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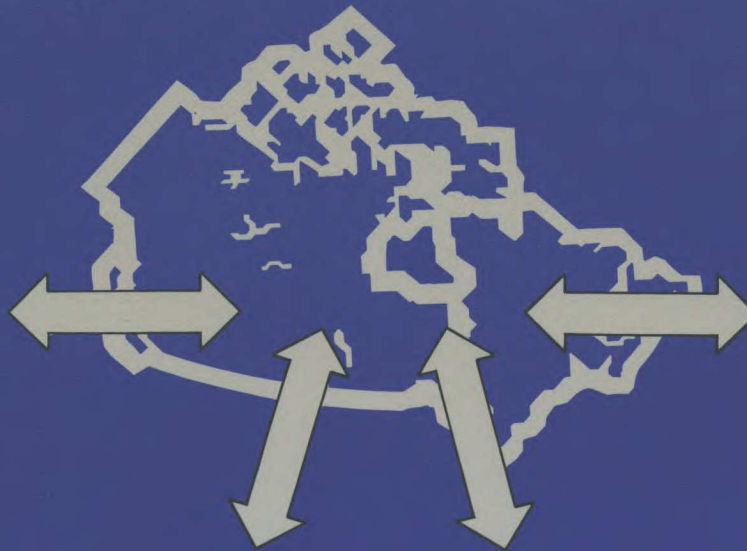
Industrie, Sciences et
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MARKET INTELLIGENCE

PREFABRICATED BUILDINGS OF IRON OR STEEL

Pub. No.: 91127-IP

January 1992



Canada



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PREFABRICATED BUILDINGS OF IRON OR STEEL

Pub. No.: 91127-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 IRON OR STEEL

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 iron or steel (H.S. 9406.00.99.20). 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)		91123-IP
----Of iron or steel	9406.00.99.20	
----Other (9406.00.99.90)		91139-IP

Total imports in 1991 for all of the above products were valued at \$55 million. Imports of iron or steel prefabricated buildings included in this report amounted to \$26.1 million or 47 per cent of the total. However, because of inadequate description on Revenue Canada Customs documents, some prefabricated buildings made of iron or steel may be classified to H.S. code 9604.00.99.90.

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

PREFABRICATED BUILDINGS OF IRON OR STEEL
(H.S. 9406.00.99.20)

II. CANADIAN IMPORTS

SUMMARY

1988 Value (\$000)	Total Imports			Major Country of Export to Canada % of Total Value			
	1989 Value (\$000)	1990 Value (\$000)	1991 Value (\$000)	1988	1989	1990	1991
30 698	43 914	43 282	36 257	U.S.A. 93	U.S.A. 99	U.S.A. 93	U.S.A. 100

BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
Ontario Value (\$000)	13 353	18 684	14 757	12 180	-3.0
British Columbia Value (\$000)	6 537	10 567	10 636	10 503	17.1
Saskatchewan Value (\$000)	2 514	4 329	4 234	4 007	16.8
Manitoba Value (\$000)	4 012	4 592	7 086	3 881	-1.1
Alberta Value (\$000)	1 081	1 836	2 003	3 184	43.4
New Brunswick Value (\$000)	455	2 639	3 552	1 453	47.2
Québec Value (\$000)	1 589	947	712	441	-34.8
Nova Scotia Value (\$000)	913	35	78	367	-26.2
Newfoundland Value (\$000)	112	283	223	240	29.0
Yukon Value (\$000)	132	3	-	-	-97.5
Total Value (\$000)	30 698	43 914	43 282	36 257	5.7

Ranked in descending order by 1991 value.

PREFABRICATED BUILDINGS OF IRON OR STEEL
(H.S. 9406.00.99.20)

II. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Ontario				
Value	43.5	42.5	34.1	33.6
British Columbia				
Value	21.3	24.1	24.6	29.0
Saskatchewan				
Value	8.2	9.9	9.8	11.1
Manitoba				
Value	13.1	10.5	16.4	10.7
Alberta				
Value	3.5	4.2	4.6	8.8
New Brunswick				
Value	1.5	6.0	8.2	4.0
Québec				
Value	5.2	2.2	1.6	1.2
Nova Scotia				
Value	3.0	0.1	0.2	1.0
Newfoundland				
Value	0.4	0.6	0.5	0.7
Yukon				
Value	0.4	0.0	-	-
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PREFABRICATED BUILDINGS OF IRON OR STEEL
(H.S. 9406.00.99.20)

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)	28 495	43 328	40 065	35 964	8.1
Netherlands					
Value (\$000)	652	476	304	229	-29.4
Italy					
Value (\$000)	36	23	73	53	13.2
Belgium					
Value (\$000)	-	-	-	11	0.0
Other					
Value (\$000)	1 514	87	2 840	-	37.0
Total					
Value (\$000)	30 698	43 914	43 282	36 257	5.7

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
United States	%	%	%	%
Value	92.8	98.7	92.6	99.2
Netherlands				
Value	2.1	1.1	0.7	0.6
Italy				
Value	0.1	0.1	0.2	0.1
Belgium				
Value	-	-	-	0.0
Other				
Value	4.9	0.2	6.6	0.0
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PREFABRICATED BUILDINGS OF IRON OR STEEL

(H.S. 9406.00.99.20)

III. CANADIAN SHIPMENTS

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

<u>Standard Classification of Goods Code Description</u>	<u>1988</u>	
	<u>Establishments</u>	<u>Value</u> (\$000,000)
Buildings, prefabricated, of iron or steel, industrial or commercial 9406.00.71	29	325.3
Buildings, prefabricated, of iron or steel, grain storage 9406.00.72	3	X
Buildings, prefabricated, of iron or steel, utility including sheds, tool or garden, cabanas, storage houses 9406.00.73	5	X
Buildings, prefabricated, of iron or steel, not elsewhere specified 9406.00.79	14	50.9
TOTAL	44	408.1

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

PREFABRICATED BUILDINGS OF IRON OR STEEL
(H.S. 9406.00)

IV. CANADIAN EXPORTS

BY MAJOR COUNTRIES OF DESTINATION

Separate export data for iron or steel 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

Note : Major countries in descending order based upon value.
 Source: Statistics Canada

PREFABRICATED BUILDINGS OF IRON OR STEEL

(H.S. 9406.00.99.20)

V. CANADIAN IMPORTERS - 1990

There were 240 known importers of iron or steel prefabricated buildings in 1990. The principal ten importers accounted for 51 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	12 951	30
6	18 065	42
10	22 135	51
15	26 170	60
25	31 428	73
35	34 657	80
All Importers (240)	43 282	100

The principal 35 importers of iron or steel 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>
Abbey Systems Ltd.	Burnaby, B.C.	H H Robertson Inc.	Hamilton, Ont.
Acoustics Development Corp. Of Canada Limited	St. Joseph, MI, USA*	J.D.G. Construction Management Limited	Vancouver, B.C.
American Building Co.	Eufaula, AL, USA*	Ledcor Industries Ltd.	Edmonton, Alta.
Arrow Group Ind.	Pompton Plains, NJ, USA*	Little Borland Ltd.	Saskatoon, Sask.
B Anderson Contracting Ltd.	Saskatoon, Sask.	MacCalder Construction Group	Edmonton, Alta.
B S I Building Systems Inc.	Abbotsford, B.C.	McCain Foods Ltd.	Florenceville, N.B.
Baxter Corporation	Mississauga, Ont.	Mid-West Steel Products Ltd.	Medicine Hat, Alta.
Carlson Construction Co. A Div Of George Wimpey Canada Ltd.	Edmonton, Alta.	Mirtren Contractors Ltd.	Trenton, Ont.
Ceco Corp.	Mount Pleasant, IO, USA*	Norcan Development Ltd.	Winnipeg, Man.
Central Canadian Structures Ltd.	Fort Whyte, Man.	Old Fashioned Woodworkers (1987) Limited	Dartmouth, N.S.
Chandos Construction Ltd.	Edmonton, Alta.	Permasteel Construction Ltd.	Edmonton, Alta.
Colony Management Inc.	White Rock, B.C.	Permasteel Industries Ltd.	Vancouver, B.C.
Continental Mushroom Corp. Ltd.	Metcalfe, Ont.	Pre Design Metal Buildings Inc.	Willowdale, Ont.
Eastern Canadian Structures Ltd.	Ste Croix, N.S.	Professional Building Systems Inc.	Richmond Hill, Ont.
Équipements R A D Inc., Les	St-Hyacinthe, Qué.	Scheidel Construction Inc.	Cambridge, Ont.
Flynn Steel Structures Ltd.	Morinville, Alta.	Steel-Brace Contract Mgmt Ltd.	Okotoks, Alta.
FP Construction	Surrey, B.C.	Valley Agro Services Ltd.	Morris, Man.
Graham Construction & Engineering 1985 Ltd.	Calgary, Alta.		

* Non-resident importer

**PREFABRICATED BUILDINGS OF IRON OR STEEL
(H.S. 9406.00.99.20)**

VI. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of prefabricated buildings of iron or steel are listed by major country of origin in descending order of dollar value. These exporters accounted for 86 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	American Building Co.	8 397
	Varco Pruden Building Inc.	5 381
	Star Manufacturing Co.	5 271
	Stran Buildings Co.	4 650
	CECO Building Div.	4 324
	Chief Industries Inc.	2 485*
	Sunward Corp.	
	Garco Building Systems	997
	Arrow Group Ind.	1 779*
	Butler Mfg. Co.	
	Acoustics Development Corp.	1 369*
	Industrial Acoustics Co.	
	Grain Systems Inc.	553
	HCI Steel Products Ltd.	366
	Miracle Steel Structure Corp.	303
	Bally Engineered Structure	278
	Brock Mfg. Inc.	255
	Seafoo Corp.	433*
	Space Building	
	Couvrette Building	
Pyramid Systems Inc.	464*	
Phillips & Brooks Inc.		
ECI Bldg. Components		
Building Technologies		
TOTAL		37 305

* Aggregated to preserve confidentiality of Canadian importers.

PREFABRICATED BUILDINGS OF IRON OR STEEL

(H.S. 9406.00.99.20)

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/Prefabricated, Iron or Steel

<u>Name</u>	<u>Address</u>
A & L Metal Products Ltd.	Milton, Ont.
*Aberfoyle Steel Incorporated	Bolton, Ont.
Aciers Levisiens Ltée., Les	Levis, Qué.
Allmark Steel Buildings (1991) Inc.	Atholville, N.B.
Almac Metal Industries Ltd.	Edmonton, Alta.
*Atco Limited	Calgary, Alta.
Auto-Carpark Controls Limited	Guelph, Ont.
B.W. Rig Repair & Supply	Edmonton, Alta.
*Batiment Fafard Inc.	St-Eugène-De-Grantham, Qué.
*Behlen Ind. Div West-Man Culvert & Metal Boilersmith Ltd.	Brandon, Man.
Britco Structures	Seaforth, Ont.
Brouillette & Freres Inc.	Surrey, B.C.
Brytex Building Systems Inc.	Drummondville, Qué.
*Canadian Building Systems Inc.	Edmonton, Alta.
Captel Inc.	Burlington, Ont.
Cardinal Steel Div. Of Rogal Steel Ltd.	Trois-Rivières, Qué.
Central Canadian Structures Ltd.	Brampton, Ont.
Central Fabricators Ltd.	Altamont, Man.
*Chapman's Grain Equipment Limited	Edmonton, Alta.
Con/ex General Contractors Ltd.	Chatham, Ont.
Construction Tag	Meaford, Ont.
Constructions Beauce-Atlas Inc., Les	Farnham, Qué.
Contor Terminals Inc.	Sainte-Marie, Qué.
*Corporation D'Acier Ungava Usc Ltée.	Mississauga, Ont.
D. & P. Charron Ltée.	St-Hubert, Qué.
Demers Metal Industries Inc.	Ste-Thérèse-De-Blainville, Qué.
Dianco Steel Ltd.	Calgary, Alta.
Durex Steel & Alloy Industries Ltd.	Richmond Hill, Ont.
Duval & Duval Inc.	Edmonton, Alta.
*Dynamic Fab & Machine Ltd.	Anjou, Qué.
*Equipement De Ferme Dynavent (1988) Inc.	Penticton, B.C.
Explosives Limited	Drummondville, Qué.
	Calgary, Alta.

* Company engaged in export trade.

Source - Business Opportunities Sourcing System (BOSS)

PREFABRICATED BUILDINGS OF IRON OR STEEL
(H.S. 9406.00.99.20)

VII. CANADIAN SUPPLIERS (Cont'd)

Buildings, Portable/Prefabricated, Iron or Steel (Cont'd)

<u>Name</u>	<u>Address</u>
Fabspec Inc.	Sorel, Qué.
*Future Steel Buildings Limited	Brampton, Ont.
*Geco Steel Corporation Ltd.	Calgary, Alta.
General Eastern Homes Limited	Amherst, N.S.
George O. Hill Supply Co. Ltd.	Thunder Bay, Ont.
*Grandeur Housing Ltd.	Winkler, Man.
Grandstand Steel Buildings Inc.	North Weyburn, Sask.
Great West Steel	Vancouver, B.C.
Groupe Canam Manac Inc., Le	Montréal, Qué.
*Heli-Fab Ltd.	Winnipeg, Man.
*Hepburn, John T. Limited	Mississauga, Ont.
*Higgott-Kane Ind. Noise Controls Ltd.	Scarborough, Ont.
*Honco Incorporated	Bernières, Qué.
Indal Metals Ltd.	Edmonton, Alta.
Interlox Building Systems Ltd.	Surrey, B.C.
Kilnor Construction Ltd.	Winnipeg, Man.
Lambert Somec Inc.	Québec, Qué.
Lee's Sheet Metal Ltd.	Grande Prairie, Alta.
Lighting Dimensions Ltd.	Brampton, Ont.
*Lister Industries Ltd.	Edmonton, Alta.
Makloc Building Inc.	Nisku, Alta.
Maritime Steel And Foundries Limited	New Glasgow, N.S.
Marsh Steel Ltd.	Delta, B.C.
Marshall Steel Limited	Milton, Ont.
*Master Manufacturing Inc.	Moose Jaw, Sask.
MDS Aero Support Corporation	Ottawa, Ont.
Mecart Inc.	St-Augustin-De-Desmaures, Qué.
Metal Fab Limited	St. John's, Nfld.
Mifab Manufacturing Inc.	North Battleford, Sask.
Modular-Britt	Kingston, Ont.
*Moli Metal Inc.	Mascouche, Qué.
Murox Div. De Le Groupe Canam Manac Inc.	St-Joseph-De-Beauce, Qué.
Nickel City Steel Limited	Sudbury, Ont.
Northern Steel Inc.	Edmonton, Alta.
*NRB Inc.	Grimsby, Ont.
*Permasteel Buildings Ltd.	Mississauga, Ont.
Philip Doyle Mfg. Inc.	Hamilton, Ont.
Prairie Steel Products Ltd.	Clavet, Sask.
*Pyradia Inc.	Longueuil, Qué.
Quinte Machine & Steel Ltd.	Trenton, Ont.
*Racan Industries Inc.	Laval, Qué.
Ramsay Machine Works Limited	Victoria, B.C.
Rayproof Canada Limited	Smiths Falls, Ont.
Ronaco Industries Ltd.	Calgary, Alta.
*Services Techniques Bic Inc.	Levis, Qué.

* Company engaged in export trade.
Source - Business Opportunities Sourcing System (BOSS)

PREFABRICATED BUILDINGS OF IRON OR STEEL
(H.S. 9406.00.99.20)

VII. CANADIAN SUPPLIERS (Cont'd)

Buildings, Portable/Prefabricated, Iron or Steel (Cont'd)

<u>Name</u>	<u>Address</u>
Sherwood Industrial Office Systems Inc.	Markham, Ont.
*Slip Tube Greenhouses Inc.	Burnaby, B.C.
*Spacemaker Limited	Mississauga, Ont.
*SSSI International Inc.	Montréal, Qué.
Steel Span Industries Limited	Truro, N.S.
Steelway Building Systems	Aylmer West, Ont.
*Structal Inc.	Québec, Qué.
Structures G.B. Ltée., Les	Rimouski, Qué.
Sun-North Systems Limited	Seaforth, Ont.
Techno-Forme Inc.	Lachine, Qué.
*Travco Industrial Housing Ltd.	Nisku, Alta.
Tremblay Inc.	Sherbrooke, Qué.
Walbern Agri-Systems Ltd.	Linden, Alta.
Wasea Metal Industries Ltd.	Calgary, Alta.
*Wedgecore Steel Buildings	Virden, Man.
*West-Man Culvert & Metal Co. Ltd.	Winnipeg, Man.
Williams Esg Inc.	Nepean, Ont.

* Company engaged in export trade.
Source - Business Opportunities Sourcing System (BOSS)

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 IRON OR STEEL
(H.S. 9406.00.99.20)

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-Frédéric, Qué.
Artisan Fibertec Inc.	Surrey, B.C.
ATCO Manufacturing & Leasing	Calgary, Alta.
Barber Industries Ltd.	Calgary, Alta.
Batiments Fafard Inc., Les	St-Eugène, 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 IRON OR STEEL
(H.S. 9406.00.99.20)

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 IRON OR STEEL
(H.S. 9406.00.99)**

VIII. CANADIAN AND FOREIGN TARIFFS

Prefabricated buildings of iron or steel 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 IRON OR STEEL
(H.S. 9406.00.80)

VIII. CANADIAN AND FOREIGN TARIFFS (Cont'd)

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

Tariff Item	Description of Goods	Rates of Duty - 1991		
		General	Special ⁽¹⁾	2
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 Republic	Mongolia
Albania	Kampuchea	North Korea
Bulgaria	Laos	Romania
Cuba	Latvia	Union of Soviet Socialist Republics
Czechoslovakia	Lithuania	Vietnam
Estonia		

PREFABRICATED BUILDINGS OF IRON OR STEEL

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 IRON OR STEEL

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 IRON OR STEEL

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 IRON OR STEEL

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 IRON OR STEEL

(H.S. 9406.00.99.20)

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
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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