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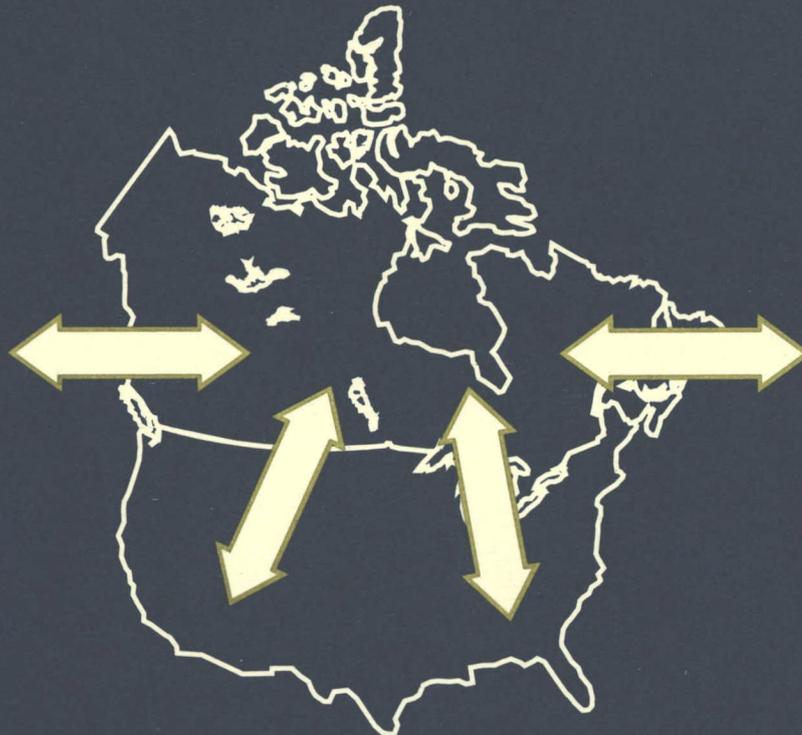
Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

## SODIUM SULPHATES (OTHER)

Pub. No.: 93170-IP

February 1994



Canada



**SODIUM SULPHATES**  
**(OTHER)**

Pub. No.: 93170-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

NES - Not Elsewhere Specified  
N/A - Not Applicable  
KGM - Kilogram

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## SODIUM SULPHATES (OTHER)

### 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)
Sodium sulphates, NES (2833.19)**		
-Sodium sulphate acid (sodium hydrogen sulphate)	2833.19.10.00	382
-Sodium sulphates, NES	2833.19.90.00	<u>684</u>
<b>TOTAL</b>		<b>1 066</b>

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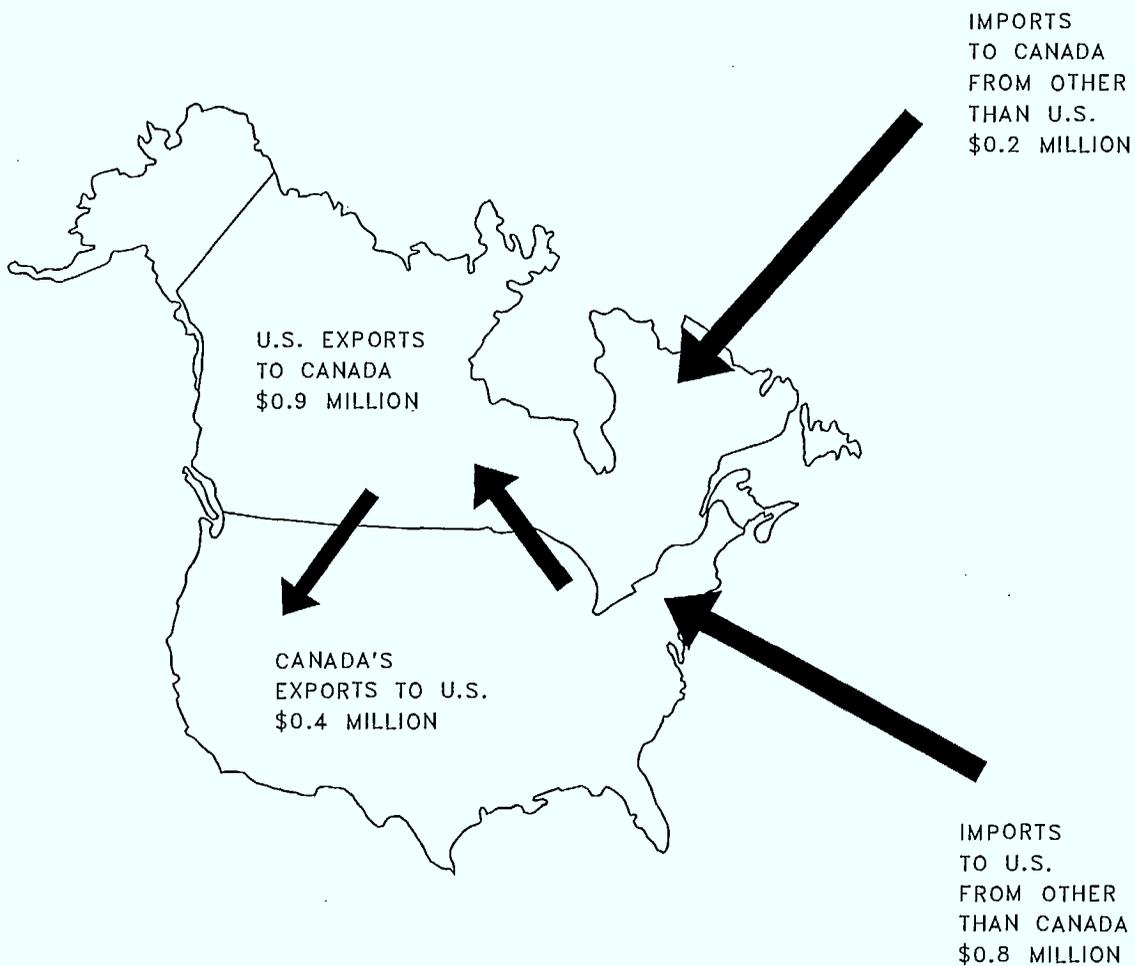
NOTES : \* The Canadian and United States coding systems are not comparable beyond the H.S. 6 level for sodium sulphates, as contained in this report.

\*\* This class does not include disodium sulphate (H.S. 2833.11.00.00), aluminum sodium sulphate (H.S. 2833.30.90.20) or minerals of sodium sulphate (H.S. 2530.90.20.20).

# SODIUM SULPHATES (OTHER)

## NORTH AMERICAN IMPORTS - 1992

(H.S. 2833.19)



**North American Imports - \$1.0 Million\***

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

## SODIUM SULPHATES (OTHER)

### 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*
Sodium sulphate acid (sodium hydrogen sulphate) (H.S. 2833.19.10.00)								
Quantity (000 KGM)	2 049	2 088	2 161	1 376		USA		
Value (\$000)	354	365	382	248	94	90	71	72
Sodium sulphates NES (H.S. 2833.19.90.00)								
Quantity (000 KGM)	5 921	876	4 322	3 003		USA		
Value (\$000)	<u>648</u>	<u>158</u>	<u>684</u>	<u>526</u>	63	94	87	96
<b>TOTAL</b>								
Quantity (000 KGM)	7 970	2 964	6 483	4 379				
Value (\$000)	1 002	523	1 066	774				

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

**SODIUM SULPHATES (OTHER)**  
**CANADIAN IMPORT TRENDS (Cont'd)**

**BY MAJOR COUNTRY OF ORIGIN**

**SODIUM SULPHATE ACID (SODIUM HYDROGEN SULPHATE)**  
**(H.S. 2833.19.10.00)**

<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)	1 933	1 877	1 537	988	-10.8
Value (\$000)	333	330	270	178	-10.0
Belgium					
Quantity (000 KGM)	113	35	568	368	123.9
Value (\$000)	20	6	102	66	123.9
United Kingdom					
Quantity (000 KGM)	2	176	55	20	431.6
Value (\$000)	**	29	10	4	424.8
<b>TOTAL</b>					
Quantity (000 KGM)	2 049	2 088	2 161	1 376	2.7
Value (\$000)	354	365	382	248	3.9

NOTES : Ranked in descending order by 1992 value.

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

\*\* Less than \$500.

**SODIUM SULPHATES (OTHER)**

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

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

**SODIUM SULPHATES NES  
(H.S. 2833.19.90.00)**

<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)	2 279	824	3 599	2 885	25.7
Value (\$000)	407	148	592	505	20.6
China					
Quantity (000 KGM)	-	-	500	-	0.0
Value (\$000)	-	-	52	-	0.0
Japan					
Quantity (000 KGM)	129	42	201	118	24.8
Value (\$000)	23	7	36	21	24.8
Fed. Rep. of Germany					
Quantity (000 KGM)	13	8	18	-	21.0
Value (\$000)	2	1	3	-	21.0
United Kingdom					
Quantity (000 KGM)	3 501	2	4	-	-96.7
Value (\$000)	216	**	1	-	-94.3
Other					
Quantity (000 KGM)	-	1	-	-	0.0
Value (\$000)	-	**	-	-	0.0
<b>TOTAL</b>					
Quantity (000 KGM)	5 921	876	4 322	3 003	-14.6
Value (\$000)	648	158	684	526	2.7

NOTES : Ranked in descending order by 1992 value.

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

\*\* Less than \$500.

**SODIUM SULPHATES (OTHER)**

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

**BY PROVINCE OF CLEARANCE**

**SODIUM SULPHATE ACID (SODIUM HYDROGEN SULPHATE)  
(H.S. 2833.19.10.00)**

<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>
Ontario					
Quantity (000 KGM)	1 452	1 596	1 342	781	-3.9
Value (\$000)	246	277	240	141	-1.3
Québec					
Quantity (000 KGM)	231	90	481	390	44.5
Value (\$000)	42	16	81	70	40.1
British Columbia					
Quantity (000 KGM)	206	304	184	90	-5.6
Value (\$000)	37	55	33	16	-5.6
Alberta					
Quantity (000 KGM)	45	55	98	6	48.0
Value (\$000)	8	10	18	1	48.0
Manitoba					
Quantity (000 KGM)	73	41	33	74	-32.5
Value (\$000)	13	7	6	13	-32.5
Saskatchewan					
Quantity (000 KGM)	43	2	22	36	-27.7
Value (\$000)	8	**	4	6	-27.7
<b>TOTAL</b>					
Quantity (000 KGM)	2 049	2 088	2 161	1 376	2.7
Value (\$000)	354	365	382	248	3.9

NOTES : Ranked in descending order by 1992 value.

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

\*\* Less than \$500.

**SODIUM SULPHATES (OTHER)**  
**CANADIAN IMPORT TRENDS (Cont'd)**  
**BY PROVINCE OF CLEARANCE (Cont'd)**

**SODIUM SULPHATES NES**  
**(H.S. 2833.19.90.00)**

<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>
Ontario					
Quantity (000 KGM)	737	617	3 072	2 525	104.1
Value (\$000)	129	111	513	445	99.0
Québec					
Quantity (000 KGM)	3 600	144	1 014	136	-46.9
Value (\$000)	233	26	129	25	-25.8
British Columbia					
Quantity (000 KGM)	232	114	224	125	-1.7
Value (\$000)	42	21	40	20	-1.7
Nova Scotia					
Quantity (000 KGM)	-	-	11	107	0.0
Value (\$000)	-	-	2	19	0.0
Alberta					
Quantity (000 KGM)	1 044	-	1	31	-96.4
Value (\$000)	188	-	**	4	-96.4
Saskatchewan					
Quantity (000 KGM)	-	-	-	67	-
Value (\$000)	-	-	-	12	-
Newfoundland					
Quantity (000 KGM)	-	-	-	11	-
Value (\$000)	-	-	-	2	-
Manitoba					
Quantity (000 KGM)	308	1	-	-	N/A
Value (\$000)	55	**	-	-	N/A
<b>TOTAL</b>					
Quantity (000 KGM)	5 921	876	4 322	3 003	-14.6
Value (\$000)	648	158	684	526	2.7

NOTES : Ranked in descending order by 1992 value.

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

\*\* Less than \$500.

## SODIUM SULPHATES (OTHER)

### CANADIAN IMPORTERS

#### SODIUM SULPHATE ACID (SODIUM HYDROGEN SULPHATE) (H.S. 2833.19.10.00)

There were 22 known importers in 1992. The principal 10 importers accounted for 96 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	1 518	272 578	70	71
6	1 823	327 372	84	86
10	2 063	365 516	95	96
<b>All Importers</b> (22)	<b>2 161</b>	<b>381 989</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>
A & C Américain Chemicals Ltd.	Montréal, Qué.
Caledon Laboratories Limited	Georgetown, Ont.
Courtaulds Fibres Canada Div. Of Courtaulds Fibers Inc.	Cornwall, Ont.
Feed-Rite Ltd.	Winnipeg, Man.
General Chemical Canada Ltd.	Mississauga, Ont.
Great Western Chemical Company Inc.	Portland, OR, U.S.*
Grobet File Company of Canada Ltd.	Scarborough, Ont.
Leth Turkey Farms Ltd.	Taber, Alta.
Quadra Chemicals Ltd.	Dorion-Vaudreuil, Qué.
Rhône-Poulenc Canada Inc.	Mississauga, Ont.
St. Lawrence Chemical Inc.	Ste-Anne-de-Bellevue, Qué.
Van Waters & Rogers Ltd.	Richmond, B.C.
York Chemical Corp.	Dallas, TX, U.S.*

\* Non-resident importer.

**SODIUM SULPHATES (OTHER)**

**CANADIAN IMPORTERS (Cont'd)**

**SODIUM SULPHATES NES  
(H.S. 2833.19.90.00)**

There were 28 known importers in 1992. The principal 15 importers accounted for 98 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Quantity</u> (000 KGM)	<u>Cumulative Value</u> (\$)	<u>Cumulative Total Quantity</u>	<u>% of Total Value</u>
3	3 344	523 005	77	77
6	3 806	590 756	88	86
10	4 117	646 741	95	95
15	4 264	673 227	99	98
<b>All Importers (28)</b>	<b>4 322</b>	<b>683 632</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>
Amplex Chemical Prod Ltd.	Pointe-Claire-Dorval, Qué.
Anachemia Ltd.	Lachine, Qué.
Aslchem International Inc.	Richmond, B.C.
Canada Colors & Chemicals Ltd.	Don Mills, Ont.
CCL Custom Manufacturing Liquid Division	Etobicoke, Ont.
Chemfil Canada Limited	Windsor, Ont.
Harcros Chemicals Canada Inc.	St-Léonard, Qué.
Kolmar of Canada Limited	Barrie, Ont.
Nicherei Foods Inc.	Halifax, N.S.
Olin Corporation Inc.	Stamford, CT, U.S.*
Oral-B Laboratories Inc.	Mississauga, Ont.
Searle Canada Inc.	Oakville, Ont.
Stanchem Inc.	Etobicoke, Ont.
Ward Robertson Chemicals Div. of B.I. Chemicals Can. Ltd.	Concord, Ont.

\* Non-resident importer.

**SODIUM SULPHATES (OTHER)**

**FOREIGN EXPORTERS TO CANADA**

**SODIUM SULPHATE ACID (SODIUM HYDROGEN SULPHATE)  
(H.S. 2833.19.10.00)**

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 87 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	Jones-Hamilton Co.	133
Belgium	UCB Chemicals Corp.	143*
United States	St. Lawrence Chemicals Rhône Poulenc	
United Kingdom	Great Western Chemical	57*
	ACS Chemicals	
	Courtaulds Fibers Inc.	
	UCB Chemicals Corp.	
<b>TOTAL</b>		<b>333</b>

**SODIUM SULPHATES NES  
(H.S. 2833.19.90.00)**

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 95 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	Prior Chemical Corporation	475*
China	Unico & Company	
United States	Ruetgers-Nease Chemical Co.	44
	China Natl Chemicals	50*
	FMC Corporation	
Japan	Nichirei Corp.	64*
United States	Anachemia Chemicals Inc.	
Japan	Amtex Inc.	
United States	The Doe Run Company	
Fed. Rep. of Germany	Mcguff Co.	17*
	Dr Paul	
United Kingdom	Reilor Limited	
<b>TOTAL</b>		<b>650</b>

\* Aggregated to preserve confidentiality of Canadian importers.

## SODIUM SULPHATES (OTHER)

### CANADIAN SHIPMENTS

According to Statistics Canada, sodium sulphates are made 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) 951-3513

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

### CANADIAN EXPORTS

#### BY MAJOR COUNTRY OF DESTINATION

#### SODIUM SULPHATES NES (H.S. 2833.19.00)

<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)	1 417	4 224	1 605	6 724	6.4
Value (\$000)	<u>383</u>	<u>799</u>	<u>383</u>	<u>1 330</u>	<u>-0.1</u>
<b>TOTAL</b>					
Quantity (000 KGM)	1 417	4 224	1 605	6 724	6.4
Value (\$000)	383	799	383	1 330	-0.1

NOTES : Ranked in descending order by 1992 value.

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

## SODIUM SULPHATES (OTHER)

### 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.

#### Sodium Sulphate

<u>Name</u>	<u>Location</u>
BDH Inc.	Toronto, Ont.
County Solvents & Chemicals Ltd.	Guelph, Ont.
*Saskatchewan Minerals Div. of Dickenson Mine Ltd.	Chaplin, Sask.

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.

#### Sodium Sulphate (Salt Cake)

<u>Name</u>	<u>Location</u>
*Courtaulds Fibres Canada, a Division of Courtaulds Fibers Inc.	Cornwall, Ont.
Ormiston Mining and Smelting Company Limited	Moose Jaw, Sask.
*Saskatchewan Minerals, Div. of Dickenson Mine Ltd.	Chaplin, 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

\* Company engaged in export trade.

**SODIUM SULPHATES (OTHER)**

**UNITED STATES IMPORTS**

**BY MAJOR COUNTRY OF ORIGIN**

**SODIUM SULFATES NES  
(H.S. 2833.19.00.00)**

<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>
Fed. Rep. of Germany					
Quantity (000 KG)	137	642	597	561	108.9
Value (\$000)	163	491	623	578	95.6
Canada					
Quantity (000 KG)	1 417	4 139	1 605	6 724	6.4
Value (\$000)	375	756	376	1 133	0.2
Italy					
Quantity (000 KG)	10	10	19	30	39.2
Value (\$000)	40	48	91	63	50.3
Turkey					
Quantity (000 KG)	258	80	94	93	-39.5
Value (\$000)	99	33	41	43	-35.5
Belgium					
Quantity (000 KG)	-	-	18	0	0.0
Value (\$000)	-	-	41	2	0.0
Taiwan					
Quantity (000 KG)	8	5	20	35	58.1
Value (\$000)	12	8	32	59	63.0
Mexico					
Quantity (000 KG)	63	96	15	8	-51.9
Value (\$000)	68	23	21	14	-44.8
China					
Quantity (000 KG)	-	-	1	-	0.0
Value (\$000)	-	-	6	-	0.0
Other					
Quantity (000 KG)	111	112	-	6	N/A
Value (\$000)	117	43	-	11	N/A
<b>TOTAL</b>					
Quantity (000 KG)	2 003	5 085	2 368	7 457	8.7
Value (\$000)	873	1 401	1 230	1 902	18.7

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.

**SODIUM SULPHATES (OTHER)**  
**UNITED STATES IMPORTS (Cont'd)**  
**BY CUSTOMS DISTRICT OF ENTRY**

**SODIUM SULFATES NES**  
**(H.S. 2833.19.00.00)**

<u>Customs District of Entry</u>	<u>1990</u>	<u>1991</u>	<u>1992</u>	<u>1993*</u>	<u>Average Annual Growth Rate 1990-92 (%)</u>
New York City, New York					
Quantity (000 KG)	87	328	540	353	149.0
Value (\$000)	107	319	527	368	122.5
Ogdensburg, New York					
Quantity (000 KG)	950	1 737	1 165	24	10.7
Value (\$000)	259	374	291	23	5.9
Cleveland, Ohio					
Quantity (000 KG)	1	0	26	-	556.9
Value (\$000)	16	8	95	-	141.0
Chicago, Illinois					
Quantity (000 KG)	55	169	50	2	-4.4
Value (\$000)	94	72	71	16	-12.9
Buffalo, New York					
Quantity (000 KG)	67	1 313	263	0	97.8
Value (\$000)	20	219	62	2	74.5
Los Angeles, California					
Quantity (000 KG)	28	116	24	36	-7.2
Value (\$000)	78	62	56	65	-15.6
Philadelphia, Pennsylvania					
Quantity (000 KG)	0	136	51	255	1 696.6
Value (\$000)	2	120	49	261	433.3
Houston-Galveston, Texas					
Quantity (000 KG)	259	80	54	73	-54.1
Value (\$000)	102	33	23	35	-52.7
Laredo, Texas					
Quantity (000 KG)	63	96	15	8	-51.9
Value (\$000)	68	23	21	14	-44.8
St. Albans, Vermont					
Quantity (000 KG)	165	282	59	3	-40.2
Value (\$000)	38	54	13	3	-41.4
Other					
Quantity (000 KG)	328	827	121	6 703	-39.2
Value (\$000)	<u>89</u>	<u>117</u>	<u>23</u>	<u>1 116</u>	<u>-49.5</u>
<b>TOTAL</b>					
Quantity (000 KG)	2 003	5 085	2 368	7 457	8.7
Value (\$000)	873	1 401	1 230	1 902	18.7

NOTES : Ranked in descending order by 1992 value.

Source: U.S. Department of Commerce.

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

## SODIUM SULPHATES (OTHER)

### TARIFFS

#### CANADIAN

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

<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>
2833.19.10	Sodium sulphate acid (sodium hydrogen sulphate)	Free	Free	Free
2833.19.90	Other sodium sulphates	9.2%	6%	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, Belgium, Japan.

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.): China.

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

## SODIUM SULPHATES (OTHER)

### 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
2833.19.00	Other sodium sulphates	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

## SODIUM SULPHATES (OTHER)

### **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.

**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 keywords "saltcake" and "sodium" and "sulphate" and "acid".

- 1- Glass Production Line Using the Vertical Drawing Process (utilizing saltcake as a raw material)
- 2- Universal Technology of Production of Different Metals (using sodium sulphate acid as a reagent)

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.



**dISTCcovery**

YOUR WINDOW TO A WORLD OF BUSINESS OPPORTUNITIES  
UNE FENÊTRE SUR DES PERSPECTIVES COMMERCIALES

## 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 8P9  
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  
600 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  
Suite 401  
119 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) 426-2624

### 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  
T2P 3S2  
Tel.: (403) 292-4575  
Fax: (403) 292-4578



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Title

This report was

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This report has helped me/us in

planning  product development  identifying new markets  identifying new buyers

other (specify)

Comments

I would like more information on

Market Intelligence Service  dISTCoverly  Other ISTC Services (specify)

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ISTC 2188 (6/92)

To help us serve you better, please complete the card above  
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235, rue Queen**

**Ottawa, Canada  
K1A 9Z9**

**Afin de nous aider à mieux vous servir auriez-vous l'obligeance  
de compléter la carte ci-dessous, et nous la retourner.**

**Gestionnaire, Service des renseignements commerciaux  
et des possibilités technologiques  
Téléphone (613) 954-4970 Télécopieur (613) 954-5463**



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 excellent     moyen     pas requis

Ce rapport nous a aidé à  
 planifier     développer des produits     découvrir de nouveaux marchés     découvrir de nouveaux acheteurs  
 autre (préciser)

Observations

J'aimerais obtenir des renseignements sur  
 Le service des renseignements commerciaux     dISTCoverly     D'autres services offerts par ISTC (préciser)

Nom/Titre/Employeur/Adresse/N° de tél./FAX

Domaine d'activité

