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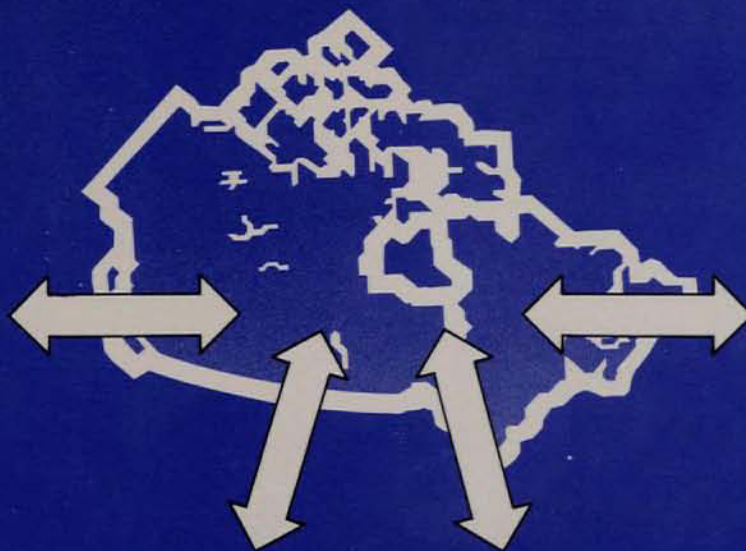
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MARKET INTELLIGENCE

FERRO-VANADIUM

Pub. No.: 91026-IP August 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:

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

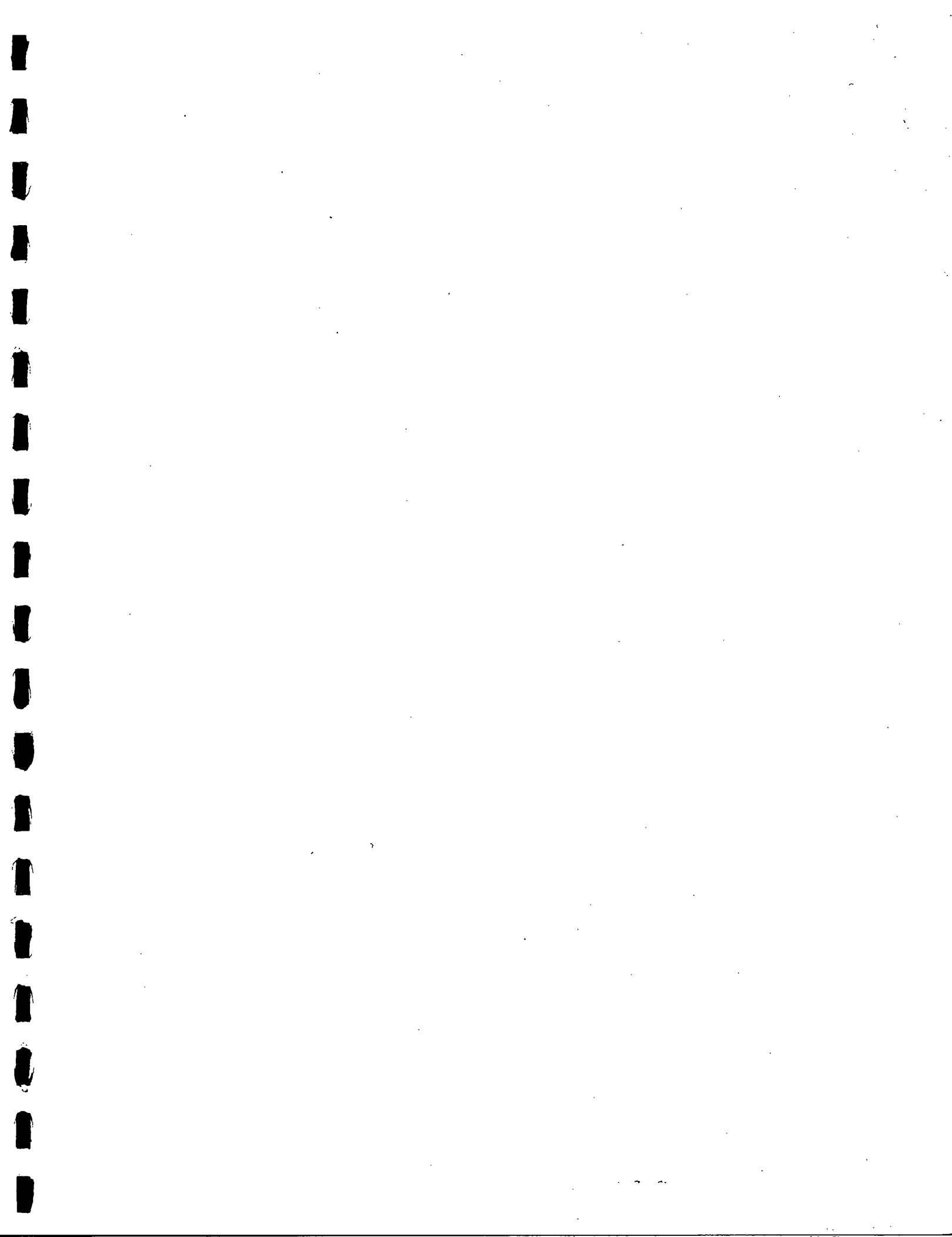
Figures may not add due to rounding.

Canada - U.S. Exchange Rate

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

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FERRO-VANADIUM

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.

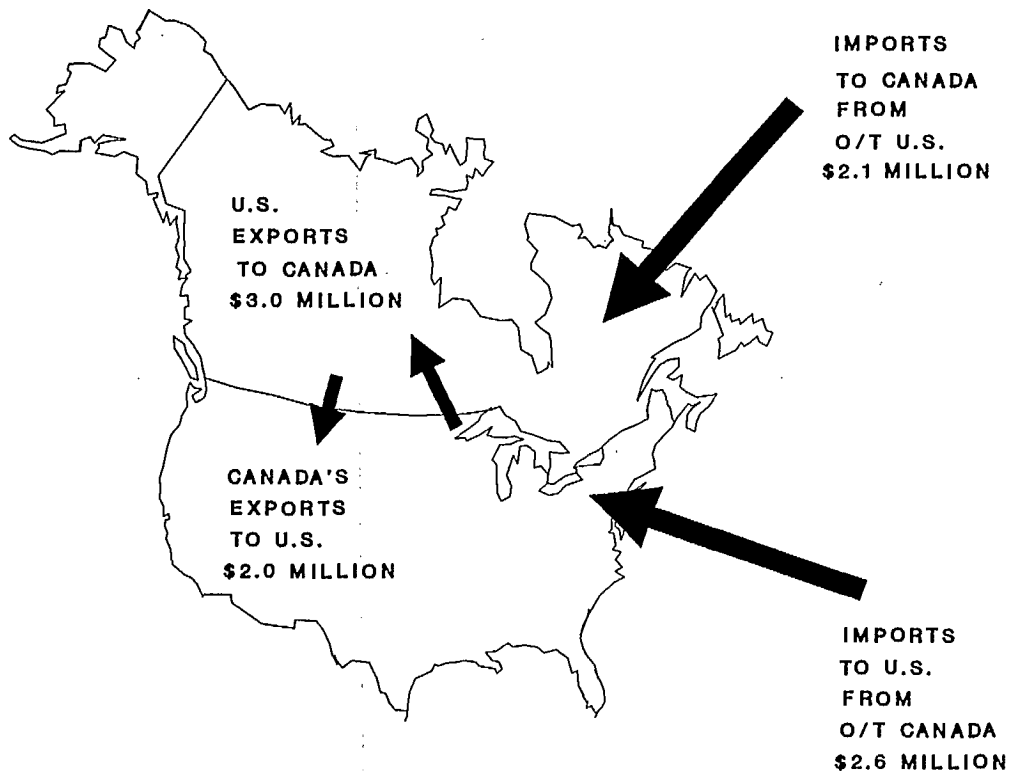
This report is based on data from several sources for the following Harmonized System (H.S.) commodity code:

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>
Ferro-vanadium	7202.92.00.00

FERRO-VANADIUM

(H.S. 7202.92)

II. NORTH AMERICAN IMPORTS - 1990



North American Imports - \$4.7 Million*

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

FERRO-VANADIUM

(H.S. 7202.92.00.00)

III. SUMMARY OF CANADIAN IMPORTS

Description and Commodity Code	Total Imports						Major Country of Export to Canada % of Total Value		
	1988		1989		1990		1988	1989	1990
	Quantity (tonnes)	Value (\$000)	Quantity (tonnes)	Value (\$000)	Quantity (tonnes)	Value (\$000)			
Ferro-vanadium H.S. 7202.92	271	3 876	372	6 668	300	5 166	U.S.A. 100	U.S.A. 100	U.S.A. 59

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 (tonnes)	0	0	0	0	37	211	0	52	0	0	300
Value (\$000)	0	0	0	0	568	3 741	0	857	0	0	5 166

(1) Includes Yukon and Northwest Territories

FERRO-VANADIUM

(H.S. 7202.92.00.00)

IV. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

Country of Origin ⁽¹⁾	1988				1989				1990			
	<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)	<u>Quantity</u> (tonnes)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/tonne)
United States	271	3 876	100	14 303	372	6 668	100	17 925	173	3 039	59	17 566
Federal Republic of Germany	0	0	0	0	0	0	0	0	110	1 824	35	16 582
Belgium	0	0	0	0	0	0	0	0	17	303	6	17 824
TOTAL	271	3 876	100	14 303	372	6 668	100	17 925	300	5 166	100	17 220

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

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V. CANADIAN PRODUCTION

Ferro-vanadium is produced in Canada. However, separate data on production or shipments by Canadian manufacturers are not available.

VI. CANADIAN EXPORTS

<u>Country</u>	1988		1989		1990	
	<u>Quantity</u> (tonnes)	<u>Value</u> (\$000)	<u>Quantity</u> (tonnes)	<u>Value</u> (\$000)	<u>Quantity</u> (tonnes)	<u>Value</u> (\$000)
United States	36	953	188	6 676	120	2 028
Belgium	-	-	-	-	13	262
Sweden	-	-	35	926	-	-
Australia	33	802	17	345	-	-
Republic of Korea	48	712	-	-	-	-
United Kingdom	17	473	18	513	-	-
Netherlands	25	441	-	-	-	-
Finland	-	-	10	389	-	-
Thailand	-	-	4	162	-	-
TOTAL	159	3 380	272	9 011	133	2 290

FERRO-VANADIUM

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VII. CANADIAN IMPORTERS - 1990

There were 8 known importers of ferro-vanadium in 1990.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	4 714	91
All Importers (8)	5 166	100

Importers of ferro-vanadium 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>
Algoma Steel Corp. Ltd, the Steelworks Division	Sault Ste. Marie, Ontario
Axel Johnson Ore & Metals Inc.	Lionville-Exton, PA, USA *
Deloro Stellite Div. Cabot Canada Ltd.	Belleville, Ontario
IPSCO Ind.	Regina, Saskatchewan
Metallurg (Canada) Ltd.	Toronto, Ontario
Sidbec Dosco Ltée	Montréal, Québec
Slater Steels, Sorel Forge Div. of Slater Industries Inc.	Kitchener, Ontario
Thermadyne Welding Products Canada Ltd.	Oakville, Ontario

* Non resident importer

FERRO-VANADIUM

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VIII. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of ferro-vanadium are listed below in descending order of dollar value. These exporters accounted for 100 per cent of the total value of Canadian imports during the period January to December 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990 (\$000)</u>
United States	U.S. Vanadium Corp.	1779
Federal Republic of Germany	Electrowek)	
United States	Anker Co.)	
	Shieldalloy Metal Corp.)	
Belgium	Metallurg)	3 888*
United States	Metallurg)	
	Axel Johnson Ore & Metals Inc.)	
	Stratcor)	
	Stoody Co.)	
TOTAL		5 167

* Aggregated to preserve confidentiality of Canadian importers.

FERRO-VANADIUM

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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

Ferro-vanadium

Name

Address

Masterloy Products Ltd.

Ottawa, Ontario

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

FERRO-VANADIUM

(H.S. 7202.92.00.00)

X. CANADIAN AND FOREIGN TARIFFS

Ferro-vanadium 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>
7202.92.00	Ferro-vanadium	10.2%	6.5%	4%

Ferro-vanadium 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>
7202.92.00	Ferro-vanadium	4.2	Free (E,IL)	25%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Belgium and Federal Republic of Germany.

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.

FERRO-VANADIUM

(H.S. 7202.92)

XI. UNITED STATES' IMPORTS - 1990

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

<u>Country of Origin</u>	<u>Quantity</u> (tonnes)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/tonne)
Canada	125	2 057	44	16 456
Austria	116	1 648	35	14 207
Federal Republic of Germany	23	335	7	14 565
Belgium	36	296	6	8 222
People's Republic of China	17	249	5	14 647
Japan	5	70	2	14 000
	—	—	—	—
TOTAL	322	4 654	100	14 453

A conversion factor of 1.1668 was used to convert the value of 1990 U.S. imports to Canadian dollars.

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 Primary Metals Directorate
Materials Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3119
Fax.: (613) 954-1894

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5H8
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Fax.: (416) 973-8714

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Fax.: (902) 426-2624

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Fax.: (506) 851-6429

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Tel.: (204) 983-ISTC
Fax.: (204) 983-2187

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Saskatoon, Sask.
S7K 5X2
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Fax.: (306) 975-5334

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

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Calgary, Alta. T2P 3S2
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Fax.: (403) 292-4578

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