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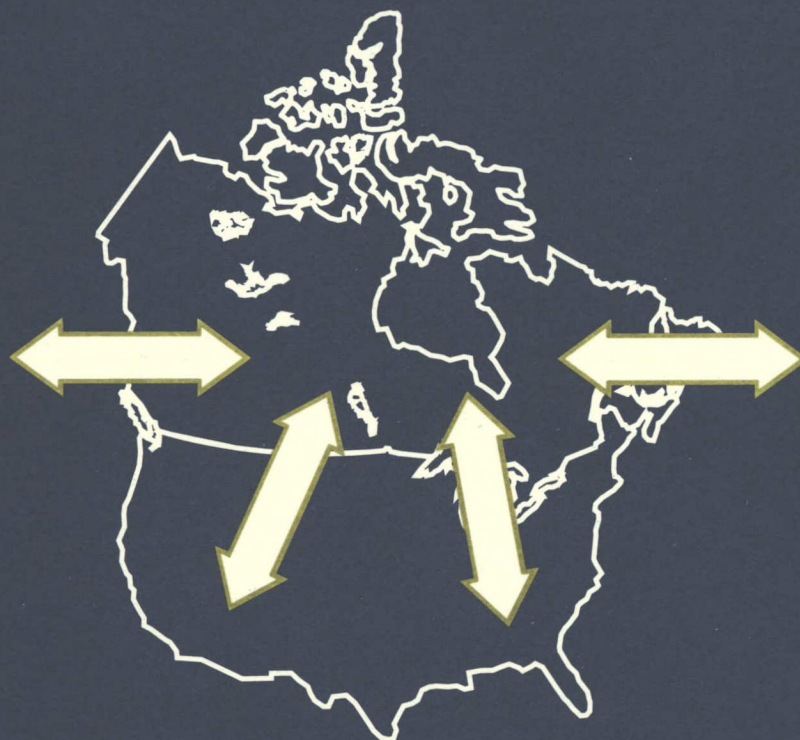
# MARKET INTELLIGENCE

**HYDROGEN CHLORIDE**

**(HYDROCHLORIC ACID)**

Pub. No.: 93160-IP

February 1994



Canada



# **HYDROGEN CHLORIDE (HYDROCHLORIC ACID)**

Pub. No.: 93160-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  
TON - Metric Ton

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## HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

### 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:

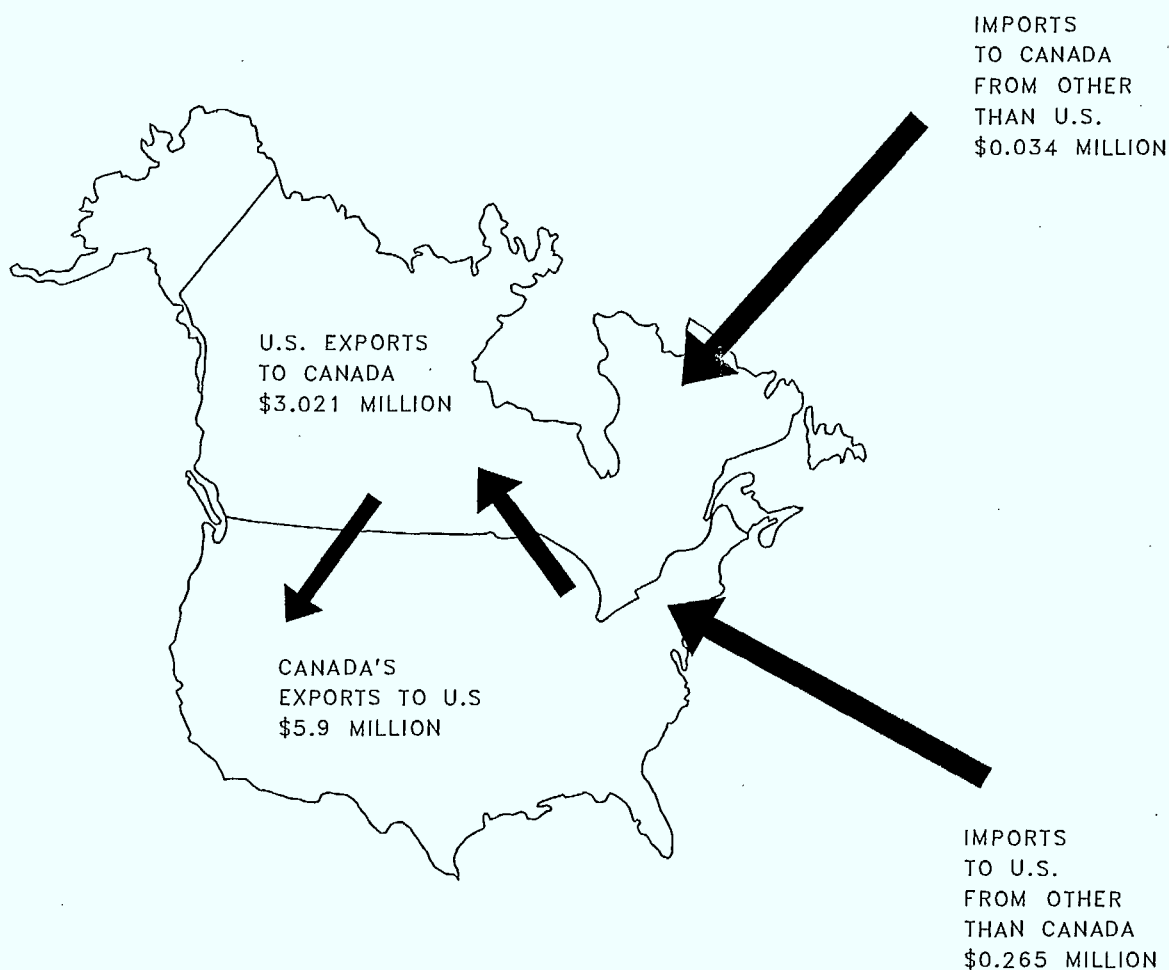
<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>	<u>1992 Import Value</u> (\$000)
Hydrogen chloride (hydrochloric acid) -Anhydrous	2806.10.00.10	450
Hydrogen chloride (hydrochloric acid) -Except anhydrous	2806.10.00.90	<u>2 605</u>
<b>TOTAL</b>		<b>3 055</b>

\* The Canadian and United States coding systems are not comparable beyond the H.S. 6 level for hydrogen chloride, as contained in this report.

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## NORTH AMERICAN IMPORTS - 1992

(H.S. 2806.10)



**North American Imports - \$0.299 Million\***

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

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## CANADIAN IMPORT TRENDS

### SUMMARY

Description and Commodity Code	Total Imports				Major Country of Export to Canada % of Total Value			
	1990	1991	1992	1993*	1990	1991	1992	1993*
Hydrogen chloride (hydrochloric acid) -Anhydrous (H.S. 2806.10.00.10)								
Quantity (000 KGM)	3 615	2 675	3 288	6 025		USA		
Value (\$000)	369	381	450	838	98	100	100	100
Hydrogen chloride (hydrochloric acid) -Except anhydrous (H.S. 2806.10.00.90)								
Quantity (000 KGM)	31 466	24 852	26 454	18 114		USA		
Value (\$000)	<u>3 136</u>	<u>2 601</u>	<u>2 605</u>	<u>1 824</u>	99	94	99	98
<b>TOTAL</b>								
Quantity (000 KGM)	35 081	27 527	29 742	24 139				
Value (\$000)	3 505	2 982	3 055	2 662				

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

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## CANADIAN IMPORT TRENDS (Cont'd)

### BY MAJOR COUNTRY OF ORIGIN

HYDROGEN CHLORIDE (HYDROCHLORIC ACID) ANHYDROUS  
(H.S. 2806.10.00.10)

<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)	3 575	2 675	3 288	6 025	-4.1
Value (\$000)	363	381	450	838	11.4
Other					
Quantity (000 KGM)	40	-	-	-	N/A
Value (\$000)	<u>6</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>N/A</u>
TOTAL					
Quantity (000 KGM)	3 615	2 675	3 288	6 025	-4.6
Value (\$000)	369	381	450	838	10.5

NOTES : Ranked in descending order by 1992 value.

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



# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## CANADIAN IMPORT TRENDS (Cont'd)

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

HYDROGEN CHLORIDE (HYDROCHLORIC ACID)  
EXCEPT ANHYDROUS  
(H.S. 2806.10.00.90)

<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)	31 276	24 220	26 137	17 812	-8.6
Value (\$000)	3 107	2 454	2 571	1 779	-9.0
Indonesia					
Quantity (000 KGM)	-	-	274	-	N/A
Value (\$000)	-	-	27	-	N/A
Fed. Rep. of Germany					
Quantity (000 KGM)	54	467	37	29	-17.5
Value (\$000)	8	122	5	4	-17.5
United Kingdom					
Quantity (000 KGM)	23	111	5	3	-51.9
Value (\$000)	4	17	1	0	-51.9
Other					
Quantity (000 KGM)	112	55	-	270	N/A
Value (\$000)	17	8	-	41	N/A
<b>TOTAL</b>					
Quantity (000 KGM)	31 466	24 852	26 454	18 114	-8.3
Value (\$000)	3 136	2 601	2 605	1 824	-8.9

NOTES : Ranked in descending order by 1992 value.

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

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## CANADIAN IMPORT TRENDS (Cont'd)

### BY PROVINCE OF CLEARANCE

HYDROGEN CHLORIDE (HYDROCHLORIC ACID) ANHYDROUS  
(H.S. 2806.10.00.10)

<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>
Ontario					
Quantity (000 KGM)	2 990	2 388	3 042	5 919	0.9
Value (\$000)	304	346	414	822	16.7
British Columbia					
Quantity (000 KGM)	182	130	217	105	9.2
Value (\$000)	27	20	33	16	9.2
Manitoba					
Quantity (000 KGM)	11	7	30	-	67.7
Value (\$000)	2	1	4	-	67.8
Alberta					
Quantity (000 KGM)	-	-	-	1	N/A
Value (\$000)	-	-	-	**	N/A
New Brunswick					
Quantity (000 KGM)	-	86	-	-	N/A
Value (\$000)	-	8	-	-	N/A
Québec					
Quantity (000 KGM)	432	64	-	-	N/A
Value (\$000)	36	6	-	-	N/A
<b>TOTAL</b>					
Quantity (000 KGM)	3 615	2 675	3 288	6 025	-4.6
Value (\$000)	369	381	450	838	10.5

NOTES : Ranked in descending order by 1992 value.

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

\*\* Less than \$500.

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## CANADIAN IMPORT TRENDS (Cont'd)

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

HYDROGEN CHLORIDE (HYDROCHLORIC ACID)  
EXCEPT ANHYDROUS  
(H.S. 2806.10.00.90)

<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>
Ontario					
Quantity (000 KGM)	16 462	15 368	16 587	14 350	0.4
Value (\$000)	1 673	1 713	1 705	1 409	1.0
Québec					
Quantity (000 KGM)	12 591	6 880	5 809	1 819	-32.1
Value (\$000)	1 240	630	528	221	-34.7
British Columbia					
Quantity (000 KGM)	2 238	2 361	3 940	1 715	32.7
Value (\$000)	196	222	353	165	34.2
Alberta					
Quantity (000 KGM)	74	209	90	114	9.9
Value (\$000)	11	31	13	17	9.9
Saskatchewan					
Quantity (000 KGM)	21	-	14	11	-16.6
Value (\$000)	3	-	2	2	-16.6
Manitoba					
Quantity (000 KGM)	67	34	14	16	-55.0
Value (\$000)	10	5	2	2	-55.0
New Brunswick					
Quantity (000 KGM)	1	-	-	89	N/A
Value (\$000)	0	-	-	8	N/A
Nova Scotia					
Quantity (000 KGM)	12	-	-	-	N/A
Value (\$000)	2	-	-	-	N/A
<b>TOTAL</b>					
Quantity (000 KGM)	31 466	24 852	26 454	18 114	-8.3
Value (\$000)	3 136	2 601	2 605	1 824	-8.9

NOTES : Ranked in descending order by 1992 value.

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

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## CANADIAN IMPORTERS

### HYDROGEN CHLORIDE (HYDROCHLORIC ACID) ANHYDROUS (H.S. 2806.10.00.10)

There were 23 known importers in 1992. The principal 10 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> (\$)	<u>Cumulative % of Total Quantity</u>	<u>% of Total Value</u>
3	2 643	360 897	80	80
6	3 073	419 459	93	93
10	3 184	435 976	97	97
All Importers (23)	3 288	450 463	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>
Anachemia Science A Div of Anachemia Canada Inc.	Winnipeg, Man.
ATS Scientific Inc.	Oakville, Ont.
Caledon Laboratories Limited	Georgetown, Ont.
Delta Scientific Laboratory Products Ltd.	Mississauga, Ont.
Dow Chemical Canada Inc.	Sarnia, Ont.
Du Pont Canada Inc.	Mississauga, Ont.
ICN Biomedicals Canada Ltd.	Mississauga, Ont.
Procter & Gamble Inc.	Toronto, Ont.
Stochem Inc.	Brampton, Ont.
Surigpath of Canada	Winnipeg, Man.
VWR Scientific Canada Ltd.	London, Ont.

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## CANADIAN IMPORTERS (Cont'd)

HYDROGEN CHLORIDE (HYDROCHLORIC ACID)  
EXCEPT ANHYDROUS  
(H.S. 2806.10.00.90)

There were 90 known importers in 1992. The principal 25 importers accounted for 94 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 % of Total Quantity</u>	<u>% of Total Value</u>
3	16 465	1 408	62	54
6	21 672	1 940	82	74
10	23 546	2 189	89	84
15	24 364	2 312	92	89
25	25 292	2 444	96	94
All Importers (90)	26 454	2 605	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>
Air Products Canada Ltd.	Brampton, Ont.
Amplex Chemical Prod Ltd.	Pointe-Claire-Dorval, Qué.
Anachemia Ltd.	Lachine, Qué.
Anderson Chemical Co. Canada Ltd.	London, Ont.
Ashland Chemicals-Valvoline Oil Chem Ltd.	Mississauga, Ont.
Atotech Canada Ltd.	Burlington, Ont.
ATS Scientific Inc.	Oakville, Ont.
B D H Inc.	Etobicoke, Ont.
Caledon Laboratories Limited	Georgetown, Ont.
Canadian Industrial Chemicals Limited	North Vancouver, B.C.
Casco Inc.	Cardinal, Ont.
Chemitron Inc.	Mentor, OH, U.S.*
Cindercrete Products Ltd.	Regina, Sask.
Circuit Graphics Ltd.	Burnaby, B.C.
D S Fraser Equipment Inc.	Vancouver, B.C.
Delta Scientific Laboratory Products Ltd.	Mississauga, Ont.
Dofasco Inc.	Hamilton, Ont.
Dow Chemical Canada Inc.	Sarnia, Ont.
Du Pont Canada Inc.	Mississauga, Ont.
Ecolab Ltd.	Mississauga, Ont.
Eutectic Canada Inc.	Pointe-Claire-Dorval, Qué.

\* Non-resident importer.

## HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

### CANADIAN IMPORTERS (Cont'd)

#### HYDROGEN CHLORIDE (HYDROCHLORIC ACID) EXCEPT ANHYDROUS (H.S. 2806.10.00.90) (Cont'd)

<u>Name</u>	<u>Location</u>
Fanchem Limited	Detroit, MI, U.S.*
Fisher Scientific Ltd.	Ottawa, Ont.
Fleetguard International Corporation	Mississauga, Ont.
Form & Build Supply Inc.	London, Ont.
Great Western Chemical Company Inc.	Portland, OR, U.S.*
Howe Sound Pulp & Paper Ltd.	Port Mellon, B.C.
Industries PPG Canada Ltée. Div. Prod Chimiques Industriels	Beauharnois, Qué.
LCP Chemicals A Div. of Hanlin Group Inc.	Montréal, Qué.
Liquid Carbonic Inc.	Scarborough, Ont.
Macdermid Chemicals Inc.	Mississauga, Ont.
Mallinckdrodt Specialty Chemicals Canada Inc.	Mississauga, Ont.
Matheson Gas Products Canada Incorporated	Whitby, Ont.
Matrix Electronics Limited	Mississauga, Ont.
Min-Chem Canada Ltd.	Oakville, Ont.
Northern Telecom Canada Ltd.	Milton, Ont.
Nu-Calgon Wholesaler Inc.	Maryland Heights, MO, U.S.*
Procter & Gamble Pharmaceuticals Canada Inc.	Cambridge, Ont.
Procter & Gamble Inc.	Toronto, Ont.
Prodair Canada Ltée.	Brampton, Ont.
Schering Canada Inc.	Pointe-Claire-Dorval, Qué.
Seastar Chemicals Inc.	Sidney, B.C.
Shipley Co. Inc.	Marlborough, MA, U.S.*
Sigma Chemical Company	Windsor, Ont.
Stanchem Inc.	Etobicoke, Ont.
State Chemical Ltd.	Mississauga, Ont.
Sunds Defibrator Ltd.	Montréal, Qué.
University of Toronto	Toronto, Ont.
Unlimited Textures Div. of Mold-Tech Inc.	Windsor, Ont.
VWR Scientific Canada Ltd.	London, Ont.
West Penetone Inc.	Anjou, Qué.
Zep Mfg Co. of Canada Div. of NSI Holdings Inc.	Pointe-Claire-Dorval, Qué.

\* Non-resident importer.

## HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

### FOREIGN EXPORTERS TO CANADA

HYDROGEN CHLORIDE (HYDROCHLORIC ACID) ANHYDROUS  
(H.S. 2806.10.00.10)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 92 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	Dow Chemical Intl. )	335*
	Jones Hamilton Co. )	
	High-Purity Chemical )	
	ICN Biomedicals Inc. )	77*
	Spex Industries Inc. )	
TOTAL		412

\* Aggregated to preserve confidentiality of Canadian importers.

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## FOREIGN EXPORTERS TO CANADA (Cont'd)

HYDROGEN CHLORIDE (HYDROCHLORIC ACID)  
EXCEPT ANHYDROUS  
(H.S. 2806.10.00.90)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 86 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.	527
	LCP Chemicals )	842*
	Jones-Hamilton Co. )	
	Atochem North America	208
	Olin Corp. )	270*
	J.T. Baker Inc. )	
	Kimia Farma Pt )	
	P.V.S. Chemicals )	199*
	Fleetguard Incorporated )	
	Shipley Company Inc. )	
Indonesia	Weyerhaeuser )	113*
	Crompton Knowles )	
	Kimia Farma Pt )	
United States	Dow Chemical )	75*
	Zep Manufacturing Company )	
	Air Products & Chemicals )	
Fed. Rep. of Germany	E Merck )	
United Kingdom	Merck Limited )	
<b>TOTAL</b>		<b>2 234</b>

\* Aggregated to preserve confidentiality of Canadian importers.



## **HYDROGEN CHLORIDE (HYDROCHLORIC ACID)**

### **CANADIAN SHIPMENTS**

Statistics Canada reports that there were at least 16 Canadian establishments manufacturing hydrogen chloride with shipments of \$23.6 million in 1991 (latest year for which data are 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) 951-3513

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

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## CANADIAN EXPORT TRENDS

### BY MAJOR COUNTRY OF DESTINATION

HYDROGEN CHLORIDE (HYDROCHLORIC ACID)  
(H.S. 2806.10.00)

<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)	94 033	79 810	221 664	49 211	53.5
Value (\$000)	5 918	5 487	6 320	3 685	3.3
Cuba					
Quantity (000 KGM)	-	-	834	11	N/A
Value (\$000)	-	-	952	9	N/A
Hong Kong					
Quantity (000 KGM)	-	-	0	-	N/A
Value (\$000)	-	-	4	-	N/A
United Kingdom					
Quantity (000 KGM)	0	0	12	2	3 610.3
Value (\$000)	2	1	3	3	27.0
Other					
Quantity (000 KGM)	1	54	-	13	N/A
Value (\$000)	<u>3</u>	<u>10</u>	<u>-</u>	<u>1</u>	<u>N/A</u>
TOTAL					
Quantity (000 KGM)	94 034	79 864	222 511	49 237	53.8
Value (\$000)	5 923	5 499	7 279	3 698	10.9

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.

## **HYDROGEN CHLORIDE (HYDROCHLORIC ACID)**

### **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**

Companies are arranged in alphabetical order.

#### **Hydrochloric Acid**

<b><u>Name</u></b>	<b><u>Location</u></b>
Advance Chemicals Ltd.	Langley, B.C.
*Avmor Ltd.	Montréal, Qué.
BDH Inc.	Toronto, Ont.
Canadian Miraclean Products Ltd.	Richmond, B.C.
*Canadian Occidental Petroleum Ltd.	North Vancouver, B.C.
County Solvents & Chemicals Ltd.	Guelph, Ont.
*Dow Chemical Canada Inc.	Sarnia, Ont.
Hall-Chem Inc.	Montréal, Qué.
*Liquid Carbonic Inc.	Toronto, Ont.
*Prairiechem Inc.	Calgary, Alta.
Recochem Inc.	Montréal, Qué.
*Saskatoon Chemicals Ltd.	Saskatoon, Sask.
*Seastar Chemicals Inc.	Sidney, B.C.
Sico Inc.	Longueuil, Qué.
Zep Alcare Div. of NSI Holdings Inc.	Edmonton, Alta.

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.

## HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

### CANADIAN SUPPLIERS (Cont'd)

#### CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

#### Hydrogen Chloride

<u>Name</u>	<u>Location</u>
*Dow Chemical Canada Inc.	Sarnia, Ont.
*Liquid Carbonic Inc.	Toronto, 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

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\* Company engaged in export trade.

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## UNITED STATES IMPORTS

### BY MAJOR COUNTRY OF ORIGIN

HYDROGEN CHLORIDE (HYDROCHLORIC ACID)  
(H.S. 2806.10.00.00)

<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 (TON)	126 017	79 893	221 663	49 228	32.6
Value (\$000)	5 528	5 019	5 919	3 207	3.5
Switzerland					
Quantity (TON)	57	2 215	188	-	81.6
Value (\$000)	10	55	83	-	184.2
Fed. Rep. of Germany					
Quantity (TON)	114	277	78	185	-17.3
Value (\$000)	107	95	71	79	-18.8
Japan					
Quantity (TON)	2	199 289	166	10	811.0
Value (\$000)	13	86	58	23	114.6
Mexico					
Quantity (TON)	5 009	712	252	454	-77.6
Value (\$000)	340	62	23	76	-74.0
Sweden					
Quantity (TON)	11	82	77	-	164.6
Value (\$000)	2	14	20	-	222.3
United Kingdom					
Quantity (TON)	60	2	1	1	-87.1
Value (\$000)	11	4	6	6	-28.1
Norway					
Quantity (TON)	-	4	2	23	N/A
Value (\$000)	-	3	4	11	N/A
Denmark					
Quantity (TON)	-	-	1	-	N/A
Value (\$000)	-	-	2	-	N/A
Other					
Quantity (TON)	186	3	-	25	N/A
Value (\$000)	312	11	-	7	N/A
<b>TOTAL</b>					
Quantity (TON)	131 456	282 477	222 428	49 926	30.1
Value (\$000)	6 322	5 350	6 184	3 409	-1.1

NOTES : Ranked in descending order by 1992 value.

Canada ranked 1st 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.

# HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

## UNITED STATES IMPORTS (Cont'd)

### BY CUSTOMS DISTRICT OF ENTRY

HYDROGEN CHLORIDE (HYDROCHLORIC ACID)  
(H.S. 2806.10.00.00)

Customs District of Entry	1990	1991	1992	1993*	Average Annual Growth Rate 1990-92 (%)
Detroit, Michigan					
Quantity (TON)	107 359	59 964	54 722	24 699	-28.6
Value (\$000)	3 914	3 138	3 415	1 421	-6.6
Buffalo, New York					
Quantity (TON)	1 126	1 988	3 573	1 020	78.1
Value (\$000)	295	574	1 264	359	106.8
St. Albans, Vermont					
Quantity (TON)	10 626	9 155	154 451	15 399	281.3
Value (\$000)	746	628	509	707	-17.4
Ogdensburg, New York					
Quantity (TON)	2 383	4 232	6 317	5 055	62.8
Value (\$000)	134	165	312	246	52.4
Seattle, Washington					
Quantity (TON)	1 668	2 174	1 219	1 186	-14.5
Value (\$000)	157	272	282	274	33.8
Great Falls, Montana					
Quantity (TON)	2 663	1 846	1 147	1 205	-34.4
Value (\$000)	274	177	125	140	-32.6
New York City, New York					
Quantity (TON)	51	405	266	24	128.4
Value (\$000)	9	84	112	5	251.8
Chicago, Illinois					
Quantity (TON)	86	271	51	170	-23.0
Value (\$000)	90	75	63	76	-16.5
Dallas-Fort Worth, Texas					
Quantity (TON)	55	199 061	100	7	34.8
Value (\$000)	14	55	33	16	55.2
Laredo, Texas					
Quantity (TON)	5 009	707	252	438	-77.6
Value (\$000)	340	61	23	73	-74.0
Other					
Quantity (TON)	430	2 674	330	723	-12.4
Value (\$000)	348	119	48	93	-62.9
<b>TOTAL</b>					
Quantity (TON)	131 456	282 477	222 428	49 926	30.1
Value (\$000)	6 322	5 350	6 184	3 409	-1.1

NOTES : Ranked in descending order by 1992 value.

Source: U.S. Department of Commerce.

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

## **HYDROGEN CHLORIDE (HYDROCHLORIC ACID)**

### **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>
2806.10.00	Hydrogen chloride (hydrochloric acid)	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: Federal Republic of Germany, United Kingdom.

Exporting country as shown in this report which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment (In order to qualify for the General System of Preference, a special certificate of origin is required.): Indonesia.

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) 954-2509

## HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

### 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
2806.10.00	Hydrogen chloride (hydrochloric acid)	Free	Free

- 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



## HYDROGEN CHLORIDE (HYDROCHLORIC ACID)

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- 3- Recovery of Chlorine from Hydrogen Chloride by a New Catalyst
- 4- Polyhalogenated Phenyl Isocyanate Synthesis with Excess Phosgene
- 5- Automatic Chlorination and PH Control System
- 6- Universal Technology of Production of Different Metals
- 7- Inhibitors of Acid Corrosion and of Hydrogen Ation of Nickel
- 8- Metal Etching Composition
- 9- New Process Efficiently Separates Lanthanides
- 10- Low Cost Xanthan Production Using Hydrochloric Acid
- 11- A Process to Produce Mono-Potassium Phosphate (MKP)

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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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  
12th Floor  
Assumption Place  
770 Main Street  
P.O. Box 1210  
MONCTON, New Brunswick  
E1C 8P8  
Tel.: (506) 857-4782  
Fax: (506) 851-2394

### 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 7M9  
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 1-800-361-5387  
Fax: (514) 283-3302

### SASKATCHEWAN

Industry Canada  
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119 4th Avenue South  
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S7K 5X2  
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Fax: (306) 975-5334

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B3J 2V9  
Tel.: (902) 426-4782  
Fax: (902) 426-2624

### ONTARIO

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

### ALBERTA

Industry Canada  
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9700 Jasper Avenue  
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Fax: (403) 495-4507

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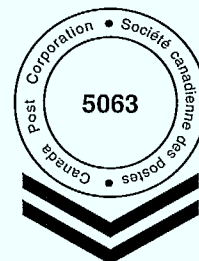
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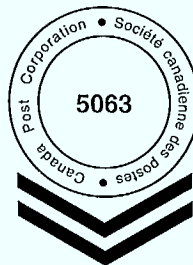


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