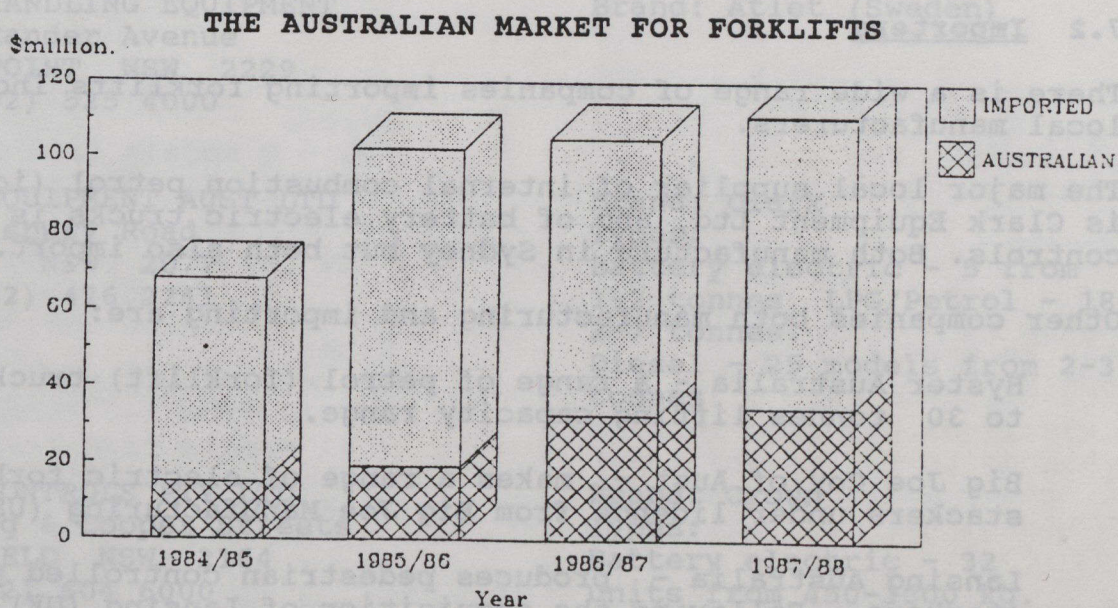


7. FORKLIFTS

7.1 The Market

Forklift trucks are widely used across most industries and particularly in the wholesaling & retailing trade. The market is highly competitive with a wide range of models available to meet a variety of applications. Petrol, LPG, diesel and battery electric power types are available in lifting capacities up to 45 tonnes.

It is estimated that 4000 - 6000 forklifts are sold each year with internal combustion petrol (icp) trucks accounting for almost 90%. The following chart shows the size of the market in value terms with the shares of domestically produced and imported forklifts.



At the wholesale level, the total value of sales of ride-on trucks is currently around \$110m per annum. Local producers' share of the market varies significantly according to lifting capacity. Most sales are made in the 1 to 3 tonne lifting capacity range with local manufacturers' share of this segment of the market being approximately 30 per cent. Nearly 80 per cent of all imports are sourced from Japan. In the larger capacity lifting ranges, (above 5 tonnes), local producers share is approximately 50 per cent, but for other trucks, with lifting capacities below 1.5 tonnes, demand is largely met by imports.