9	168	N/D	0	0
CW Plant Hire	991 ▲	761	20m	0	0	230	0	JCB	18	330	£10,650,000	250	100
Plant Hire UK	925 ▲	900	20m	0	N/A	25	0	JCB	1	N/D	N/D	350	N/D
Hessle	552 ▼	466	18m	33	32m	29	24	Manitou	4	55	£0	0	0
GAP Group	450 ▲	380	18m	0	N/A	70	0	JCB/Manitou	160	1,800	£2,960,000	65	0
Nixon Hire	410 —	348	17m	0	N/A	62	0	JCB	13	475	N/D	163	N/D
B&T Plant Hire	390 —	338	20m	0	N/A	52	0	JCB/Manitou	2	32	N/D	48	18
Hawk	385 —	360	20m	0	N/A	25	0	JCB	5	500	N/D	N/D	N/D
Jarvie Plant	360 —	250	20m	25	30m	80	5	Manitou	6	140	N/D	N/D	N/D
HE Services	320 —	250	20m	0	N/A	70	0	JCB	10	150	N/D	195	27
Ashbrook Plant	307 <small>NEW ENTRY</small>	265	17.5m	0	N/A	42	0	JCB	4	135	N/D	N/D	N/D
Chippindale Plant	269 —	269	18m	0	N/A	0	0	JCB	9	115	£0	0	0
Boles Hire	265 ▲	172	20m	38	30m	55	0	Manitou	1	10	£0	0	0
Selwood	235 —	185	17m	0	N/A	50	0	Merlo	29	420	N/D	N/D	N/D
Greenwood	210 —	125	17m	75	30m	10	0	Merlo	4	N/D	N/D	N/D	N/D
GPT	195 —	170	17m	25	21m	0	0	Manitou	10	100	N/D	N/D	N/D
Huntley Plant	176 —	142	18m	15	35m	8	11	Manitou	2	22	£523,000	5	0
M&J Engineers	176 ▲	140	18m	0	N/A	36	0	JCB/Manitou	12	145	£2,300,000	57	14
AFC	150 —	150	17m	0	N/A	0	0	JLG/JCB/Genie	1	20	N/D	N/D	N/D
Lynch Plant	135 —	85	20m	1	26m	49	0	JCB	5	500	£300,000	57	42
Mervyn Lambert Plant Hire	100 —	80	17m	0	N/A	20	0	JCB	4	250	£2,000,000	40	N/D
Emmitt Plant	99 —	80	17m	9	16m	10	0	JCB	9	25	N/D	N/D	N/D
Hampshire Plant and Access	87 —	2	N/D	0	N/A	85	0	JCB/Manitou	3	39	N/D	N/D	N/D
AFI-Uplift	80 <small>NEW ENTRY</small> total		N/D		N/D			N/D	N/D	N/D	N/D	N/D	N/D
GT Lifting	73 <small>NEW ENTRY</small>	0	N/A	56	46m	0	17	Merlo/Magni	2	N/D	N/D	N/D	N/D
Newmarket Plant Hire	63 <small>NEW ENTRY</small>	25	9.5m	0	N/A	22	16	JCB/Manitou	6	60	£654,250	17	2
Mainline	55 ▲	46	17m	0	N/A	9	0	Bobcat	1	37	£0	0	0
Aerial Platform Hire	26 ▲	13	17m	0	N/A	2	11	JLG	2	25	N/D	N/D	N/D
Prolift Access	24 <small>NEW ENTRY</small>	21	17m	0	N/A	3	0	JLG	4	50	£0	0	0
Plantforce	20 <small>NEW ENTRY</small>	20	17m	0	N/A	N/A	0	JCB	4	N/D	N/D	N/D	N/D

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same N/A Non applicable N/D Not disclosed

