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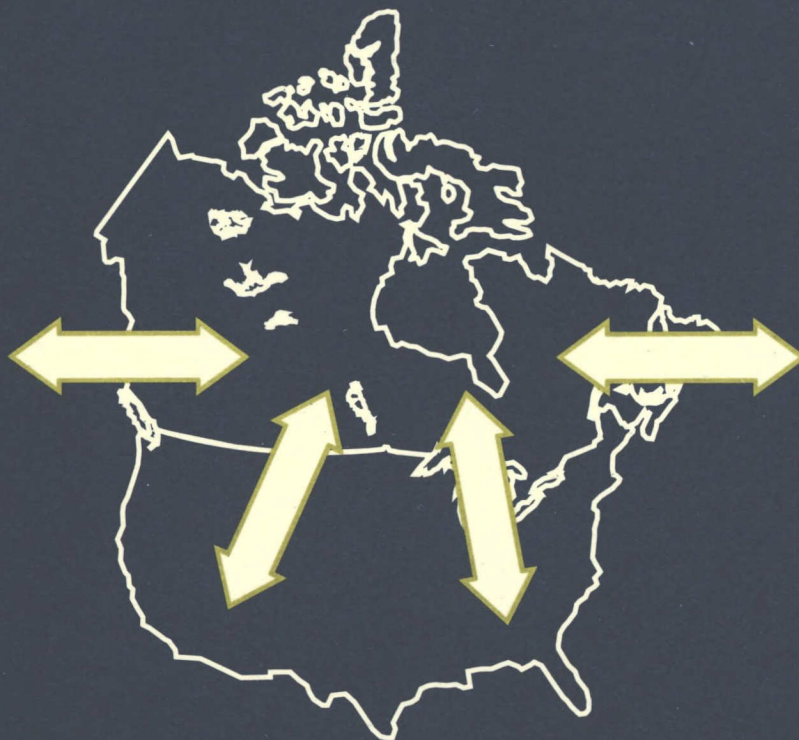
Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

## POTASSIUM HYDROXIDE (CAUSTIC POTASH)

Pub. No.: 93152-IP

February 1994



Canada



# **POTASSIUM HYDROXIDE**

## **(CAUSTIC POTASH)**

Pub. No.: 93152-IP

February 1994

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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  
KNS - Kilogram of named substance  
KSD - Kilogram air dry

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## POTASSIUM HYDROXIDE (CAUSTIC POTASH)

### 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 codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Sodium hydroxide (caustic soda); potassium hydroxide (caustic potash); peroxides of sodium or potassium (28.15):	
-Potassium hydroxide (caustic potash) (2815.20)	
--Solid	2815.20.00.10
--In aqueous solution	2815.20.00.20

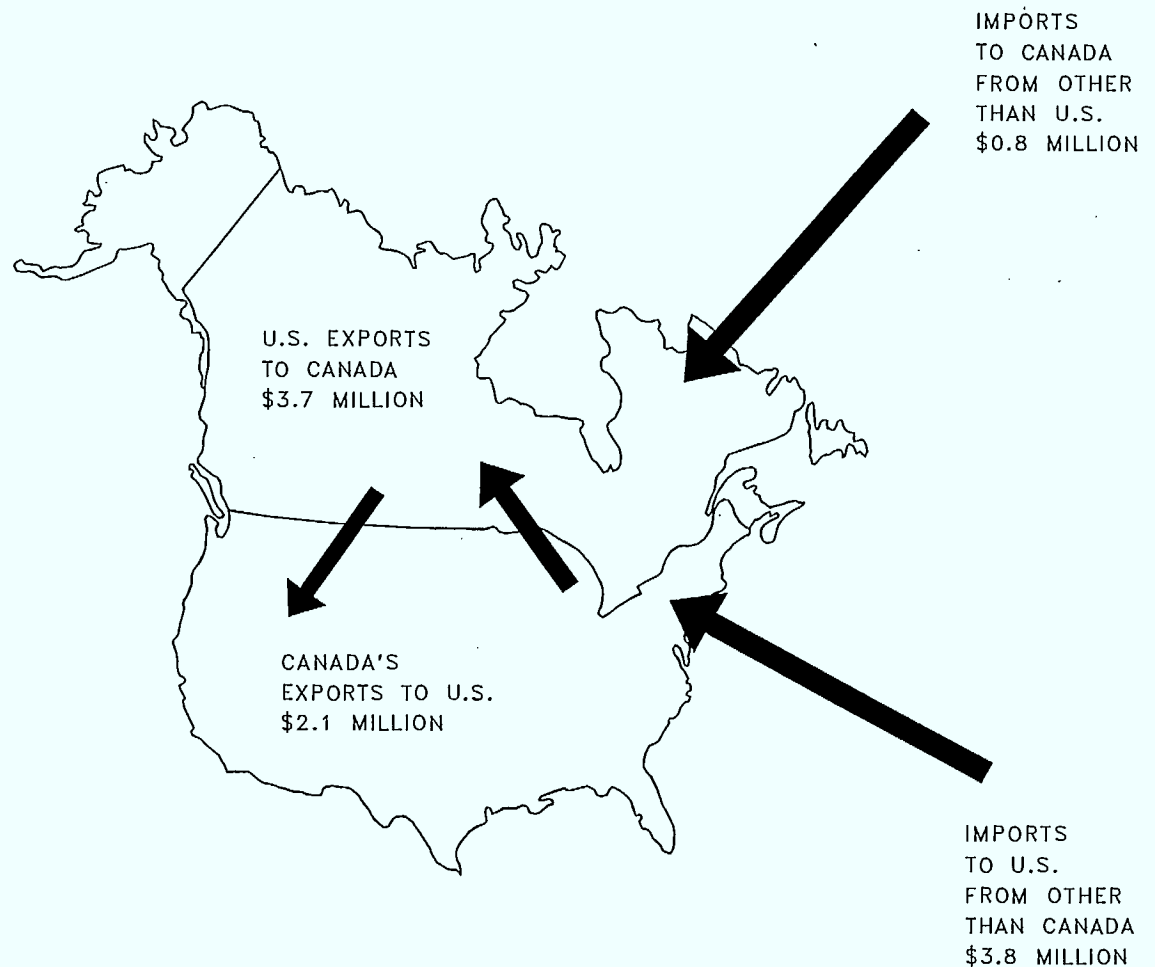
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NOTE : The Canadian and United States coding systems are not comparable beyond the H.S. 6 level for potassium hydroxide (caustic potash). The United States H.S. code is 2815.20.00.00.

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## NORTH AMERICAN IMPORTS - 1992

(H.S. 2815.20.00.00)



**North American Imports - \$4.6 Million\***

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

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## CANADIAN IMPORT TRENDS

### SUMMARY

<u>Description and Commodity Code</u>	<u>Total Imports</u>				<u>Major Country of Export to Canada % of Total Value</u>			
	<u>1990 Value (\$000)</u>	<u>1991 Value (\$000)</u>	<u>1992 Value (\$000)</u>	<u>1993* Value (\$000)</u>	<u>1990</u>	<u>1991</u>	<u>1992</u>	<u>1993*</u>
Potassium hydroxide (caustic potash) solid H.S. 2815.20.00.10	1 218	811	1 236	1 088	37	United States 54	37	70
Potassium hydroxide (caustic potash) in aqueous solution H.S. 2815.20.00.20	<u>3 927</u>	<u>3 881</u>	<u>3 260</u>	<u>2 584</u>	99	United States 98	99	97
<b>TOTAL</b>	<b>5 145</b>	<b>4 692</b>	<b>4 496</b>	<b>3 672</b>				

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

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## CANADIAN IMPORT TRENDS (Cont'd)

### BY MAJOR COUNTRY OF ORIGIN

POTASSIUM HYDROXIDE (CAUSTIC POTASH), SOLID  
(H.S. 2815.20.00.10)

Country of Origin	1990	1991	1992	1993*	Average Annual Growth Rate 1990-92 (%)
United States					
Quantity (000 KGM)	572	560	596	964	2.0
Value (\$000)	456	440	462	761	0.7
Japan					
Quantity (000 KGM)	221	234	562	123	59.5
Value (\$000)	165	188	436	104	62.7
Taiwan					
Quantity (000 KGM)	-	-	220	-	0.0
Value (\$000)	-	-	151	-	0.0
Fed. Rep. of Germany					
Quantity (000 KGM)	77	114	180	53	52.8
Value (\$000)	49	71	120	38	56.3
France					
Quantity (000 KGM)	47	157	45	220	-2.2
Value (\$000)	36	110	32	182	-5.4
Sweden					
Quantity (000 KGM)	19	-	24	-	13.7
Value (\$000)	16	-	20	-	13.7
Belgium					
Quantity (000 KGM)	-	-	18	-	0.0
Value (\$000)	-	-	13	-	0.0
United Kingdom					
Quantity (000 KGM)	N/A	3	2	2	N/A
Value (\$000)	497	3	2	2	-93.7
Other					
Quantity (000 KGM)	-	-	-	-	-
Value (\$000)	-	-	-	-	-
TOTAL					
Quantity (000 KGM)	N/A	1 068	1 647	1 362	N/A
Value (\$000)	1 218	811	1 236	1 088	0.7

NOTES : Ranked in descending order by 1992 value.

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

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## CANADIAN IMPORT TRENDS (Cont'd)

### BY MAJOR COUNTRY OF ORIGIN (Cont'd)

POTASSIUM HYDROXIDE (CAUSTIC POTASH),  
IN AQUEOUS SOLUTION  
(H.S. 2815.20.00.20)

<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 KNS)	9 380	10 684	8 119	6 070	-7.0
Value (\$000)	3 906	3 803	3 217	2 519	-9.2
Sweden					
Quantity (000 KNS)	12	77	45	45	90.3
Value (\$000)	11	66	38	38	90.3
United Kingdom					
Quantity (000 KNS)	12	13	4	3	-40.5
Value (\$000)	10	11	4	3	-40.5
Fed. Rep. of Germany					
Quantity (000 KNS)	-	-	1	36	0.0
Value (\$000)	-	-	1	23	0.0
Other					
Quantity (000 KNS)	-	-	-	-	-
Value (\$000)	-	-	-	-	-
TOTAL					
Quantity (000 KNS)	9 405	10 774	8 170	6 155	-6.8
Value (\$000)	3 927	3 881	3 260	2 584	-8.9

NOTES : Ranked in descending order by 1992 value.

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

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## CANADIAN IMPORT TRENDS (Cont'd)

### BY PROVINCE OF CLEARANCE

POTASSIUM HYDROXIDE (CAUSTIC POTASH), SOLID  
(H.S. 2815.20.00.10)

<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>
Alberta					
Quantity (000 KGM)	249	253	913	568	91.3
Value (\$000)	183	191	657	455	89.6
Ontario					
Quantity (000 KGM)	N/A	411	382	321	N/A
Value (\$000)	799	313	308	250	-37.9
Québec					
Quantity (000 KGM)	163	145	202	139	11.5
Value (\$000)	119	110	149	108	11.6
British Columbia					
Quantity (000 KGM)	97	131	117	174	10.1
Value (\$000)	78	99	95	143	10.7
Saskatchewan					
Quantity (000 KGM)	31	56	33	95	2.3
Value (\$000)	27	48	28	78	2.3
Nova Scotia					
Quantity (000 KGM)	-	0	0	0	N/A
Value (\$000)	-	0	0	0	N/A
Manitoba					
Quantity (000 KGM)	0	38	0	64	-71.3
Value (\$000)	0	23	0	52	-71.7
New Brunswick					
Quantity (000 KGM)	16	34	-	2	N/A
Value (\$000)	<u>13</u>	<u>27</u>	<u>-</u>	<u>1</u>	<u>N/A</u>
TOTAL					
Quantity (000 KGM)	N/A	1 068	1 647	1 362	N/A
Value (\$000)	1 218	811	1 236	1 088	0.7

NOTES : Ranked in descending order by 1992 value.

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

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## CANADIAN IMPORT TRENDS (Cont'd)

### BY PROVINCE OF CLEARANCE (Cont'd)

POTASSIUM HYDROXIDE (CAUSTIC POTASH),  
IN AQUEOUS SOLUTION  
(H.S. 2815.20.00.20)

Province of Clearance	1990	1991	1992	1993*	Average Annual Growth Rate 1990-92 (%)
Ontario					
Quantity (000 KNS)	5 053	6 641	5 369	3 361	3.1
Value (\$000)	2 147	2 363	2 055	1 383	-2.2
Québec					
Quantity (000 KNS)	2 783	2 365	1 360	1 249	-30.1
Value (\$000)	1 086	797	504	504	-31.9
Alberta					
Quantity (000 KNS)	1 151	1 326	993	1 211	-7.1
Value (\$000)	497	517	365	429	-14.3
Saskatchewan					
Quantity (000 KNS)	1	68	173	107	1 384.4
Value (\$000)	1	38	177	82	1 530.6
Manitoba					
Quantity (000 KNS)	285	212	104	76	-39.5
Value (\$000)	139	99	87	110	-20.9
British Columbia					
Quantity (000 KNS)	115	162	138	147	9.6
Value (\$000)	44	67	61	72	17.1
New Brunswick					
Quantity (000 KNS)	17	-	33	2	40.1
Value (\$000)	13	-	11	1	-6.4
Nova Scotia					
Quantity (000 KNS)	-	-	-	2	-
Value (\$000)	-	-	-	2	-
Newfoundland					
Quantity (000 KNS)	0	-	-	-	0.0
Value (\$000)	0	-	-	-	0.0
TOTAL					
Quantity (000 KNS)	9 405	10 774	8 170	6 155	-6.8
Value (\$000)	3 927	3 881	3 260	2 584	-8.9

NOTES : Ranked in descending order by 1992 value.

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

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## CANADIAN IMPORTERS

POTASSIUM HYDROXIDE (CAUSTIC POTASH), SOLID  
(H.S. 2815.20.00.10)

There were 36 known importers in 1992. The principal 15 importers accounted for 97 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Quantity</u> (000 KGM)	<u>Cumulative Value</u> (\$000)	<u>Cumulative Total Quantity</u>	<u>% of Total Value</u>
3	894	669	54	54
6	1 293	955	79	77
10	1 534	1 151	93	93
15	1 603	1 204	97	97
<b>All Importers</b> <b>(36)</b>	<b>1 647</b>	<b>1 236</b>	<b>100</b>	<b>100</b>

Note: Ranked by value.

The principal 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>
Canada Colors & Chemicals Ltd.	Don Mills, Ont.
Elf Atochem-Canada Inc.	Oakville, Ont.
Fertibec Inc.	Ste-Martine, Qué.
Ford Motor Company of Canada Ltd.	Oakville, Ont.
Great Western Chemical Company Inc.	Portland, OR, U.S.*
Halliburton Canada Inc.	Calgary, Alta.
Kingsley & Keith (Canada) Inc.	Etobicoke, Ont.
Mallinckdrodt Specialty Chemicals Canada Inc.	Mississauga, Ont.
Myers Controls & Equipment Ltd.	Burnaby, B.C.
Nichimen Canada Inc.	Toronto, Ont.
Oxy Canada Sales Inc.	Dallas, TX, U.S.*
Pechiney World Trade Usa Inc.	Byram, CT, U.S.*
Procter & Gamble Inc.	Toronto, Ont.
Quadra Chemicals Ltd.	Dorion-Vaudreuil, Qué.
Stanchem Inc.	Etobicoke, Ont.
Sunoco Inc.	Willowdale, Ont.
Tempo Chemicals Inc.	Etobicoke, Ont.
Van Waters & Rogers Ltd.	Richmond, B.C.

\* Non-resident importer.

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## CANADIAN IMPORTERS (Cont'd)

POTASSIUM HYDROXIDE (CAUSTIC POTASH), IN  
AQUEOUS SOLUTION  
(H.S. 2815.20.00.20)

There were 45 known importers in 1992. The principal 6 importers accounted for 85 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Quantity</u> (000 KNS)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Quantity</u>	<u>% of Total Value</u>
3	4 991	2 013	61	62
6	7 123	2 766	87	85
10	8 014	3 132	98	96
15	8 095	3 201	99	98
25	8 142	3 240	100	99
All Importers (45)	8 170	3 260	100	100

NOTE : Ranked by value.

The principal 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>
Alpine Plant Foods Ltd.	New Hamburg, Ont.
Baxter Corporation	Mississauga, Ont.
Canada Colors & Chemicals Ltd.	Don Mills, Ont.
Chemfil Canada Limited	Windsor, Ont.
Discovery Canada Merchandisers Ltd.	Winnipeg, Man.
Engelhard Industries of Canada Ltd.	Aurora, Ont.
Fisher Scientific Ltd.	Ottawa, Ont.
Fleetguard International Corporation	Mississauga, Ont.
Ford Motor Company of Canada Ltd.	Oakville, Ont.
Form & Build Supply Inc.	London, Ont.
Hollimex Products Ltd.	Edmonton, Alta.
Mallinckrodt Specialty Chemicals Canada Inc.	Mississauga, Ont.
Mallinckrodt Canada Inc.	Pointe-Claire-Dorval, Qué.
Mercer Restoration Ltd.	Ottawa, Ont.
Monroe Auto Equip Co. Canada Ltd.	Owen Sound, Ont.
Northern Telecom Canada Ltd.	Milton, Ont.
Olin Corp. Inc.	Stamford, CT, U.S.*

\* Non-resident importer.

**POTASSIUM HYDROXIDE (CAUSTIC POTASH)**

**CANADIAN IMPORTERS (Cont'd)**

**POTASSIUM HYDROXIDE (CAUSTIC POTASH), IN  
AQUEOUS SOLUTION  
(H.S. 2815.20.00.20) (Cont'd)**

**Name**

**Location**

Oxy Canada Sales Inc.  
Pharmaca1 Research Laboratories Inc.  
Procter & Gamble Inc.  
Savolite Corporation Ltd.  
Tempo Chemicals Inc.  
Van Waters & Rogers Ltd.  
Vestshell Inc.  
Zinc Electrolitique du Canada Ltée.

Dallas, TX, U.S.\*  
Naugatuck, CT, U.S.\*  
Toronto, Ont.  
New Westminster, B.C.  
Etobicoke, Ont.  
Richmond, B.C.  
Montréal, Qué.  
Valleyfield, Qué.

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\* Non-resident importer.

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## FOREIGN EXPORTERS TO CANADA

POTASSIUM HYDROXIDE (CAUSTIC POTASH), SOLID  
(H.S. 2815.20.00.10)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 96 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>
Japan	Nichimen Corp.	633*
Taiwan	Gremont Chemical Company Ltd.	
United States	Occidental Chemical Corp.	
Fed. Rep. of Germany	Huls Aktiengesellschaft	232*
United States	Ashta Chemicals Inc.	
Japan	Linchem Inc.	173*
	Nisso Shoji Co. Ltd.	
United States	Pitt Metal & Chemical	59*
Sweden	Eka Nobel	
United States	Nu-Tech Chemical Ind.Inc.	
France	Northern Shipping Serv	40*
Belgium	Huls Aktiengesellschaft	
France	Des Product Chim. Harbonnieres	
United States	Great Western Chemical	44*
	Chemntech	
	Oxy Canada Sales Inc.	
	Great Salt Lake Minerals	
	Witco Chemical	
<b>TOTAL</b>		<b>1 181</b>

\* Aggregated to preserve confidentiality of Canadian importers.

## POTASSIUM HYDROXIDE (CAUSTIC POTASH)

### FOREIGN EXPORTERS TO CANADA (Cont'd)

#### POTASSIUM HYDROXIDE (CAUSTIC POTASH), IN AQUEOUS SOLUTION (H.S. 2815.20.00.20)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 98 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	Occidental Chemical Corp. )	1 916*
	Olin Corporation )	
	Linchem Inc. )	837*
	Ashta Chemicals Inc. )	
	Vulcan Chemical Co. )	
Sweden	Harcros Chemicals Inc. )	244*
	Chemtech Ind )	
	Cascade Columbia Dist. Co. )	151*
	Pharmaceutical Research Lab )	
United States	Eka Nobel Industries )	
	Alpine Plant Foods Inc. )	33*
	Fisher Scientific )	
	Lcp Chemicals, Inc. )	
<b>TOTAL</b>		<b>3 181</b>

\* Aggregated to preserve confidentiality of Canadian importers.

## POTASSIUM HYDROXIDE (CAUSTIC POTASH)

### CANADIAN SHIPMENTS

According to Statistics Canada, potassium hydroxide (caustic potash) is produced in Canada. However, for reasons of confidentiality, separate data on shipments by Canadian establishments are not available.

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

Statistics Canada  
Industry Division  
Survey of Manufactures Section  
Ottawa, Ontario  
K1A 0T6  
Tel.: (613) 951-9836

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

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## CANADIAN EXPORT TRENDS

### BY MAJOR COUNTRY OF DESTINATION

POTASSIUM HYDROXIDE (CAUSTIC POTASH)  
(H.S. 2815.20.00)

<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 KSD)	10 013	25 899	8 115	11 914	-10.0
Value (\$000)	4 258	3 238	1 653	2 336	-37.7
Other					
Quantity (000 KSD)	-	2	-	16	0.0
Value (\$000)	-	3	-	191	0.0
<b>TOTAL</b>					
Quantity (000 KSD)	10 013	25 900	8 115	11 930	-10.0
Value (\$000)	4 258	3 241	1 653	2 527	-37.7

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.

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## CANADIAN EXPORT TRENDS (Cont'd)

### BY PROVINCE OF ORIGIN

#### POTASSIUM HYDROXIDE (CAUSTIC POTASH) (H.S. 2815.20.00)

Province of Origin	1990	1991	1992	1993*	Average Annual Growth Rate 1990-92 (%)
Ontario					
Quantity (000 KSD)	8 134	6 143	6 027	4 894	-13.9
Value (\$000)	3 096	1 246	1 307	1 443	-35.0
New Brunswick					
Quantity (000 KSD)	200	97	1 470	3 692	171.3
Value (\$000)	25	11	232	601	203.1
Saskatchewan					
Quantity (000 KSD)	857	17 928	309	2 327	-39.9
Value (\$000)	999	1 627	39	320	-80.3
Newfoundland					
Quantity (000 KSD)	-	-	27	-	0.0
Value (\$000)	-	-	34	-	0.0
Alberta					
Quantity (000 KSD)	-	182	182	474	N/A
Value (\$000)	-	17	21	47	N/A
Québec					
Quantity (000 KSD)	430	1 117	100	542	-51.7
Value (\$000)	94	292	20	114	-53.4
British Columbia					
Quantity (000 KSD)	393	433	-	2	N/A
Value (\$000)	44	47	-	3	N/A
<b>TOTAL</b>					
Quantity (000 KSD)	10 013	25 900	8 115	11 930	-10.0
Value (\$000)	4 258	3 241	1 653	2 527	-37.7

NOTES : Ranked in descending order by 1992 value.

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

## POTASSIUM HYDROXIDE (CAUSTIC POTASH)

### 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.

#### BOSS

##### Potassium Hydroxide (Caustic Potash)

###### Name

###### Location

BDH Inc.

Toronto, 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

#### CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

##### Caustic Potash, Liquid and Flared

###### Name

###### Location

ICI Canada Inc.

North York, Ont.

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

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## UNITED STATES IMPORTS

### BY MAJOR COUNTRY OF ORIGIN

POTASSIUM HYDROXIDE (CAUSTIC POTASH)  
(H.S. 2815.20.00.00)

Country of Origin	1990	1991	1992	1993*	Average Annual Growth Rate 1990-92 (%)
Sweden					
Quantity (000 KG)	898	433	745	725	-8.9
Value (\$000)	2 310	1 176	2 141	2 215	-3.7
Canada					
Quantity (000 KG)	9 981	25 858	12 655	11 914	12.6
Value (\$000)	3 868	3 084	2 073	2 167	-26.8
United Kingdom					
Quantity (000 KG)	4 402	8 133	4 930	1 019	5.8
Value (\$000)	889	1 491	1 016	272	6.9
Italy					
Quantity (000 KG)	620	823	500	260	-10.2
Value (\$000)	253	414	314	164	11.5
Mexico					
Quantity (000 KG)	704	426	312	479	-33.5
Value (\$000)	296	211	216	367	-14.6
Czechoslovakia					
Quantity (000 KG)	4	-	35	-	214.7
Value (\$000)	3	-	43	-	259.5
Fed. Rep. of Germany					
Quantity (000 KG)	144	51	22	15	-60.7
Value (\$000)	530	59	33	18	-75.0
France					
Quantity (000 KG)	1 295	13	11	11	-90.6
Value (\$000)	374	27	21	23	-76.2
Japan					
Quantity (000 KG)	21	15	2	49	-67.5
Value (\$000)	66	38	14	322	-54.4
Norway					
Quantity (000 KG)	-	-	2	-	0.0
Value (\$000)	-	-	2	-	0.0
Other					
Quantity (000 KG)	1 152	228	-	28 751	-80.2
Value (\$000)	614	417	0	2 563	-99.9
<b>TOTAL</b>					
Quantity (000 KG)	19 221	35 981	19 214	43 222	0.0
Value (\$000)	9 203	6 916	5 872	8 110	-20.1

NOTES : Ranked in descending order by 1992 value.

Canada ranked 2nd overall.

Source: U.S. Department of Commerce.

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

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

# POTASSIUM HYDROXIDE (CAUSTIC POTASH)

## UNITED STATES IMPORTS (Cont'd)

### BY CUSTOMS DISTRICT OF ENTRY

POTASSIUM HYDROXIDE (CAUSTIC POTASH)  
(H.S. 2815.20.00.00)

Customs District of Entry	1990	1991	1992	1993*	Average Annual Growth Rate 1990-92 (%)
New York City, New York					
Quantity (000 KG)	1 242	891	935	857	-13.2
Value (\$000)	2 638	1 560	2 320	2 261	-6.2
Houston-Galveston, Texas					
Quantity (000 KG)	4 695	5 995	3 743	1 095	-10.7
Value (\$000)	885	1 313	815	223	-4.0
Ogdensburg, New York					
Quantity (000 KG)	3 114	3 984	4 128	3 588	15.1
Value (\$000)	566	706	801	829	19.0
Cleveland, Ohio					
Quantity (000 KG)	1 430	84	4 540	18	78.2
Value (\$000)	1 699	75	490	35	-46.3
Los Angeles, California					
Quantity (000 KG)	504	2 579	1 517	-	73.5
Value (\$000)	238	402	320	-	15.9
Portland, Maine					
Quantity (000 KG)	109	278	1 470	3 692	266.6
Value (\$000)	15	31	224	538	291.1
Laredo, Texas					
Quantity (000 KG)	704	423	312	479	-33.5
Value (\$000)	296	206	216	367	-14.6
St. Albans, Vermont					
Quantity (000 KG)	615	610	936	1 215	23.4
Value (\$000)	130	126	199	278	23.9
Detroit, Michigan					
Quantity (000 KG)	2 310	1 602	602	182	-48.9
Value (\$000)	467	353	166	50	-40.4
Buffalo, New York					
Quantity (000 KG)	1 187	826	520	439	-33.8
Value (\$000)	256	188	109	131	-34.7
Other					
Quantity (000 KG)	3 310	18 710	511	31 657	-60.7
Value (\$000)	2 015	1 956	212	3 399	-67.5
TOTAL					
Quantity (000 KG)	19 221	35 981	19 214	43 222	0.0
Value (\$000)	9 203	6 916	5 872	8 110	-20.1

NOTES : Ranked in descending order by 1992 value.

Source: U.S. Department of Commerce.

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

## POTASSIUM HYDROXIDE (CAUSTIC POTASH)

### 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>
2815.20.00	Potassium hydroxide (caustic potash)	Free	Free	Free

#### TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

All exporting countries shown in this report (except the United States) qualify for the Most Favoured Nation tariff treatment.

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

## POTASSIUM HYDROXIDE (CAUSTIC POTASH)

### TARIFFS (Cont'd)

#### UNITED STATES

United States imports included in this report are dutiable under the following U.S. tariff item:

Tariff Item	Description of Goods	Rates of Duty - 1993	
		General	2
	Sodium hydroxide (caustic soda); potassium hydroxide (caustic potash) peroxides of sodium or potassium;		
2815.20.00	Potassium hydroxide (caustic potash)	Free	2.2¢/kg

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

## POTASSIUM HYDROXIDE (CAUSTIC POTASH)

### **dISTCcovery** - TECHNOLOGY LICENSING OPPORTUNITIES

**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.

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The following is a list of licensing opportunities identified from **dISTCcovery** using the keywords "potassium" and "hydroxide":

- 1-Novel Antimalarial Dihydroartemisinin Derivatives
- 2-Nitrogen Stimulation of a Potassium Hydroxide Wellbore
- 3-Method of Treating Heterogeneous Formation with Potassium
- 4-Nondestructive Method for Chemically Machining Crucibles
- 5-Silicon Dioxide from Rice Husks
- 6-A Process to Produce Mono-Potassium Phosphate (MKP) from PHO
- 7-Nondestructive Method for Chemically Machining Crucibles

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:

### NEWFOUNDLAND

Industry Canada  
Suite 504  
Atlantic Place  
215 Water Street  
P.O. Box 8950  
ST. JOHN'S, Newfoundland  
A1B 3R9  
Tel.: (709) 772-4782  
Fax: (709) 772-5093

### NEW BRUNSWICK

Industry Canada  
12th Floor  
Assumption Place  
770 Main Street  
P.O. Box 1210  
MONCTON, New Brunswick  
E1C 8P8  
Tel.: (506) 857-4782  
Fax: (506) 851-2384

### MANITOBA

Industry Canada  
8th Floor  
330 Portage Avenue  
P.O. Box 981  
WINNIPEG, Manitoba  
R3C 2V2  
Tel.: (204) 983-4782  
Fax: (204) 983-2187

### BRITISH COLUMBIA

Industry Canada  
Suite 900  
Scotia Tower  
650 West Georgia Street  
P.O. Box 11610  
VANCOUVER, British Columbia  
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 1-800-361-5367  
Fax: (514) 283-3302

### SASKATCHEWAN

Industry Canada  
Suite 401  
119 4th Avenue South  
SASKATOON, Saskatchewan  
S7K 5X2  
Tel.: (306) 975-4682  
Fax: (306) 975-5334

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NWT is now serviced by the WINNIPEG  
Regional Office

### NOVA SCOTIA

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Central Guaranty Trust Tower  
1801 Hollis Street  
P.O. Box 940, Station M  
HALIFAX, Nova Scotia  
B3J 2V8  
Tel.: (902) 426-4782  
Fax: (902) 426-2624

### 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  
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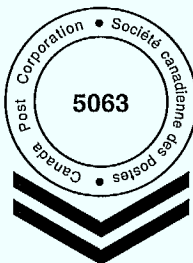
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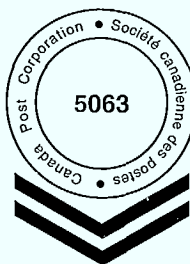


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