

HF3221

.A1

C3

91017 c.2



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

## NATURAL MAGNESIUM CARBONATE (MAGNESITE)

Pub. No.: 91017-IP

July 1991



Canada



## NATURAL MAGNESIUM CARBONATE (MAGNESITE)

Pub. No.: 91017-IP

July 1991

INDUSTRY, SCIENCE AND  
TECHNOLOGY CANADA  
LIBRARY

NOV - 1 1991  
AEBH  
BIBLIOTHÈQUE  
INDUSTRIE, SCIENCES ET  
TECHNOLOGIE CANADA

Prepared by:  
Lionel Charron  
Market Intelligence Division  
Services to Business Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-4970  
Fax.: (613) 954-5463

## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-6928  
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) 954-6928  
Fax.: (613) 954-2509

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  
Fax.: (613) 996-9709

## 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.

### Canada - U.S. Exchange Rate

The Bank of Canada exchange rates were used to convert U.S. imports reported in \$US to \$Cdn.

## TABLE OF CONTENTS

	PAGE
I. Introduction and Scope	5
II. North American Imports - 1990	6
III. Summary of Canadian Imports	7
- By 1990 Province of Customs Clearance	7
IV. Canadian Imports by Major Countries of Origin	8
V. Canadian Production	9
VI. Canadian Exports	9
VII. Canadian Importers - 1990	10
VIII. Foreign Exporters to Canada - 1990	12
IX. Canadian Suppliers	13
X. Canadian and Foreign Tariffs	14
XI. United States' Imports - 1990	15



# NATURAL MAGNESIUM CARBONATE (MAGNESITE)

## I. INTRODUCTION AND SCOPE

This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of a market intelligence report is developed in close consultation with the client, and is tailored to meet their specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

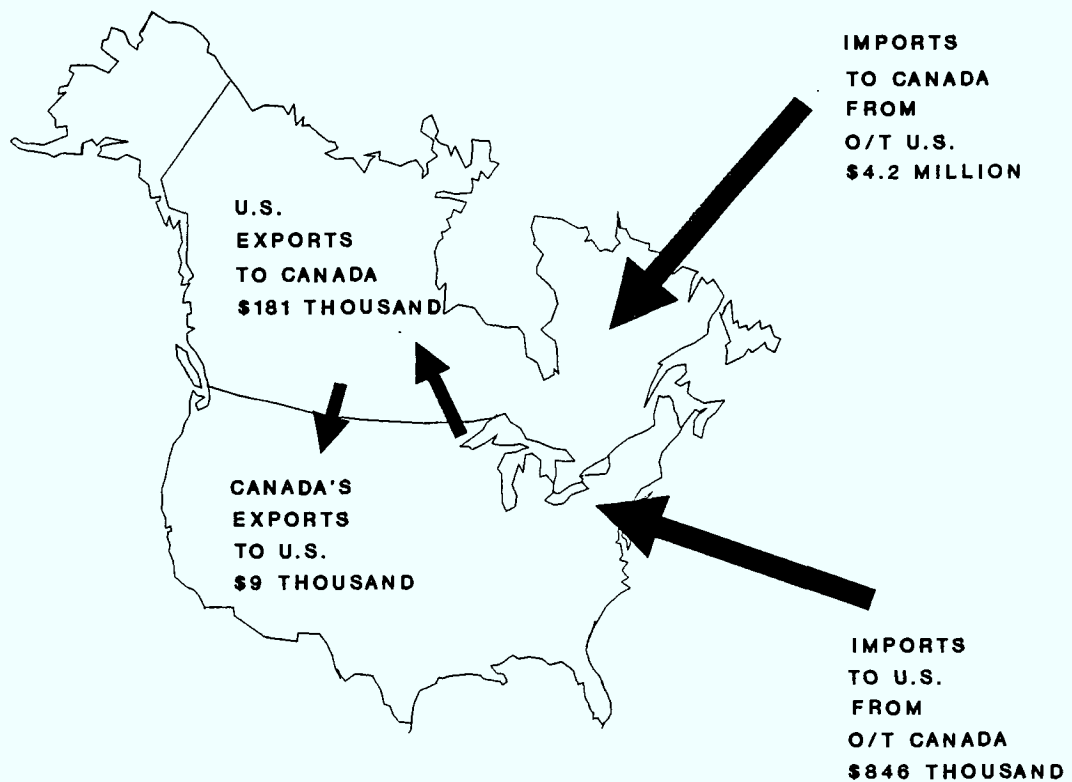
This report is based on data from several sources. The following is a list of Harmonized System (H.S.) import commodity codes dealing with magnesium, whether or not pure. This report deals only with natural magnesium carbonate (magnesite) (H.S. 2519.10). Other related reports are also listed.

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>	<u>Related Reports Pub. Nos.</u>
Natural magnesium carbonate (magnesite); fused magnesia; dead-burned (sintered) magnesia, whether or not containing small quantities of other oxides added before sintering; other magnesium oxide, whether or not pure (25.19)		
-Natural magnesium carbonate (magnesite) (2519.10)		
---Crude rock form	2519.10.10.00	
---Other	2519.10.90.00	
-Other		91021-IP
---Magnesium oxide not less than 94% pure		
----Dead-burned (sintered) magnesia		
----Fused magnesia		
----Caustic-burned magnesia		
----Other:		
-----Abrasive grains		
-----Other		
---Other		91022-IP
----Dead-burned		
----Fused magnesia		
----Caustic-burned magnesia		
----Other		

Total imports in 1990 for all of the above products were valued at \$39.4 million. Imports of natural magnesium carbonate (magnesite) included in this report amounted to \$4.4 million or 11 per cent of the total.

**NATURAL MAGNESIUM CARBONATE (MAGNESITE)**  
**(H.S. 2519.10)**

**II. NORTH AMERICAN IMPORTS - 1990**



**North American Imports - \$5 Million\***

---

\* Excludes Canada - U.S. bilateral trade; Mexico

# **NATURAL MAGNESIUM CARBONATE (MAGNESITE)** (H.S. 2519.10)

## **III. SUMMARY OF CANADIAN IMPORTS**

<u>Description and Commodity Code</u>	<u>1988</u>		<u>Total Imports</u>		<u>1990</u>		<u>Major Country of Export to Canada</u>		
	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>% of Total Value</u>		
							<u>1988</u>	<u>1989</u>	<u>1990</u>
Natural magnesium carbonate (magnesite):									
Crude rock form							People's Rep. of China	People's Rep. of China	People's Rep. of China
H.S. 2519.10.10.00	28 441	1 350	96 940	5 839	96 442	4 278	97	99	99
Other							U.S.A.	U.S.A.	U.S.A.
H.S. 2519.10.90.00	409	230	437	215	272	143	91	76	100

## **1990 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE**

### **CRUDE ROCK FORM (H.S. 2519.10.10.00)**

	<u>Nfld.</u>	<u>P.E.I.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>	<u>All Provinces<sup>(1)</sup></u>
Quantity (000 kg)	-	-	-	-	96 340	102	-	-	-	-	96 442
Value (\$000)	-	-	-	-	4 250	28	-	-	-	-	4 278

### **OTHER (H.S. 2519.10.90.00)**

Quantity (000 kg)	-	-	-	-	53	200	-	-	15	4	272
Value (\$000)	-	-	-	-	23	109	-	-	8	2	143

\* Less than one thousand.

(1) Includes Yukon and Northwest Territories.



# NATURAL MAGNESIUM CARBONATE (MAGNESITE)

## IV. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

### CRUDE ROCK FORM (H.S. 2519.10.10.00)

Country of Origin	1988				1989				1990			
	Quantity (000 kg)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/kg)	Quantity (000 kg)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/kg)	Quantity (000 kg)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/kg)
People's Republic of China	28 372	1 311	97	0.05	96 729	5 793	99	0.06	96 340	4 250	99	0.04
United States	69	39	3	0.57	210	46	1	0.22	103	28	1	0.27
Other	-	-	-	-	1	*	-	-	-	-	-	-
<b>TOTAL</b>	<b>28 441</b>	<b>1 350</b>	<b>100</b>	<b>0.05</b>	<b>96 940</b>	<b>5 839</b>	<b>100</b>	<b>0.06</b>	<b>96 442</b>	<b>4 278</b>	<b>100</b>	<b>0.04</b>

### OTHER (H.S. 2519.10.90.00)

Country of Origin	1988				1989				1990			
	Quantity (000 kg)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/kg)	Quantity (000 kg)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/kg)	Quantity (000 kg)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$/kg)
United States	397	210	91	0.53	332	163	76	0.49	272	143	100	0.53
Austria	-	-	-	-	105	52	24	0.50	-	-	-	-
United Kingdom	12	19	8	1.58	-	-	-	-	-	-	-	-
Other	*	1	-	-	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>409</b>	<b>230</b>	<b>100</b>	<b>0.56</b>	<b>437</b>	<b>215</b>	<b>100</b>	<b>0.49</b>	<b>272</b>	<b>143</b>	<b>100</b>	<b>0.53</b>

\* Less than one thousand.

**NATURAL MAGNESIUM CARBONATE (MAGNESITE)**  
**(H.S. 2519.10)**

**V. CANADIAN PRODUCTION**

Natural magnesium carbonate (magnesite) is produced in Canada, however, Statistics Canada does not provide data on production by Canadian manufacturers.

Any enquiries and/or comments regarding Canadian production should be directed to:

Statistics Canada  
Industry Division  
Survey of Manufactures Section  
Ottawa, Ontario  
K1A 0T6  
Tel.: (613) 951-3523

**VI. CANADIAN EXPORTS**

<u>Description and Commodity Code</u>	<u>1988</u>		<u>1989</u>		<u>1990</u>		<u>Major Country of Destination</u> <u>% of Total Value</u>		
	<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>
	(000 kg)	(\$000)	(000 kg)	(\$000)	(000 kg)	(\$000)			
Natural magnesium carbonate (magnesite) H.S. 2519.10	1 397	595	494	449	52	10	U.S.A. 87	U.S.A. 74	U.S.A. 100

## NATURAL MAGNESIUM CARBONATE (MAGNESITE)

### VII. CANADIAN IMPORTERS - 1990

#### CRUDE ROCK FORM (H.S. 2519.10.10.00)

There were three known importers of natural magnesium carbonate (magnesite) in 1990.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
All Importers (3)	4 278	100

Importers of natural magnesium carbonate (magnesite) during 1990 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

<u>Name</u>	<u>Address</u>
Atlas Specialty Steels, Div. of Sammi Atlas Inc.	Welland, Ont.
Exothermic Co. of Canada Ltd.	Stoney Creek, Ont.
Norsk Hydro Canada Inc.	Montréal, Qué.

## NATURAL MAGNESIUM CARBONATE (MAGNESITE)

### VII. CANADIAN IMPORTERS - 1990 (Cont'd)

#### OTHER (H.S. 2519.10.90.00)

There were ten known importers of other natural magnesium carbonate in 1990. The principal five importers accounted for 91 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	129	91
All Importers (10)	143	100

Importers of other natural magnesium carbonate during 1990 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

#### Name

Abressa Canada Inc.  
Banner Gelatin Products (Canada) Ltd.  
Brine-Add Fluids Ltd.  
Canada Dry Ltd.  
Canadian Liquid Air Ltd.  
Distex Ind. Inc.  
Esco Ltd. Group B  
Goodyear Canada Inc.  
Quest Vitamin Supplies Ltd.  
Santech Inc.

#### Address

St-Sébastien, Qué.  
Calgary, Alta.  
Calgary, Alta.  
Rexdale, Ont.  
Montréal, Qué.  
Montréal, Qué.  
Port Coquitlam, B.C.  
Islington, Ont.  
Vancouver, B.C.  
Toronto, Ont.

**NATURAL MAGNESIUM CARBONATE (MAGNESITE)**  
**(H.S. 2519.10)**

**VIII. FOREIGN EXPORTERS TO CANADA - 1990**

Major exporters to Canada of natural magnesium carbonate (magnesite) are listed by major country of origin in descending order of dollar value. These exporters accounted for 99 per cent of the total value of Canadian imports during the period 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports</u> <u>to Canada</u>
		<u>1990</u> (\$000)
Peoples Republic of China	Lioning Metal and Mineral ) )	
United States	Tateho America Inc. ) American Minerals ) Morton Thiokol Inc. ) Eraclet-Venier, S.P.A. ) Penn Mag Inc. ) Chemalloy Co. Inc. )	4 391*

---

\* Aggregated to preserve confidentiality of Canadian importers.

**NATURAL MAGNESIUM CARBONATE (MAGNESITE)**  
**(H.S. 2519.10)**

**IX. CANADIAN SUPPLIERS**

The following name is taken from the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada. This list may not include all suppliers of the products in question, as companies must themselves register in BOSS. Information on Canadian products supplied is as given by the companies.

**BOSS**

**Magnesite, Crude**

**Name**

**Address**

Aurian Minerals Ltd.

Halifax, N.S.

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario K1A 0H5  
Tel.: (613) 954-5031  
Telex: 053-4123  
Fax.: (613) 954-1894

**NATURAL MAGNESIUM CARBONATE (MAGNESITE)**  
**(H.S. 2519.10)**

**X. CANADIAN AND FOREIGN TARIFFS**

Natural magnesium carbonate (magnesite) included in this report are dutiable under the following Canadian tariff items.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
	Natural magnesium carbonate (magnesite):			
2519.10.10	Crude rock form	Free	Free	Free
2519.10.90	Other	9.2%	6%	5.5%
	On and after January 1, 1991			3.6%

Natural magnesium carbonate (magnesite) included in this report are dutiable under the following U.S. tariff item:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Rates of Duty</u>		
		<u>General</u>	<u>Special</u>	<u>2</u>
2519.10.00	Natural magnesium carbonate (magnesite)	Free	-	\$10.33/T

Enquiries concerning tariffs should be directed to the nearest Revenue Canada Customs and Excise office as listed on page two of this report.

**FOREIGN COUNTRIES**

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to External Affairs as listed on page two of this report.

# **NATURAL MAGNESIUM CARBONATE (MAGNESITE)** **(H.S. 2519.10)**

## **XI. UNITED STATES' IMPORTS - 1990**

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

<b>Country of Origin<sup>(1)</sup></b>	<b>1989</b>				<b>1990</b>			
	<b>Quantity</b> (000 kg)	<b>Value</b> (\$000)	<b>Import Market Share</b> (% based on value)	<b>Average Unit Price</b> (\$/kg)	<b>Quantity</b> (000 kg)	<b>Value</b> (\$000)	<b>Import Market Share</b> (% based on value)	<b>Average Unit Price</b> (\$/kg)
Japan	424	296	18	0.70	526	426	50	0.81
Italy	259	151	9	0.58	622	213	25	0.34
Federal Republic of Germany	55	10	*	0.18	524	78	9	0.15
Netherlands	-	-	-	-	75	53	6	0.71
Denmark	-	-	-	-	100	27	3	0.27
Taiwan	1	11	*	11.00	8	21	2	2.63
France	158	78	5	0.49	18	11	1	0.61
United Kingdom	28	14	*	0.50	5	10	1	2.00
Canada	1 077	267	17	0.25	52	9	1	0.17
People's Republic of China	6 344	764	48	0.12	23	4	*	0.17
Other	<u>25</u>	<u>13</u>	<u>*</u>	<u>0.52</u>	<u>3</u>	<u>3</u>	<u>*</u>	<u>1.00</u>
<b>TOTAL</b>	<b>8 372</b>	<b>1 603</b>	<b>100</b>	<b>0.19</b>	<b>1 957</b>	<b>855</b>	<b>100</b>	<b>0.44</b>

(1) Countries are in descending order based on value for 1990.

\* Less than one per cent.



## 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  
Fax.: (613) 954-5463

OR  
Metals and Minerals Processing Directorate  
Materials Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3122  
Fax.: (613) 954-1894

## ISTC BUSINESS SERVICE CENTRES

These centres have been established at headquarters and in every regional office to provide clients with a gateway into the complete range of ISTC services, information products, programs and expertise.

### REGIONAL OFFICES

#### QUÉBEC

ISTC  
Tour de la Bourse, Suite 3800  
800 Victoria Place  
P.O. Box 247  
Montréal, Qué. H4Z 1E8  
Tel.: (514) 283-8185  
or 1-800-361-5367  
Fax.: (514) 283-3302

#### ONTARIO

ISTC  
Dominion Public Building  
1 Front Street West, 4th Floor  
Toronto, Ont. M5J 1A4  
Tel.: (416) 973-ISTC  
Fax.: (416) 973-8714

#### MANITOBA

ISTC  
8th Floor  
330 Portage Avenue  
P.O. Box 981  
Winnipeg, Man.  
R3C 2V2  
Tel.: (204) 983-ISTC  
Fax.: (204) 983-2187

#### NEWFOUNDLAND

ISTC  
Atlantic Place  
215 Water Street, 5th Floor  
P.O. Box 8950  
St. John's, Nfld. A1B 3R9  
Tel.: (709) 772-ISTC  
Fax.: (709) 772-5093

#### NOVA SCOTIA

ISTC  
Central Guaranty Trust Tower  
1801 Hollis Street, 5th Floor  
P.O. Box 940, Station 'M'  
Halifax, N.S. B3J 2V9  
Tel.: (902) 426-7259  
Fax.: (902) 426-2624

#### SASKATCHEWAN

ISTC  
401-119 4th Avenue South  
Saskatoon, Sask.  
S7K 5X2  
Tel.: (306) 975-4386  
Fax.: (306) 975-5334

#### PRINCE EDWARD ISLAND

ISTC  
Confederation Court Mall  
134 Kent Street, Suite 400  
P.O. Box 1115  
Charlottetown, P.E.I. C1A 7M8  
Tel.: (902) 566-7400  
Fax.: (902) 566-7450

#### NEW BRUNSWICK

ISTC  
Assumption Place, 12th Floor  
770 Main Street  
P.O. Box 1210  
Moncton, N.B. E1C 8P9  
Tel.: (506) 857-ISTC  
Fax.: (506) 851-6429

#### BRITISH COLUMBIA

ISTC  
Suite 900  
Scotia Tower  
650 West Georgia St.  
P.O. Box 11610  
Vancouver, B.C. V6B 5H8  
Tel.: (604) 666-0266  
Fax.: (604) 666-0277

## **REGIONAL OFFICES (Cont'd)**

### **ALBERTA**

ISTC  
Room 540  
Canada Place  
9700 Jasper Avenue  
Edmonton, Alta. T5J 4C3  
Tel.: (403) 495-ISTC  
Fax.: (403) 495-4507

ISTC  
Suite 1100  
510-5th Street Southwest  
Calgary, Alta. T2P 3S2  
Tel.: (403) 292-4575  
Fax.: (403) 292-4578

### **YUKON**

ISTC  
Suite 301  
108 Lambert Street  
Whitehorse, Y.T. Y1A 1Z2  
Tel.: (403) 668-4655  
Fax.: (403) 668-5003

### **NORTHWEST TERRITORIES**

ISTC  
10th Floor  
Precambrian Building  
P.O. Bag 6100  
Yellowknife, N.W.T. X1A 2R3  
Tel.: (403) 920-8568  
Fax.: (403) 873-6228

## **HEADQUARTERS**

ISTC  
1st Floor, East Tower  
235 Queen Street  
Ottawa, Ont. K1A 0H5  
Tel.: (613) 952-ISTC  
Fax.: (613) 957-7942

