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MARKET INTELLIGENCE

CLAYS USED FOR ANIMAL LITTER

Pub. No.: 91019-IP

July 1991



Canada



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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:

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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.

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CLAYS USED FOR ANIMAL LITTER

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 for the following Harmonized System (H.S.) commodity code:

| <u>Description</u> | <u>H.S. Commodity Code Analyzed</u> |
|--|---|
| Clays of a kind used for animal litter | 2508.40.00.10 |

CLAYS USED FOR ANIMAL LITTER (H.S. 2508.40.00.10)

II. SUMMARY OF CANADIAN IMPORTS

| Description and Commodity Code | 1988 | | Total Imports 1989 | | 1990 | | Major Country of Export to Canada % of Total Value | | |
|---|-----------------|--------------|-----------------------|--------------|-----------------|--------------|--|-------------|-------------|
| | <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) | | | |
| Clays of a kind used for animal litter | | | | | | | U.S.A. | U.S.A. | U.S.A. |
| H.S. 2508.40.00.10 | 77 693 | 9 506 | 90 310 | 11 257 | 105 691 | 12 368 | 100 | 99 | 99 |

1990 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE

| | <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</u> ⁽¹⁾ |
|----------------------|--------------|---------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|---|
| Quantity (000 kg) | - | - | 306 | 2 531 | 17 064 | 65 320 | 5 172 | 2 945 | 1 729 | 10 624 | 105 691 |
| Value (\$000) | - | - | 35 | 311 | 2 469 | 6 605 | 545 | 214 | 299 | 1 886 | 12 368 |

⁽¹⁾ Includes Yukon and Northwest Territories.

CLAYS USED FOR ANIMAL LITTER

(H.S. 2508.40.00.10)

III. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

| Country of Origin ⁽¹⁾ | 1988 | | | | 1989 | | | | 1990 | | | |
|-------------------------------------|-----------------------------|-------------------------|---|--|-----------------------------|-------------------------|---|--|-----------------------------|-------------------------|---|--|
| | <u>Quantity</u> (000 kg) | <u>Value</u> (\$000) | <u>Import Market Share</u> (% based on value) | <u>Average Unit Price</u> (\$/kg) | <u>Quantity</u> (000 kg) | <u>Value</u> (\$000) | <u>Import Market Share</u> (% based on value) | <u>Average Unit Price</u> (\$/kg) | <u>Quantity</u> (000 kg) | <u>Value</u> (\$000) | <u>Import Market Share</u> (% based on value) | <u>Average Unit Price</u> (\$/kg) |
| United States | 77 693 | 9 506 | 100 | 0.12 | 90 269 | 11 252 | 99 | 0.12 | 105 624 | 12 346 | 99 | 0.12 |
| United Kingdom | - | - | - | - | - | - | - | - | 54 | 18 | * | 0.33 |
| Japan | - | - | - | - | 2 | 1 | * | 0.50 | 2 | 1 | * | 0.50 |
| Other | - | - | - | - | 40 | 5 | * | 0.13 | 11 | 3 | * | 0.27 |
| TOTAL | 77 693 | 9 506 | 100 | 0.12 | 90 310 | 11 257 | 100 | 0.12 | 105 691 | 12 368 | 100 | 0.12 |

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

* Less than one per cent.

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IV. CANADIAN PRODUCTION

Statistics Canada does not provide data on production of clays used for animal litter; they are included in a category described as clays, not elsewhere specified.

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

V. CANADIAN EXPORTS

There are no separate Canadian export data for clays used for animal litter.

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VI. CANADIAN IMPORTERS - 1990

There were 96 known importers of clays used for animal litter in 1990. The principal five importers accounted for 63 per cent of the total import value.

| <u>Principal Importers</u> (No.) | <u>Cumulative Value</u> (\$000) | <u>Cumulative % of Total Value</u> |
|-------------------------------------|------------------------------------|------------------------------------|
| 5 | 7 774 | 63 |
| 10 | 9 932 | 80 |
| 15 | 10 897 | 88 |
| 25 | 11 597 | 94 |
| All Importers (96) | 12 368 | 100 |

The principal 25 importers of clays used for animal litter 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 principal importers except individuals.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|----------------------------------|----------------------|---------------------------------|----------------------|
| Animal Nutritionnel du Nord Inc. | Chambly, Qué. | K Mart Canada Limited | Brampton, Ont. |
| Berry Farm Stores Ltd. | South Mountain, Ont. | L E Shaw Limited | Lantz, N.S. |
| Buckerfields Ltd. | Abbotsford, B.C. | Lucerne Foods Ltd. | Vancouver, B.C. |
| Cie des produits favorite Ltée | Laval, Qué. | Macassey Distributors Inc. | Richmond Hill, Ont. |
| Dependable Products Ltd. | Edmonton, Alta. | Oil Dri Corporation of America | Chicago, IL, U.S.A.* |
| Gaines Pet Foods Corporation | Cogourg, Ont. | Packer Industries (Western) | |
| Glencourt Distributors | Vancouver, B.C. | Inc. | Winnipeg, Man. |
| Global Pet Food Sales Inc. | Concord, Ont. | Packer Industries Inc. | Caledonia, Ont. |
| Golden Cat Limited | Woodbridge, Ont. | Rolf C Hagen Inc. | Montréal, Qué. |
| Hillview Farms Limited | Woodstock, Ont. | Tennier Absorbent Products Ltd. | Hamilton, Ont. |
| Intermix Ltd. | Putnam, Ont. | Western Mandate Limited | Burnaby, B.C. |
| Jamieson's Pet Food Distributors | Richmond, B.C. | Western Pet Foods Inc. | Innisfail, Alta. |
| JDC Brokers Ltd. | Pickering, Ont. | Young Marketing Inc. | Don Mills, Ont. |

* Non resident importer

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VII: FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of clays used for animal litter are listed below in descending order of dollar value. These exporters accounted for 92 per cent of the total value of Canadian imports during 1990.

| <u>Country of Origin</u> | <u>Name of Foreign Exporter</u> | Value of Exports to Canada |
|--------------------------|---|-------------------------------|
| | | <u>1990</u> (\$000) |
| United States | Southern Clay Div. of Edwards Lowe Industries | 4 021 |
| | Oil-Dri Corp. | 2 497 |
| | Absorbent Clay Products Inc. | 1 800 |
| | Excel Mineral Co. Inc. | 1 238 |
| | A and M Pets Products Inc. | 493 |
| | Pet Nutritional) Waverly Mineral Products) Pieces Inc.) | 952* |
| | Golden Cat Corp.) Milwhite Inc.) Mid-Florida Mining Co.) | 381* |
| | | |
| | | |
| TOTAL | | 11 382 |

* Aggregated to preserve confidentiality of Canadian importers.

CLAYS USED FOR ANIMAL LITTER

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VIII. CANADIAN SUPPLIERS

The following list 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

Companies are arranged in alphabetical order.

Animal Litter

| <u>Name</u> | <u>Address</u> |
|---------------------------------------|--------------------|
| *Canbrands Int'l. Ltd. | Moncton, N.B. |
| Carn-ag Ltd. | Mississauga, Ont. |
| Favorite Products Co. Ltd. | Chomedey, Qué. |
| Labon Inc. | Boucherville, Qué. |
| *Produits Martin Inc., Les | Magog, Qué. |
| *Sun-Glo Household Products Inc. | Bolton, Ont. |
| Western Industrial Clay Products Ltd. | Kamloops, B.C. |

* Company engaged in export trade

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

CLAYS USED ANIMAL LITTER

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IX. CANADIAN AND FOREIGN TARIFFS

Clays used for animal litter included in this report are dutiable under the following Canadian tariff item.

| <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> |
| 2508.40.00 | Clays of a kind used for animal litter | Free | Free | Free |

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.

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

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215 Water Street, 5th Floor
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Confederation Court Mail
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, P.E.I. C1A 7M8
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1 Front Street West, 4th Floor
Toronto, Ont. M5J 1A4
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Halifax, N.S. B3J 2V9
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Fax.: (902) 426-2624

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Fax.: (506) 851-6429

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S7K 5X2
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650 West Georgia St.
P.O. Box 11610
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Fax.: (604) 666-0277

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Whitehorse, Y.T. Y1A 1Z2
Tel.: (403) 668-4655
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