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# MARKET INTELLIGENCE

## CHLORINE

Pub. No.: 90020-IP

June 1990



Canada





ID. 89-0478

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Pub. No.: 90020-IP

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## 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) 954-3073

## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada Tel.: (613) 951-9647  
Revenue Canada Tel.: (613) 954-6904  
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  
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Tariff Programs  
Revenue Canada  
Customs and Excise  
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Enquiries concerning tariffs and other  
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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.

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## CHLORINE

### INTRODUCTION

This report is part of a continuing series designed to increase business awareness of the potential existing for production in Canada. It is important, however, to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This profile is based on data from several sources, including some which are not (readily) available publicly, for the following Harmonized System (H.S.), import commodity code:

### CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>Total Imports</u>			<u>Major Country of Origin</u>	
	<u>1988</u>	<u>1989</u>	<u>1990</u> 3 mos.	<u>% of Total Value</u> <u>1988</u>	<u>1989</u>
Chlorine					
2801.10					
Quantity (tonnes)	49 909	48 642	10 088	U.S.A.	U.S.A.
Value (\$000)	10 164	9 147	1 824	99.5	99.3

Lists of 1988 Canadian importers and 1989 foreign exporters to Canada are given on pages 11 and 12 respectively.

### CANADIAN IMPORTS BY MAJOR FOREIGN COUNTRY OF ORIGIN

<u>Foreign Country of Origin</u>	<u>1988</u>				<u>1989</u>			
	<u>Quantity</u> (tonnes)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/tonne)	<u>Quantity</u> (tonnes)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/tonne)
United States	49 700	10 116	99.5	204	48 478	9 084	99.3	187
Other	208	48	0.5	231	165	63	0.7	382
TOTAL	49 909	10 164	100	204	48 642	9 147	100	180

## CHLORINE

### CANADIAN PRODUCTION

There are at least 15 Canadian manufacturers of chlorine. Statistics Canada reports production of this product as follows:

#### Canadian Production

<u>Commodity Description</u>	<u>1988</u> (tonnes)	<u>1989</u> (tonnes)	<u>Jan.-April 1990</u> (tonnes)	<u>% Change 1989/1988</u> (tonnes)
Chlorine	1 664 221	1 591 537	545 930	-4.4

### CANADIAN EXPORTS

Statistics Canada reports Canadian exports of chlorine as follows:

<u>Description and Commodity Code</u>	<u>Total Exports</u>		<u>Major Country of Export Total Value</u>	
	<u>1988</u>	<u>1989</u>	<u>1988</u>	<u>1989</u>
Chlorine				
2801.10				
Quantity (tonnes)	363 411	322 430	U.S.A.	U.S.A.
Value (\$000)	62 056	45 951	61 677	45 617
Average Unit Price (\$/tonne)	171	143		

## CHLORINE

### UNITED STATES' IMPORTS

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

#### U.S. IMPORTS - 1989

<u>Commodity*</u> <u>Code</u>	<u>Description</u>	<u>Total Imports</u>		<u>Major Country of Export to U.S.</u>		
		<u>Quantity</u> (tonnes)	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)	<u>% of Total</u>
2801.10	Chlorine	287 123	38 891	Canada	38 847	99.9

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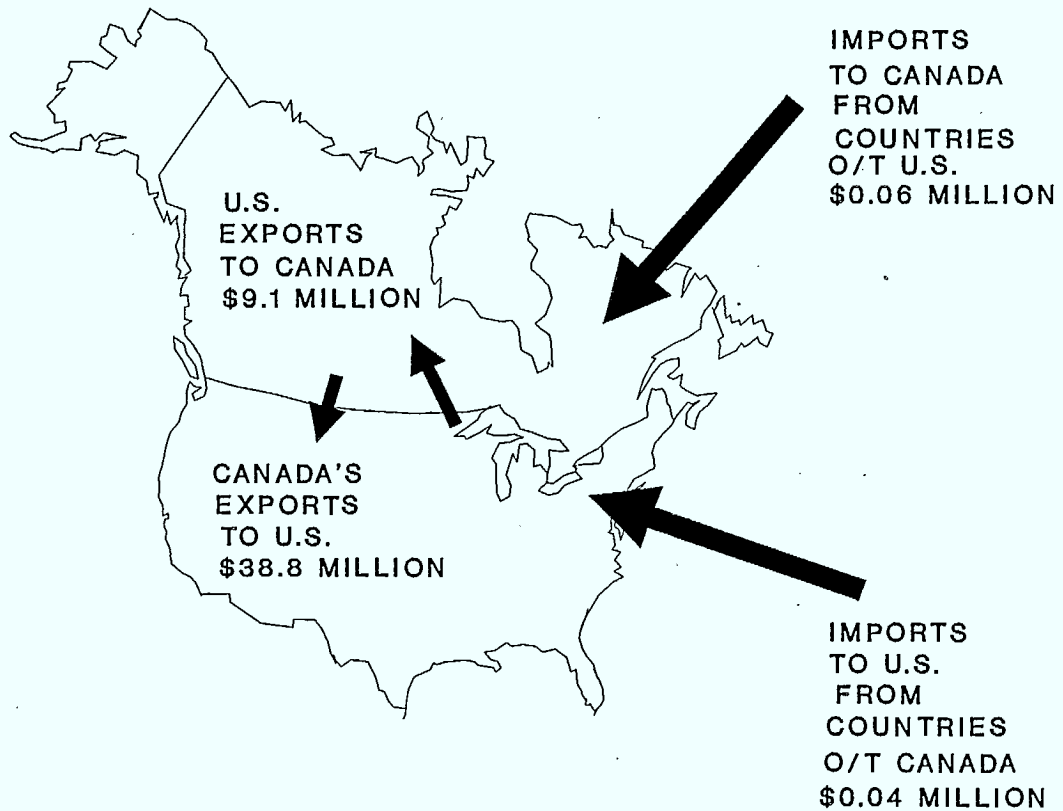
\* Prior to 1989, commodity coding was based on the Tariff Schedule of the United States (TSUSA). Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. Commencing January 1990, Canada and the United States have been exchanging import 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 for trade from January 1, 1990.



## CHLORINE

### NORTH AMERICAN IMPORTS\*

1989



North America Imports - \$0.1 Million\*

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\* Excludes Canada - U.S. Bilateral Trade; Excludes Mexico

## CHLORINE

### NORTH AMERICAN IMPORTS\*

	1989 <u>Value</u> (\$000)
<b>CANADA'S IMPORTS</b>	
From the United States	9 084
From Other Countries	63
<b>U.S. IMPORTS</b>	
From Canada	38 847
From Other Countries	44
<b>NORTH AMERICA'S IMPORTS*</b>	109

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\* Excludes Canada - U.S. Bilateral Trade; Excludes Mexico

## CHLORINE

### MARKET SUMMARY

Canada - 1988

	<u>Chlorine End Use as Per Cent of Total</u>	<u>Tonnes (000)</u>	<u>Forecast Per Cent Growth/Year Through 1993</u>
Ethylene Dichloride	46	645	1.5
Pulp and Paper	36	505	-7
Other (Chlorinated Solvents, Propylene Oxide, etc.)	<u>18</u>	<u>264</u>	<u>1.5</u>
TOTAL	100	1 414	-2

In the period through 1993, a decline in pulp and paper end use (7 per cent per year) will be only partly offset by modest growth in the other end uses. On average, -2 per cent growth is forecast leaving total domestic usage in 1993 at about 1 336 kilotonnes per year.

Exports are forecast to continue at 20-22 per cent of production, and imports at 4-6 per cent of the total domestic market in the 1989-1993 period.

#### Market Outlook

Over 90 per cent of the chlorine consumed in pulp and paper is for kraft pulp bleaching. While kraft pulp production is expected to grow, a 7 per cent per year drop in consumption of chlorine is forecast to continue. This change is being driven by new environment regulations which have not been finalized. Perhaps by the end of 1990, more reliable forecasts will be possible.

## CHLORINE

### CANADIAN IMPORTERS - 1988

The principal 5 importers of chlorine, accounted for 91 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>
5	9 239	90.9
10	9 872	97.1
15	10 038	98.8
25	10 138	99.7
All Importers (54)	10 164	100.0

The principal 25 importers are listed below in alphabetical order.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Air Products Canada Ltd.	Allentown, PA, USA*	Kingsley & Keith (Canada) Inc.	Etobicoke, Ont.
Atlantic Purification Systems Ltd.	Dartmouth, N.S.	Lawrasons Chemicals Ltd.	London, Ont.
C I L Inc.	Willowdale, Ont.	MacKenzie & Feimann Ltd.	North Vancouver, B.C.
Capital Pool Industries Ltd.	Mississauga, Ont.	Parameter Control Ltd.	Kitchener, Ont.
Cardiovision Supplies Inc.	Gormley, Ont.	Pennwalt Inc.	Oakville, Ont.
Celgar Pulp Company	Castlegar, B.C.	Prairie Industrial Chemicals Inc.	Saskatoon, Sask.
CIP Inc.	Vancouver, B.C.	Ronsco Supply Company Ltd.	Montréal, Qué.
	Montréal, Qué.	Safety Supply Canada Ltd.	Richmond Hill, Ont.
Crown Forest Industries Ltd.	New Westminster, B.C.	Sani-Marc Inc.	Victoriaville, Qué.
Fryston Canada Inc.	Mississauga, Ont.	Uniroyal Chemical Ltd.	Elmira, Ont.
Imperial Oil Ltd.	Toronto, Ont.	Water Conditioning Canada Ltd.	Regina, Sask.
Jarvis Industries Canada Ltd.	Richmond Hill, Ont.	Welland Chemical Ltd.	Mississauga, Ont.
Kert Chemical Industries Inc.	Weston, Ont.	Weyerhaeuser Canada Ltd.	Kamloops, B.C.

\* Non resident importer



## CHLORINE

### FOREIGN EXPORTERS TO CANADA

JANUARY - SEPTEMBER 1989

Major exporters to Canada of chlorine are listed by major country of origin in descending order of dollar value. These exporters accounted for 95 per cent of the total value of Canadian imports during the period January to September 1989.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada Jan.-Sept. 1989 (\$000)</u>
United States	Pennwalt Corporation )	4 786*
	Weyerhaeuser Company )	
	Occidental Chemical Corp.	1 611
	Olin Corp.	753
	Georgia Pacific Corp.	456

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\* Aggregated to preserve confidentiality of Canadian importers.

