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# MARKET INTELLIGENCE

## PREFABRICATED BUILDINGS OF WOOD

Pub. No.: 91121-IP

January 1992



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## PREFABRICATED BUILDINGS OF WOOD

Pub. No.: 91121-IP

January 1992

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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 OF WOOD

### 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 of wood (H.S. 9406.00.91.00). Other related reports are also listed.

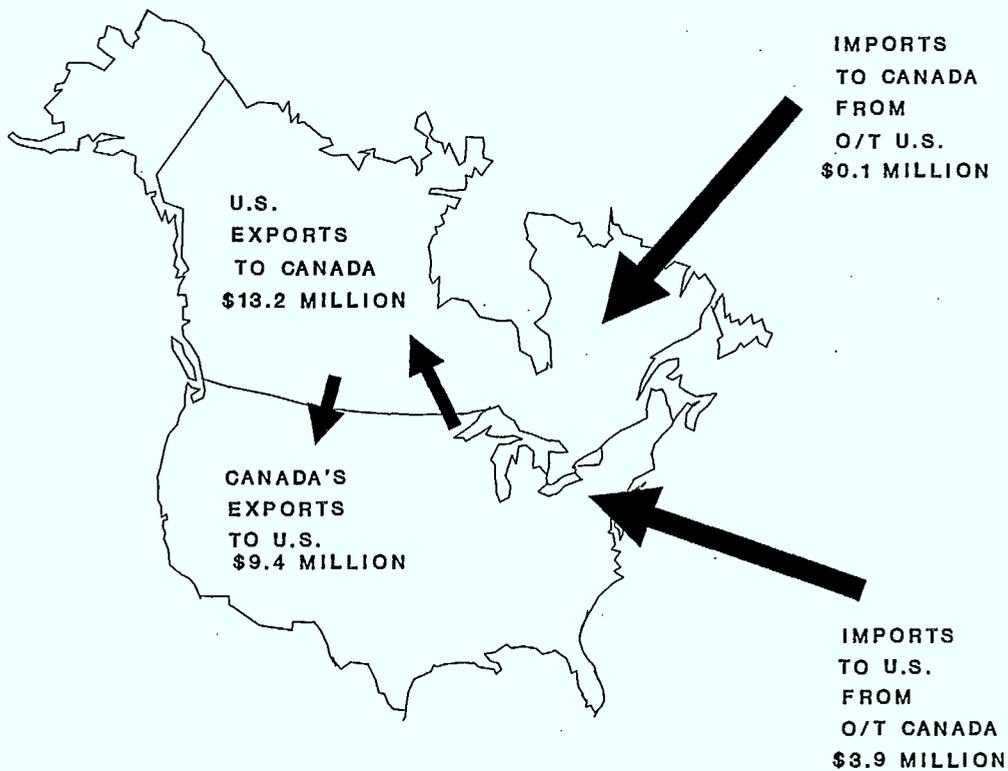
| <u>Description</u>                         | <u>H.S. Commodity Code<br/>Analyzed</u> | <u>Related<br/>Reports<br/>Pub. Nos.</u> |
|--|---|--|
| Prefabricated buildings (9406.00)          |   |  |
| ---Silos for storing ensilage (9406.00.10) |   | N/A                                      |
| ---Air-supported buildings (9406.00.20)    |   | N/A                                      |
| ---Other:                                  |   |  |
| ----Of wood                                | 9406.00.91.00                           |  |
| ----Other                                  |   |  |
| -----Of aluminum (9406.00.99.10)           |   | 91123-IP                                 |
| -----Of iron or steel (9406.00.99.20)      |   | 91127-IP                                 |
| -----Other (9406.00.99.90)                 |   | 91139-IP                                 |

Total imports in 1991 for all of the above products were valued at \$55 million. Imports of wood prefabricated buildings included in this report amounted to \$7.4 million or 13.5 per cent of the total. However, because of inadequate descriptions on Revenue Canada Customs documents, some prefabricated buildings made of wood may be classified to H.S. code 9406.00.99.90

NOTE: Information concerning U.S. statistical data, shows quantity in number of units. Canadian statistical data do not indicate quantity.

**PREFABRICATED BUILDINGS OF WOOD  
(H.S. 9406.00.91.00)**

**II. NORTH AMERICAN IMPORTS - 1990**



**North American Imports - \$4.0 Million\***

\* Excludes Canada - U.S. bilateral trade; Mexico.

**PREFABRICATED BUILDINGS OF WOOD**  
(H.S. 9406.00.91.00)

**III. CANADIAN IMPORTS**

**SUMMARY**

| <u>1988</u><br><u>Value</u><br>(\$000) | <u>Total Imports</u>                   |  |  | <u>Major Country of</u><br><u>Export to Canada</u><br><u>% of Total Value</u> |              |              |              |
|--|--|--|--|---|--------------|--------------|--------------|
|  | <u>1989</u><br><u>Value</u><br>(\$000) | <u>1990</u><br><u>Value</u><br>(\$000) | <u>1991</u><br><u>Value</u><br>(\$000) | <u>1988</u>   | <u>1989</u>  | <u>1990</u>  | <u>1991</u>  |
| 1 312                                  | 2 141                                  | 13 352                                 | 7 475                                  | U.S.A.<br>95  | U.S.A.<br>91 | U.S.A.<br>99 | U.S.A.<br>97 |

**BY PROVINCE OF CLEARANCE**

| <u>Province</u><br><u>of Clearance</u> | <u>1988</u>  | <u>1989</u>  | <u>1990</u>   | <u>1991</u>  | <u>Average</u><br><u>Annual</u><br><u>Growth</u><br><u>Rate</u><br><u>1988-91</u><br><u>(%)</u> |
|--|--------------|--------------|---------------|--------------|---|
| Ontario<br>Value (\$000)               | 609          | 1 150        | 11 512        | 4 653        | 96.9  |
| British Columbia<br>Value (\$000)      | 70           | 86           | 131           | 1 647        | 186.9   |
| Manitoba<br>Value (\$000)              | 52           | 61           | 522           | 737          | 142.6   |
| Saskatchewan<br>Value (\$000)          | 69           | 290          | 319           | 164          | 33.4  |
| New Brunswick<br>Value (\$000)         | 112          | 219          | 443           | 150          | 10.1  |
| Alberta<br>Value (\$000)               | 102          | 237          | 141           | 61           | -15.7   |
| Québec<br>Value (\$000)                | 226          | 90           | 50            | 45           | -41.7   |
| Prince Edward Island<br>Value (\$000)  | -            | 8            | 42            | 18           | 51.5  |
| Yukon<br>Value (\$000)                 | 68           | -            | 192           | -            | 68.4  |
| Nova Scotia<br>Value (\$000)           | 5            | -            | -             | -            | 0.0   |
| <b>Total</b><br><b>Value (\$000)</b>   | <b>1 312</b> | <b>2 141</b> | <b>13 352</b> | <b>7 475</b> | <b>78.6</b>   |

Ranked in descending order by 1991 value.

**PREFABRICATED BUILDINGS OF WOOD**

(H.S. 9406.00.91.00)

**III. CANADIAN IMPORTS (Cont'd)**

**MARKET SHARES BY PROVINCE OF CLEARANCE**

| Province<br>of Clearance<br>----- | 1988<br>-----<br>% | 1989<br>-----<br>% | 1990<br>-----<br>% | 1991<br>-----<br>% |
|-----------------------------------|--------------------|--------------------|--------------------|--------------------|
| Ontario<br>Value                  | 46.4               | 53.7               | 86.2               | 62.2               |
| British Columbia<br>Value         | 5.3                | 4.0                | 1.0                | 22.0               |
| Manitoba<br>Value                 | 3.9                | 2.9                | 3.9                | 9.9                |
| Saskatchewan<br>Value             | 5.3                | 13.6               | 2.4                | 2.2                |
| New Brunswick<br>Value            | 8.5                | 10.2               | 3.3                | 2.0                |
| Alberta<br>Value                  | 7.8                | 11.1               | 1.1                | 0.8                |
| Québec<br>Value                   | 17.2               | 4.2                | 0.4                | 0.6                |
| Prince Edward Island<br>Value     | -                  | 0.4                | 0.3                | 0.2                |
| Yukon<br>Value                    | 5.2                | -                  | 1.4                | -                  |
| Nova Scotia<br>Value              | 0.4                | -                  | -                  | -                  |
| <b>Total<br/>Value</b>            | <b>100.0</b>       | <b>100.0</b>       | <b>100.0</b>       | <b>100.0</b>       |

Ranked in descending order by 1991 value.

**PREFABRICATED BUILDINGS OF WOOD**  
(H.S. 9406.00.91.00)

**III. CANADIAN IMPORTS (Cont'd)**

**BY MAJOR COUNTRY OF ORIGIN**

| Country<br>of Origin | 1988  | 1989  | 1990   | 1991  | Average<br>Annual<br>Growth<br>Rate<br>1988-91<br>(%) |
|----------------------|-------|-------|--------|-------|---|
| -----                | ----- | ----- | -----  | ----- | -----   |
| United States        |       |       |        |       |   |
| Value (\$000)        | 1 250 | 1 944 | 13 246 | 7 393 | 80.0  |
| Netherlands          |       |       |        |       |   |
| Value (\$000)        | -     | 50    | 36     | 60    | 9.9   |
| United Kingdom       |       |       |        |       |   |
| Value (\$000)        | 25    | -     | 18     | 12    | -22.0   |
| Fed. Rep. of Germany |       |       |        |       |   |
| Value (\$000)        | 14    | 118   | -      | 10    | -11.3   |
| Other                |       |       |        |       |   |
| Value (\$000)        | 22    | 29    | 52     | -     | 52.6  |
|                      | ----- | ----- | -----  | ----- | -----   |
| Total                |       |       |        |       |   |
| Value (\$000)        | 1 312 | 2 141 | 13 352 | 7 475 | 78.6  |

**MARKET SHARES BY MAJOR COUNTRY OF ORIGIN**

| Country<br>of Origin | 1988  | 1989  | 1990  | 1991* |
|----------------------|-------|-------|-------|-------|
| -----                | ----- | ----- | ----- | ----- |
|                      | %     | %     | %     | %     |
| United States        |       |       |       |       |
| Value                | 95.3  | 90.8  | 99.2  | 98.9  |
| Netherlands          |       |       |       |       |
| Value                | -     | 2.3   | 0.3   | 0.8   |
| United Kingdom       |       |       |       |       |
| Value                | 1.9   | -     | 0.1   | 0.2   |
| Fed. Rep. of Germany |       |       |       |       |
| Value                | 1.1   | 5.5   | -     | 0.1   |
| Other                |       |       |       |       |
| Value                | 1.7   | 1.4   | 0.4   | 0.0   |
|                      | ----- | ----- | ----- | ----- |
| Total                |       |       |       |       |
| Value                | 100.0 | 100.0 | 100.0 | 100.0 |

Ranked in descending order by 1991 value.

**PREFABRICATED BUILDINGS OF WOOD**  
**(H.S. 9406.00.91.00)**

**IV. CANADIAN SHIPMENTS**

Statistics Canada reports that shipments of prefabricated buildings of wood for 1988 (latest year available) are as follows:

| Standard Classification<br>of Goods<br>Code Description  | 1988           |                   |                      |
|--|----------------|-------------------|----------------------|
|  | Establishments | Quantity<br>(No.) | Value<br>(\$000,000) |
| Buildings, prefabricated, of wood,<br>component house packages<br>9406.00.51                             | 25             | 5 003             | 173.4                |
| Buildings, prefabricated, of wood,<br>sectional houses, including single<br>complete units<br>9406.00.52 | 14             | 2 611             | 116.6                |
| Buildings, prefabricated, of wood,<br>vacation homes<br>9406.00.53                                       | 6              | 430               | 13.4                 |
| Buildings, prefabricated, of wood,<br>schools<br>9406.00.54  | 6              | 1 055             | 27.6                 |
| Buildings, prefabricated, of wood,<br>commercial (e.g. motels, shops,<br>warehouses)<br>9406.00.56       | 10             | 578               | 20.8                 |
| Buildings, prefabricated, of wood,<br>not elsewhere specified<br>9406.00.59                              | 15             | X                 | 30.1                 |
| <b>TOTAL</b>   | <b>50</b>      | <b>14 474</b>     | <b>386.4</b>         |

X - Confidential

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

Source: Catalogue #35-250, annual, "Wood Industries".

**PREFABRICATED BUILDINGS OF WOOD**

(H.S. 9406.00)

**V. CANADIAN EXPORTS**

**CANADIAN EXPORTS BY MAJOR COUNTRIES OF DESTINATION**

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

| 1989           |                         | 1990           |                         | 1991           |                         |
|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|
| <u>Country</u> | <u>Value</u><br>(\$000) | <u>Country</u> | <u>Value</u><br>(\$000) | <u>Country</u> | <u>Value</u><br>(\$000) |
| U.S.           | 33 862                  | Japan          | 39 255                  | Japan          | 28 910                  |
| Japan          | 28 155                  | U.S.           | 34 147                  | U.S.           | 17 730                  |
| W.Germany      | 2 503                   | W.Germany      | 4 227                   | S.Arabia       | 10 841                  |
| France         | 1 843                   | USSR           | 2 563                   | USSR           | 10 259                  |
| U.K.           | 1 630                   | France         | 2 257                   | W.Germany      | 6 374                   |
| Cuba           | 1 253                   | S. Arabia      | 2 104                   | France         | 3 286                   |
| Hungary        | 1 124                   | Hungary        | 1 058                   | Morocco        | 3 113                   |
| Switzerland    | 1 010                   | U.K.           | 956                     | Finland        | 1 847                   |
| Pakistan       | 485                     | Singapore      | 578                     | Italy          | 1 396                   |
| Sweden         | 414                     | Cuba           | 511                     | U.K.           | 1 288                   |
| Others         | <u>3 905</u>            | Others         | <u>5 779</u>            | Others         | <u>8 321</u>            |
| <b>TOTAL</b>   | <b>76 184</b>           |                | <b>93 435</b>           |                | <b>93 364</b>           |

Note : Major countries in descending order based upon value.

## PREFABRICATED BUILDINGS OF WOOD

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### VI. CANADIAN IMPORTERS - 1990

There were 131 known importers of wood prefabricated buildings in 1990. The principal 15 importers accounted for 51 per cent of the total import value.

| <u>Principal Importers</u><br>(No.) | <u>Cumulative Value</u><br>(\$000) | <u>Cumulative % of Total Value</u> |
|-------------------------------------|------------------------------------|------------------------------------|
| 3                                   | 2 309                              | 17                                 |
| 6                                   | 3 665                              | 27                                 |
| 10                                  | 5 160                              | 39                                 |
| 15                                  | 6 771                              | 51                                 |
| 25                                  | 9 236                              | 69                                 |
| 35                                  | 10 750                             | 81                                 |
| All Importers (131)                 | 13 352                             | 100                                |

The principal 35 importers of wood prefabricated buildings 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 35 principal importers except individuals.

| <u>Name</u>                      | <u>Address</u>                         | <u>Name</u>                         | <u>Address</u>       |
|----------------------------------|--|-------------------------------------|----------------------|
| Active Modular Homes Ltd.        | Jacksons Point, Ont.                   | Hyde Park R.V. Inc.                 | Hyde Park, Ont.      |
| Adventure Homes Ltd.             | Rothesay, N.B.                         | Kelland Venture Inc.                | Oro Station, Ont.    |
| Armstrong Trallers Ltd.          | Richmond Hill, Ont.                    | Leisure Estates And R.V. Inc.       | London, Ont.         |
| Atco Structures Ltd.             | Calgary, Alta.                         | Lens Auto And RV Sales Inc.         | Brighton, Ont.       |
| Bayfield Recreational Sales Inc. | Bayfield, Ont.                         | Mckenzie Recreational Vehicles Ltd. | Burlington, Ont.     |
| Benson Woodworking Co. Inc.      | Alstead Centre,<br>New Hampshire, USA* | Mobilife Inc.                       | Thornhill, Ont.      |
| Brentwood Acres                  | Essex, Ont.                            | Muskoka RV Centre Inc.              | Kitchener, Ont.      |
| Camping In Style Inc.            | Norland, Ont.                          | North American Lumber Limited       | Ayr, Ont.            |
| Carsons Camp Ltd.                | Hepworth, Ont.                         | Sandusk Development                 | Winnipeg, Man.       |
| Cedar Beach Park Ltd.            | Stouffville, Ont.                      | Sasman Investments                  | Nanticoke, Ont.      |
| Chasco Mobile Limited            | Oakville, Ont.                         | Sherkston Resorts                   | Carrying Place, Ont. |
| Collingwood R V Ltd.             | Collingwood, Ont.                      | Sicard Holiday Campers Limited      | Sherkston, Ont.      |
| Crow Hill Landscaping Ltd.       | Marmora, Ont.                          | Skyview Trailer Sales Inc.          | Smithville, Ont.     |
| Don Mcphail Motors Limited       | Harriston, Ont.                        | Spring Lake R V Park Ltd.           | Trenton, Ont.        |
| Go Vacations Inc.                | Etobicoke, Ont.                        | Sunset R V Ltd.                     | Mount Elgin, Ont.    |
| Hamilton Modular Buildings Inc.  | Beamsville, Ont.                       | Trailer Centre Inc.                 | Burlington, Ont.     |
| Highland Pines Campgrounds       | Belwood, Ont.                          | Westmark Hotels Of Canada Ltd.      | Lambeth, Ont.        |
|                                  |  | Woodland Park                       | Seattle, WA, USA*    |
|                                  |  |                                     | Hepworth, Ont.       |

\* Non resident importer.

**PREFABRICATED BUILDINGS OF WOOD**  
**(H.S. 9406.00.91.00)**

**VII. FOREIGN EXPORTERS TO CANADA - 1990**

Major exporters to Canada of prefabricated buildings of wood are listed by major country of origin in descending order of dollar value. These exporters accounted for 85 per cent of the total value of Canadian imports during 1990.

| <u>Country of Origin</u> | <u>Name of Foreign Exporter</u> | <u>Value of Exports<br/>to Canada<br/>1990<br/>(\$000)</u> |
|--------------------------|---------------------------------|--|
| United States            | Commodore Homes Systems Inc.    | 3 251  |
|                          | Mallard Coach Co. Inc.          | 1 880  |
|                          | Van American Inc.               | 1 033  |
|                          | Chariot Eagle Inc.              | 696  |
|                          | RC Industries Inc.              | 547  |
|                          | Franklin Coach Co. Inc.         | 406  |
|                          | Casa Villa Inc.                 | 402  |
|                          | The Homark Co. Inc.             | ) 678*   |
|                          | Atco Structures Inc.            |  |
|                          | Belair Inc.                     | 295  |
|                          | Fleetwood Homes Inc.            | 271  |
|                          | Champion Homes Builders         | ) 442*   |
|                          | Woodland Park                   |  |
|                          | Butler Mfg. Co.                 | 193  |
|                          | Westmark Hotel                  | ) 380*   |
|                          | Fairmont Homes Inc.             |  |
|                          | Stylecraft Homes                | ) 441*   |
|                          | Homark Corp.                    |  |
|                          | Palm Aire Inc.                  |  |
|                          | Skylark Ltd.                    | 134  |
| General Housing Corp.    | ) 249*                          |  |
| Vacation Traveller Inc.  |                                 |  |
| <b>TOTAL</b>             |                                 | <b>11 298</b>  |

\* Aggregated to preserve confidentiality of Canadian importers.

## PREFABRICATED BUILDINGS OF WOOD

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### 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/Pre-Cut, Wooden

| <u>Name</u>                           | <u>Address</u>                |
|---------------------------------------|-------------------------------|
| Airdrie Modular Industries            | Airdrie, Alta.                |
| *Atco Enterprises Ltd.                | Calgary, Alta.                |
| *Bulk-Store Structures Inc.           | Erin, Ont.                    |
| *Canalog Wood Industries Ltd.         | Cranbrook, B.C.               |
| *Cedarshed Industries Inc.            | Delta, B.C.                   |
| Chaparral Industries (86) Inc.        | Kelowna, B.C.                 |
| *Construction Goscobec Inc.           | Riviere-Du-Loup, Qué.         |
| *Crawford Manufactured Homes Ltd.     | Aldersyde, Alta.              |
| Dynastar Development (Alta) Ltd.      | Lethbridge, Alta.             |
| Ebenisterie Dcg Ltée.                 | Rimouski, Qué.                |
| *Four Seasons Log Homes               | Parry Sound, Ont.             |
| Gic Structures Inc.                   | Edmonton, Alta.               |
| J & H Builder's Warehouse             | Saskatoon, Sask.              |
| J. Robert Ouellet Inc.                | St-Antonin, Qué.              |
| Kilnor Construction (1989) Ltd.       | Winnipeg, Man.                |
| *Les Bois B.G. Inc.                   | La Baie, Qué.                 |
| Les Industries Fermco Ltée.           | St-Adelphe-De-Champlain, Qué. |
| Les Maisons Champoux                  | Notre-Dame-Du-Nord, Qué.      |
| Les Maisons Nordique Inc.             | Gallichan, Qué.               |
| Limestone Trail Company Ltd.          | Niagara On The Lake, Ont.     |
| M.M.H. Prestige Homes Inc.            | Sussex, N.B.                  |
| Mahoney Solar Ventilator Systems Ltd. | Maple Ridge, B.C.             |
| *McLaughlin Roof Trusses Ltd.         | Upper Woodstock, N.B.         |
| *Nordic Log Homes Ltd.                | Prince George, B.C.           |
| *Norse Log Homes Ltd.                 | Lantzville, B.C.              |
| *Northern Lite Woodworks Ltd.         | Mississauga, Ont.             |
| *NRB Inc.                             | Grimsby, Ont.                 |

\* Company engaged in export trade.

## PREFABRICATED BUILDINGS OF WOOD

(H.S. 9406.00.91.00)

### VIII. CANADIAN SUPPLIERS (Cont'd)

#### Buildings, Portable/Pre-Cut, Wooden (Cont'd)

| <u>Name</u>                             | <u>Address</u>      |
|---|---------------------|
| Nu-Fab Building Products Limited        | Saskatoon, Sask.    |
| Pacific Cedar Yard Products Ltd.        | Coquitlam, B.C.     |
| Probilt Homes Div. Of Probilt Ind. Inc. | Loggieville, N.B.   |
| Profitmaster Canada Inc.                | Arborg, Man.        |
| Quantum Leaps Ltd.                      | Golden, B.C.        |
| Rebco Industries Ltd.                   | Calgary, Alta.      |
| Revelstoke Companies                    | Calgary, Alta.      |
| Scotia Post & Beam Incorporated         | Port Williams, N.S. |
| *SSI International (1989) Inc.          | Montréal, Qué.      |
| Stevett Wade & Associates Inc.          | Hillsborough, N.B.  |
| Sunbow Log & Timber Homes               | Nolalu, Ont.        |
| Sundowner Camper Industries Ltd.        | Calgary, Alta.      |
| *Tobique Log Homes Ltd.                 | Perth-Andover, N.B. |
| *Travco Industrial Housing Ltd.         | Nisku, Alta.        |
| Unitized Manufacturing Limited          | Thunder Bay, Ont.   |
| *Upper Canada Post & Beam Ltd.          | Markham, Ont.       |
| Western Archrib                         | Edmonton, Alta.     |

---

\* Company engaged in export trade.

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

## PREFABRICATED BUILDINGS OF WOOD

(H.S. 9406.00.91.00)

### VIII. CANADIAN SUPPLIERS (Cont'd)

#### CANADIAN TRADE INDEX

#### Buildings, Prefabricated, Metal, Wood, etc.

| <u>Name</u>                              | <u>Address</u>    |
|--|-------------------|
| Algoods, An Alcan Group Co.              | Toronto, Ont.     |
| Allmark Steel Buildings Inc.             | Atholville, N.B.  |
| Altra Steel (1985) Ltd.                  | Winnipeg, Man.    |
| *Archimède 2000 Inc.                     | St-Frederic, Qué. |
| Artisan Fibertec Inc.                    | Surrey, B.C.      |
| ATCO Manufacturing & Leasing             | Calgary, Alta.    |
| Barber Industries Ltd.                   | Calgary, Alta.    |
| Batiments Fafard Inc., Les               | St-Eugene, Qué.   |
| *Britco Structures                       | Langley, B.C.     |
| Bulk Store Structures Ltd.               | Erin, Ont.        |
| Can-Ada Products                         | Oshawa, Ont.      |
| Canada Kiosk Corp.                       | Ancaster, Ont.    |
| Canadian Portable Structures             | Burlington, Ont.  |
| Cedar Log Buildings Inc.                 | Calgary, Alta.    |
| Clearbrook Iron Works Ltd.               | Huntingdon, B.C.  |
| *Colonial Homes                          | Toronto, Ont.     |
| Condor Engineering Ltd.                  | Surrey, B.C.      |
| Corporation d'Acier Ungava USC Ltée., La | St-Hubert, Qué.   |
| *De Cloet Bayham Ltd.                    | Tillsonburg, Ont. |
| Dole Refrigeration Products Limited      | Oakville, Ont.    |
| *Fairford Steel Buildings                | Moose Jaw, Sask.  |
| Four Seasons Log Homes                   | Parry Sound, Ont. |
| General Eastern Homes Ltd.               | Amherst, N.S.     |
| General Manufactured Housing             | Hensall, Ont.     |
| Great West Steel/Western Bridge Division | Vancouver, B.C.   |
| *Honco Inc.                              | Bernières, Qué.   |
| Inland Plastics Ltd.                     | Drumheller, Alta. |
| Kent Homes Ltd.                          | Debert, N.S.      |
| Linwood Homes Ltd.                       | Delta, B.C.       |
| M.M.H. Prefab Limited                    | Sussex, N.B.      |
| Makloc Buildings Inc.                    | Nisku, Alta.      |
| Metcan Fabricators Inc.                  | Ottawa, Ont.      |
| *Mocoat Industries Ltd.                  | Calgary, Alta.    |

\* Company engaged in export trade.

**PREFABRICATED BUILDINGS OF WOOD**  
**(H.S. 9406.00.91.00)**

**VIII. CANADIAN SUPPLIERS (Cont'd)**

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

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

\* 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 OF WOOD**  
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**IX. CANADIAN AND FOREIGN TARIFFS**

Prefabricated buildings of wood included in this report are dutiable under the following Canadian tariff item:

| <u>Tariff Item</u> | <u>Description of Goods</u>          | <u>Tariff Treatment - 1991</u>     |                                    |                             |
|--------------------|--------------------------------------|------------------------------------|------------------------------------|-----------------------------|
|                    |                                      | <u>Most Favoured Nation Tariff</u> | <u>General Preferential Tariff</u> | <u>United States Tariff</u> |
| 9406.00.91         | Prefabricated buildings:<br>-Of wood | 9.2%                               | 6%                                 | 6.4%                        |
|                    | On and after January 1, 1992         |                                    |                                    | 5.5%                        |

**TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT**

All exporting countries shown in Section III qualify for the Most Favoured Nation tariff treatment.

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 OF WOOD**  
**(H.S. 9406.00.40)**

**IX. CANADIAN AND FOREIGN TARIFFS (Cont'd)**

Prefabricated buildings of wood included in this report are dutiable under the following U.S. tariff item:

| <u>Tariff Item</u> | <u>Description of Goods</u>          | <u>Rates of Duty - 1991</u> |                              |          |
|--------------------|--------------------------------------|-----------------------------|------------------------------|----------|
|                    |                                      | <u>General</u>              | <u>Special<sup>(1)</sup></u> | <u>2</u> |
| 9406.00.40         | Prefabricated buildings:<br>-Of wood | 5.1%                        | FREE (A,E,IL)                | 33 1/3%  |

**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.

|     |                                       |         |
|-----|---------------------------------------|---------|
| (1) | Generalized System of Preferences     | A or A* |
|     | Caribbean Basin Economic Recovery Act | E or E* |
|     | United States-Israel Free Trade Area  | IL      |

2 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    | German Democratic | Mongolia                  |
| Albania        | Republic          | North Korea               |
| Bulgaria       | Kampuchea         | Romania                   |
| Cuba           | Laos              | Union of Soviet Socialist |
| Czechoslovakia | Latvia            | Republics                 |
| Estonia        | Lithuania         | Vietnam                   |

**PREFABRICATED BUILDINGS OF WOOD**  
**(H.S. 9406.00.40.00)**

**X. UNITED STATES' IMPORTS**

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

**BY MAJOR COUNTRY OF ORIGIN**

| Country<br>of Origin | 1989   | 1990   | 1991* | Average<br>Annual<br>Growth<br>Rate<br>1989-90<br>(%) |
|----------------------|--------|--------|-------|---|
| Canada               |        |        |       |   |
| Quantity (NO)        | 23 437 | 3 898  | 1 259 | -83.4   |
| Value (\$000)        | 16 031 | 9 406  | 5 030 | -41.3   |
| United Kingdom       |        |        |       |   |
| Quantity (NO)        | 88     | 86     | 17    | -2.3  |
| Value (\$000)        | 943    | 944    | 452   | 0.1   |
| Sweden               |        |        |       |   |
| Quantity (NO)        | 85     | 282    | 241   | 231.8   |
| Value (\$000)        | 514    | 883    | 79    | 71.9  |
| Philippines          |        |        |       |   |
| Quantity (NO)        | 4 599  | 2 095  | 1 272 | -54.4   |
| Value (\$000)        | 618    | 475    | 430   | -23.2   |
| Republic of Korea    |        |        |       |   |
| Quantity (NO)        | 126    | 647    | 160   | 413.5   |
| Value (\$000)        | 55     | 385    | 65    | 599.0   |
| Fed. Rep. of Germany |        |        |       |   |
| Quantity (NO)        | 348    | 247    | 152   | -29.0   |
| Value (\$000)        | 449    | 357    | 219   | -20.5   |
| Denmark              |        |        |       |   |
| Quantity (NO)        | 179    | 138    | 10    | -22.9   |
| Value (\$000)        | 533    | 328    | 459   | -38.4   |
| Japan                |        |        |       |   |
| Quantity (NO)        | 5 013  | 2      | 866   | -100.0  |
| Value (\$000)        | 297    | 218    | 243   | -26.6   |
| Finland              |        |        |       |   |
| Quantity (NO)        | 33     | 97     | 7     | 193.9   |
| Value (\$000)        | 55     | 82     | 6     | 49.7  |
| New Zealand          |        |        |       |   |
| Quantity (NO)        | 1      | 2      | 2     | 100.0   |
| Value (\$000)        | 29     | 44     | 72    | 49.6  |
| Other                |        |        |       |   |
| Quantity (NO)        | 12 099 | 33     | 1 493 | -99.7   |
| Value (\$000)        | 1 933  | 43     | 763   | -97.8   |
| Total                |        |        |       |   |
| Quantity (NO)        | 46 008 | 7 527  | 5 479 | -83.6   |
| Value (\$000)        | 21 457 | 13 166 | 7 816 | -38.6   |

Ranked in descending order by 1990 value.

Canada ranked 1 overall.

\* The latest year is cumulative to the third quarter.

## PREFABRICATED BUILDINGS OF WOOD

(H.S. 9406.00.91.00)

### XI. MARKET OVERVIEW

The Canadian wooden prefabricated buildings and housing industry includes establishments whose principal activity is the manufacture of wood-frame 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 wood frame homes in industrialized countries including Japan, the U.S. and Western Europe. Successful entry into offshore markets follows acceptance of timber frame construction (TFC) 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  
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## 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 **dISTCcovery**. 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 dISTCcovery?** **dISTCcovery** is a tool for discovering and acquiring new manufacturing opportunities emerging from a worldwide explosion in technological developments, new products and new processes.

**dISTCcovery** 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 **dISTCcovery** to promote their unique product or process for licensing internationally.

**dISTCcovery** 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.



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