

- *The Australian market for forklifts is worth approximately \$110m with 70% sourced from imports. The market is extremely competitive due to the large number of suppliers and the importation of low cost secondhand equipment. Nevertheless, imported narrow aisle equipment and elevated cab turret forklift trucks are increasingly popular and represent areas of opportunity.*
  
- *The pallet and package handling conveyor market is worth around \$30m p.a. of which most are warehouse distribution conveyors. Components rather than full conveyor systems are likely to present the best opportunities for importers. There is a large number of local conveyor manufacturers utilising imported components which offer either cost advantages or advantages in specialised applications. Approximately \$10m worth of conveyor parts are imported each year and \$2m worth of conveyor systems.*

Pallets	negligible
Racking & Shelving	\$2m
Cranes	Approximately \$13m worth of hoists are imported each year with both chain and wire rope hoists widely used. The majority of the market is for hoists in the 0-2 tonne capacity class.
Hoists	
Forklifts	\$72m
Conveyors (incl. parts)	\$1m

*Further details of imports by product category are provided in the Appendix.*