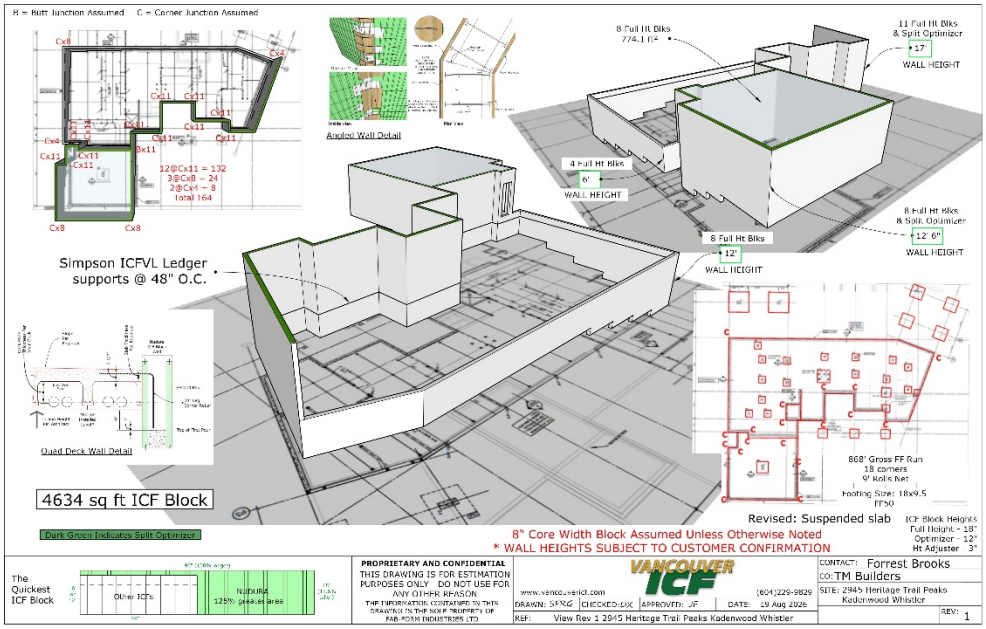
VancouverICF serves the local ICF market. We estimate projects, supply NUDURA block from our warehouse, rent out our bracing system and conduct full, hands on, training seminars in house.

We began distributing the Nudura® ICF and accessory products in August of 2014, and rapidly became one of North America's largest ICF distributors. The margins obtained from Nudura have enabled Fab-Form to continue to innovate in the concrete industry.

Fab-Form developed its own estimating program which provides accurate itemised quantities and a multiview 3D model showing the build with heights. Concrete volumes and even bacing lumber cut lists are also included. Due to our clear quotes and extensive technical experience we have a large number of repeat customers.

VancouverICF also allows our parent company, FAB-FORM INDUSTRIES, to gain practical testing of its products in the field. Zont bracing rental is a real world laboratory for potential weaknesses and durability issues. Contractors installation of FASTFOOT®, FAST TUBE® and future products can reveal real world usage concerns.



The Opportunity: Market Size

Area	Units started (order of)	Units that can take ICF walls	Total ICF	TAM ICF
Metro Vancouver apart. / high-rise	21,000	0	0	$0
Metro Vancouver SF + duplex	3,000	3,000	300	$4,590,000
Metro Vancouver townhouse / stacked	3,750	375	37.5	$573,750
Squamish / Whistler / Pemberton	500	325	32.5	$497,250
Eligible buildings	**28,250**	**3,700**	**370**	**$5,661,000**

Definitions:

Value of ICF basement	$15,000
Value of ICF to the roof	$45,000
% ICF to the roof	1%
Average	$15,300