

Import Opportunities in the Australian Materials Handling
Equipment Industry

Foreword

The accompanying study of the current Materials Handling Equipment market in Australia indicates particular opportunities for Canadian manufacturers of pallets, racking and shelving hoists and cranes, forklift trucks and conveyors.

We have produced this work with the objective of making Canadian companies aware of the developments in Australian materials handling equipment and thereby enabling comparisons which may reveal Canadian capabilities able to satisfy Australian needs.

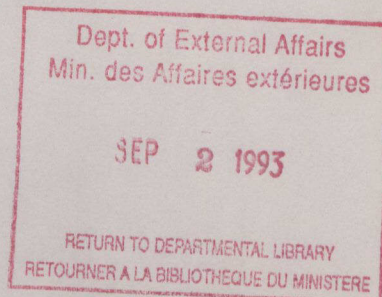
Canada has not been a leading supplier of materials handling equipment to Australia and currently falls behind Japan, Taiwan, U.S.A., U.K. and Italy. We believe that an effort to promote Canadian manufacture will result in a greater recognition, especially if presented as an invitation to joint venture or manufacture under licence in Australia. Such an approach will avoid the high tariffs presently levied on fully imported products and takes advantage of the lower tariff rates enjoyed by components and parts.

We are aware of many Australian companies that could be interested in this type of project and our endeavour is to develop negotiations to this end.

If, having perused this study, you are interested in pursuing further association with the Australian market, please write to, telex or fax the writer, detailing your company name, address and fax number and advising which particular equipment you presently manufacture and would like to promote.

We await your response with great interest.

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