MARKET INTELLIGENCE

PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED

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PREFABRICATED BUILDINGS,
MATERIAL NOT SPECIFIED

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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-7013
U.S. Department of Commerce,
Bureau of the Census,
Tel.: (301) 763-7754

TARIFFS

Enquiries concerning Canadian tariffs
should be directed to the nearest Customs
and Excise office or to:

Tariff Programs
Revenue Canada
Customs and Excise
Ottawa, Ontario K1A 0L5
Tel.: (613) 954-7013
Fax.: (613) 954-2509

Enquiries concerning tariffs and other
government trade regulations in foreign
countries should be directed to:

Info Export
External Affairs
Ottawa, Ontario
K1A 0G2
Tel.: (613) 993-6435 OR 1-800-267-8376
Fax.: (613) 996-9709

EXPLANATORY NOTES

Commodity Classification

Canadian Trade statistics are classified and published according to the International Convention on the Harmonized Commodity and Description Coding System (H.S.), as defined by the Canadian Customs Tariff and Statistical Nomenclature.

Valuation

Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

Canada - U.S. Exchange Rate

The Bank of Canada exchange rates were used to convert U.S. imports reported in $US to $Cdn.
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PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED

I. INTRODUCTION AND SCOPE

This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of a market intelligence report is developed in close consultation with the client, and is tailored to meet their specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This report is based on data from several sources. The following is a list of Harmonized System (H.S.) import commodity codes dealing with prefabricated buildings. This report deals only with prefabricated buildings, material not specified (H.S. 9406.00.99.90). Other related reports are also listed.

| Description | H.S. Commodity Code | Related Reports 
|---|---|---
| Prefabricated buildings (9406.00) | | 
| ---Silos for storing ensilage (9406.00.10) | N/A | 
| ---Air-supported buildings (9406.00.20) | N/A | 
| ---Other: | | 
| ----Of wood | 91121-IP | 
| ----Other | 91123-IP | 
| -----Of aluminum (9406.00.99.10) | 91127-IP | 
| -----Of iron or steel (9406.00.99.20) | 9406.00.99.90 | 

Total imports in 1991 for all of the above products were valued at $55 million. Imports of prefabricated buildings, material not specified included in this report amounted to $5.6 million or 10 per cent of the total.

NOTE: Information concerning U.S. statistical data, shows quantity in number of units. Canadian statistical data do not indicate quantity.
PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED
(H.S. 9406.00.99.90 AND 9406.00.80.40\textsuperscript{[n]})

II. NORTH AMERICAN IMPORTS - 1990

North American Imports - $3 Million\textsuperscript{*}

\textsuperscript{*} Excludes Canada - U.S. bilateral trade; Mexico.
\textsuperscript{[n]} Canadian and U.S. codes.
PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED  
(H.S. 9406.00.99.90)  

III. CANADIAN IMPORTS (Cont’d)  

SUMMARY  

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Imports</th>
<th>Major Country of Export to Canada</th>
<th>% of Total Value</th>
<th>U.S.A.</th>
<th>U.S.A.</th>
<th>U.S.A.</th>
<th>U.S.A.</th>
</tr>
</thead>
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<tr>
<td>1988</td>
<td>4,765</td>
<td>5,643 (U.S.A.)</td>
<td>88</td>
<td>88</td>
<td>82</td>
<td>86</td>
<td>95</td>
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<tr>
<td>1989</td>
<td>7,275</td>
<td>8,200 (U.S.A.)</td>
<td>88</td>
<td>88</td>
<td>82</td>
<td>86</td>
<td>95</td>
</tr>
<tr>
<td>1990</td>
<td>7,038</td>
<td>8,200 (U.S.A.)</td>
<td>88</td>
<td>88</td>
<td>82</td>
<td>86</td>
<td>95</td>
</tr>
<tr>
<td>1991</td>
<td>5,643</td>
<td>8,200 (U.S.A.)</td>
<td>88</td>
<td>88</td>
<td>82</td>
<td>86</td>
<td>95</td>
</tr>
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</table>

BY PROVINCE OF CLEARANCE  

<table>
<thead>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Ontario</td>
<td>2,938</td>
<td>3,625</td>
<td>4,154</td>
<td>3,199</td>
<td>2.9</td>
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<tr>
<td>Alberta</td>
<td>256</td>
<td>565</td>
<td>432</td>
<td>597</td>
<td>32.7</td>
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<tr>
<td>British Columbia</td>
<td>631</td>
<td>1,161</td>
<td>922</td>
<td>532</td>
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<tr>
<td>Québec</td>
<td>218</td>
<td>809</td>
<td>446</td>
<td>415</td>
<td>23.9</td>
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<tr>
<td>Manitoba</td>
<td>97</td>
<td>229</td>
<td>550</td>
<td>401</td>
<td>60.4</td>
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<tr>
<td>Saskatchewan</td>
<td>257</td>
<td>385</td>
<td>154</td>
<td>353</td>
<td>11.1</td>
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<tr>
<td>New Brunswick</td>
<td>233</td>
<td>234</td>
<td>293</td>
<td>80</td>
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<tr>
<td>Nova Scotia</td>
<td>36</td>
<td>259</td>
<td>46</td>
<td>48</td>
<td>9.9</td>
</tr>
<tr>
<td>Newfoundland</td>
<td>36</td>
<td>-</td>
<td>18</td>
<td>9</td>
<td>-37.2</td>
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<tr>
<td>Prince Edward Island</td>
<td>61</td>
<td>8</td>
<td>-</td>
<td>8</td>
<td>-50.3</td>
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<tr>
<td>Northwest Territories</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2</td>
<td>0.0</td>
</tr>
<tr>
<td>Yukon</td>
<td>-</td>
<td>-</td>
<td>24</td>
<td>-</td>
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<tr>
<td>Total</td>
<td>4,765</td>
<td>7,275</td>
<td>7,038</td>
<td>5,643</td>
<td>5.8</td>
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</tbody>
</table>

Ranked in descending order by 1991 value.
### III. CANADIAN IMPORTS (Cont'd)

#### MARKET SHARES BY PROVINCE OF CLEARANCE

<table>
<thead>
<tr>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td></td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td>Ontario</td>
<td>61.7</td>
<td>49.8</td>
<td>59.0</td>
<td>56.7</td>
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<td>Alberta</td>
<td>5.4</td>
<td>7.8</td>
<td>6.1</td>
<td>10.6</td>
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<tr>
<td>British Columbia</td>
<td>13.2</td>
<td>16.0</td>
<td>13.1</td>
<td>9.4</td>
</tr>
<tr>
<td>Québec</td>
<td>4.6</td>
<td>11.1</td>
<td>6.3</td>
<td>7.4</td>
</tr>
<tr>
<td>Manitoba</td>
<td>2.0</td>
<td>3.2</td>
<td>7.8</td>
<td>7.1</td>
</tr>
<tr>
<td>Saskatchewan</td>
<td>5.4</td>
<td>5.3</td>
<td>2.2</td>
<td>6.2</td>
</tr>
<tr>
<td>New Brunswick</td>
<td>4.9</td>
<td>3.2</td>
<td>4.2</td>
<td>1.4</td>
</tr>
<tr>
<td>Nova Scotia</td>
<td>0.8</td>
<td>3.6</td>
<td>0.7</td>
<td>0.8</td>
</tr>
<tr>
<td>Newfoundland</td>
<td>0.8</td>
<td>-</td>
<td>0.2</td>
<td>0.2</td>
</tr>
<tr>
<td>Prince Edward Island</td>
<td>1.3</td>
<td>0.1</td>
<td>-</td>
<td>0.1</td>
</tr>
<tr>
<td>Northwest Territories</td>
<td>-</td>
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<td>0.0</td>
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<tr>
<td>Yukon</td>
<td>-</td>
<td>-</td>
<td>0.3</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100.0</strong></td>
<td><strong>100.0</strong></td>
<td><strong>100.0</strong></td>
<td><strong>100.0</strong></td>
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Ranked in descending order by 1991 value.
III. CANADIAN IMPORTS (Cont'd)

MAJOR COUNTRY OF ORIGIN

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<tbody>
<tr>
<td></td>
<td>Value ($000)</td>
<td>Value ($000)</td>
<td>Value ($000)</td>
<td>Value ($000)</td>
<td>Rate (%)</td>
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<tr>
<td>United States</td>
<td>4 192</td>
<td>5 988</td>
<td>6 081</td>
<td>5 414</td>
<td>8.9</td>
</tr>
<tr>
<td>Republic of Korea</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>109</td>
<td>0.0</td>
</tr>
<tr>
<td>Taiwan</td>
<td>26</td>
<td>-</td>
<td>22</td>
<td>68</td>
<td>37.7</td>
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<tr>
<td>Fed. Rep. of Germany</td>
<td>-</td>
<td>430</td>
<td>436</td>
<td>28</td>
<td>-74.4</td>
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<tr>
<td>Denmark</td>
<td>1</td>
<td>21</td>
<td>-</td>
<td>14</td>
<td>126.3</td>
</tr>
<tr>
<td>Norway</td>
<td>-</td>
<td>70</td>
<td>-</td>
<td>10</td>
<td>-63.1</td>
</tr>
<tr>
<td>Italy</td>
<td>-</td>
<td>51</td>
<td>1</td>
<td>2</td>
<td>-82.7</td>
</tr>
<tr>
<td>Netherlands</td>
<td>473</td>
<td>558</td>
<td>354</td>
<td>1</td>
<td>-88.0</td>
</tr>
<tr>
<td>Other</td>
<td>73</td>
<td>158</td>
<td>144</td>
<td>-</td>
<td>40.8</td>
</tr>
<tr>
<td>Total</td>
<td>4 765</td>
<td>7 275</td>
<td>7 038</td>
<td>5 643</td>
<td>5.8</td>
</tr>
</tbody>
</table>

Ranked in descending order by 1991 value.
### PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED
(H.S. 9406.00.99.90)

III. CANADIAN IMPORTS (Cont'd)

**MARKET SHARES BY MAJOR COUNTRY OF ORIGIN**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>----</td>
<td>----</td>
<td>----</td>
<td>----</td>
</tr>
<tr>
<td>Value</td>
<td>88.0</td>
<td>82.3</td>
<td>86.4</td>
<td>95.9</td>
</tr>
<tr>
<td>Republic of Korea</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1.9</td>
</tr>
<tr>
<td>Value</td>
<td>0.5</td>
<td>-</td>
<td>0.3</td>
<td>1.2</td>
</tr>
<tr>
<td>Taiwan</td>
<td>-</td>
<td>5.9</td>
<td>6.2</td>
<td>0.5</td>
</tr>
<tr>
<td>Value</td>
<td>0.0</td>
<td>0.3</td>
<td>-</td>
<td>0.2</td>
</tr>
<tr>
<td>Fed. Rep. of Germany</td>
<td>-</td>
<td>1.0</td>
<td>-</td>
<td>0.2</td>
</tr>
<tr>
<td>Value</td>
<td>-</td>
<td>0.7</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Denmark</td>
<td>9.9</td>
<td>7.7</td>
<td>5.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Value</td>
<td>1.5</td>
<td>2.2</td>
<td>2.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Other</td>
<td>----</td>
<td>----</td>
<td>----</td>
<td>----</td>
</tr>
<tr>
<td>Value</td>
<td>100.0</td>
<td>100.0</td>
<td>100.0</td>
<td>100.0</td>
</tr>
</tbody>
</table>

Ranked in descending order by 1991 value.
IV. CANADIAN SHIPMENTS

Statistics Canada reports that prefabricated buildings, material not specified as described in this report are manufactured in Canada. However, for reasons of confidentiality, separate data on production or shipments by Canadian manufacturers are not available.

Any enquiries and/or comments regarding Canadian shipments should be directed to:

Statistics Canada
Industry Division
Survey of Manufactures Section
Ottawa, Ontario
K1A 0T6
Tel.: (613) 951-9837
PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED
(H.S. 9406.00)

V. CANADIAN EXPORTS
BY MAJOR COUNTRIES OF DESTINATION

Separate export data for prefabricated buildings, material not specified, are not available. These products are included in the Harmonized System (H.S.) six digit code: 9406.00 prefabricated buildings.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S.</td>
<td>33 862</td>
<td>Japan</td>
<td>39 255</td>
<td>Japan</td>
<td>28 910</td>
</tr>
<tr>
<td>Japan</td>
<td>28 155</td>
<td>U.S.</td>
<td>34 147</td>
<td>U.S.</td>
<td>17 730</td>
</tr>
<tr>
<td>W.Germany</td>
<td>2 503</td>
<td>W.Germany</td>
<td>4 227</td>
<td>S.Arabia</td>
<td>10 841</td>
</tr>
<tr>
<td>France</td>
<td>1 843</td>
<td>USSR</td>
<td>2 563</td>
<td>USSR</td>
<td>10 259</td>
</tr>
<tr>
<td>U.K.</td>
<td>1 630</td>
<td>France</td>
<td>2 257</td>
<td>W.Germany</td>
<td>6 374</td>
</tr>
<tr>
<td>Cuba</td>
<td>1 253</td>
<td>S. Arabia</td>
<td>2 104</td>
<td>France</td>
<td>3 286</td>
</tr>
<tr>
<td>Hungary</td>
<td>1 124</td>
<td>Hungary</td>
<td>1 058</td>
<td>Morocco</td>
<td>3 113</td>
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<tr>
<td>Switzerland</td>
<td>1 010</td>
<td>U.K.</td>
<td>956</td>
<td>Finland</td>
<td>1 847</td>
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<tr>
<td>Pakistan</td>
<td>485</td>
<td>Singapore</td>
<td>578</td>
<td>Italy</td>
<td>1 396</td>
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<tr>
<td>Sweden</td>
<td>414</td>
<td>Cuba</td>
<td>511</td>
<td>U.K.</td>
<td>1 288</td>
</tr>
<tr>
<td>Others</td>
<td>3 905</td>
<td>Others</td>
<td>5 779</td>
<td>Others</td>
<td>8 321</td>
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<tr>
<td>TOTAL</td>
<td>76 184</td>
<td></td>
<td>93 435</td>
<td></td>
<td>93 364</td>
</tr>
</tbody>
</table>

Note: Major countries in descending order based upon value.
Source: Statistics Canada
VI. CANADIAN IMPORTERS - 1990

There were 174 known importers of prefabricated buildings, not elsewhere specified in 1990. The principal 15 importers accounted for 58 per cent of the total import value.

<table>
<thead>
<tr>
<th>Principal Importers (No.)</th>
<th>Cumulative Value ($000)</th>
<th>Cumulative % of Total Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>1 332</td>
<td>19</td>
</tr>
<tr>
<td>6</td>
<td>2 165</td>
<td>31</td>
</tr>
<tr>
<td>10</td>
<td>3 102</td>
<td>44</td>
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<tr>
<td>15</td>
<td>4 080</td>
<td>58</td>
</tr>
<tr>
<td>25</td>
<td>5 157</td>
<td>73</td>
</tr>
<tr>
<td>34</td>
<td>5 666</td>
<td>80</td>
</tr>
<tr>
<td>All Importers (174)</td>
<td>7 038</td>
<td>100</td>
</tr>
</tbody>
</table>

The principal importers of prefabricated buildings, material not specified during 1990 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all principal importers except individuals.

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Four Seasons Greenhouses</td>
<td>Saint John, N.B.</td>
<td>Burlington, Ont.</td>
</tr>
<tr>
<td>Alternate Heating Ltd.</td>
<td>Hyde Park, Ont.</td>
<td>Toronto, Ont.</td>
</tr>
<tr>
<td>Att Inc.</td>
<td>Abbotsford, B.C.</td>
<td>London, Ont.</td>
</tr>
<tr>
<td>B S I Building Systems Inc.</td>
<td>Bally, PA, USA*</td>
<td>Toronto, Ont.</td>
</tr>
<tr>
<td>Bally Engineered Structures Inc. Canada Inc. Four Seasons Greenhouses Canada</td>
<td>Willowdale, Ont.</td>
<td>Grimsby, Ont.</td>
</tr>
<tr>
<td>Concrete Systems International Limited</td>
<td>Kitchener, Ont.</td>
<td>Lower Sackville, N.S.</td>
</tr>
<tr>
<td>Donald K Donald Productions Ltd.</td>
<td>Montréal, Qué.</td>
<td>Spruce Grove, Alta.</td>
</tr>
<tr>
<td>E &amp; E Seegmiller Limited</td>
<td>Kitchener, Ont.</td>
<td>Toronto, Ont.</td>
</tr>
<tr>
<td>Equipement De Sécurité Safety Supply</td>
<td>Montréal, Qué.</td>
<td>Richmond Hill, Ont.</td>
</tr>
<tr>
<td>Gazzola Paving Company Ltd.</td>
<td>Concord, Ont.</td>
<td>St. Catherines, Ont.</td>
</tr>
<tr>
<td>Hymac Ltée. Ltd.</td>
<td>Laval, Qué.</td>
<td>Plymouth, MN, USA*</td>
</tr>
<tr>
<td>Imperial Paving Ltd.</td>
<td>Burnaby, B.C.</td>
<td>Chatham, Ont.</td>
</tr>
<tr>
<td>Intra Acoustics Co. Ltd.</td>
<td>Montréal, Qué.</td>
<td>Colborne, Ont.</td>
</tr>
<tr>
<td>J R Burk Holdings Ltd.</td>
<td>Kitchener, Ont.</td>
<td>Edmonton, Alta.</td>
</tr>
</tbody>
</table>

* Non-resident importer.
VII. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of prefabricated buildings, material not specified are listed by major country of origin in descending order of dollar value. These exporters accounted for 80 per cent of the total value of Canadian imports during 1990.

<table>
<thead>
<tr>
<th>Country of Origin</th>
<th>Name of Foreign Exporter</th>
<th>Value of Exports to Canada 1990 ($000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>Four Seasons Solar Products</td>
<td>1,564</td>
</tr>
<tr>
<td></td>
<td>Bally Engineering Structure</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Satellite Industries Inc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>CMI Corp.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Polytank Inc.</td>
<td>284</td>
</tr>
<tr>
<td></td>
<td>ET Clancey Co.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Industrial Acoustics Co.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Concrete Systems Corp.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Encon Safety Products</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Varco Buildings Prods.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Aerosmith Corp.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Northern Plastics Corp.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>K &amp; L Corp.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sun Place Inc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Doors &amp; Buildings Comp.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>L T Hampel Corp.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Safety Storage Co.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Mallard Coach Inc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Phillips &amp; Brooks Inc.</td>
<td></td>
</tr>
<tr>
<td>Federal Republic of Germany</td>
<td>SHW GMBH</td>
<td></td>
</tr>
<tr>
<td>Netherlands</td>
<td>Bazen-Argo</td>
<td>858*</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>NTM Ltd.</td>
<td></td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td>5,649</td>
</tr>
</tbody>
</table>

* Aggregated to preserve confidentiality of Canadian importers.
PREFabricated BUILDINGS, MATERIAL NOT SPECIFIED
(H.S. 9406.00.99.90)

VIII. CANADIAN SUPPLIERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada; and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information on Canadian products supplied is as given by the companies.

BOSS

Companies are arranged in alphabetical order.

Buildings, Portable, Prefabricated and Pre-Cut, Not Elsewhere Specified

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abb Flakt Ross Inc.</td>
<td>Lasalle, Qué.</td>
</tr>
<tr>
<td>Aja Tan Enterprises Ltd.</td>
<td>Vancouver, B.C.</td>
</tr>
<tr>
<td>Beautiline Systems Ltd.</td>
<td>Downsviw, Ont.</td>
</tr>
<tr>
<td>Bomega Metals Ltd.</td>
<td>Red Deer, Alta.</td>
</tr>
<tr>
<td>C &amp; V Portable Accommodations Ltd.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Construction Acton Vale Ltd.</td>
<td>Acton Vale, Qué.</td>
</tr>
<tr>
<td>*Construction Goscobec Inc.</td>
<td>Rivière-Du-Loup, Qué.</td>
</tr>
<tr>
<td>*Construction Polypus Internationale Ltee</td>
<td>Montréal, Qué.</td>
</tr>
<tr>
<td>Crawford Manufactured Homes Ltd</td>
<td>Farnham, Qué.</td>
</tr>
<tr>
<td>Forge Contracting Ltd.</td>
<td>Aldersyde, Alta.</td>
</tr>
<tr>
<td>General Eastern Homes Limited</td>
<td>Kamloops, B.C.</td>
</tr>
<tr>
<td>Groupe Tremca Inc.</td>
<td>Amherst, N.S.</td>
</tr>
<tr>
<td>Le Groupe Master Ltée.</td>
<td>St-Luc, Qué.</td>
</tr>
<tr>
<td>Les Maisons Quebco Inc.</td>
<td>Montréal, Qué.</td>
</tr>
<tr>
<td>M.M.H. Prestige Homes Inc.</td>
<td>Val D’Or, Qué.</td>
</tr>
<tr>
<td>Marsh Steel Ltd.</td>
<td>Sussex, N.B.</td>
</tr>
<tr>
<td>Opsco Industries Ltd.</td>
<td>Delta, B.C.</td>
</tr>
<tr>
<td>Premium Distributors &amp; Upholstery Ltd.</td>
<td>Rock Forest, Qué.</td>
</tr>
<tr>
<td>*Provincial Partitions Inc.</td>
<td>Sydney, N.S.</td>
</tr>
<tr>
<td>Rebco Industries Ltd.</td>
<td>Mississauga, Ont.</td>
</tr>
<tr>
<td>Shelter ‘88’</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Superior Custom Trailers Limited</td>
<td>Strathmore, Alta.</td>
</tr>
<tr>
<td>W.E. Canning Inc.</td>
<td>Thunder Bay, Ont.</td>
</tr>
<tr>
<td>W.E. Wilkinson Ltd.</td>
<td>Montréal, Qué.</td>
</tr>
<tr>
<td>Wasea Metal Industries Ltd.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>*Weatherhaven Resources Ltd.</td>
<td>Calgary, Alta.</td>
</tr>
</tbody>
</table>

* Company engaged in export trade.
PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED
(H.S. 9406.00.99.90)

VIII. CANADIAN SUPPLIERS (Cont’d)

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario K1A 0H5
Tel.: (613) 954-5031
Telex: 053-4123 Fax.: (613) 954-1894

CANADIAN TRADE INDEX

Buildings, Prefabricated, Metal, Wood, etc.

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Algoods, An Alcan Group Co.</td>
<td>Toronto, Ont.</td>
</tr>
<tr>
<td>Allmark Steel Buildings Inc.</td>
<td>Atholville, N.B.</td>
</tr>
<tr>
<td>*Archimède 2000 Inc.</td>
<td>St-Frédéric, Qué.</td>
</tr>
<tr>
<td>Artisan Fibertec Inc.</td>
<td>Surrey, B.C.</td>
</tr>
<tr>
<td>ATCO Manufacturing &amp; Leasing</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Barber Industries Ltd.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Batiments Fafard Inc., Les</td>
<td>St-Étienne, Qué.</td>
</tr>
<tr>
<td>*Britco Structures</td>
<td>Langley, B.C.</td>
</tr>
<tr>
<td>Bulk Store Structures Ltd.</td>
<td>Erin, Ont.</td>
</tr>
<tr>
<td>Can-Ada Products</td>
<td>Oshawa, Ont.</td>
</tr>
<tr>
<td>Canada Kiosk Corp.</td>
<td>Ancaster, Ont.</td>
</tr>
<tr>
<td>Canadian Portable Structures</td>
<td>Burlington, Ont.</td>
</tr>
<tr>
<td>Cedar Log Buildings Inc.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Clearbrook Iron Works Ltd.</td>
<td>Huntingdon, B.C.</td>
</tr>
<tr>
<td>*Colonial Homes</td>
<td>Toronto, Ont.</td>
</tr>
<tr>
<td>Condor Engineering Ltd.</td>
<td>Surrey, B.C.</td>
</tr>
<tr>
<td>Corporation d'Acier Ungava USC Ltée., La</td>
<td>St-Hubert, Qué.</td>
</tr>
<tr>
<td>*De Cloet Bayham Ltd.</td>
<td>Tillsonburg, Ont.</td>
</tr>
<tr>
<td>Dole Refrigeration Products Limited</td>
<td>Oakville, Ont.</td>
</tr>
<tr>
<td>*Fairford Steel Buildings</td>
<td>Moose Jaw, Sask.</td>
</tr>
<tr>
<td>Four Seasons Log Homes</td>
<td>Parry Sound, Ont.</td>
</tr>
<tr>
<td>General Eastern Homes Ltd.</td>
<td>Amherst, N.S.</td>
</tr>
<tr>
<td>General Manufactured Housing</td>
<td>Hensall, Ont.</td>
</tr>
<tr>
<td>Great West Steel/Western Bridge Division</td>
<td>Vancouver, B.C.</td>
</tr>
<tr>
<td>*Honco Inc.</td>
<td>Bernièvres, Qué.</td>
</tr>
<tr>
<td>Inland Plastics Ltd.</td>
<td>Drumheller, Alta.</td>
</tr>
<tr>
<td>Kent Homes Ltd.</td>
<td>Debert, N.S.</td>
</tr>
<tr>
<td>Linwood Homes Ltd.</td>
<td>Delta, B.C.</td>
</tr>
<tr>
<td>M.M.H. Prefab Limited</td>
<td>Sussex, N.B.</td>
</tr>
<tr>
<td>Makloc Buildings Inc.</td>
<td>Nisku, Alta.</td>
</tr>
<tr>
<td>Metcan Fabricators Inc.</td>
<td>Ottawa, Ont.</td>
</tr>
<tr>
<td>*Mocoat Industries Ltd.</td>
<td>Calgary, Alta.</td>
</tr>
</tbody>
</table>

* Company engaged in export trade.
## VIII. CANADIAN SUPPLIERS (Cont'd)

**Buildings, Prefabricated, Metal, Wood, etc. (Cont'd)**

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Morewood Industries Limited</td>
<td>Morewood, Ont.</td>
</tr>
<tr>
<td>*Murox A Div. of The Canam Manac Group</td>
<td>St-Joseph de Beauce, Qué.</td>
</tr>
<tr>
<td>*Nascor Inc.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Niagara Relocatable Buildings Ltd.</td>
<td>Grimsby, Ont.</td>
</tr>
<tr>
<td>*Nordic Log Homes Ltd.</td>
<td>Prince George, B.C.</td>
</tr>
<tr>
<td>North American Lumber Limited</td>
<td>Winnipeg, Man.</td>
</tr>
<tr>
<td>North West Tent &amp; Awning Ltd.</td>
<td>Edmonton, Alta.</td>
</tr>
<tr>
<td>*Northern Lite Woodworks Ltd.</td>
<td>Mississauga, Ont.</td>
</tr>
<tr>
<td>Nu-Fab Building Products Ltd.</td>
<td>Saskatoon, Sask.</td>
</tr>
<tr>
<td>Olympic Building Systems Ltd.</td>
<td>Winnipeg, Man.</td>
</tr>
<tr>
<td>PUP Panel Systems Inc.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>*Panabode International Ltd.</td>
<td>Richmond, B.C.</td>
</tr>
<tr>
<td>Permasteel Buildings (Ontario) Limited</td>
<td>Mississauga, Ont.</td>
</tr>
<tr>
<td>Prebilt Structures Limited</td>
<td>Charlottetown, P.E.I.</td>
</tr>
<tr>
<td>Residences Prince Inc.</td>
<td>Princeville, Qué.</td>
</tr>
<tr>
<td>*Sass Manufacturing Co. Ltd.</td>
<td>Chatham, Ont.</td>
</tr>
<tr>
<td>Spacemaker Ltd.</td>
<td>Mississauga, Ont.</td>
</tr>
<tr>
<td>Spruce Capital Homes Ltd.</td>
<td>Prince George, B.C.</td>
</tr>
<tr>
<td>*Sprung Instant Structures Ltd.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Timbertech Designs Inc.</td>
<td>Hudson Heights, Qué.</td>
</tr>
<tr>
<td>Tremblay, Rodrique Inc.</td>
<td>Sherbrooke, Qué.</td>
</tr>
<tr>
<td>Unitized Manufacturing Limited</td>
<td>Thunder Bay, Ont.</td>
</tr>
<tr>
<td>Wy-Lee Industries Ltd.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Zeeman, P. Enterprises Ltd.</td>
<td>Surrey, B.C.</td>
</tr>
</tbody>
</table>

* Company engaged in export trade.

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association  
One Yonge Street  
Toronto, Ontario  
M5E 1J9  
Tel.: (416) 363-7261  
Telex: 065-24693  
Fax.: (416) 363-3779
Prefabricated buildings, material not specified included in this report are dutiable under the following Canadian tariff item:

<table>
<thead>
<tr>
<th>Tariff Item</th>
<th>Description of Goods</th>
<th>Most Favoured Nation Tariff</th>
<th>General Preferential Tariff</th>
<th>United States Tariff</th>
</tr>
</thead>
<tbody>
<tr>
<td>9406.00.99</td>
<td>-Other</td>
<td>10.2%</td>
<td>6.5%</td>
<td>8.1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>On and after January 1, 1992</td>
<td></td>
<td>6.1%</td>
</tr>
</tbody>
</table>

TARIF Arrangements and Foreign Countries of Export

All exporting countries shown in Section III qualify for the Most Favoured Nation tariff treatment and the Republic of Korea also qualify for the General System of Preference tariff treatment. In order to qualify for the General System of Preference, a special certificate of origin is required.

Enquiries concerning tariffs should be directed to the nearest Revenue Canada Customs and Excise office as listed on page two of this report.
Prefabricated buildings, not elsewhere specified included in this report are dutiable under the following U.S. tariff item:

| Tariff Item | Description of Goods      | General | Special
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>9406.00.80</td>
<td>-Other</td>
<td>5.7%</td>
<td>FREE (A,E,IL)</td>
</tr>
</tbody>
</table>

FOREIGN COUNTRIES

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to External Affairs as listed on page two of this report.

Generalized System of Preferences
United States-Canada Free-Trade Agreement
Caribbean Basin Economic Recovery Act
United States-Israel Free Trade Area

Rates of Duty Column 2. Notwithstanding any other provisions, the rates of duty shown in column 2 shall apply to products, whether imported directly or indirectly, of the following countries and areas pursuant to section 401 of the Tariff Classification Act of 1962, to section 231 or 257(e)(2) of the Trade Expansion Act of 1962, to section 404(a) of the Trade Act of 1974 or to any other applicable section of law, or to action taken by the President thereunder:

Afghanistan
Albania
Albania
Bulgaria
Bulgaria
Cub)
Czechoslovakia
Estonia

German Democratic Republic
Kampuchea
Laos
Latvia
Lithuania

Mongolia
North Korea
Romania
Union of Soviet Socialist Republics
Vietnam

91139-IP
PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED  
(H.S. 9406.00.80.40)

X. UNITED STATES' IMPORTS

BY MAJOR COUNTRY OF ORIGIN

The United States Department of Commerce reports U.S. data as follows:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>3 878</td>
<td>1 704</td>
<td>481</td>
<td>2 129</td>
<td>2 263</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>1 293</td>
<td>55</td>
<td>56</td>
<td>414</td>
<td>29</td>
</tr>
<tr>
<td>Spain</td>
<td>32</td>
<td>113</td>
<td>-</td>
<td>105</td>
<td>-</td>
</tr>
<tr>
<td>Italy</td>
<td>2 416</td>
<td>3 380</td>
<td>-</td>
<td>4</td>
<td>125</td>
</tr>
<tr>
<td>Denmark</td>
<td>644</td>
<td>327</td>
<td>7</td>
<td>103</td>
<td>129</td>
</tr>
<tr>
<td>Japan</td>
<td>-</td>
<td>-</td>
<td>2</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Mexico</td>
<td>1 641</td>
<td>498</td>
<td>12</td>
<td>64</td>
<td>-</td>
</tr>
<tr>
<td>Australia</td>
<td>14</td>
<td>27</td>
<td>4</td>
<td>48</td>
<td>4</td>
</tr>
<tr>
<td>Austria</td>
<td>-</td>
<td>-</td>
<td>176</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>1 101</td>
<td>291</td>
<td>172</td>
<td>83</td>
<td>706</td>
</tr>
<tr>
<td>Total</td>
<td>27 613</td>
<td>4 042</td>
<td>4 474</td>
<td>4 088</td>
<td>1 522</td>
</tr>
</tbody>
</table>

Ranked in descending order by 1990 value.
Canada ranked 1 overall.
* The latest year is cumulative to the third quarter.
XI. MARKET OVERVIEW

The Canadian prefabricated buildings and housing industry includes establishments whose principal activity is the manufacture of prefabricated buildings that are manufactured in a plant, either in sections, components or modules for on-site assembly. Products of the industry are destined for use in residential, commercial, industrial and institutional applications of up to three storeys in height.

The industry comprises manufacturers of six distinct types of prefabricated or manufactured buildings. These are cut-to-size packages; closed or insulated panels; log homes; modular houses; industrial camp units and mobile homes (H.S.87161010). The companies in this sector normally produce one of the six product types referred to, however, in some cases companies produce two or more of the housing types listed.

The manufactured housing industry began to take its present shape in the early 1960s as an outgrowth of the fledgling mobile home industry. In 1962, there were roughly 60 manufacturers producing 11,000 units a year. By 1976, there were 185 manufacturers producing approximately 50,000 units a year, with a production capacity of 100,000 units. In 1991, there were just over 100 manufacturers of all types of prefabricated buildings and housing producing nearly 15,000 units.

The industry reached a peak in 1976 when both the domestic and export markets were buoyant. Both markets thereafter contracted significantly, causing a strong rationalization and a decrease of both large and small sized operations in all sectors across the country by 1981.

The industry today is oriented primarily toward the manufacture of single-family dwellings, but is capable of producing a variety of residential, commercial and industrial structures of one, two or three storeys in height.

Many Canadian prefabricated building and housing manufacturers export their housing products internationally. The current industry export emphasis is on the promotion of high quality homes in industrialized countries including Japan, the U.S. and Western Europe. Successful entry into offshore markets follows acceptance of Canadian construction techniques and is driven by consumer demand for architecturally pleasing, well-built, modern, comfortable and energy-efficient housing.

Murray Hardie
Sector Strategy and Value-Added Products Division
Forest Industries Branch
Tel: (613) 954-3037
Fax: (613) 952-4209
DID YOU KNOW?

Effective May 1, 1991, the Market Intelligence Division of the Services to Business Branch of Industry, Science and Technology Canada became the Office of Primary Interest (OPI) for dISTCovery. This service, developed by the New Brunswick Regional Office, is being implemented on a national basis and is available in most regional offices.

WHAT IS dISTCovery? dISTCovery is a tool for discovering and acquiring new manufacturing opportunities emerging from a worldwide explosion in technological developments, new products and new processes.

dISTCovery introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product in an agreed market area. The reverse is also possible. A Canadian company can also use dISTCovery to promote their unique product or process for licensing internationally.

dISTCovery provides access to international data bases containing thousands of licensing offers for new products, processes and technology originating from around the world.

For more information on this service, contact the Market Intelligence Division at (613) 954-4970 or the nearest ISTC Regional Office listed at the end of this publication.

[Image: dISTCovery logo]
FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-4970
Fax.: (613) 954-5463

OR

Sector Strategy and Value Added Products Division
Forest Industries Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3025
Fax.: (613) 954-1894

ISTC BUSINESS SERVICE CENTRES

These centres have been established at headquarters and in every regional office to provide clients with a gateway into the complete range of ISTC services, information products, programs and expertise.

REGIONAL OFFICES

QUÉBEC

ISTC
Tour de la Bourse, Suite 3800
800 Victoria Place
P.O. Box 247
Montréal, Qué. H4Z 1E8
Tel.: (514) 283-8185
or 1-800-361-5367
Fax.: (514) 283-3302

ONTARIO

ISTC
Dominion Public Building
1 Front Street West, 4th Floor
Toronto, Ont. M5J 1A4
Tel.: (416) 973-ISTC
Fax.: (416) 973-8714

NEWFOUNDLAND

ISTC
Atlantic Place
215 Water Street, 5th Floor
P.O. Box 8950
St. John's, Nfld. A1B 3R9
Tel.: (709) 772-ISTC
Fax.: (709) 772-5093

NOVA SCOTIA

ISTC
Central Guaranty Trust Tower
1801 Hollis Street, 5th Floor
P.O. Box 940, Station 'M'
Halifax, N.S. B3J 2V9
Tel.: (902) 426-7259
Fax.: (902) 426-2624

PRINCE EDWARD ISLAND

ISTC
Confederation Court Mall
134 Kent Street, Suite 400
P.O. Box 1115
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NORTHWEST TERRITORIES

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