

HF3221

.A1

C3

89119



Industry, Science and
Technology Canada

Industrie, Sciences et
Technologie Canada

MARKET INTELLIGENCE

METAL SALTS OF STEARIC ACID

Pub. No.: 89119-IP

March 1990



Canada



ID. 0457

METAL SALTS OF STEARIC ACID

Pub. No.: 89119-IP March 1990

INDUSTRY, SCIENCE
AND TECHNOLOGY CANADA
LIBRARY

JUL 24 1990
AEBH
BIBLIOTHÈQUE
INDUSTRIE, SCIENCE
ET TECHNOLOGIE CANADA.

FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-4970

OR Industrial Chemicals Division
Chemicals and Investments Directorate
Resource Processing Industries Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3018

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada Tel.: (613) 951-9647
Revenue Canada Tel.: (613) 954-6903
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) 954-6904

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

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.

TABLE OF CONTENTS

	PAGE
Introduction	5
Canadian Imports	5
Canadian Imports by Major Foreign Country of Origin	6
Canadian Production	7
Canadian Exports	7
United States' Imports	7
Market Summary	8
Import Market Concentration - 1988	9
Canadian Importers (1988)	10
Foreign Exporters to Canada (Jan.-Sept., 1989)	11



METAL SALTS OF STEARIC ACID

INTRODUCTION

This report is part of a continuing series designed to increase business awareness of the potential existing for production in Canada.

CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>Total 1988</u>	<u>Imports 1989 9 mos.</u>	<u>Major Country of Origin</u>	
			<u>% of Total Value 1988</u>	<u>1989 9 mos.</u>
Calcium stearate 2915.70.00.21				
Quantity (tonnes)	1 403	1 079	United States	United States
Value (\$000)	1 515	1 182	88	94
Zinc stearate 2915.70.00.22				
Quantity (tonnes)	547	356	United States	United States
Value (\$000)	859	620	85	81
Other salts of stearic acid 2915.70.00.29				
Quantity (tonnes)	289	215	United States	United States
Value (\$000)	535	406	73	65
TOTAL				
Quantity (tonnes)	2 239	1 650		
Value (\$000)	2 909	2 208		

Lists of 1988 Canadian importers and 1989 foreign exporters to Canada are given on pages 10 and 11 respectively.

METAL SALTS OF STEARIC ACID

CANADIAN IMPORTS BY MAJOR FOREIGN COUNTRY OF ORIGIN

CALCIUM STEARATE (2915.70.00.21)

Foreign Country of Origin	1988				Jan.-Sept. 1989			
	Quantity (tonnes)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/tonne)	Quantity (tonnes)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/tonne)
United States	1 265	1 339	88	1 059	1 031	1 112	94	1 079
Belgium	104	135	9	1 298	29	41	4	1 414
Other	34	41	3	1 206	19	29	2	1 526
TOTAL	1 403	1 515	100	1 080	1 079	1 182	100	1 095

ZINC STEARATE (2915.70.00.22)

Foreign Country of Origin	1988				Jan.-Sept. 1989			
	Quantity (tonnes)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/tonne)	Quantity (tonnes)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/tonne)
United States	457	734	85	1 606	272	504	81	1 853
Belgium	73	102	12	1 397	70	96	16	1 371
Italy	17	22	3	1 294	13	18	3	1 385
TOTAL	547	859	100	1 570	356	620	100	1 742

OTHER SALTS OF STEARIC ACID (2915.70.00.29)

Foreign Country of Origin	1988				Jan.-Sept. 1989			
	Quantity (tonnes)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/tonne)	Quantity (tonnes)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/tonne)
United States	212	393	73	1 854	130	263	65	2 023
Italy	28	38	7	1 357	30	48	12	1 600
United Kingdom	19	34	6	1 789	16	27	7	1 688
Other	30	70	13	2 333	39	68	17	1 744
TOTAL	289	535	100	1 851	215	406	100	1 888

METAL SALTS OF STEARIC ACID

CANADIAN PRODUCTION

There are three Canadian manufacturers of metal salts of stearic acid. Statistics Canada does not, however, publish data on production of these specific products.

CANADIAN EXPORTS

Statistics Canada reports Canadian exports of metal salts of stearic acid as follows:

<u>Description and Commodity Code</u>	<u>Total Exports</u>		<u>Major Country of Export</u>	
	<u>1988</u>	<u>1989</u> 9 mos.	<u>% of Total Value 1988</u>	<u>1989</u> 9 mos.
Palmitic acid, stearic acid, their salts and esters				
2915.70				
Quantity (tonnes)	1 861	293	United States	United States
Value (\$000)	3 172	594	95	51

UNITED STATES' IMPORTS

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

U.S. IMPORTS - JANUARY TO SEPTEMBER 1989

<u>H.S.* Product Code</u>	<u>Description</u>	<u>Quantity (tonnes)</u>		<u>Value (\$000)</u>	
		<u>Total</u>	<u>From Canada</u>	<u>Total</u>	<u>From Canada</u>
2915.70.00.20	Stearic acid	2 225	290	2 698	393
2915.70.00.50	Salts and esters of palmitic and stearic acids	738	256	1 628	483

* Prior to 1989, commodity coding was based on the Tariff Schedule of the United States (TSUSA). Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. Commencing January 1990, Canada and the United States will exchange import data. The above discrepancy between what Canada reports as exports to the United States and what the United States reports as imports from Canada will no longer exist.

METAL SALTS OF STEARIC ACID

MARKET SUMMARY

The metal soaps (salts) of saturated and unsaturated fatty acids have a number of prominent industrial applications. Of the many possible metal and fatty acid combinations that can be made, the stearic acid salts of calcium, barium, zinc, lead, magnesium and aluminum find greatest use. These stearates are variously marketed as lubricants and stabilizers in plastics and rubber, as water repellents, viscosity modifiers, pigment suspension and anti-caking agents, and as constituents in cosmetic and pharmaceutical preparations.

Certain metal stearate combinations, such as barium/cadmium, barium/zinc, calcium/zinc, and lead stearates constitute an important group of additives used to inhibit thermal degradation encountered in the processing of polyvinylchloride (PVC) plastic resins. The choice of a particular "stabilizer" combination depends on the end-product use and the process conditions employed. These "stabilizers" prevent the attendant loss of physical properties that would otherwise take place during the compounding and fabrication of the plastic materials.

It is estimated that the market for these classes of stabilizer formulations in Canada, including other constituent compounds, amounted to about three thousand tonnes in 1985. This market is growing at a rate of nearly five per cent per year. It has also been estimated that the U.S. domestic market for these products is expected to reach 36 thousand tonnes in 1990, with a growth rate of about two per cent per year.

Canada has three producers of metal stearates.

<u>Producer</u>	<u>No. and Type of Stearates</u>
H.L. Blachford Ltd. Montréal, Qué.	10 (Al, NH ₃ , Ba, Ca, Co, Pb, Li ³ , Mg, Na, Zn)
BGR Chemicals Pointe-Claire, Qué.	3 (Ca, Mg, Zn)
Witco Canada Inc. Willowdale, Ont.	4 (Ca, Mg, Na, Zn)

METAL SALTS OF STEARIC ACID

IMPORT MARKET CONCENTRATION - 1988

A) CALCIUM STEARATE

The principal 5 importers of calcium stearate accounted for 97 per cent of the total import value during 1988.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent of Total Value</u>
3	1 274	84
5	1 464	97
All Importers (19)	1 515	100

B) ZINC STEARATE

The principal 10 importers of zinc stearate accounted for 98 per cent of the total import value during 1988.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent of Total Value</u>
3	632	73
5	753	88
10	841	98
All Importers (22)	859	100

C) OTHER SALTS OF STEARIC ACID

The principal 15 importers of other salts of stearic acid accounted for 97 per cent of the total import value during 1988.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent of Total Value</u>
3	344	64
5	402	75
10	481	90
15	517	97
All Importers (27)	535	100

METAL SALTS OF STEARIC ACID

CANADIAN IMPORTERS - 1988

Importers of metal salts of stearic acid during 1988 are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available. The numbers in brackets following the names of the importers indicate the specific products they are importing as follows: (1) calcium stearate; (2) zinc stearate; and (3) other salts of stearic acid.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
3M Canada Inc.(2)	London, Ont.	Mallinckrodt Canada Inc.(2)(3)	Pointe-Claire, Qué.
Amisol Co. Ltd.(3)	Lachine, Qué.	Michelin Tires (Canada) Ltd.(2)	New Glasgow, N.S.
Amway Manufacturing Co. Ltd.(2)	London, Ont.	Minerals & Chemicals	
Avon Canada Inc.(1)	Pointe-Claire, Qué.	Ltd.(1)(2)(3)	Montréal, Qué.
BDH Chemicals Canada		Miramichi Pulp & Paper Inc.(1)	Newcastle, N.B.
Limited(1)(3)	Toronto, Ont.	Norwich Eaton Pharmaceuticals	
Boise Cascade Canada Ltd.(1)	Newcastle, N.B.	Inc.(2)	Cambridge, Ont.
Borg-Warner Chemicals, Div. of		Novacor Chemicals Ltd.(1)	Calgary, Alta.
Borg-Warner (Canada) Ltd.(3)	Cobourg, Ont.	Nuodex Canada Ltd.(2)	Toronto, Ont.
Burroughs Wellcome Ltd.(3)	Kirkland, Qué.	Pennwalt Inc.(1)	Oakville, Ont.
Clifton Company Ltd., The(3)	Toronto, Ont.	Pharmetics Ltd.(3)	Montréal, Qué.
Colloids Canada Inc.(3)	St. Catharines, Ont.	Pigment & Chemical Co. Ltd.,	
Cosmair Canada Inc.(2)	St-Laurent, Qué.	The(3)	Côte-St-Luc, Qué.
Degussa (Canada) Ltd.(3)	Burlington, Ont.	Polysar Ltd., Plastics Div.(2)	Cambridge, Ont.
Dempsey, Frank E & Sons Ltd.(2)	Toronto, Ont.	Polysar Ltée., A/S Infobec Inc.(2)	Laval, Qué.
Dupli-Color Canada Ltd.(1)	Scarborough, Ont.	Pratt and Lambert Inc.(2)(3)	Fort Erie, Ont.
Earl Sergeant Ltd.(2)	Leamington, Ont.	Precision Rubber Products	
Eli Lilly Canada Inc.(3)	Scarborough, Ont.	Canada Ltd.(3)	Orillia, Ont.
Estee Lauder Cosmetic Ltd.(2)(3)	Agincourt, Ont.	Puratos Canada Inc.(1)	Mississauga, Ont.
Firestone Canada Inc.(3)	Hamilton, Ont.	Reagens Canada Ltd.(1)(2)(3)	Woodbridge, Ont.
Fraser Inc.(1)	Edmundston, N.B.	Relcon Inc.(1)	Brampton, Ont.
Fritzscht Dodge & Olcott Canada		Stahl Finish (Canada) Ltd.(2)	St-Laurent, Qué.
Ltd.(3)	Mount Royal, Qué.	Sterling Division of Crown	
Grace, W R & Company Canada		Diamond Paints Ltd.(1)	St. Catharines, Ont.
Ltd.(1)	Ajax, Ont.	Sterling Tube Inc.(2)	Scarborough, Ont.
Harrisons & Crosfield (Canada)		Stuart, D A, Oil Inc.(1)	Scarborough, Ont.
Ltd.(3)	Willowdale, Ont.	Syntex Inc.(3)	Mississauga, Ont.
Henkel Canada Ltd.(1)	Hamilton, Ont.	Tempo Chemicals Inc.(3)	Toronto, Ont.
Herdt & Charton (1971) Inc.	Montréal, Qué.	Upjohn Company of Canada,	
Himont Canada Inc.(1)	Mississauga, Ont.	The(3)	Don Mills, Ont.
Kaufman Footwear, Div. of		Ward Robertson Chemicals &	
William H Kaufman Inc.(2)	Kitchener, Ont.	Commodities Ltd.(3)	Scarborough, Ont.
Lake Ontario Cement Ltd.(1)	Toronto, Ont.	Westra (1969) Ltd.(2)	Pointe-Claire, Qué.
Macnaughton-Brooks Ltd.(2)	Weston, Ont.	Witco Canada Inc.(1)(2)(3)	Willowdale, Ont.
		Wyeth Ltd.(3)	Windsor, Ont.

METAL SALTS OF STEARIC ACID
FOREIGN EXPORTERS TO CANADA

JANUARY - SEPTEMBER 1989

Major exporters to Canada of metal salts of stearic acid are listed in descending order of dollar value by major country of origin. These exporters accounted for 77 per cent of the total value of Canadian imports during the period January - September 1989.

A) CALCIUM STEARATE

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada Jan.-Sept. 1989 (\$000)</u>
United States	Synthetic Products Co.	559
	Miramichi Pulp & Paper)	478*
	Sequa Chemicals)	
	Euclid Chemical Co.)	

B) ZINC STEARATE

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada Jan.-Sept. 1989 (\$000)</u>
United States	Witco Chemical Corp.)	243*
	Michelin Tire Corp.)	
	Synthetic Products Co.	102
	Huls America Inc.)	113*
Mallinckrodt Inc.)		

C) OTHER SALTS OF STEARIC ACID

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada Jan.-Sept. 1989 (\$000)</u>
United States	Witco Chemical Corp.)	217*
	RTD Chemicals Corp.)	
	Harwick Chemical Corp.)	

* Aggregated to preserve confidentiality of Canadian importers.

