

The push for increased warehouse efficiency has increased demand for narrow aisle equipment instead of the traditional counter-balanced forklift with its 3.5m - 4m wide aisles. The next development in warehousing is toward aisles 1.75m wide with storage height of 6 - 12m. Elevated cab turret trucks are increasingly popular for this work.

A variety of selling/distribution methods are used, ranging from sole distributors in each of the major markets, to distribution networks, owned by the importers and manufacturers. After-sales and general maintenance service are regarded as important requirements in the local market.

It is now common practice for distributors to hire or lease as well as sell forklifts. Short term hiring is a growing practice where heavy demand periods can be foreseen.

7.2 Importers

There is a wide range of companies importing forklifts including some local manufacturers.

The major local supplier of internal combustion petrol (icp) forklifts is Clark Equipment Ltd, and of battery electric trucks is Crown controls. Both manufacture in Sydney but both also import.

Other companies both manufacturing and importing are:

Hyster Australia - a range of petrol (forklift) trucks in the 7.5 to 30 tonnes lifting capacity range.

Big Joe Coy of Aust - makes a range of electric forklifts & stackers under licence from Big Joe Manufacturing (USA).

Lansing Australia - produces pedestrian controlled pallet stackers. Following the acquisition of Lansing (UK) by Linde (W.G.), Lansing may also commence importing Linde forklifts.

The technology used by local manufacturers is based on overseas designs, but in some cases local manufacturers carry out minor design work, adapting to suit local conditions.