

2.5 RECOMMENDATIONS FOR NEW EXPORTERS

Canadian manufacturers of sawmilling equipment who are not yet involved in the Australian market would be well advised to enter into an association with a locally-based manufacturer on a licensing or a joint venture operation. Such a relationship would provide the new exporter with a ready market base as well as establishing a firm foothold into the New Zealand market with the introduction of the Closer Economic Relations agreement which provides for duty-free access in either direction across the Tasman.

2.6 LIST OF POTENTIAL AGENTS, REPRESENTATIVES

The following list will identify local manufacturers and/or distributors of sawmilling equipment and, where applicable and known, any overseas representation:

Baltic Technologies
P.O. Box 247,
GLENROY, VIC. 3046
Contact - Ron Hughes
Fax: [3] 300 2218

ACORA Group

A.E. Gibson Pty Ltd
Comboyne Street,
KENDALL, N.S.W. 2439
Contact - John Scott
Fax: [65] 594571

Denis Equipment

Grey Engineering,
Main Road,
BOORAL, N.S.W. 2425
Contact - Michael French

Integrated Engineering
Pacific Highway,
COFFS HARBOUR, N.S.W. 2450
Contact - Garry Moy
Fax: [66] 522851

LSI
Ukiah
Hemco
Mohringer

H. Kandelaars Engineering
13 Cliveden Court,
THOMASTOWN, VIC 3074
Contact - Bert Kandelaars
Fax: [3]466 3905

Rader
B.M. & M.

Kockums Cancar
Private Bag,
CAMPBELLFIELD, VIC. 3061
Contact - Ake Ackerfeldt
Fax: [3] 357 8481