

The forklift market is generally well served by a wide range of domestically manufactured and imported equipment and as a consequence is extremely competitive. However forklift units with special features (e.g. longer mast, taking greater weight, etc.) are readily accepted in the Australian market.

- Metal pallets have an increasing recognition in heavy-wear warehouse and rough storage conditions. As a result the leading manufacturer (Tubemakers) report a market growth of 5%-7% per annum, largely for special design "post" type pallets.
- It should also be noted that Australian imports of materials handling equipment are substantial and represent almost half of the total domestic demand. In 1986/87 almost \$300 million worth of materials handling equipment was imported. Imports in 1986/87 for the product categories under consideration in this study were:

**Imports of Materials
Handling Equipment 1986/87**

Pallets	negligible
Racking & Shelving	\$ 2m
Crane	\$16m
Hoists	\$12m
Forklifts	\$72m
Conveyors (incl. parts)	\$12m

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