

STEEP CLIMB

Stuart Anderson, president of Chortsey Barr Associates, analyses the market for telecrawlers and identifies trends.

Over the past decade, due to a relatively steep climb in the average size and therefore cost of telecrawlers, the revenues earned by the manufacturers have increased very substantially. While 2019 saw a relatively minor decline in global demand, according to Chortsey Barr Associates estimates, annual sales in 2018 reached almost 750 units worldwide.

Sales of larger-size telecrawlers have not been achieved in a vacuum. Virtually all of these sales resulted when customers decided to spend their money on these

© Swiss crane contractor Clausen has had a Liebherr LTR 1060 telescopic crawler crane in its fleet since 2013. It has now purchased a second unit, which will also be used for jobs at high altitudes in the Pennine Alps region.

cranes instead of on another type of crane—either a rough terrain crane, an all terrain crane, a telescopic truck crane or indeed a lattice boom crawler crane.

As to which alternative applies, in most cases this is heavily-influenced by the nature of each customer's crane business and/or the make-up of its existing fleet. If we start by looking at contractors - buyers that undertake various kinds of construction and materials handling work, there are very distinct regional/global variations in the volume and variety of telecrawler cranes purchased.

For many years, countries or regions with soft ground conditions favoured smaller-sized telecrawlers and the main buyers were contractors specialising in building construction, particularly pre-fabricated concrete construction. In some markets such as Germany, for the past decade, building contractors (as well as crane hirers) have increasingly recognised the merits of telecrawler cranes of up to 100-120t capacity. In North America, it was utility/power-line contractors that were the first major customers for smaller-sized telescopic boom crawler cranes—

