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# MARKET INTELLIGENCE

## HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

Pub. No.: 90021-IP

June 1990



Canada



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Ottawa, Ontario  
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## 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  
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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  
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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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# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## 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.

The data presented in this report encompass all grades and concentrations of hydrogen chloride present in aggregated form. In addition, unit prices may vary between import and export data according to the dominance of hydrogen chloride produced "on purpose" and that produced as a by-product.

This profile is based on data from several sources, including some which are not readily available, 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>
Hydrogen chloride 2806.10					
Quantity (tonnes)	22 437	32 185	8 892	U.S.A.	U.S.A.
Value (\$000)	2 394	3 121	842	95	96

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	21 448	2 269	95	106	30 948	2 988	96	97
Other	990	124	5	125	1 236	133	4	108
TOTAL	22 437	2 394	100	107	32 185	3 121	100	97

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## CANADIAN PRODUCTION

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

### Canadian Production

<u>Commodity Description</u>	<u>1988 (tonnes)</u>	<u>1989 (tonnes)</u>	<u>Jan.-April 1990 (tonnes)</u>	<u>% Change 1989/1988</u>
Hydrochloric acid	179 502	179 736	63 891	0.1

## CANADIAN EXPORTS

Statistics Canada reports Canadian exports of hydrogen chloride 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>
Hydrogen chloride				
2806.10				
Quantity (tonnes)	124 221	100 790	U.S.A.	U.S.A.
Value (\$000)	7 943	6 499	7 808	6 463
Average Unit Price (\$/tonne)	64	64		

## HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

### UNITED STATES' IMPORTS

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

#### U.S. IMPORTS - 1989

<u>Product*</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>
2806.10	Hydrogen chloride	97 201	7 162	Canada	6 430	90

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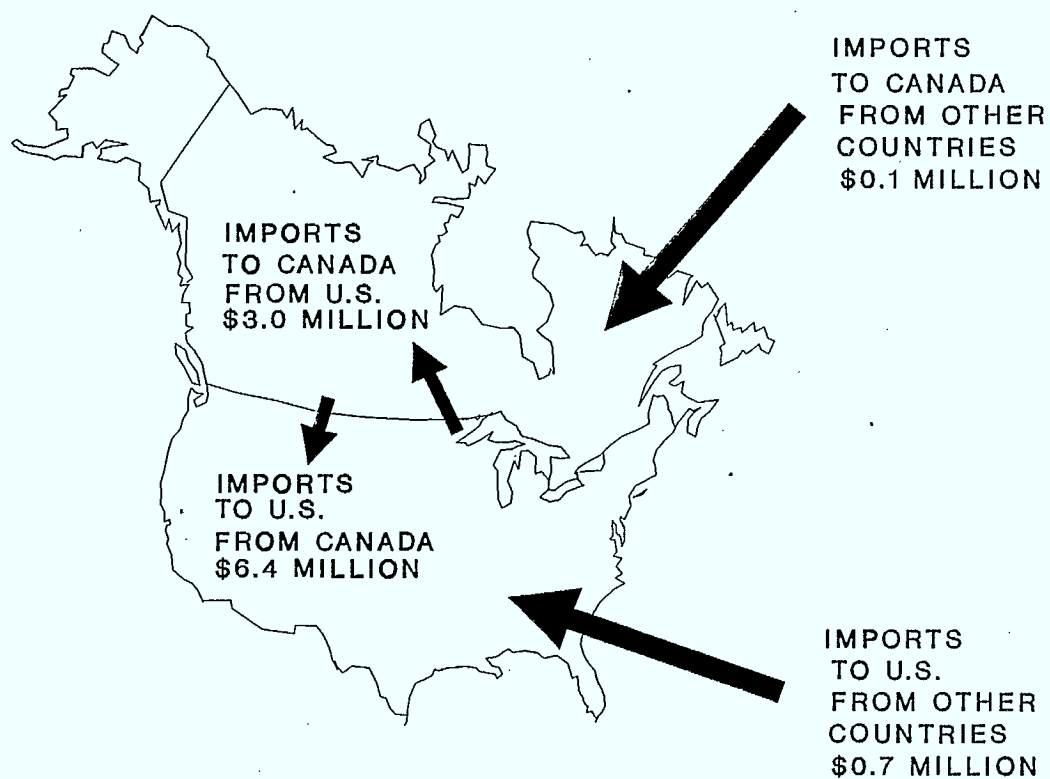
\* Prior to 1989, commodity coding was based on the Tariff Schedule of the United States (TSUSA). Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. Commencing January 1990, Canada and the United States have been exchanging import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



# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## NORTH AMERICAN IMPORTS\*

1989



**Total North America Imports - \$0.8 Million\***

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

**HYDROGEN CHLORIDE  
(HYDROCHLORIC ACID)**

**NORTH AMERICAN IMPORTS\***

	<u>1989</u> <u>Value</u> <u>(\$000)</u>
<b>CANADA'S IMPORTS</b>	
From the United States	2 988
From Other Countries	133
<b>U.S. IMPORTS</b>	
From Canada	6 430
From Other Countries	732
<b>NORTH AMERICA'S IMPORTS*</b>	865

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

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## MARKET SUMMARY

CANADA - 1988

<u>Product</u>	<u>Hydrochloric Acid End Use As Per Cent of Total</u>	<u>Tonnes (000) 100 Per Cent Basis</u>	<u>Forecast Per Cent Growth/Year Through 1993</u>
Brine Purification	40	60	3
Steel Mill Pickling	9	14	2
Ethyl Chloride	9	13	Nil
Ferric Chloride	9	13	3
Oil Well Acidizing	7	10	2
Pulp and Paper (includes sodium chlorate)	6	9	7.5
Metallurgy, Metal Working	6	9	2
1,1,1, Trichloro-Ethane	3	5	Nil
Miscellaneous	<u>11</u>	<u>17</u>	<u>1</u>
TOTAL	100	150	2

Canadian production in 1988 was at about 2/3 of name plate capacity. In the period through 1993, only modest growth of two per cent per year is forecast. Highest growth will be for production of sodium chlorate for pulp bleaching; on the other hand, it appears that environmental concerns will result in zero or negative growth for chemicals such as ethyl chloride and trichloro-ethane. Should reported new magnesium metal production projects go forward, an additional 50 ktonnes (100 per cent basis) could be required above and beyond these estimates.

Exports, nearly all to the U.S., are expected to continue at about 40 ktonnes per year (100 per cent basis) through 1993, which represents about 16 per cent of Canadian production. Imports are expected to remain at about 10 ktonnes per year (100 per cent basis).

Production consists of both byproduct grades (mostly from production of vinyl chloride and chlorofluorocarbons) and "on-purpose" grades. The latter are specified for certain end uses and generally command a higher price.

Although one producer (ICI Canada) expanded its "on-purpose" production at Bécancour this year, the need to dispose of additional by-product acid from increased chemical production will add to overcapacity. In the U.S., too, there is much overcapacity (1.6 - 2.0 pounds supply per pound demand) so that Canadian export growth will be difficult.

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## CANADIAN IMPORTERS - 1988

The principal 25 importers of hydrogen chloride accounted for 86 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	1 423	59
10	1 797	75
15	1 915	80
25	2 066	86
All Importers (100)	2 394	100

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*	Great Western Chemical Company Inc.	Portland, OR, USA*
Amplex Chemical Products Ltd.	St-Laurent, Qué.	Johns Scientific Inc.	Toronto, Ont.
Atlas Steels Co., A Div. of		Lamoureux International Inc.	Montréal, Qué.
Rio Algom Mines Ltd.	Welland, Ont.	LCP Chemical, Div. of Hamlin Group Inc.	Montréal, Qué.
Ayerst McKenna & Harrison Inc.	St-Laurent, Qué.	Liquid Carbonic Canadian Corp. Ltd.	Toronto, Ont.
C I L Inc.	Willowdale, Ont.	Mallinckrodt Canada Inc.	Pointe-Claire, Qué.
Caledon Laboratories Limited	Georgetown, Ont.	Occidental Chemical Corp.	Pottstown, PA, USA*
Calgon Corp., Commercial Div.	St. Louis, MO, USA*	Safety Supply Canada Ltd.	Richmond Hill, Ont.
Champion Litho Products Ltd.	Mississauga, Ont.	SPE Limited	Rexdale, Ont.
Cyanamid Canada Inc.	Willowdale, Ont.	Tantex Chemicals Co. Ltd.	Ville-d'Anjou, Qué.
Delta Scientific Laboratory Products Ltd.	Downsview, Ont.	Union Carbide Canada Ltd.	Toronto, Ont.
Dow Chemical Canada Inc.	Sarnia, Ont.	Van Waters & Rogers Ltd.	Richmond, B.C.
Fanchem Ltd.	Detroit, MI, USA*		
Great Lakes Biochemical (Canada) Ltd.	Markham, Ont.		

\* Non resident importer

## HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

### FOREIGN EXPORTERS TO CANADA

JANUARY - SEPTEMBER 1989

Major exporters to Canada of hydrogen chloride are listed by major country of origin in descending order of dollar value. These exporters accounted for 70 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	Occidental Chemical Corp.	950
	LCP Chemicals )	
	Pennwalt Corp. )	488*
	Hipure Chemical Co. )	
	Dow Chemical International )	178*
	Vulcan Chemicals )	

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\* Aggregated to preserve confidentiality of Canadian importers.

