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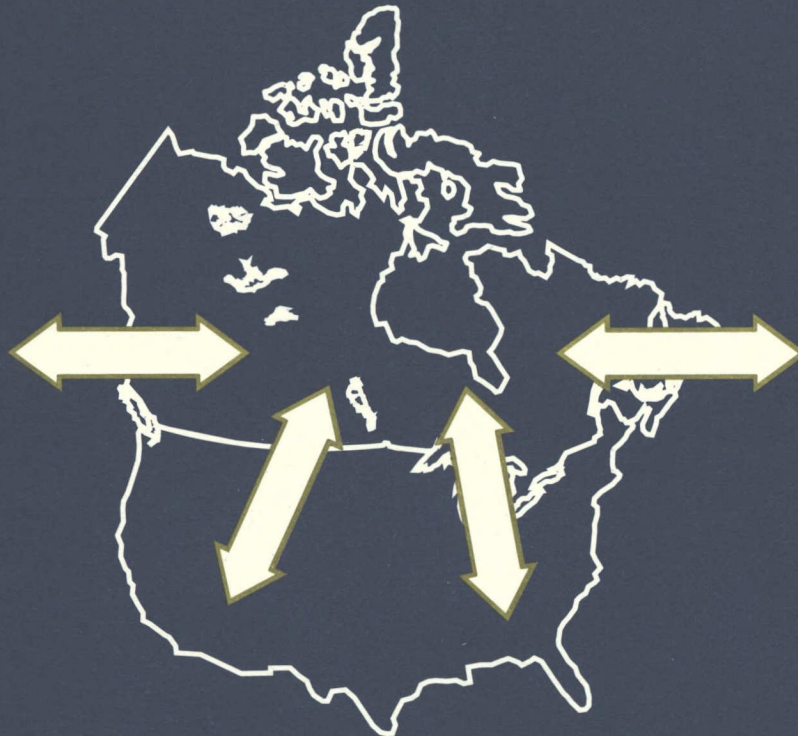
Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

## CHLORINE

Pub. No.: 93118-IP

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Canada



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# CHLORINE

Pub. No.: 93118-IP

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## REFERENCE SOURCES

Industry Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-6919  
U.S. Department of Commerce,  
Bureau of the Census,  
Tel.: (301) 763-7754

## 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

For Customs purposes, imports are recorded at values established according to the provisions of the Customs Act, which, since January 1, 1985, reflects valuation methods based on the General Agreement on Tariffs and Trade (GATT) Valuation Code System. It generally requires the value for duty of imported goods be equivalent to the transaction value or the price actually paid or payable provided that a number of conditions are met. One of the important conditions is that the buyer and seller must be independent of each other. If the conditions are not met, practical rules are used to determine the Customs value. Therefore, Canadian imports are valued Free on Board (F.O.B.), place of direct shipment to Canada. The Customs value excludes freight and insurance costs in bringing the goods to Canada from the point of direct shipment. Canadian exports to the U.S. are valued F.O.B. point of exit from Canada. Prior to 1990, they were valued F.O.B. place of lading net of freight charges, discounts and allowances.

### 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.

### Canada - U.S. Reconciliation

For statistical purposes, Canada and the United States have been exchanging import data as of January 1990. Any discrepancy between what Canada reports as exports to the United States and what the United States reports as imports from Canada is due to variations in exchange rates used to convert U.S. import data from U.S. dollars to Canadian dollars for purposes of this publication.

### Abbreviations

N/A - Not Applicable  
KGM - Kilogram

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## CHLORINE

### INTRODUCTION AND SCOPE

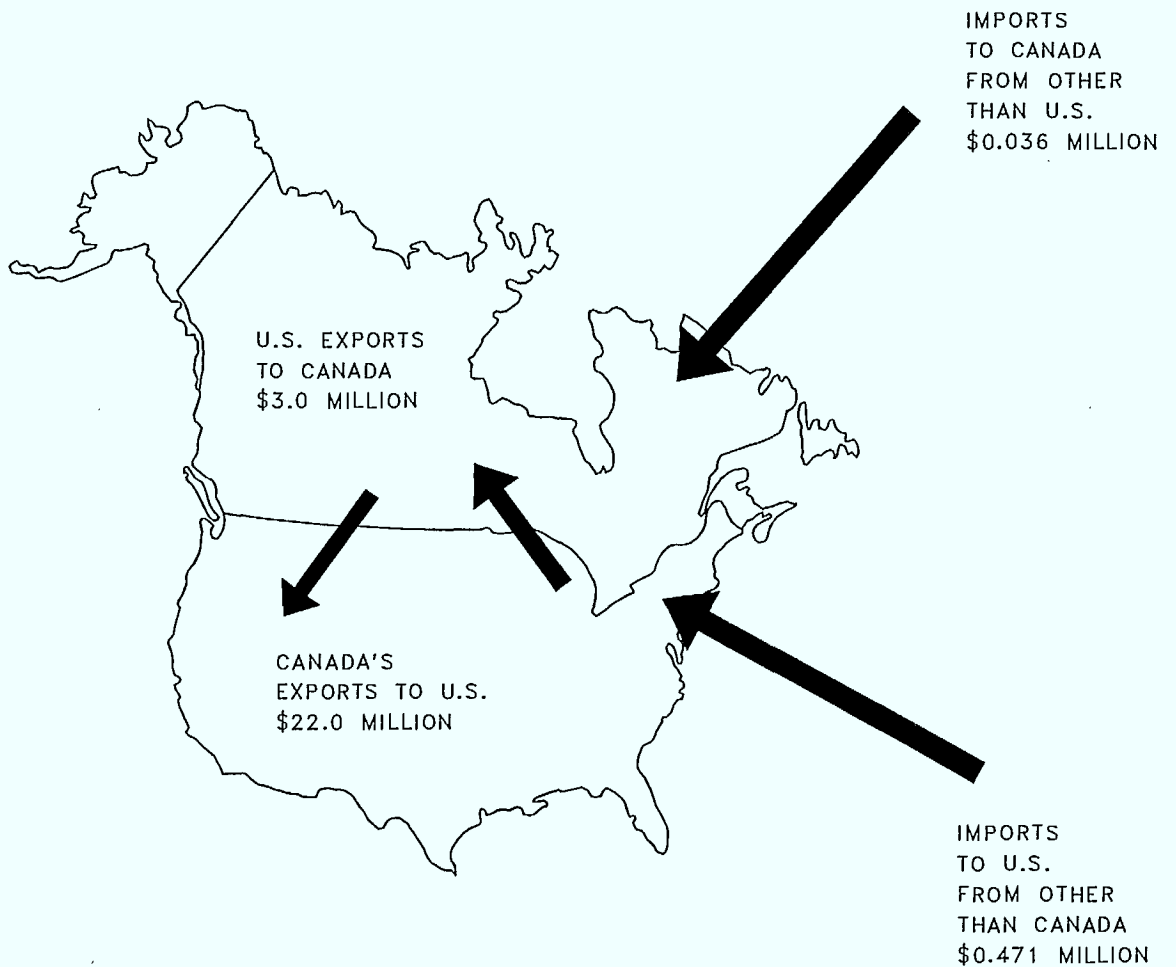
This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports 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> |
|--------------------|-------------------------------------|
| Chlorine           | 2801.10.00.00                       |

# CHLORINE

## NORTH AMERICAN IMPORTS - 1992



**North American Imports - \$0.5 Million\***

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

**CHLORINE**  
**CANADIAN IMPORT TRENDS**  
**BY MAJOR COUNTRY OF ORIGIN**

CHLORINE  
(H.S. 2801.10.00.00)

| <u>Country of Origin</u> | <u>1990</u> | <u>1991</u> | <u>1992</u> | <u>1993*</u> | <u>Average Annual Growth Rate 1990-92 (%)</u> |
|--------------------------|-------------|-------------|-------------|--------------|---|
| United States            |             |             |             |              |   |
| Quantity (000 KGM)       | 35 910      | 24 372      | 17 304      | 11 551       | -30.6   |
| Value (\$000)            | 6 160       | 4 036       | 2 998       | 2 157        | -30.2   |
| Italy                    |             |             |             |              |   |
| Quantity (000 KGM)       | 106         | 146         | 95          | 71           | -5.2  |
| Value (\$000)            | 23          | 32          | 21          | 16           | -5.2  |
| United Kingdom           |             |             |             |              |   |
| Quantity (000 KGM)       | 136         | 57          | 61          | 57           | -32.9   |
| Value (\$000)            | 33          | 12          | 14          | 16           | -36.3   |
| Other                    |             |             |             |              |   |
| Quantity (000 KGM)       | 0           | -           | 23          | -            | 0.0   |
| Value (\$000)            | <u>0</u>    | <u>-</u>    | <u>4</u>    | <u>-</u>     | <u>0.0</u>                                    |
| <b>TOTAL</b>             |             |             |             |              |   |
| Quantity (000 KGM)       | 36 152      | 24 575      | 17 483      | 11 679       | -30.5   |
| Value (\$000)            | 6 216       | 4 080       | 3 036       | 2 189        | -30.1   |

NOTES : Ranked in descending order by 1992 value.

\* The latest year is cumulative to the third quarter.



**CHLORINE**

**CANADIAN IMPORT TRENDS (Cont'd)**

**MARKET SHARES BY MAJOR COUNTRY OF ORIGIN**

**CHLORINE  
(H.S. 2801.10.00.00)**

| <u>Country of Origin</u> | <u>1990</u><br>% | <u>1991</u><br>% | <u>1992</u><br>% | <u>1993*</u><br>% |
|--------------------------|------------------|------------------|------------------|-------------------|
| United States            |                  |                  |                  |                   |
| Quantity                 | 99.3             | 99.2             | 99.0             | 98.9              |
| Value                    | 99.1             | 98.9             | 98.7             | 98.5              |
| Italy                    |                  |                  |                  |                   |
| Quantity                 | 0.3              | 0.6              | 0.5              | 0.6               |
| Value                    | 0.4              | 0.8              | 0.7              | 0.7               |
| United Kingdom           |                  |                  |                  |                   |
| Quantity                 | 0.4              | 0.2              | 0.4              | 0.5               |
| Value                    | 0.5              | 0.3              | 0.4              | 0.7               |
| Other                    |                  |                  |                  |                   |
| Quantity                 | 0.0              | 0.0              | 0.1              | 0.0               |
| Value                    | <u>0.0</u>       | <u>0.0</u>       | <u>0.1</u>       | <u>0.0</u>        |
| <b>TOTAL</b>             |                  |                  |                  |                   |
| Quantity                 | 100.0            | 100.0            | 100.0            | 100.0             |
| Value                    | 100.0            | 100.0            | 100.0            | 100.0             |

NOTES : Ranked in descending order by 1992 value.

\* The latest year is cumulative to the third quarter.

CHLORINE

CANADIAN IMPORT TRENDS (Cont'd)

AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN  
(\$ per KGM)

CHLORINE  
(H.S. 2801.10.00.00)

| <u>Country of Origin</u> | <u>1990</u> | <u>1991</u> | <u>1992</u> | <u>1993*</u> |
|--------------------------|-------------|-------------|-------------|--------------|
| United States            | 0.17        | 0.17        | 0.17        | 0.19         |
| Italy                    | 0.22        | 0.22        | 0.22        | 0.22         |
| United Kingdom           | 0.24        | 0.22        | 0.22        | 0.28         |
| Other                    | <u>0.22</u> | —           | <u>0.16</u> | —            |
| All Countries            | 0.17        | 0.17        | 0.17        | 0.19         |

NOTES : Ranked in descending order by 1992 value.

\* The latest year is cumulative to the third quarter.

## CHLORINE

### CANADIAN IMPORT TRENDS (Cont'd)

#### BY PROVINCE OF CLEARANCE

CHLORINE  
(H.S. 2801.10.00.00)

| <u>Province of Clearance</u> | <u>1990</u> | <u>1991</u> | <u>1992</u> | <u>1993*</u> | <u>Average Annual Growth Rate 1990-92 (%)</u> |
|------------------------------|-------------|-------------|-------------|--------------|---|
| British Columbia             |             |             |             |              |   |
| Quantity (000 KGM)           | 22 567      | 15 627      | 10 903      | 4 767        | -30.5   |
| Value (\$000)                | 3 820       | 2 520       | 1 812       | 843          | -31.1   |
| Ontario                      |             |             |             |              |   |
| Quantity (000 KGM)           | 6 891       | 4 804       | 3 829       | 5 308        | -25.5   |
| Value (\$000)                | 1 233       | 844         | 709         | 1 038        | -24.1   |
| Alberta                      |             |             |             |              |   |
| Quantity (000 KGM)           | 2 098       | 2 084       | 1 676       | 1 206        | -10.6   |
| Value (\$000)                | 368         | 358         | 301         | 199          | -9.6  |
| Québec                       |             |             |             |              |   |
| Quantity (000 KGM)           | 4 355       | 1 623       | 569         | 57           | -63.9   |
| Value (\$000)                | 738         | 273         | 103         | 13           | -62.7   |
| Saskatchewan                 |             |             |             |              |   |
| Quantity (000 KGM)           | 127         | 46          | 286         | 315          | 50.3  |
| Value (\$000)                | 28          | 10          | 61          | 69           | 48.4  |
| Manitoba                     |             |             |             |              |   |
| Quantity (000 KGM)           | 20          | 268         | 142         | 4            | 167.9   |
| Value (\$000)                | 4           | 46          | 26          | 1            | 143.9   |
| Nova Scotia                  |             |             |             |              |   |
| Quantity (000 KGM)           | 95          | 112         | 69          | 9            | -14.7   |
| Value (\$000)                | 25          | 25          | 15          | 8            | -22.4   |
| New Brunswick                |             |             |             |              |   |
| Quantity (000 KGM)           | -           | 1           | 7           | 12           | N/A   |
| Value (\$000)                | -           | 1           | 8           | 19           | N/A   |
| Newfoundland                 |             |             |             |              |   |
| Quantity (000 KGM)           | -           | 9           | 1           | -            | N/A   |
| Value (\$000)                | -           | 2           | **          | -            | N/A   |
| <b>TOTAL</b>                 |             |             |             |              |   |
| Quantity (000 KGM)           | 36 152      | 24 575      | 17 483      | 11 679       | -30.5   |
| Value (\$000)                | 6 216       | 4 080       | 3 036       | 2 189        | -30.1   |

NOTES : Ranked in descending order by 1992 value.

\* The latest year is cumulative to the third quarter.

\*\* Less than \$500.

## CHLORINE

### CANADIAN IMPORT TRENDS (Cont'd)

#### MARKET SHARES BY PROVINCE OF CLEARANCE

CHLORINE  
(H.S. 2801.10.00.00)

| <u>Province of Clearance</u> | <u>1990</u><br>% | <u>1991</u><br>% | <u>1992</u><br>% | <u>1993*</u><br>% |
|------------------------------|------------------|------------------|------------------|-------------------|
| British Columbia             |                  |                  |                  |                   |
| Quantity                     | 62.4             | 63.6             | 62.4             | 40.8              |
| Value                        | 61.5             | 61.8             | 59.7             | 38.5              |
| Ontario                      |                  |                  |                  |                   |
| Quantity                     | 19.1             | 19.5             | 21.9             | 45.5              |
| Value                        | 19.8             | 20.7             | 23.4             | 47.4              |
| Alberta                      |                  |                  |                  |                   |
| Quantity                     | 5.8              | 8.5              | 9.6              | 10.3              |
| Value                        | 5.9              | 8.8              | 9.9              | 9.1               |
| Québec                       |                  |                  |                  |                   |
| Quantity                     | 12.0             | 6.6              | 3.3              | 0.5               |
| Value                        | 11.9             | 6.7              | 3.4              | 0.6               |
| Saskatchewan                 |                  |                  |                  |                   |
| Quantity                     | 0.4              | 0.2              | 1.6              | 2.7               |
| Value                        | 0.4              | 0.2              | 2.0              | 3.2               |
| Manitoba                     |                  |                  |                  |                   |
| Quantity                     | 0.1              | 1.1              | 0.8              | 0.0               |
| Value                        | 0.1              | 1.1              | 0.9              | 0.0               |
| Nova Scotia                  |                  |                  |                  |                   |
| Quantity                     | 0.3              | 0.5              | 0.4              | 0.1               |
| Value                        | 0.4              | 0.6              | 0.5              | 0.3               |
| New Brunswick                |                  |                  |                  |                   |
| Quantity                     | -                | 0.0              | 0.0              | 0.1               |
| Value                        | -                | 0.0              | 0.3              | 0.9               |
| Newfoundland                 |                  |                  |                  |                   |
| Quantity                     | -                | 0.0              | 0.0              | -                 |
| Value                        | -                | 0.0              | 0.0              | -                 |
| <b>TOTAL</b>                 |                  |                  |                  |                   |
| Quantity                     | 100.0            | 100.0            | 100.0            | 100.0             |
| Value                        | 100.0            | 100.0            | 100.0            | 100.0             |

NOTES : Ranked in descending order by 1992 value.

\* The latest year is cumulative to the third quarter.

**CHLORINE**

**CANADIAN IMPORT TRENDS (Cont'd)**

**AVERAGE UNIT PRICES BY PROVINCE OF CLEARANCE  
(\$ per KGM)**

CHLORINE  
(H.S. 2801.10.00.00)

| <u>Province of Clearance</u> | <u>1990</u> | <u>1991</u> | <u>1992</u> | <u>1993*</u> |
|------------------------------|-------------|-------------|-------------|--------------|
| British Columbia             | 0.17        | 0.16        | 0.17        | 0.18         |
| Ontario                      | 0.18        | 0.18        | 0.19        | 0.20         |
| Alberta                      | 0.18        | 0.17        | 0.18        | 0.16         |
| Québec                       | 0.17        | 0.17        | 0.18        | 0.22         |
| Saskatchewan                 | 0.22        | 0.22        | 0.21        | 0.22         |
| Manitoba                     | 0.22        | 0.17        | 0.18        | 0.22         |
| Nova Scotia                  | 0.27        | 0.22        | 0.22        | 0.81         |
| New Brunswick                | -           | 1.61        | 1.08        | 1.52         |
| Newfoundland                 | -           | <u>0.22</u> | <u>0.22</u> | -            |
| All Provinces                | 0.17        | 0.17        | 0.17        | 0.19         |

NOTES : Ranked in descending order by 1992 value.

\* The latest year is cumulative to the third quarter.

**CHLORINE**  
**CANADIAN IMPORTERS**

CHLORINE  
(H.S. 2801.10.00.00)

There were 67 known importers in 1992. The principal 15 importers accounted for 93 per cent of the total import value.

| <u>Principal Importers</u><br>(No.) | <u>Cumulative Quantity</u><br>(000 KGM) | <u>Cumulative Value</u><br>(\$000) | <u>Cumulative Total Quantity</u> | <u>% of Total Value</u> |
|-------------------------------------|---|------------------------------------|----------------------------------|-------------------------|
| 3                                   | 9 727                                   | 1 549                              | 56                               | 51                      |
| 6                                   | 14 566                                  | 2 381                              | 83                               | 78                      |
| 10                                  | 15 855                                  | 2 673                              | 91                               | 88                      |
| 15                                  | 16 430                                  | 2 809                              | 94                               | 93                      |
| 25                                  | 17 181                                  | 2 963                              | 98                               | 98                      |
| <b>All Importers</b><br>(67)        | <b>17 483</b>                           | <b>3 036</b>                       | <b>100</b>                       | <b>100</b>              |

NOTE: Principal importers are ranked by value

Importers during 1992 are listed below in alphabetical order. This list does not include individuals. The importer is not necessarily the end-user of the product.

| <u>Name</u>                                       | <u>Location</u>       |
|---|-----------------------|
| Air Products Canada Ltd.                          | Brampton, Ont.        |
| Atlantic Purification Systems Ltd.                | Dartmouth, N.S.       |
| Canadian Miraclean Products Ltd. Group B          | Richmond, B.C.        |
| Canadian Pacific Forest Products Limited          | Ottawa, Ont.          |
| Canadian Tire Corporation Limited                 | Brampton, Ont.        |
| Cantech Corporation Limited                       | Calgary, Alta.        |
| Cardiovision Supplies Inc.                        | Gormley, Ont.         |
| CGT Home Fashions Ltd.                            | Cambridge, Ont.       |
| Croft Agritil Corporation                         | London, Ont.          |
| Fletcher Challenge Canada Limited                 | Vancouver, B.C.       |
| Fletcher Challenge Canada Ltd. Crofton Pulp Paper | Crofton, B.C.         |
| Fryston Can Inc.                                  | Mississauga, Ont.     |
| G H Wood & Company Ltd.                           | Mississauga, Ont.     |
| Georgia-Pacific Corporation Inc.                  | Bellingham, WA, U.S.* |
| LCP Chemicals a Division of Hanlin Group Inc.     | Montréal, Qué.        |
| MacMillan Bloedel Limited                         | Vancouver, B.C.       |
| Methot Sales Ltd.                                 | Gloucester, Ont.      |
| Olin Corporation Inc.                             | Stamford, CT, U.S.*   |
| Prairiechem Inc.                                  | Saskatoon, Sask.      |
| Ronsco Inc.                                       | Montréal, Qué.        |
| Safety Supply Canada Ltd.                         | Richmond Hill, Ont.   |

\* Non-resident importer.

**CHLORINE**

**CANADIAN IMPORTERS (Cont'd)**

**CHLORINE**

**(H.S. 2801.10.00.00) (Cont'd)**

Name

Location

|  |                           |
|--|---------------------------|
| Saskatoon Chemicals Ltd.                                   | Saskatoon, Sask.          |
| Stanchem Inc.  | Etobicoke, Ont.           |
| VWR Scientific Canada Ltd.                                 | London, Ont.              |
| W.H. Shurtleff Co. Ltd.                                    | South Portland, ME, U.S.* |
| Wabash Alloys Ontario, Div. of Connell<br>Ltd. Partnership | Toronto, Ont.             |
| Welland Chemical Ltd.                                      | Mississauga, Ont.         |
| Western Pulp Inc.  | Vancouver, B.C.           |
| Weyerhaeuser Canada Ltd.                                   | Kamloops, B.C.            |

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\* Non-resident importer.

## CHLORINE

### FOREIGN EXPORTERS TO CANADA

CHLORINE  
(H.S. 2801.10.00.00)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 94 per cent of the total value of Canadian imports during 1992.

| <u>Country of Origin</u> | <u>Name of Foreign Exporter</u> | <u>1992 Value of Exports to Canada (\$000)</u> |
|--------------------------|---------------------------------|--|
| United States            | Atochem North America           | 899  |
|                          | Penwalt Corporation             | ) 1 133*                                       |
|                          | Weyerhaeuser Company            |  |
|                          | Olin Corp.                      | ) 501*   |
|                          | Jones Chemical Inc.             |  |
|                          | Hach Company Ltd.               | 93   |
|                          | PPG Industries                  | ) 117*   |
|                          | King Technology Inc.            |  |
|                          | Georgia Pacific Corp.           | ) 108*   |
|                          | Neotronics of North America     |  |
| Wabash Alloys Div (Uin)  |                                 |  |
| Amuchina                 |                                 |  |
| Italy                    |                                 |  |
| <b>TOTAL</b>             |                                 | <b>2 851</b>                                   |

\* Aggregated to preserve confidentiality of Canadian importers.



**CHLORINE**  
**CANADIAN SHIPMENTS**

Statistics Canada reports that shipments of Chlorine for 1991 (latest year available) totalled \$70.9 million.

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

Statistics Canada  
Industry Division  
Survey of Manufacturing Section  
Ottawa, Ontario  
K1A 0T6  
Tel.: (613) 951-3513

Source: Catalogue #46-250, annual, "Chemical and Chemical Products Industries".

**CHLORINE**

**CANADIAN EXPORT TRENDS**

**BY MAJOR COUNTRY OF DESTINATION**

**CHLORINE  
(H.S. 2801.10.00)**

| <u>Country of Destination</u> | <u>1990</u> | <u>1991</u> | <u>1992</u> | <u>1993*</u> | <u>Average Annual Growth Rate 1990-92 (%)</u> |
|-------------------------------|-------------|-------------|-------------|--------------|---|
| United States                 |             |             |             |              |   |
| Quantity (000 KGM)            | 322 424     | 268 016     | 247 069     | 224 031      | -12.5   |
| Value (\$000)                 | 39 854      | 25 751      | 25 475      | 25 615       | -20.0   |
| Cuba                          |             |             |             |              |   |
| Quantity (000 KGM)            | -           | -           | 21          | 6            | 0.0   |
| Value (\$000)                 | -           | -           | 83          | 35           | 0.0   |
| Other                         |             |             |             |              |   |
| Quantity (000 KGM)            | 27          | 20          | -           | -            | N/A   |
| Value (\$000)                 | <u>11</u>   | <u>2</u>    | <u>-</u>    | <u>-</u>     | <u>N/A</u>                                    |
| <b>TOTAL</b>                  |             |             |             |              |   |
| Quantity (000 KGM)            | 322 451     | 268 035     | 247 090     | 224 037      | -12.5   |
| Value (\$000)                 | 39 865      | 25 753      | 25 558      | 25 650       | -19.9   |

NOTES : Ranked in descending order by 1992 value.

See note on page two concerning Canada-U.S. Reconciliation.

\* The latest year is cumulative to the third quarter.

**CHLORINE**

**CANADIAN EXPORT TRENDS (Cont'd)**

**MARKET SHARES BY MAJOR COUNTRY OF DESTINATION**

**CHLORINE  
(H.S. 2801.10.00)**

| <u>Country of Destination</u> | <u>1990</u><br>% | <u>1991</u><br>% | <u>1992</u><br>% | <u>1993*</u><br>% |
|-------------------------------|------------------|------------------|------------------|-------------------|
| United States                 |                  |                  |                  |                   |
| Quantity                      | 100.0            | 100.0            | 100.0            | 100.0             |
| Value                         | 100.0            | 100.0            | 99.7             | 99.9              |
| Cuba                          |                  |                  |                  |                   |
| Quantity                      | -                | -                | 0.0              | 0.0               |
| Value                         | -                | -                | 0.3              | 0.1               |
| Other                         |                  |                  |                  |                   |
| Quantity                      | 0.0              | 0.0              | 0.0              | 0.0               |
| Value                         | <u>0.0</u>       | <u>0.0</u>       | <u>0.0</u>       | <u>0.0</u>        |
| <b>TOTAL</b>                  |                  |                  |                  |                   |
| Quantity                      | 100.0            | 100.0            | 100.0            | 100.0             |
| Value                         | 100.0            | 100.0            | 100.0            | 100.0             |

NOTES : Ranked in descending order by 1992 value.

\* The latest year is cumulative to the third quarter.

## CHLORINE

### CANADIAN EXPORT TRENDS (Cont'd)

#### BY PROVINCE OF ORIGIN

CHLORINE  
(H.S. 2801.10.00)

| Province of Origin | 1990    | 1991    | 1992    | 1993*   | Average Annual Growth Rate 1990-92 (%) |
|--------------------|---------|---------|---------|---------|--|
| Ontario            |         |         |         |         |  |
| Quantity (000 KGM) | 220 554 | 182 601 | 203 479 | 144 277 | -3.9                                   |
| Value (\$000)      | 28 747  | 20 849  | 21 801  | 18 081  | -12.9                                  |
| Québec             |         |         |         |         |  |
| Quantity (000 KGM) | 21 956  | 36 542  | 37 698  | 25 723  | 31.0                                   |
| Value (\$000)      | 2 406   | 2 839   | 3 080   | 2 801   | 13.1                                   |
| New Brunswick      |         |         |         |         |  |
| Quantity (000 KGM) | 163     | 1 330   | 4 736   | 2 945   | 438.6                                  |
| Value (\$000)      | 28      | 215     | 566     | 463     | 345.8                                  |
| British Columbia   |         |         |         |         |  |
| Quantity (000 KGM) | 77 944  | 47 482  | 279     | 48 390  | -94.0                                  |
| Value (\$000)      | 8 532   | 1 839   | 62      | 3 736   | -91.5                                  |
| Saskatchewan       |         |         |         |         |  |
| Quantity (000 KGM) | 1 560   | -       | 898     | 2 621   | N/A                                    |
| Value (\$000)      | 110     | -       | 50      | 561     | N/A                                    |
| Manitoba           |         |         |         |         |  |
| Quantity (000 KGM) | -       | -       | -       | 82      | -                                      |
| Value (\$000)      | -       | -       | -       | 7       | -                                      |
| Alberta            |         |         |         |         |  |
| Quantity (000 KGM) | 271     | 80      | -       | -       | N/A                                    |
| Value (\$000)      | 39      | 11      | -       | -       | N/A                                    |
| Nova Scotia        |         |         |         |         |  |
| Quantity (000 KGM) | 4       | -       | -       | -       | 0.0                                    |
| Value (\$000)      | 2       | -       | -       | -       | 0.0                                    |
| <b>TOTAL</b>       |         |         |         |         |  |
| Quantity (000 KGM) | 322 451 | 268 035 | 247 090 | 224 037 | -12.5                                  |
| Value (\$000)      | 39 865  | 25 753  | 25 558  | 25 650  | -19.9                                  |

NOTES : Ranked in descending order by 1992 value.

\* The latest year is cumulative to the third quarter.

## CHLORINE

### CANADIAN EXPORT TRENDS (Cont'd)

#### MARKET SHARES BY PROVINCE OF ORIGIN

CHLORINE  
(H.S. 2801.10.00)

| <u>Province of Origin</u> | <u>1990</u><br>% | <u>1991</u><br>% | <u>1992</u><br>% | <u>1993*</u><br>% |
|---------------------------|------------------|------------------|------------------|-------------------|
| Ontario                   |                  |                  |                  |                   |
| Quantity                  | 68.4             | 68.1             | 82.4             | 64.4              |
| Value                     | 72.1             | 81.0             | 85.3             | 70.5              |
| Québec                    |                  |                  |                  |                   |
| Quantity                  | 6.8              | 13.6             | 15.3             | 11.5              |
| Value                     | 6.0              | 11.0             | 12.1             | 10.9              |
| New Brunswick             |                  |                  |                  |                   |
| Quantity                  | 0.1              | 0.5              | 1.9              | 1.3               |
| Value                     | 0.1              | 0.8              | 2.2              | 1.8               |
| British Columbia          |                  |                  |                  |                   |
| Quantity                  | 24.2             | 17.7             | 0.1              | 21.6              |
| Value                     | 21.4             | 7.1              | 0.2              | 14.6              |
| Saskatchewan              |                  |                  |                  |                   |
| Quantity                  | 0.5              | -                | 0.4              | 1.2               |
| Value                     | 0.3              | -                | 0.2              | 2.2               |
| Manitoba                  |                  |                  |                  |                   |
| Quantity                  | -                | -                | -                | 0.0               |
| Value                     | -                | -                | -                | 0.0               |
| Alberta                   |                  |                  |                  |                   |
| Quantity                  | 0.1              | 0.0              | -                | -                 |
| Value                     | 0.1              | 0.0              | -                | -                 |
| Nova Scotia               |                  |                  |                  |                   |
| Quantity                  | 0.0              | -                | -                | -                 |
| Value                     | <u>0.0</u>       | <u>-</u>         | <u>-</u>         | <u>-</u>          |
| <b>TOTAL</b>              |                  |                  |                  |                   |
| Quantity                  | 100.0            | 100.0            | 100.0            | 100.0             |
| Value                     | 100.0            | 100.0            | 100.0            | 100.0             |

NOTES : Ranked in descending order by 1992 value.

\* The latest year is cumulative to the third quarter.

## CHLORINE

### CANADIAN EXPORT TRENDS (Cont'd)

#### AVERAGE UNIT PRICES BY PROVINCE OF ORIGIN (\$ per KGM)

#### CHLORINE (H.S. 2801.10.00)

| <u>Province of Origin</u> | <u>1990</u> | <u>1991</u> | <u>1992</u> | <u>1993*</u> |
|---------------------------|-------------|-------------|-------------|--------------|
| Ontario                   | 0.13        | 0.11        | 0.11        | 0.13         |
| Québec                    | 0.11        | 0.08        | 0.08        | 0.11         |
| New Brunswick             | 0.17        | 0.16        | 0.12        | 0.16         |
| British Columbia          | 0.11        | 0.04        | 0.22        | 0.08         |
| Saskatchewan              | 0.07        | -           | 0.06        | 0.21         |
| Manitoba                  | -           | -           | -           | 0.09         |
| Alberta                   | 0.14        | 0.14        | -           | -            |
| Nova Scotia               | <u>0.38</u> | <u>-</u>    | <u>-</u>    | <u>-</u>     |
| All Provinces             | 0.12        | 0.10        | 0.10        | 0.11         |

NOTES : Ranked in descending order by 1992 value.

\* The latest year is cumulative to the third quarter.

## CHLORINE

### CANADIAN SUPPLIERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by Industry Canada; and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information on Canadian products supplied is as given by the companies.

The following list is taken from the Business Opportunities Sourcing System (BOSS), a computerized data bank established by Industry 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.

#### Chlorine/Halogen

| <u>Name</u>                                 | <u>Location</u>  |
|---|------------------|
| Canadian Miraclean Products Ltd.            | Richmond, B.C.   |
| Canadian Occidental Petroleum Ltd.          | Vancouver, B.C.  |
| *Dow Chemical Canada Inc.                   | Sarnia, Ont.     |
| *ICI Canada Inc.                            | North York, Ont. |
| Javex Mfg. Cda., Division Colgate Palmolive | Toronto, Ont.    |
| *Prairiechem Inc.                           | Calgary, Ont.    |
| *Saskatoon Chemicals Ltd.                   | Saskatoon, Sask. |
| Welland Chemical Ltd.                       | Sarnia, Ont.     |

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

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

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\* Company engaged in export trade.

## CHLORINE

### CANADIAN SUPPLIERS (Cont'd)

#### CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

#### Chlorine, Liquid

| <u>Name</u>                       | <u>Location</u>  |
|-----------------------------------|------------------|
| *Canadian Miraclean Products Ltd. | Richmond, B.C.   |
| *Prairiechem Inc.                 | Saskatoon, Sask. |
| *Saskatoon Chemicals Ltd.         | Saskatoon, Sask. |

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association  
4th Floor  
75 International Boulevard  
Etobicoke, Ontario  
M9W 6L9  
Tel.: (416) 798-8000  
Fax.: (416) 798-8050

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\* Company engaged in export trade.



**CHLORINE**  
**UNITED STATES IMPORTS**  
**BY MAJOR COUNTRY OF ORIGIN**

**CHLORINE**  
**(H.S. 2801.10.00.00)**

| <u>Country of Origin</u> | <u>1990</u> | <u>1991</u> | <u>1992</u> | <u>1993*</u> | <u>Average Annual Growth Rate 1990-92 (%)</u> |
|--------------------------|-------------|-------------|-------------|--------------|---|
| Canada                   |             |             |             |              |   |
| Quantity (000 KG)        | 323 285     | 268 016     | 247 069     | 224 031      | -12.6   |
| Value (\$000)            | 37 029      | 22 586      | 22 073      | 22 259       | -22.8   |
| South Africa             |             |             |             |              |   |
| Quantity (000 KG)        | 257         | 935         | 1 443       | 0            | 137.1   |
| Value (\$000)            | 141         | 152         | 239         | 2            | 30.1  |
| Spain                    |             |             |             |              |   |
| Quantity (000 KG)        | -           | -           | 326         | -            | 0.0   |
| Value (\$000)            | -           | -           | 90          | -            | 0.0   |
| Japan                    |             |             |             |              |   |
| Quantity (000 KG)        | 172         | 1           | 1           | 13           | -92.2   |
| Value (\$000)            | 119         | 69          | 89          | 319          | -13.8   |
| United Kingdom           |             |             |             |              |   |
| Quantity (000 KG)        | 0           | 1           | 40          | -            | 857.1   |
| Value (\$000)            | 2           | 8           | 31          | -            | 271.4   |
| France                   |             |             |             |              |   |
| Quantity (000 KG)        | 0           | 0           | 1           | 0            | 951.7   |
| Value (\$000)            | 4           | 18          | 22          | 22           | 136.8   |
| Other                    |             |             |             |              |   |
| Quantity (000 KG)        | 140         | 276         | -           | 1 753        | 97.3  |
| Value (\$000)            | <u>8</u>    | <u>44</u>   | <u>**</u>   | <u>308</u>   | <u>-98.9</u>                                  |
| <b>TOTAL</b>             |             |             |             |              |   |
| Quantity (000 KG)        | 323 855     | 269 229     | 248 880     | 225 797      | -12.3   |
| Value (\$000)            | 37 304      | 22 876      | 22 544      | 22 910       | -22.3   |

NOTES : Ranked in descending order by 1992 value.

Canada ranked 1st overall.

See note on page two concerning Canada-U.S. Reconciliation.

Source: U.S. Department of Commerce.

\* The latest year is cumulative to the third quarter.

\*\* Less than \$500.

## CHLORINE

### UNITED STATES IMPORTS (Cont'd)

### BY CUSTOMS DISTRICT OF ENTRY

CHLORINE  
(H.S. 2801.10.00.00)

| Customs District<br>of Entry | 1990    | 1991    | 1992    | 1993*   | Average<br>Annual<br>Growth Rate<br>1990-92<br>(%) |
|------------------------------|---------|---------|---------|---------|--|
| Detroit, Michigan            |         |         |         |         |  |
| Quantity (000 KG)            | 112 011 | 81 178  | 106 067 | 69 823  | -2.7   |
| Value (\$000)                | 12 586  | 7 575   | 9 533   | 7 470   | -13.0  |
| Ogdensburg, New York         |         |         |         |         |  |
| Quantity (000 KG)            | 46 890  | 70 248  | 65 377  | 54 096  | 18.1   |
| Value (\$000)                | 4 819   | 5 165   | 4 212   | 5 450   | -6.5   |
| St. Albans, Vermont          |         |         |         |         |  |
| Quantity (000 KG)            | 43 212  | 34 824  | 30 265  | 28 428  | -16.3  |
| Value (\$000)                | 6 107   | 4 252   | 3 446   | 2 926   | -24.9  |
| Buffalo, New York            |         |         |         |         |  |
| Quantity (000 KG)            | 28 646  | 25 298  | 27 187  | 15 783  | -2.6   |
| Value (\$000)                | 3 121   | 2 734   | 3 160   | 1 839   | 0.6  |
| Portland, Maine              |         |         |         |         |  |
| Quantity (000 KG)            | 4 651   | 3 548   | 12 853  | 2 945   | 66.2   |
| Value (\$000)                | 729     | 418     | 1 131   | 378     | 24.5   |
| Duluth, Minnesota            |         |         |         |         |  |
| Quantity (000 KG)            | 9 353   | 5 497   | 5 040   | 4 485   | -26.6  |
| Value (\$000)                | 1 327   | 839     | 534     | 733     | -36.5  |
| Baltimore, Maryland          |         |         |         |         |  |
| Quantity (000 KG)            | -       | -       | 1 443   | 12      | 0.0  |
| Value (\$000)                | -       | -       | 228     | 253     | 0.0  |
| Houston-Galveston, Texas     |         |         |         |         |  |
| Quantity (000 KG)            | -       | -       | 326     | -       | 0.0  |
| Value (\$000)                | -       | -       | 90      | -       | 0.0  |
| Norfolk, Virginia            |         |         |         |         |  |
| Quantity (000 KG)            | -       | -       | 1       | 0       | 0.0  |
| Value (\$000)                | -       | -       | 72      | 24      | 0.0  |
| Seattle, Washington          |         |         |         |         |  |
| Quantity (000 KG)            | 78 524  | 47 423  | 279     | 48 286  | -94.0  |
| Value (\$000)                | 8 332   | 1 603   | 61      | 3 435   | -91.5  |
| Other                        |         |         |         |         |  |
| Quantity (000 KG)            | 570     | 1 213   | 41      | 1 939   | -73.3  |
| Value (\$000)                | 282     | 291     | 78      | 403     | -47.3  |
| <b>TOTAL</b>                 |         |         |         |         |  |
| Quantity (000 KG)            | 323 855 | 269 229 | 248 880 | 225 797 | -12.3  |
| Value (\$000)                | 37 304  | 22 876  | 22 544  | 22 910  | -22.3  |

NOTES : Ranked in descending order by 1992 value.

Source: U.S. Department of Commerce.

\* The latest year is cumulative to the third quarter.

**CHLORINE**  
**TARIFFS**  
**CANADIAN**

Canadian imports included in this report are dutiable under the following Canadian tariff item:

| <u>Tariff Item</u> | <u>Description of Goods</u> | <u>Tariff Treatment - 1993</u>     |                                    |                             |
|--------------------|-----------------------------|------------------------------------|------------------------------------|-----------------------------|
|                    |                             | <u>Most Favoured Nation Tariff</u> | <u>General Preferential Tariff</u> | <u>United States Tariff</u> |
| 2801.10.00         | -Chlorine                   | Free                               | Free                               | Free                        |

**TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT**

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment: Italy, United Kingdom, United States.

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) 954-6919  
Fax.: (613) 954-9646

## CHLORINE

### TARIFFS (Cont'd)

#### UNITED STATES

United States imports 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 - 1993</u> |          |
|--------------------|-----------------------------|-----------------------------|----------|
|                    |                             | <u>General</u>              | <u>2</u> |
| 2810.10.00         | Chlorine                    | Free                        | 25%      |

2 Notwithstanding any other provisions, the rates of duty shall apply to products, whether imported directly or indirectly, of the following countries and areas pursuant to section 401 of the Tariff Classification Act of 1962, to section 231 or 257(e)(2) of the Trade Expansion Act of 1962, to section 404(a) of the Trade Act of 1974 or to any other applicable section of law, or to action taken by the President thereunder:

|                |                   |                           |
|----------------|-------------------|---------------------------|
| Afghanistan    | German Democratic | Mongolia                  |
| Albania        | Republic (former) | North Korea               |
| Bulgaria       | Kampuchea         | Romania                   |
| Cuba           | Laos              | Union of Soviet Socialist |
| Czechoslovakia | Latvia            | Republics (former)        |
| Estonia        | Lithuania         | Vietnam                   |

#### FOREIGN COUNTRIES

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to:

Info-Ex  
Department of Foreign Affairs and International Trade  
Ottawa, Ontario K1A 0G2  
Tel.: (613) 944-4000 or 1-800-267-8376  
Fax.: (613) 996-9709

## CHLORINE

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**dISTCcovery** is an Industry Canada service designed to create industry awareness of the world-wide supply of transferable technology available through licensing and joint ventures.

**dISTCcovery** provides access to international data bases containing thousands of licensing offers for new products, processes and technologies originating from around the world.

**dISTCcovery** introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product or use their process or know-how in an agreed market area. The reverse is also possible. A Canadian company can also use **dISTCcovery** to promote their unique product or process for licensing internationally.

The following is a list of licensing opportunities identified from **dISTCcovery** using the keyword "Chlorine".

- 1-Electrolytic Cell for Magnesium and Chlorine Production;
- 2-Electrochlorinator for Water Sterilisation.

For more information on these and other opportunities, contact the nearest Industry Canada Regional Office listed at the end of this publication or the Market Intelligence and Technology Opportunities Service at (613) 954-4040.



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## FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence and Technology  
Opportunities Service  
Strategic Information Branch  
Industry Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-4970  
Fax: (613) 954-2340

OR  
Chemicals Directorate  
Chemicals and Bio-Industries Branch  
Industry Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3073  
Fax.: (613) 952-4209

## REGIONAL OFFICES:

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Industry Canada  
Suite 504  
Atlantic Place  
215 Water Street  
P.O. Box 8950  
ST. JOHN'S, Newfoundland  
A1B 3R8  
Tel.: (709) 772-4782  
Fax: (709) 772-5093

### NEW BRUNSWICK

Industry Canada  
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Assumption Place  
770 Main Street  
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MONCTON, New Brunswick  
E1C 8P9  
Tel.: (506) 857-4782  
Fax: (506) 851-2384

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Fax: (204) 983-2187

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650 West Georgia Street  
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V6B 5H8  
Tel.: (604) 666-0266  
Fax: (604) 666-0277

### PRINCE EDWARD ISLAND

Industry Canada  
Suite 400  
National Bank Tower  
Confederation Court Mall  
134 Kent Street  
P.O. Box 1115  
CHARLOTTETOWN  
Prince Edward Island  
C1A 7M8  
Tel.: (902) 566-7400  
Fax: (902) 566-7450

### QUEBEC

Industry Canada  
Suite 3800  
800 Tour de la Victoria  
Place  
P.O. Box 247  
MONTREAL, Quebec  
H4Z 1E8  
Tel.: (514) 283-8185  
or 1-800-381-5367  
Fax: (514) 283-3302

### SASKATCHEWAN

Industry Canada  
Suite 401  
110 4th Avenue South  
SASKATOON, Saskatchewan  
S7K 5X2  
Tel.: (306) 975-4682  
Fax: (306) 975-5334

### Note:

Yukon is now serviced by the  
VANCOUVER Regional Office  
NWT is now serviced by the WINNIPEG  
Regional Office

### NOVA SCOTIA

Industry Canada  
5th Floor  
Central Guaranty Trust Tower  
1801 Hollis Street  
P.O. Box 940, Station M  
HALIFAX, Nova Scotia  
B3J 2V9  
Tel.: (902) 426-4782  
Fax: (902) 426-2824

### ONTARIO

Industry Canada  
4th Floor  
Dominion Public Building  
1 Front Street West  
TORONTO, Ontario  
M5J 1A4  
Tel.: (416) 973-4782  
Fax: (416) 954-1385

### ALBERTA

Industry Canada  
Room 540  
Canada Place  
9700 Jasper Avenue  
EDMONTON, Alberta  
T5J 4C3  
Tel.: (403) 495-4782  
Fax: (403) 495-4507

Industry Canada  
Suite 1100  
510 - 5th Street S.W.  
CALGARY, Alberta  
T2P 3S2  
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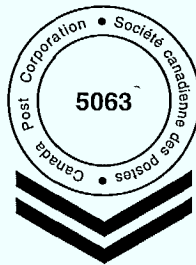
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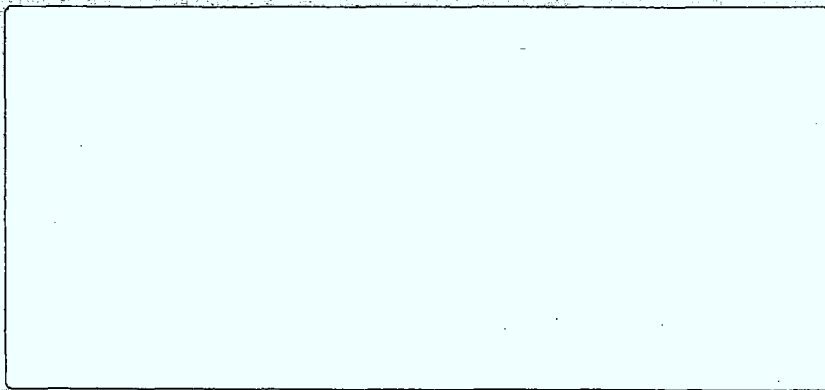
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