



Waste Management Market



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combined with the lack of markets for recyclables, has lowered the value of recyclables. At the same time, a decreased amount of land available for landfill sites has resulted in higher costs for existing landfills. Public concern over pollution has resulted in protests over prospective landfill sites being built in or around communities.

operation of transfer stations and landfills. Initially, private sector participation in the waste management industry is likely to be in the form of contracts for the provision of services, including providing new landfill sites and equipment. Increasingly, waste management systems will be owned and operated by the private sector.

for new technologies that have been proven effective.

Canadians wishing to enter the Australian market should work with an agent or distributor, or consider entering via joint ventures or other strategic alliances.

Australia also makes a good base for ventures into the growing Asian market because of its proximity and industry expertise in the area.

Australian Market Size for Solid Waste Recycling Equipment (\$ millions)

	1998	1999	2000	Projected Avg. Annual Growth for 2001-02
Import Market	41.2	42.0	42.9	2%
Local Production	18.8	19.0	19.4	2%
- Exports	-1.1	-1.0	-1.0	3%
Total Market	58.9	60.0	61.3	2%

Source: U.S. & Foreign Commercial Service and U.S. Department of State, *Australia: Solid Waste Recycling Equipment — ISA990401*, April 1, 1999.

See Potential?

To learn more about this market, please read the full report, *The Waste Management Market in Australia*. The report, prepared by the Market Research Centre of the Trade Commissioner Service, is available on-line at www.infoexport.gc.ca

The involvement of local governments in the treatment and disposal of waste varies from state to state. For example, in New South Wales the state government is responsible for 29% of waste management activities, the Victoria state government 38%, Queensland 75%, South Australia 54%, and Western Australia 66%.



While local governments are the main customers for the collection and transportation of household and municipal waste, recent outsourcing by all levels of government has led to a growth in private industry involvement in the

Opportunities

Exporters will find Australian companies receptive to Canadian environmental goods and services. Best prospects currently lie in new technologies for green waste (lawn clippings, flowers, leaves, twigs, and branches), recycling equipment, automated separation systems and components, and rubber and tire shredding equipment. Australians will be looking