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MARKET INTELLIGENCE

PREFABRICATED BUILDINGS OF ALUMINUM

Pub. No.: 91123-IP

January 1992



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PREFABRICATED BUILDINGS OF ALUMINUM

Pub. No.: 91123-IP

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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 ALUMINUM

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 aluminum (H.S. 9406.00.99.10). Other related reports are also listed.

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>	<u>Related Reports 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)		91121-IP
----Other		
----Of aluminum	9406.00.99.10	
----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 aluminum prefabricated buildings included in this report amounted to \$3.9 million or just over seven per cent of the total. However, because of inadequate description on Revenue Canada Customs documents, some prefabricated buildings made of aluminum 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 ALUMINUM
(H.S. 9406.00.99.10)

II. CANADIAN IMPORTS

SUMMARY

<u>1988</u> <u>Value</u> (\$000)	<u>Total Imports</u>			<u>Major Country of Export to Canada</u> <u>% of Total Value</u>			
	<u>1989</u> <u>Value</u> (\$000)	<u>1990</u> <u>Value</u> (\$000)	<u>1991</u> <u>Value</u> (\$000)	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
1 932	5 686	7 536	3 861	U.S.A. 60	U.S.A. 87	U.S.A. 91	U.S.A. 84

BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1988-91</u>
					(%)
Ontario Value (\$000)	927	1 374	3 337	1 282	11.4
British Columbia Value (\$000)	440	1 278	756	807	22.4
Alberta Value (\$000)	273	452	777	604	30.3
Manitoba Value (\$000)	50	445	88	544	121.6
Québec Value (\$000)	176	1 179	2 514	226	8.7
New Brunswick Value (\$000)	-	-	0	177	0.0
Nova Scotia Value (\$000)	50	31	44	122	35.0
Saskatchewan Value (\$000)	17	883	5	82	69.7
Yukon Value (\$000)	-	-	-	13	0.0
Prince Edward Island Value (\$000)	-	43	8	4	-70.2
Newfoundland Value (\$000)	-	-	4	-	0.0
Total Value (\$000)	1 932	5 686	7 536	3 861	25.9

Ranked in descending order by 1991 value.

PREFABRICATED BUILDINGS OF ALUMINUM
(H.S. 9406.00.99.10)

II. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Ontario				
Value	48.0	24.2	44.3	33.2
British Columbia				
Value	22.8	22.5	10.0	20.9
Alberta				
Value	14.1	7.9	10.3	15.6
Manitoba				
Value	2.6	7.8	1.2	14.1
Québec				
Value	9.1	20.7	33.4	5.9
New Brunswick				
Value	-	-	0.0	4.6
Nova Scotia				
Value	2.6	0.6	0.6	3.2
Saskatchewan				
Value	0.9	15.5	0.1	2.1
Yukon				
Value	-	-	-	0.3
Prince Edward Island				
Value	-	0.8	0.1	0.1
Newfoundland				
Value	-	-	0.1	-
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PREFABRICATED BUILDINGS OF ALUMINUM
(H.S. 9406.00.99.10)

II. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States Value (\$000)	1 152	4 922	6 863	3 225	40.9
Netherlands Value (\$000)	436	442	495	446	0.8
Italy Value (\$000)	-	132	-	111	-8.2
Fed. Rep. of Germany Value (\$000)	333	133	126	62	-42.8
United Kingdom Value (\$000)	11	9	21	16	12.4
Other Value (\$000)	-	49	31	-	-37.1
Total Value (\$000)	1 932	5 686	7 536	3 861	25.9

Ranked in descending order by 1991 value.

PREFABRICATED BUILDINGS OF ALUMINUM
(H.S. 9406.00.99.10)

II. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Value	59.6	86.6	91.1	83.5
Netherlands				
Value	22.6	7.8	6.6	11.6
Italy				
Value	-	2.3	-	2.9
Fed. Rep. of Germany				
Value	17.2	2.3	1.7	1.6
United Kingdom				
Value	0.6	0.2	0.3	0.4
Other				
Value	0.0	0.9	0.4	0.0
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PREFABRICATED BUILDINGS OF ALUMINUM

(H.S. 9406.00.99.00)

III. CANADIAN SHIPMENTS

Statistics Canada reports that shipments of prefabricated buildings of aluminum for 1988, latest year available figures, are as follows:

<u>Standard Classification of Goods Code Description</u>	1988	
	<u>Establishments</u> (No.)	<u>Value</u> (\$000,000)
Buildings, prefabricated, of aluminum 9406.00.6	6	17.9

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 #42-251, annual, "Fabricated Metal Products Industries".

PREFABRICATED BUILDINGS OF ALUMINUM

(H.S. 9406.00)

IV. CANADIAN EXPORTS BY MAJOR COUNTRIES OF DESTINATION

Separate export data for aluminum 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> (\$000)	<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$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>
TOTAL	76 184		93 435		93 364

PREFABRICATED BUILDINGS OF ALUMINUM

(H.S. 9406.00.99.10)

V. CANADIAN IMPORTERS - 1990

There were 78 known importers of aluminum prefabricated buildings in 1990. The principal three importers accounted for 54 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	4 050	54
6	4 895	65
10	5 549	74
15	6 063	80
25	6 723	89
All Importers (78)	7 536	100

The principal importers of aluminum 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 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A C Hamilton & Co.	Mississauga, Ont.	Dace Agro Venture Ltd.	Langley, B.C.
A D J Horticultural Projects Inc.	Langley, B.C.	Foucault Trailer Sales	Val Thérèse, Ont.
Alon Development Ltd. D B A		Four Seasons Design & Remodelling	Calgary, Alta.
Four Seasons Greenhouses	Thornhill, Ont.	Four Seasons Greenhouses Design & Remodelling Centre	Owen Sound, Ont.
Alpha Creations Solariums Inc.	St-Léonard, Qué.	G. R. Sales Inc.	Hanmer, Ont.
Ar-Man Construction Ltd.	Vulcan, Alta.	GM Caravan 83 Inc.	Laval, Qué.
Atria Aluminum Products Of Canada Inc.	Toronto, Ont.	Horton CBI Ltd.	Fort Erie, Ont.
Att Inc.	Hyde Park, Ont.	Irwin Toy Limited	Toronto, Ont.
B C Greenhouse Builders Ltd.	Burnaby, B.C.	J R Burk Holdings Ltd.	Kitchener, Ont.
B W Feed & Seed Limited	New Hamburg, Ont.	John Rutledge Inc.	Langton, Ont.
Bath & Sun Enterprises	Dartmouth, N.S.	Key Construction A Division Of Harbottle Construction Co. Ltd.	Hamilton, Ont.
Benner-Nawman Inc.	Benicia, CA, USA*	Kraft Construction Company Ltd.	Winnipeg, Man.
Big Pines Trailer Sales Ltd.	Thunder Bay, Ont.	Manitoba Telephone System	Winnipeg, Man.
Canac / Microtel	Coquitlam, B.C.	Moonglow Solariums Ltd.	Toronto, Ont.
Canada Inc. Four Seasons Greenhouses Canada	Willowdale, Ont.	Premier Factory Outlet Inc.	Orono, Ont.
Conair Franklin	Franklin, PE, USA*		

* Non resident importer.

PREFABRICATED BUILDINGS OF ALUMINUM
(H.S. 9406.00.99.10)

V. CANADIAN IMPORTERS - 1990 (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Raytheon Canada Ltd.	Waterloo, Ont.	Sunsational Solariums Of Canada Ltd.	Winnipeg, Man.
Regal Productions Ltd.	St. Catharines, Ont.	Thomas Lighting Inc.	Markham, Ont.
Rupert Acres Limited	Sault Ste Marie, Ont.	Traveland Leisure Vehicles Ltd.	Langley, B.C.
S.D.M. Capital Leasing	Toronto, Ont.	Trillium Solarium Corp.	Richmond Hill, Ont.
Sebba Steel Construction Ltd.	Richmond Hill, Ont.	Valley View Mobile Home Village Inc.	Hanmer, Ont.
SES - Sepcial Event Services Ltd.	Vancouver, B.C.	Van-Con Construction Ltd.	Vancouver, B.C.
Shannon Greenhouses Inc.	Delta, B.C.	W M I Waste Management Of Canada Inc.	Weston, Ont.
Solar Southern Ontario Landscape & Renovations Ltd.	Colborne, Ont.	W R Davis Engineering	Ottawa, Ont.
Solarlite Industries Inc.	Mississauga, Ont.	Welle Horticultural Ltd.	Sidney, B.C.
Stirdon Systems Ltd.	Olds, Alta.	Willbilt Solariums Limited	Burnaby, B.C.
Sunplace Enterprises Canada Ltd.	Anjou, Qué.		

PREFABRICATED BUILDINGS OF ALUMINUM

(H.S. 9406.00.99.10)

VI. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of prefabricated buildings of aluminum are listed by major country of origin in descending order of dollar value. These exporters accounted for 76 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 to Canada 1990 (\$000)</u>
United States	Electronic Space System Corp.)	
	Four Seasons Solar Products Corp.)	4 325*
	Brunswick Corp.)	
	Integrated Power Systems)	
	Conair Inc.)	810*
	Temcor Inc.)	
	Everlite Greenhouses)	
	Prestige Mfg. Homes Corp.)	254*
	Sun Place Inc.)	
	21st Century Ltd.)	358*
	Atria Inc.)	
TOTAL		5 747

* Aggregated to preserve confidentiality of Canadian importers.

PREFABRICATED BUILDINGS OF ALUMINUM

(H.S. 9406.00.99.10)

VII. 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/Prefab, Aluminum

<u>Name</u>	<u>Address</u>
Algoods Div. of Alcan Aluminium Ltd.	Toronto, Ont.
*B & W Greenhouse Construction Ltd.	Aldergrove, B.C.
Britco Structures	Surrey, B.C.
Cambrian Glass Limited	Sudbury, Ont.
Canada Kiosk Corporation	Ancaster, Ont.
Canadian Portable Structures Ltd.	Burlington, Ont.
Construction Acton Vale Ltd.	Acton Vale, Qué.
Demers Metal Industries Inc.	Calgary, Alta.
Designer's Alley Corp.	Orillia, Ont.
Dianco Steel Ltd.	Richmond Hill, Ont.
General Eastern Homes Limited	Amherst, N.S.
*Heli-Fab Ltd.	Winnipeg, Man.
Industries Alumiver Inc.	St-George, Qué.
Intercontinental Truck Body Ltd.	Coaldale, Alta.
Lambert Somec Inc.	Québec, Qué.
Modular-Britt	Kingston, Ont.
*Sprung Instant Structures Limited	Calgary, Alta.
Storm-Tite Incorporated	Winnipeg, Man.
Sydney Millwork Limited	Sydney, N.S.
Wasea Metal Industries Ltd.	Calgary, Alta.
*Weatherhaven Resources Ltd.	Vancouver, B.C.
Williams Esg Inc.	Nepean, Ont.

* 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 ALUMINUM
(H.S. 9406.00.99.10)

VII. 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 ALUMINUM

(H.S. 9406.00.99.10)

VII. 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 ALUMINUM

(H.S. 9406.00.99)

VIII. CANADIAN AND FOREIGN TARIFFS

Prefabricated buildings of aluminum 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>
9406.00.99	Prefabricated buildings: -Other	10.2%	6.5%	8.1%
	On and after January 1, 1992			6.1%

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 ALUMINUM
(H.S. 9406.00.80)

VIII. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Prefabricated buildings of aluminum 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⁽¹⁾</u>	<u>2</u>
9406.00.80	Prefabricated buildings: -Other	5.7%	FREE (A,E,IL) 3.9% (CA)	45%

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*
	United States-Canada Free-Trade Agreement	CA
	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 ALUMINUM

IX. UNITED STATES' IMPORTS

The United States Department of Commerce reports U.S. imports of prefabricated buildings of metal under the following Harmonized System (H.S.) Commodity Codes:

<u>Description</u>	<u>H.S. Commodity Code</u>
Prefabricated buildings:	9406.00
Of metal:	
Greenhouses:	
Commercial	9406.00.80.10
Other	9406.00.80.20
Other	9406.00.80.30

See following pages for complete data on these U.S. imports.

PREFABRICATED BUILDINGS OF ALUMINUM

IX. UNITED STATES' IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

COMMERCIAL GREENHOUSES OF METAL
(H.S. 9406.00.80.10)

Country of Origin	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Canada				
Quantity (No.)	33	1	31	-3.1
Value (\$)	143 500	22 319	181 709	12.5
United Kingdom				
Quantity (No.)	-	1	5 224	5 223.0
Value (\$)	-	12 190	74 972	515.0
Netherlands				
Quantity (No.)	-	372	1	-99.7
Value (\$)	-	442 955	33 830	-92.4
Japan				
Quantity (No.)	-	1	1	0.0
Value (\$)	-	31 920	1 555	-95.1
Other				
Quantity (No.)	-	-	-	-
Value (\$)	-	-	-	-
Total				
Quantity (No.)	33	375	5 257	1 162.2
Value (\$)	143 500	509 384	292 066	42.7

Ranked in descending order by 1991 value.
Canada ranked 1 overall.

PREFABRICATED BUILDINGS OF ALUMINUM

IX. UNITED STATES' IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

METAL PREFABRICATED GREENHOUSES, NOT COMMERCIAL (H.S. 9406.00.80.20)

Country of Origin	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Canada				
Quantity (No.)	117	38	60	-28.4
Value (\$)	432 323	63 406	670 830	24.6
United Kingdom				
Quantity (No.)	155	7	131	-8.1
Value (\$)	124 143	181 774	175 782	19.0
Japan				
Quantity (No.)	-	-	1	0.0
Value (\$)	-	-	4 111	0.0
Other				
Quantity (No.)	3	363	-	12 000.0
Value (\$)	25 873	578 497	-	2135.9
Total				
Quantity (No.)	275	408	192	-16.4
Value (\$)	582 339	823 677	850 723	20.9

Ranked in descending order by 1991 value.
Canada ranked 1 overall.

PREFABRICATED BUILDINGS OF ALUMINUM

IX. UNITED STATES' IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

**PREFABRICATED BUILDINGS, METAL, OTHER
(H.S. 9406.00.80.30)**

Country of Origin	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Canada				
Quantity (No.)	21 305	7 841	3 885	-57.3
Value (\$000)	9 190	22 534	7 549	-9.4
France				
Quantity (No.)	14	1	5	-40.2
Value (\$000)	436	122	619	19.2
Belgium				
Quantity (No.)	-	-	2	0.0
Value (\$000)	-	-	549	0.0
United Kingdom				
Quantity (No.)	661	23	14	-85.4
Value (\$000)	620	460	512	-9.1
Sweden				
Quantity (No.)	-	-	10	0.0
Value (\$000)	-	-	162	0.0
Fed. Rep. of Germany				
Quantity (No.)	6	2	18	73.2
Value (\$000)	212	26	51	-50.7
Venezuela				
Quantity (No.)	-	-	16	0.0
Value (\$000)	-	-	43	0.0
Singapore				
Quantity (No.)	3	-	3	0.0
Value (\$000)	17 450	-	21	-96.5
Italy				
Quantity (No.)	-	4	2	-50.0
Value (\$000)	-	915	12	-98.7
Denmark				
Quantity (No.)	6	-	1	-59.2
Value (\$000)	601	-	3	-92.6
Other				
Quantity (No.)	455	36	2	-93.4
Value (\$000)	1 816	445	4	-95.3
Total				
Quantity (No.)	22 450	7 907	3 958	-58.0
Value (\$000)	30 324	24 502	9 524	-44.0

Ranked in descending order by 1991 value.
Canada ranked 1 overall.

PREFABRICATED BUILDINGS OF ALUMINUM

(H.S. 9406.00.99.10)

X. 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
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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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