

6 NEWS

DIARY DATES

2020

THE RENTAL RALLY

January 20-22, 2020
Las Vegas, USA

EXECUTIVE HIRE SHOW

February 5-6, 2020
Coventry, UK

THE ARA SHOW

February 10-12, 2020
Orlando, FL, USA

CONEXPO-CON/AGG

March 10-14, 2020
Las Vegas, USA

SAMOTER

March 21-25, 2020
Verona, Italy

IPAF SUMMIT

April 23, 2020
London, UK

INTERNATIONAL RENTAL
EXHIBITION (IRE)

June 9-11, 2020
Maastricht, The Netherlands

EUROPEAN RENTAL
AWARDS

June 10, 2020
Maastricht, The Netherlands

ERA CONVENTION

June 10-11, 2020
Maastricht, The Netherlands

APEX 2020

June 9-11, 2020
Maastricht, The Netherlands

Earthmoving acquisition made by Kiloutou

Kiloutou has acquired Franche Comte Matériels (FCM), a company in the east of France that rents earthmoving equipment for construction and infrastructure projects.

FCM has two depots, in Besançon and Audincourt (Montbéliard), and its fleet comprises more than 600 machines, including excavators, wheeled loaders, roller compactors and various tools. The purchase price was not disclosed.

The transaction follows Kiloutou's recent acquisition of Sticar, an Italian renter of aerial platforms and industrial forklift trucks.

Philippe Mougnaud, owner and CEO of FCM, said he was delighted with the deal: "The proposed project was an essential element in my decision to sell. It will allow the company to continue its development by providing additional resources. I am confident in the ability of the teams from both companies to make this merger a real success."

Olivier Colleau, Executive Chairman of Kiloutou, said, "This merger enables us to develop our specialised TP [public works] network in the Franche Comté region and to fully benefit from complementarities with our current range of products in this sector."

"I am very happy to welcome the team members of Franche Comte Matériels to the Kiloutou Group."

Boels bids for Cramo

Dutch rental company Boels has made an offer to acquire Cramo for €13.25 per share, which values Cramo at approximately €592 million.

Cramo's board of directors has recommended that its shareholders accept the offer.

The offer represents a premium of approximately 31.2% compared to the closing price of Cramo's shares on

Nasdaq Helsinki on 4 November – the day before the announcement that Cramo was evaluating an offer.

The combination of Boels and Cramo would create a rental business with combined annual revenues of approximately 1.25 billion, putting it just behind Loxam, which acquired Ramirent earlier this year.

Also, with more than 750 depots,

it would have one of the largest networks in Europe.

Pierre Boels, CEO of Boels, said, "Our vision is to build a European leader in the equipment rental market... The combined company will be a leading player in Europe with a business in 17 countries, and a top-three position in 12 of those. It will be well diversified in terms of customers, business and geographies."

"We [will] combine rental equipment, data, safety and expertise to improve customer efficiency. Our companies know each other well and have a good fit both strategically and culturally."

Leif Gustafsson, CEO of Cramo, said, "The combination with Boels, which we respect a lot, gives us the opportunity to take the next step in our commitment to serving the interests of our clients, employees and other stakeholders."

The offer period is expected to begin on 25 November and to run for about seven weeks.



Rental playing 'pivotal role' in growth of Chinese access market

Sales of mobile aerial work platforms in China exceeded 40,000 units last year, with a lot of demand fuelled by rental, according to a new report from Off-Highway Research (OHR).

At almost 60%, the compound annual growth rate (CAGR) in

the segment has exceeded all expectations, with sales rising from just 6,920 machines as recently as 2014.

"The powered access industry in China" report says, "The growth in rental investment has played a pivotal role in developing demand for access platforms."

"With the evident saturation of demand in the traditional equipment market, many distributors have been encouraged to invest in new business sectors, and there is the general belief that access platform rental offers better returns and a clearer cost structure without the need to hire operators."

This booming demand has also seen

new suppliers enter the market, and OHR believes there are now more than 50 OEMs active in China. The country is also now established as an important manufacturing hub for both indigenous and international suppliers, with production of MEWPs exceeding 100,000 machines in 2018.

Demand for access platforms in China is expected to continue growing for the foreseeable future, albeit at slightly slower rates than have been seen in recent years.

However, OHR believes the market could reach 125,000 platforms per year by 2023. The industry should also become more diverse, although the highest volume products are likely to remain electric scissor lifts.

German rental company HKL recently provided a range of machines for the construction of a treetop path at the Lüneburger Heath Wildlife Park in Hanstedt-Nindorf, Germany. The company responsible for the construction, Weitblick-Tietz GmbH & Co KG, rented Kramer wheeled loaders, Komatsu wheeled excavators and Yanmar mini excavators, among other pieces of equipment.



IRN NOVEMBER-DECEMBER 2019