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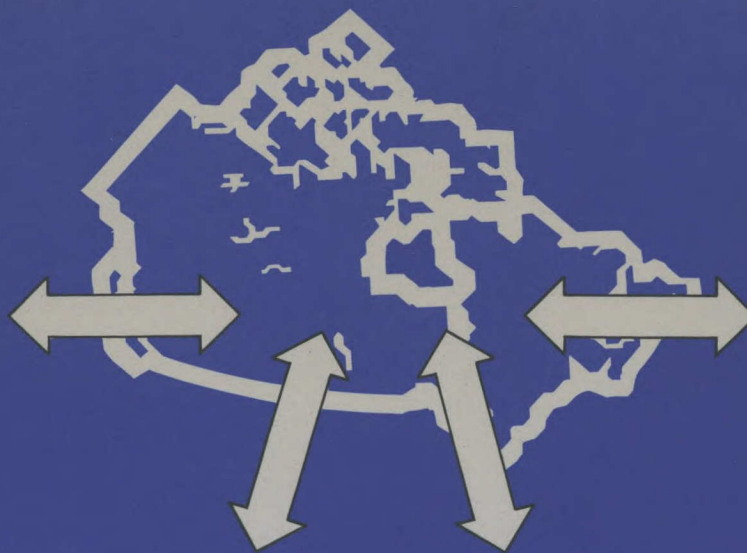
Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

## PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED

Pub. No.: 91139-IP

February 1992



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## **PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED**

Pub. No.: 91139-IP

February 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, MATERIAL NOT SPECIFIED

### I. INTRODUCTION AND SCOPE

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

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

| <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                                |   | 91121-IP                                 |
| ----Other                                  |   |  |
| -----Of aluminum (9406.00.99.10)           |   | 91123-IP                                 |
| -----Of iron or steel (9406.00.99.20)      |   | 91127-IP                                 |
| -----Other                                 | 9406.00.99.90                           |  |

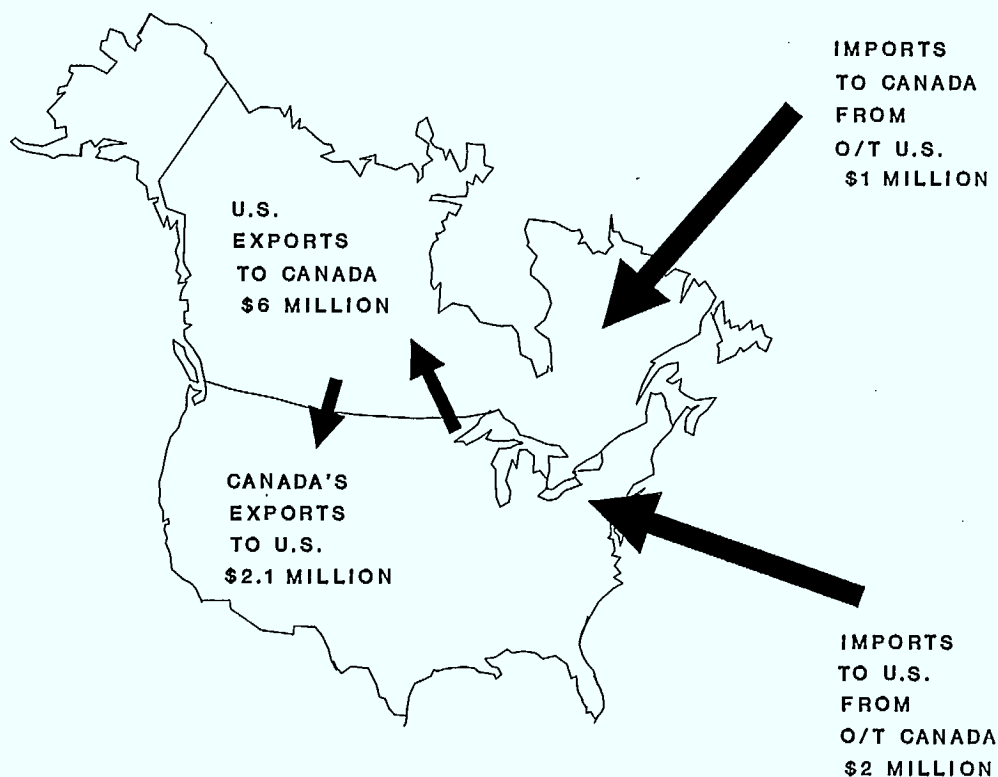
Total imports in 1991 for all of the above products were valued at \$55 million. Imports of prefabricated buildings, material not specified included in this report amounted to \$5.6 million or 10 per cent of the total.

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

## PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED

(H.S. 9406.00.99.90 AND 9406.00.80.40<sup>(1)</sup>)

### II. NORTH AMERICAN IMPORTS - 1990



North American Imports - \$3 Million\*

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

<sup>(1)</sup> Canadian and U.S. codes.

# PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED

(H.S. 9406.00.99.90)

## III. CANADIAN IMPORTS (Cont'd)

### SUMMARY

| <u>1988</u><br><u>Value</u><br>(\$000) | <u>Total Imports</u>                   |  | <u>1991</u><br><u>Value</u><br>(\$000) | <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>1988</u>   | <u>1989</u>  | <u>1990</u>  | <u>1991</u>  |
| 4 765                                  | 7 275                                  | 7 038                                  | 5 643                                  | U.S.A.<br>88  | U.S.A.<br>82 | U.S.A.<br>86 | U.S.A.<br>95 |

### BY PROVINCE OF CLEARANCE

| <u>Province</u><br><u>of Clearance</u><br>----- |  | <u>1988</u><br>---- | <u>1989</u><br>---- | <u>1990</u><br>---- | <u>1991</u><br>---- | <u>Average</u><br><u>Annual</u><br><u>Growth</u><br><u>Rate</u><br><u>1988-91</u><br>-----<br>(%) |
|---|--|---------------------|---------------------|---------------------|---------------------|---|
| Ontario   |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 2 938               | 3 625               | 4 154               | 3 199               | 2.9   |
| Alberta   |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 256                 | 565                 | 432                 | 597                 | 32.7  |
| British Columbia                                |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 631                 | 1 161               | 922                 | 532                 | -5.5  |
| Québec  |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 218                 | 809                 | 446                 | 415                 | 23.9  |
| Manitoba  |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 97                  | 229                 | 550                 | 401                 | 60.4  |
| Saskatchewan                                    |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 257                 | 385                 | 154                 | 353                 | 11.1  |
| New Brunswick                                   |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 233                 | 234                 | 293                 | 80                  | -30.0   |
| Nova Scotia                                     |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 36                  | 259                 | 46                  | 48                  | 9.9   |
| Newfoundland                                    |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 36                  | -                   | 18                  | 9                   | -37.2   |
| Prince Edward Island                            |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 61                  | 8                   | -                   | 8                   | -50.3   |
| Northwest Territories                           |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | -                   | -                   | -                   | 2                   | 0.0   |
| Yukon   |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | -                   | -                   | 24                  | -                   | 0.0   |
| Total   |  |                     |                     |                     |                     |   |
| Value (\$000)                                   |  | 4 765               | 7 275               | 7 038               | 5 643               | 5.8   |

Ranked in descending order by 1991 value.



**PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED**  
**(H.S. 9406.00.99.90)**

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

**MARKET SHARES BY PROVINCE OF CLEARANCE**

| Province<br>of Clearance<br>----- | 1988<br>-----<br>% | 1989<br>-----<br>% | 1990<br>-----<br>% | 1991<br>-----<br>% |
|-----------------------------------|--------------------|--------------------|--------------------|--------------------|
| Ontario                           |                    |                    |                    |                    |
| Value                             | 61.7               | 49.8               | 59.0               | 56.7               |
| Alberta                           |                    |                    |                    |                    |
| Value                             | 5.4                | 7.8                | 6.1                | 10.6               |
| British Columbia                  |                    |                    |                    |                    |
| Value                             | 13.2               | 16.0               | 13.1               | 9.4                |
| Québec                            |                    |                    |                    |                    |
| Value                             | 4.6                | 11.1               | 6.3                | 7.4                |
| Manitoba                          |                    |                    |                    |                    |
| Value                             | 2.0                | 3.2                | 7.8                | 7.1                |
| Saskatchewan                      |                    |                    |                    |                    |
| Value                             | 5.4                | 5.3                | 2.2                | 6.2                |
| New Brunswick                     |                    |                    |                    |                    |
| Value                             | 4.9                | 3.2                | 4.2                | 1.4                |
| Nova Scotia                       |                    |                    |                    |                    |
| Value                             | 0.8                | 3.6                | 0.7                | 0.8                |
| Newfoundland                      |                    |                    |                    |                    |
| Value                             | 0.8                | -                  | 0.2                | 0.2                |
| Prince Edward Island              |                    |                    |                    |                    |
| Value                             | 1.3                | 0.1                | -                  | 0.1                |
| Northwest Territories             |                    |                    |                    |                    |
| Value                             | -                  | -                  | -                  | 0.0                |
| Yukon                             |                    |                    |                    |                    |
| Value                             | -                  | -                  | 0.3                | -                  |
|                                   | -----              | -----              | -----              | -----              |
| Total                             |                    |                    |                    |                    |
| Value                             | 100.0              | 100.0              | 100.0              | 100.0              |

Ranked in descending order by 1991 value.

# PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED

(H.S. 9406.00.99.90)

## III. CANADIAN IMPORTS (Cont'd)

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

Ranked in descending order by 1991 value.

**PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED**  
**(H.S. 9406.00.99.90)**

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

**MARKET SHARES BY MAJOR COUNTRY OF ORIGIN**

| Country<br>of Origin<br>----- | 1988<br>-----<br>% | 1989<br>-----<br>% | 1990<br>-----<br>% | 1991<br>-----<br>% |
|-------------------------------|--------------------|--------------------|--------------------|--------------------|
| United States                 |                    |                    |                    |                    |
| Value                         | 88.0               | 82.3               | 86.4               | 95.9               |
| Republic of Korea             |                    |                    |                    |                    |
| Value                         | -                  | -                  | -                  | 1.9                |
| Taiwan                        |                    |                    |                    |                    |
| Value                         | 0.5                | -                  | 0.3                | 1.2                |
| Fed. Rep. of Germany          |                    |                    |                    |                    |
| Value                         | -                  | 5.9                | 6.2                | 0.5                |
| Denmark                       |                    |                    |                    |                    |
| Value                         | 0.0                | 0.3                | -                  | 0.2                |
| Norway                        |                    |                    |                    |                    |
| Value                         | -                  | 1.0                | -                  | 0.2                |
| Italy                         |                    |                    |                    |                    |
| Value                         | -                  | 0.7                | 0.0                | 0.0                |
| Netherlands                   |                    |                    |                    |                    |
| Value                         | 9.9                | 7.7                | 5.0                | 0.0                |
| Other                         |                    |                    |                    |                    |
| Value                         | 1.5                | 2.2                | 2.0                | 0.0                |
|                               | -----              | -----              | -----              | -----              |
| Total                         |                    |                    |                    |                    |
| Value                         | 100.0              | 100.0              | 100.0              | 100.0              |

Ranked in descending order by 1991 value.

## **PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED**

**(H.S. 9406.00.99.90)**

### **IV. CANADIAN SHIPMENTS**

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

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

Statistics Canada  
Industry Division  
Survey of Manufactures Section  
Ottawa, Ontario  
K1A 0T6  
Tel.: (613) 951-9837

**PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED**  
**(H.S. 9406.00)**

**V. CANADIAN EXPORTS**

**BY MAJOR COUNTRIES OF DESTINATION**

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

| 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.  
Source: Statistics Canada

# PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED

(H.S. 9406.00.99.90)

## VI. CANADIAN IMPORTERS - 1990

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

| <u>Principal Importers</u><br>(No.) | <u>Cumulative Value</u><br>(\$000) | <u>Cumulative % of Total Value</u> |
|-------------------------------------|------------------------------------|------------------------------------|
| 3                                   | 1 332                              | 19                                 |
| 6                                   | 2 165                              | 31                                 |
| 10                                  | 3 102                              | 44                                 |
| 15                                  | 4 080                              | 58                                 |
| 25                                  | 5 157                              | 73                                 |
| 34                                  | 5 666                              | 80                                 |
| All Importers (174)                 | 7 038                              | 100                                |

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

NOTE: This list includes all principal importers except individuals.

| <u>Name</u>                                 | <u>Address</u>   | <u>Name</u>   | <u>Address</u>        |
|---|------------------|---|-----------------------|
| Alon Development Ltd. D B A                 |                  | Joseph & Jenny Van Buuren Inc.                      | Grassie, Ont.         |
| Four Seasons Greenhouses                    | Thornhill, Ont.  | M.C.M. Contracting Limited                          | Burlington, Ont.      |
| Alternate Heating Ltd.                      | Saint John, N.B. | Marriott Corporation Of Canada Ltd.                 | Toronto, Ont.         |
| Att Inc.                                    | Hyde Park, Ont.  | Nine Gems Inc.                                      | London, Ont.          |
| B S I Building Systems Inc.                 | Abbotsford, B.C. | Ontario Place Corporated                            | Toronto, Ont.         |
| Bally Engineered Structures Inc.            | Bally, PA, USA*  | Oza Inspections Ltd.                                | Grimsby, Ont.         |
| Canada Inc. Four Seasons Greenhouses Canada | Willowdale, Ont. | Parker Brothers Contracting Limited                 | Lower Sackville, N.S. |
| Concrete Systems International Limited      | Kitchener, Ont.  | Provincial Plastic Products Inc.                    | Spruce Grove, Alta.   |
| Donald K Donald Productions Ltd.            | Montréal, Qué.   | R J R-Macdonald Inc.                                | Toronto, Ont.         |
| E & E Seegmiller Limited                    | Kitchener, Ont.  | Safety Supply Canada Ltd.                           | Richmond Hill, Ont.   |
| Equipement De Sécurité Safety Supply        | Montréal, Qué.   | Saint Davids Hydroponics Ltd.                       | St. Catharines, Ont.  |
| Gazzola Paving Company Ltd.                 | Concord, Ont.    | Satellite Industries Inc.                           | Plymouth, MN, USA*    |
| Hymac Ltée. Ltd.                            | Laval, Qué.      | Siemens Automotive Ltd.                             | Chatham, Ont.         |
| Imperial Paving Ltd.                        | Burnaby, B.C.    | Solar Southern Ontario Landscape & Renovations Ltd. | Colborne, Ont.        |
| Intra Acoustics Co. Ltd.                    | Montréal, Qué.   | Sundial Greenhouses Ltd.                            | Edmonton, Alta.       |
| J R Burk Holdings Ltd.                      | Kitchener, Ont.  | Sunplace Enterprises Canada Ltd.                    | Anjou, Qué.           |
|   |                  | Thornes-Division Of Thorcom Inc.                    | Saint John, N.B.      |
|   |                  | W M I Waste Management Of Canada Inc.               | Weston, Ont.          |

\* Non-resident importer.

**PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED**  
**(H.S. 9406.00.99.90)**

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

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

| <u>Country of Origin</u> | <u>Name of Foreign Exporter</u>   | <u>Value of Exports<br/>to Canada<br/>1990</u><br>(\$000) |
|--------------------------|---|---|
| United States            | Four Seasons Solar Products   | 1 564   |
|                          | Bally Engineering Structure )<br>Satellite Industries Inc. )<br>CMI Corp. )   | 1 498*  |
|                          | Polytank Inc.   | 284   |
|                          | ET Clancey Co. )<br>Industrial Acoustics Co. )<br>Concrete Systems Corp. )  | 551*  |
|                          | Encon Safety Products )<br>Varco Buildings Prods. )<br>Aerosmith Corp. )  | 331*  |
|                          | Northern Plastics Corp. )<br>K & L Corp. )<br>Sun Place Inc. )  | 256*  |
|                          | Doors & Buildings Comp. )<br>L T Hampel Corp. )<br>Safety Storage Co. )<br>Mallard Coach Inc. )<br>Phillips & Brooks Inc. ) | 307*  |
|                          | Federal Republic of Germany   |   |
|                          | Netherlands   |   |
|                          | United Kingdom  |   |
|                          | SHW GMBH  |   |
|                          | Bazen-Argo  |   |
|                          | NTM Ltd.  |   |
|                          |   | 858*  |
| <b>TOTAL</b>             |   | <b>5 649</b>  |

\* Aggregated to preserve confidentiality of Canadian importers.

## PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED

(H.S. 9406.00.99.90)

### VIII. CANADIAN SUPPLIERS

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

#### BOSS

Companies are arranged in alphabetical order.

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

| <u>Name</u>                               | <u>Address</u>        |
|---|-----------------------|
| Abb Flakt Ross Inc.                       | Lasalle, Qué.         |
| Aja Tan Enterprises Ltd.                  | Vancouver, B.C.       |
| Beautiline Systems Ltd.                   | Downsview, Ont.       |
| Bomega Metals Ltd.                        | Red Deer, Alta.       |
| C & V Portable Accommodations Ltd.        | Calgary, Alta.        |
| Canevas General (1988) Ltee               | Montréal, Qué.        |
| Construction Acton Vale Ltd.              | Acton Vale, Qué.      |
| *Construction Goscobec Inc.               | Rivière-Du-Loup, Qué. |
| *Construction Polypus Internationale Ltee | Montréal, Qué.        |
| Construction Tag                          | Farnham, Qué.         |
| *Crawford Manufactured Homes Ltd          | Aldersyde, Alta.      |
| Forge Contracting Ltd.                    | Kamloops, B.C.        |
| General Eastern Homes Limited             | Amherst, N.S.         |
| Groupe Tremca Inc.                        | St-Luc, Qué.          |
| Le Groupe Master Ltée.                    | Montréal, Qué.        |
| Les Maisons Quebeco Inc.                  | Val D'Or, Qué.        |
| M.M.H. Prestige Homes Inc.                | Sussex, N.B.          |
| Marsh Steel Ltd.                          | Delta, B.C.           |
| Opsco Industries Ltd.                     | Calgary, Alta.        |
| Palawi Inc. Div. Canevabec 81 Enr.        | Rock Forest, Qué.     |
| Premium Distributors & Upholstery Ltd.    | Sydney, N.S.          |
| *Provincial Partitions Inc.               | Mississauga, Ont.     |
| Rebco Industries Ltd.                     | Calgary, Alta.        |
| Shelter '88'                              | Strathmore, Alta.     |
| Superior Custom Trailers Limited          | Thunder Bay, Ont.     |
| W.E. Canning Inc.                         | Montréal, Qué.        |
| W.E. Wilkinson Ltd.                       | Hamilton, Ont.        |
| *Warner Shelter Systems Limited           | Calgary, Alta.        |
| Wasea Metal Industries Ltd.               | Calgary, Alta.        |
| *Weatherhaven Resources Ltd.              | Vancouver, B.C.       |

\* Company engaged in export trade.



**PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED**  
**(H.S. 9406.00.99.90)**

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

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

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

**CANADIAN TRADE INDEX**

**Buildings, Prefabricated, Metal, Wood, etc.**

| <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, MATERIAL NOT SPECIFIED**  
**(H.S. 9406.00.99.90)**

**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.              |

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\* Company engaged in export trade.

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

The Canadian Manufacturers' Association  
One Yonge Street  
Toronto, Ontario  
M5E 1J9  
Tel.: (416) 363-7261  
Telex: 065-24693  
Fax.: (416) 363-3779

**PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED  
(H.S. 9406.00.99)**

**IX. CANADIAN AND FOREIGN TARIFFS**

Prefabricated buildings, material not specified included in this report are dutiable under the following Canadian tariff item:

| <u>Tariff<br/>Item</u> | <u>Description of Goods</u>  | <u>Tariff Treatment - 1991</u>                 |  |                                     |
|------------------------|------------------------------|--|--|-------------------------------------|
|                        |                              | <u>Most<br/>Favoured<br/>Nation<br/>Tariff</u> | <u>General<br/>Preferential<br/>Tariff</u> | <u>United<br/>States<br/>Tariff</u> |
|                        | Prefabricated buildings:     |  |  |                                     |
| 9406.00.99             | -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 and the Republic of Korea also qualify for the General System of Preference tariff treatment. In order to qualify for the General System of Preference, a special certificate of origin is required.

Enquiries concerning tariffs should be directed to the nearest Revenue Canada Customs and Excise office as listed on page two of this report.

**PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED  
(H.S. 9406.00.80)**

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

Prefabricated buildings, not elsewhere specified included in this report are dutiable under the following U.S. tariff item:

| <u>Tariff<br/>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> |
|                        | Prefabricated buildings:    |                             |                              |          |
| 9406.00.80             | -Other                      | 5.7%                        | FREE (A,E,IL)<br>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.

|                |   |    |
|----------------|---|----|
| <sup>(1)</sup> | Generalized System of Preferences         | A  |
|                | United States-Canada Free-Trade Agreement | CA |
|                | Caribbean Basin Economic Recovery Act     | 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, MATERIAL NOT SPECIFIED**  
(H.S. 9406.00.80.40)

**X. UNITED STATES' IMPORTS**

**BY MAJOR COUNTRY OF ORIGIN**

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

| Country<br>of Origin | 1989   | 1990  | 1991* | Average<br>Annual<br>Growth<br>Rate<br>1989-90 |
|----------------------|--------|-------|-------|--|
| -----                | ----   | ----  | ----  | -----  |
| Canada               |        |       |       | (%)  |
| Quantity (NO)        | 3 878  | 481   | 481   | -87.6  |
| Value (\$000)        | 1 704  | 2 129 | 2 263 | 25.0   |
| Fed. Rep. of Germany |        |       |       |  |
| Quantity (NO)        | 16 594 | 79    | 273   | -99.5  |
| Value (\$000)        | 1 008  | 642   | 106   | -36.3  |
| United Kingdom       |        |       |       |  |
| Quantity (NO)        | 1 293  | 56    | 21    | -95.7  |
| Value (\$000)        | 55     | 414   | 291   | 652.5  |
| Spain                |        |       |       |  |
| Quantity (NO)        | 32     | 105   | -     | 228.1  |
| Value (\$000)        | 113    | 386   | -     | 241.8  |
| Italy                |        |       |       |  |
| Quantity (NO)        | 2 416  | 3 380 | 4     | 39.9   |
| Value (\$000)        | 327    | 103   | 125   | -68.5  |
| Denmark              |        |       |       |  |
| Quantity (NO)        | 644    | 7     | 36    | -98.9  |
| Value (\$000)        | 19     | 98    | 129   | 414.4  |
| Japan                |        |       |       |  |
| Quantity (NO)        | -      | 2     | -     | 0.0  |
| Value (\$000)        | -      | 77    | -     | 0.0  |
| Mexico               |        |       |       |  |
| Quantity (NO)        | 1 641  | 12    | -     | -99.3  |
| Value (\$000)        | 498    | 64    | -     | -87.2  |
| Australia            |        |       |       |  |
| Quantity (NO)        | 14     | 4     | 1     | -71.4  |
| Value (\$000)        | 27     | 48    | 4     | 76.4   |
| Austria              |        |       |       |  |
| Quantity (NO)        | -      | 176   | -     | 0.0  |
| Value (\$000)        | -      | 44    | -     | 0.0  |
| Other                |        |       |       |  |
| Quantity (NO)        | 1 101  | 172   | 706   | -84.4  |
| Value (\$000)        | 291    | 83    | 963   | -71.4  |
|                      | -----  | ----- | ----- | -----  |
| Total                |        |       |       |  |
| Quantity (NO)        | 27 613 | 4 474 | 1 522 | -83.8  |
| Value (\$000)        | 4 042  | 4 088 | 3 882 | 1.2  |

Ranked in descending order by 1990 value.

Canada ranked 1 overall.

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

## **PREFABRICATED BUILDINGS, MATERIAL NOT SPECIFIED**

**(H.S. 9406.00.99.90)**

### **XI. MARKET OVERVIEW**

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

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

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

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

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

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

Murray Hardie  
Sector Strategy and Value-Added Products Division  
Forest Industries Branch  
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## DID YOU KNOW?

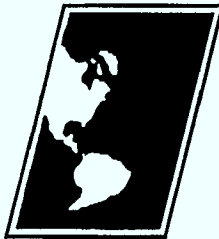
Effective May 1, 1991, the Market Intelligence Division of the Services to Business Branch of Industry, Science and Technology Canada became the Office of Primary Interest (OPI) for **dISTCcovery**. This service, developed by the New Brunswick Regional Office, is being implemented on a national basis 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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## FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division  
Services to Business Branch  
Industry, Science and Technology Canada  
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OR Sector Strategy and Value Added Products Division  
Forest Industries Branch  
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