

COURSE DURATIONS & UK MARKET PRICING

Internal — PHW Services planning sheet · researched 19 August 2026 · prices per person unless stated

Course	Duration	Market price	Average
Telehandler — novice	3–5 days (up to 10 CPCS zero-experience)	£900–£1,700; some 2–3 day intensives ~£550	~£1,200–£1,300
Telehandler — experienced / refresher	1–2 days	£300–£550 (EWT from ~£360; refresher from ~£420)	~£400–£450
Counterbalance FLT — novice	3–5 days	£450–£750 at centre; on-site group of 3 ≈ £900–£1,200 total (£300–£400/head)	~£550–£600
Counterbalance FLT — refresher	1 day	£180–£250	~£200
MEWP 3a/3b (IPAF-style)	1 day combined	£150–£300 (dual 3a+3b typically £220–£300)	~£230–£250
360 excavator — novice	5–10 days	£1,000–£3,000 (CPCS route £1,000–£1,800; 1:1 up to £2,300+)	~£1,500
360 excavator — experienced	2–3 days	£600–£1,295 (test-only/refresher £300–£800)	~£800

Positioning notes for the PHW VQ

- The independent VQ carries no card fees or test-centre overhead, so it can undercut scheme courses while keeping margin. Existing PHW refresher pricing (FLT £150/head open course; £260–£280/day on-site for up to 3) sits at the bottom of the market — headroom to £200–£250/head without losing the competitive position.
- The margin is in NOVICE courses: a 3-day novice telehandler at £750–£900/head undercuts the £1,200+ market average and pays better per delivery day than refresher work.
- Duration honesty protects the audit trail: all VQ assessment components must genuinely be completed, so quote 3+ days for novices and 1 day for experienced refreshers — matching both the market norm and the paperwork.

Sources (checked 19 Aug 2026)

- hgvlgvtraining.co.uk — telehandler course price guide; forklift training prices
- centralconstructiontraining.co.uk — telehandler licence costs
- aflt.co.uk — forklift training cost (employer guide)
- starplatforms.co.uk — IPAF training cost UK price guide
- vallyplanttraining.co.uk — 360 excavator training costs; NPORS course pricing
- buckstrainingacademy.co.uk — experienced 360 excavator (below 10t) 2-day pricing

Prices move — re-check before publishing any PHW price list.