

Canadian Exports of Roof Trusses into the U.S. Overall and by Region¹

Canadian Roof Truss Export Facts

Table 3-9

Roof trusses: Canadian shipments, exports, imports, and apparent Canadian consumption, 1997-2001

Year	Canadian shipments	Canadian exports ¹	Canadian imports	Apparent Canadian consumption	Ratio of imports to consumption
	Million Canadian dollars				Percentage
1997	308.6	37.3	(²)	271.3	(²)
1998	281.7	58.5	(²)	223.2	(²)
1999	296.1	105.5	(²)	190.6	(²)
2000	(³)	113.3	(²)	(³)	(³)
2001	(³)	108.2	(²)	(³)	(³)

¹ According to industry sources, almost all Canadian exports of roof trusses are exported to the United States.

Canadian exports are the value of U.S. imports of roof trusses from Canada (as reported by the U.S. Department of Commerce) converted to Canadian dollars using the annual average exchange rate of the U.S. dollar/Canadian dollar, as reported by the International Monetary Fund.

1. **Almost all Canadian exports of roof trusses go to the U.S.** These exports almost tripled between 1997 and 1999, from C\$37.3 million to C\$105.5 million, and in 1999 were equivalent to nearly 36% of Canadian shipments.
2. Exports of Canadian roof trusses to the U.S., on a unit basis, have likely increased each year since 2000.
3. Of those U.S. truss firms responding to the Commission producer questionnaire, 31% indicated that their firms had lost sales or revenue to Canadian competition.
4. **Canadian trusses are allegedly sold at prices approximately 30% less than that of Domestic sales.**
5. One industry official estimated that the **Canadian price advantage for lumber was 18% in the fourth quarter of 2002.**
6. Many of these **exports** are concentrated in the Border States, but some **have been shipped as far south as Southern California and Las Vegas.**
7. The primary market for these trusses has been single-family residential construction, although inroads have occurred in multi-family construction and light commercial construction.
8. The former softwood lumber agreement (SLA) and the current 27% combined countervailing duties (CVD) and anti-dumping duties (AD) do not apply to imports of trusses from Canada. Therefore, these trade actions may have **provided an incentive for Canadian firms**, the dominant supplier of softwood lumber and wood structural building components to the U.S., **to increase shipments to the U.S. of structural wood components** that contain softwood lumber, **thereby avoiding the duties or quotas** that would have been otherwise applied to softwood lumber therein.
9. **Canadian imports of trusses are minimal** when compared to the overall U.S. market size.

Facts on the Regional Export of Canadian Trusses

Table 4-3

Canadian roof truss exports: Share of total value by region of destination, 1997-2001

Region	1997	1998	1999	2000	2001
	----- Percent -----				
Midwest	58.7	59.0	57.3	57.3	48.2
Northeast	22.0	20.3	22.0	23.6	29.4
West	13.4	17.2	14.9	15.0	18.2
South	5.8	3.5	5.8	4.1	4.2

Source: USITC estimates based on export data from Statistics Canada.

1. Canadian export data show that exports of roof trusses to the United States were highly concentrated geographically.
2. 48% (by value) of all Canadian roof truss exports went to the Midwest in 2001.

Table D-4-7

Canadian roof truss exports: Share of total value by primary State of destination, 1997-2001

State	1997	1998	1999	2000	2001
	----- Percent -----				
Michigan	52.4	47.0	36.1	36.6	39.9
Washington	2.9	6.5	6.3	6.5	7.6
New Hampshire	2.9	2.2	4.1	5.5	7.6
New York	3.5	5.1	5.3	6.1	7.1
Vermont	4.7	2.9	4.2	3.5	4.0
California	2.3	1.1	0.9	2.2	3.9
Maine	3.4	2.0	2.3	2.2	3.0
Minnesota	0.2	1.9	2.1	2.1	2.5
Massachusetts	3.5	2.8	1.9	2.6	2.3
Ohio	2.1	2.9	11.2	13.0	2.3
All others ¹	22.1	25.6	25.6	19.8	20.0

¹ Includes all states that received less than 2 percent of Canadian roof truss exports in 2001.

Source: USITC estimates based on export data from Statistics Canada.

3. Michigan alone accounted for 40% of Canadian roof truss exports in 2001, while no other individual Midwestern State accounted for more than 3%.
4. The Northeast accounted for nearly 30% of Canadian roof truss exports. New Hampshire accounted for nearly 8%, New York for more than 7%, and Vermont for nearly 4%. All other Northeastern States accounted for less than 3% of total Canadian roof truss exports.
5. Western States accounted for 18% of Canadian roof truss exports, with Washington alone taking nearly 8% and California with 4%.
6. Less than 5% of Canadian roof truss exports went to states in the south in 2001.

ⁱ All facts taken directly from the U.S. International Trade Commission Publication 3596 entitled "Conditions of Competition in the U.S. Market for Wood Structural Building Components" from ITC Investigation No. 332-445 April 2003. U.S. International Trade Commission, Washington, DC 20436, www.usitc.gov