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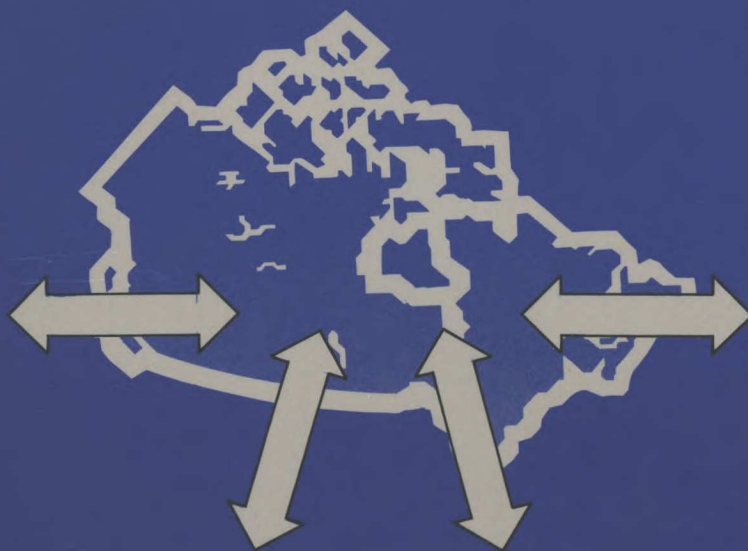
Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

## SODIUM CHLORATE

Pub. No.: 90022-IP

June 1990



Canada



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## FOR MORE INFORMATION PLEASE CONTACT:

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Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
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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  
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 | 5    |
| Canadian Production                                 | 6    |
| Canadian Exports                                    | 6    |
| United States' Imports                              | 7    |
| North American Imports                              | 8    |
| Market Summary                                      | 10   |
| Canadian Importers (1988)                           | 11   |
| Foreign Exporters to Canada (Jan.-Sept. 1989)       | 12   |



# SODIUM CHLORATE

## 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<br/>Commodity Code</u> | <u>Total Imports</u> |             |             | <u>Major Country<br/>of Origin</u> |                         |
|---|----------------------|-------------|-------------|------------------------------------|-------------------------|
|   | <u>1988</u>          | <u>1989</u> | <u>1990</u> | <u>% of Total Value</u>            | <u>% of Total Value</u> |
|   |                      |             | 3 mos.      | <u>1988</u>                        | <u>1989</u>             |
| Sodium Chlorate                           |                      |             |             |                                    |                         |
| 2829.11                                   |                      |             |             |                                    |                         |
| Quantity (tonnes)                         | 4 063                | 7 945       | 3 955       | U.S.A.                             | Finland                 |
| Value (\$000)                             | 2 052                | 4 330       | 2 469       | 84                                 | 37                      |

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<br/>Country<br/>of Origin</u> | <u>1988</u>                 |                         |   |   | <u>1989</u>                 |                         |   |   |
|--|-----------------------------|-------------------------|---|---|-----------------------------|-------------------------|---|---|
|  | <u>Quantity</u><br>(tonnes) | <u>Value</u><br>(\$000) | <u>Import<br/>Market<br/>Share</u><br>(% based<br>on value) | <u>Average<br/>Unit<br/>Price</u><br>(\$/tonne) | <u>Quantity</u><br>(tonnes) | <u>Value</u><br>(\$000) | <u>Import<br/>Market<br/>Share</u><br>(% based<br>on value) | <u>Average<br/>Unit<br/>Price</u><br>(\$/tonne) |
| Finland                                  | -                           | -                       | -   | -   | 2 520                       | 1 614                   | 37  | 640   |
| United States                            | 3 612                       | 1 717                   | 84  | 475   | 2 262                       | 1 157                   | 27  | 511   |
| Sweden                                   | -                           | -                       | -   | -   | 1 673                       | 803                     | 19  | 480   |
| Chile                                    | -                           | -                       | -   | -   | 982                         | 479                     | 11  | 488   |
| France                                   | 451                         | 334                     | 16  | 741   | -                           | -                       | -   | -   |
| Other                                    | -                           | -                       | -   | -   | 508                         | 274                     | 6   | 539   |
| TOTAL                                    | 4 063                       | 2 052                   | 100   | 505   | 7 945                       | 4 330                   | 100   | 545   |

## SODIUM CHLORATE

### CANADIAN PRODUCTION

There are at least 13 Canadian manufacturers of sodium chlorate. Statistics Canada reports production of this product as follows:

| <u>Commodity Description</u> | <u>1988</u><br>(tonnes) | <u>1989</u><br>(tonnes) | <u>Jan.-April</u><br><u>1990</u><br>(tonnes) | <u>% Change</u><br><u>1989/1988</u> |
|------------------------------|-------------------------|-------------------------|--|-------------------------------------|
| Sodium chlorate              | 503 269                 | 593 314                 | 218 957                                      | 17.9                                |

### CANADIAN EXPORTS

Statistics Canada reports Canadian exports of sodium chlorate as follows:

| <u>Description and Commodity Code</u> | <u>Total Exports</u> |             | <u>Major Country of Export</u><br><u>Total Value</u> |             |
|---------------------------------------|----------------------|-------------|--|-------------|
|                                       | <u>1988</u>          | <u>1989</u> | <u>1988</u>  | <u>1989</u> |
| Sodium chlorate                       |                      |             |  |             |
| 2829.11                               |                      |             |  |             |
| Quantity (tonnes)                     | 191 472              | 199 242     | U.S.A.   | U.S.A.      |
| Value (\$000)                         | 71 642               | 79 961      | 68 078   | 75 461      |
| Average Unit Price (\$/tonne)         | 374                  | 401         |  |             |

## SODIUM CHLORATE

### UNITED STATES' IMPORTS

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

#### U.S. IMPORTS - 1989

| <u>Commodity*</u><br><u>Code</u> | <u>Description</u> | <u>Total Imports</u>        |                         | <u>Major Country of Export to U.S.</u> |                         |                   |
|----------------------------------|--------------------|-----------------------------|-------------------------|--|-------------------------|-------------------|
|                                  |                    | <u>Quantity</u><br>(tonnes) | <u>Value</u><br>(\$000) | <u>Country</u>                         | <u>Value</u><br>(\$000) | <u>% of Total</u> |
| 2829.11                          | Sodium chlorate    | 300 851                     | 110 193                 | Canada                                 | 105 675                 | 96                |

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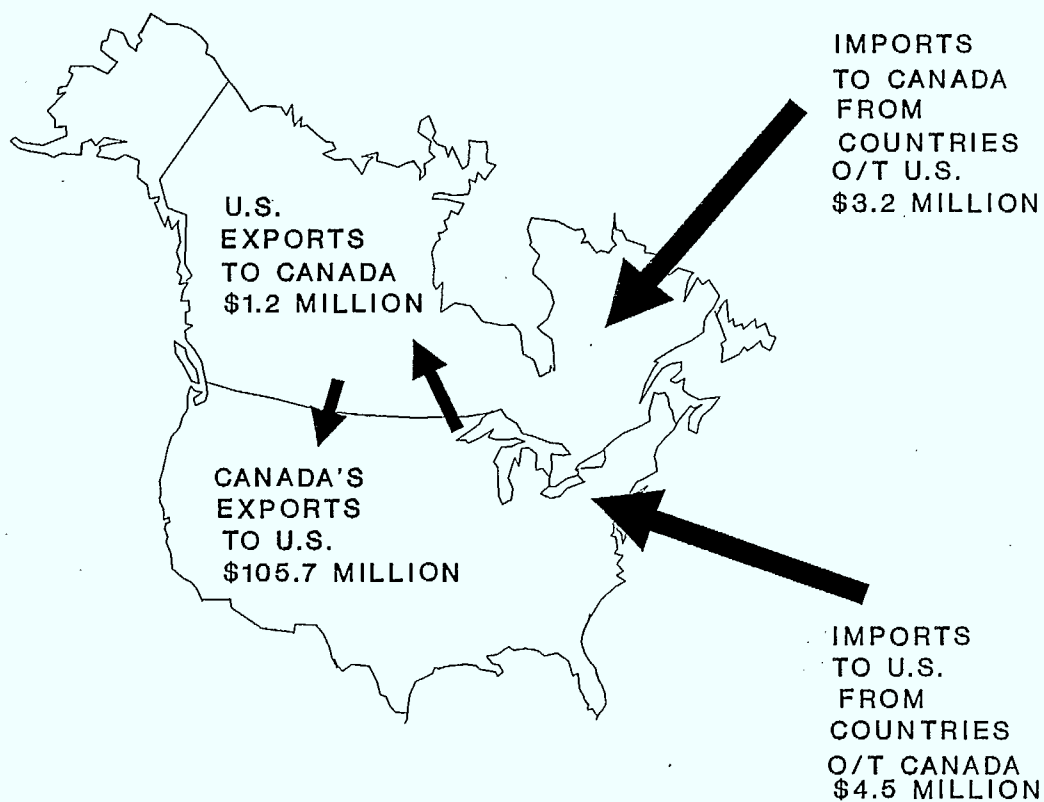
\* Prior to 1989, commodity coding was based on the Tariff Schedule of the United States (TSUSA). Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. Commencing January 1990, Canada and the United States have been exchanging import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



## SODIUM CHLORATE

### NORTH AMERICAN IMPORTS\*

1989



North America Imports - \$7.7 Million\*

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

## SODIUM CHLORATE

### NORTH AMERICAN IMPORTS\*

|                                 | <u>1989</u><br><u>Value</u><br><u>(\$000)</u> |
|---------------------------------|---|
| <b>CANADA'S IMPORTS</b>         |   |
| From the United States          | 1 157   |
| From Other Countries            | 3 173   |
| <b>U.S. IMPORTS</b>             |   |
| From Canada                     | 105 675                                       |
| From Other Countries            | 4 518   |
| <b>NORTH AMERICA'S IMPORTS*</b> | 7 691   |

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

## SODIUM CHLORATE

### MARKET SUMMARY

Canada - 1988

|                          | <u>Sodium Chlorate<br/>End Use as<br/>Per Cent of Total</u> | <u>Tonnes<br/>(000)</u> | <u>Forecast Per Cent<br/>Growth/Year<br/>Through 1993</u> |
|--------------------------|---|-------------------------|---|
| Pulp Bleaching           | 96  | 279                     | 11  |
| Uranium Processing       | 3   | 10                      | -   |
| Other                    | <u>1</u>  | <u>2</u>                | <u>-</u>  |
| TOTAL                    | 100   | 291                     | 11  |
| Exports (Primarily U.S.) |   | 191                     | 7.5   |

Rapid growth is expected over the next several years in both Canadian and export markets, as pulp mills continue to replace part of the chlorine used in bleaching with chlorine dioxide generated from purchased sodium chlorate.

Should new environmental regulations mandate lower pulp mill chlorinated hydrocarbon concentrations in effluent, even higher levels of sodium chlorate usage can be visualized. On the other hand, oxygen delignification facilities at mills would reduce sodium chlorate need, and as well, some mills may opt for production of their own chemicals on site, thus reducing merchant sodium chlorate demand.

By year end 1990, when a more clear definition of environmental regulations is available, more meaningful forecasts will be possible.

## SODIUM CHLORATE

### CANADIAN IMPORTERS - 1988

The principal 10 importers of sodium chlorate accounted for 99 per cent of the total import value during 1988.

| <u>Principal<br/>Importers</u><br>(No.) | <u>Cumulative<br/>Value</u><br>(\$000) | <u>Per Cent of<br/>Total Value</u> |
|---|--|------------------------------------|
| 5                                       | 1 865                                  | 91                                 |
| 10                                      | 2 034                                  | 99                                 |
| All Importers (16)                      | 2 053                                  | 100                                |

The 16 importers are listed below in alphabetical order.

| <u>Name</u>                  | <u>Address</u>        | <u>Name</u>                    | <u>Address</u>        |
|------------------------------|-----------------------|--------------------------------|-----------------------|
| Anachemia Ltd.               | Lachine, Qué.         | ERCO Industries Ltd.           | North Vancouver, B.C. |
| Atochem Canada Inc.          | Scarborough, Ont.     | Formulex Inc.                  | Laval, Qué.           |
| BC Forest Products Ltd.      | Vancouver, B.C.       | Hewlett-Packard (Canada) Ltd.  | Mississauga, Ont.     |
| Caledon Laboratories Ltd.    | Georgetown, Ont.      | Howe Sound Pulp and Paper Ltd. | Vancouver, B.C.       |
| Celgar Pulp Company.         | Castlegar, B.C.       | Prince Albert Pulp Co. Ltd.,   |                       |
| Chemonics Scientific Ltd.    | Calgary, Alta.        | Saskatoon Chemical Div.        | Saskatoon, Sask.      |
| CIBA Vision Care Inc.        | Mississauga, Ont.     | Van Waters & Rogers Ltd.       | Richmond, B.C.        |
| CIP Inc.                     | Vancouver, B.C.       | Willox Graphics Supplies,      |                       |
|                              | Montréal, Qué.        | O/B Lower Case Ventures Ltd.   | Vancouver, B.C.       |
| Crown Forest Industries Ltd. | Campbell River, B.C.  |                                |                       |
|                              | New Westminster, B.C. |                                |                       |

## SODIUM CHLORATE

### FOREIGN EXPORTERS TO CANADA

JANUARY - SEPTEMBER 1989

Major exporters to Canada of sodium chloride are listed in descending order of dollar value. These exporters accounted for 96 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<br/>to Canada<br/>Jan.-Sept. 1989<br/>(\$000)</u> |
|----------------|---------------------------|---|
| United States  | Pennwalt Corporation      | 997   |
| Sweden         | Alby Kemi AB              | 1 285*  |
| Chile          | Alby Quimica Chilena Ltd. |   |
| Finland        | Nokia Corp.               |   |

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\* Aggregated to preserve confidentiality of Canadian importers.

