

- The metal pallet market is worth around \$0.5 million p.a. and is largely supplied by local manufacturers. Plastic pallets have recently been introduced and these are taking market share from metal pallets. The potential for imported pallets is limited.

- The racking and shelving market is also predominately supplied by local manufacturers. There is, however, little domestic production of sophisticated automated racking and shelving systems. These items are currently imported for specialist applications in the motor industry, cold stores etc and new applications would be very acceptable in other industries.

- The majority of cranes are imported into Australia and there is potential for new suppliers in this sector. This is considered an ideal product area for Canadian manufacturers of cranes with any special characteristics to arrange a joint venture operation with an Australian partner. The market demands a variety of types and sizes and includes cranes for mounting on vehicles, fixed cranes built into vehicle bodies, mobile road cranes, tower cranes, jib cranes and special construction 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 0-5 tonne capacity class.