Surprisingly, the greatest amount of non-residential construction per architectural firm occurred in 1986 in Indiana and Nevada followed by Michigan, Minnesota, Maine, New Hampshire, Virginia and Tennessee (Fig. 20) due to the few firms having access to large capital outlays. Competition is therefore likely to be more fierce in New York State, Massachusetts, Maryland and Washington.

Canadian firms have the advantage over other foreign competition by virtue of location.

Clearly, without a particular specialty or an international reputation, Canadian firms can only compete on the basis of price. Their proximity to the U.S. market however, does provide a competitive edge compared to other foreign firms. It is comparatively easier for Canadians to establish a local office and/or enter into a joint venture type arrangements which give access to a larger slice of the government procurement market.

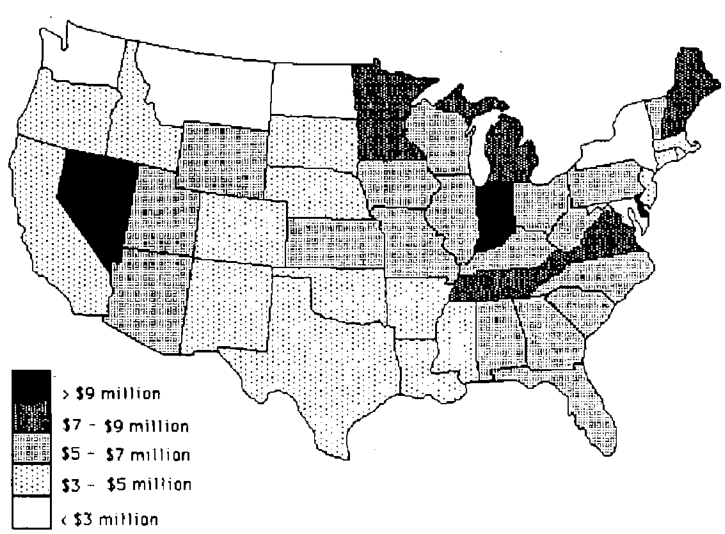

Figure 20: Ratio of Volume of Non-Residential Construction ($mil) to Number of Architectural Firms, 1986

Source: American Institute of Architects and U.S. Dept. of Commerce, Bureau of the Census