

- *Metal pallet manufacturers should consider the present Australian market as small, with strong competition from both timber and plastic pallets but with a growing recognition in conditions of hard wear and difficult storage areas, where timber and plastic pallets fail to maintain performance. Metal pallet manufacturers service a clientele which has particular needs for greater protection, flexibility in size, collapsible walls and varying design, based on a "post type" product. The market for this type of pallet is steadily increasing.*
- *Any manufacturer considering export to Australia should ensure that their product complies to relevant Australian standards. Copies of these standards may be obtained from the Sydney Consulate.*

#### **B) Market Overview**

- *The Australian market for materials handling equipment will become more competitive over the next few years due to a slowing in the economy and a expected decline in the \$A exchange rate, which will adversely effect demand for imported equipment. Mitigating against this to some extent will be the phased reduction in import duties on material handling equipment from 25%-30% to 15% by 1992.*
- *Notwithstanding tighter demand conditions, the Australian market still offers good opportunities for imported equipment in selected product areas - predominately in racking, conveyors, hoists and cranes.*