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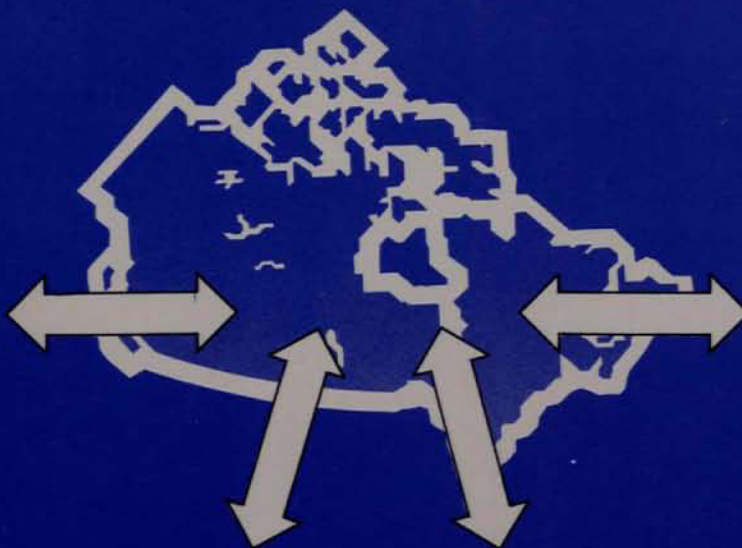
Industrie, Sciences et
Technologie Canada

MARKET INTELLIGENCE

KYANITE AND NATURAL GARNET

JANUARY TO SEPTEMBER 1989

Pub. No.: 89019-PM May 1990



Canada



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**KYANITE
AND
NATURAL GARNET**

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FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division
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Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
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Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3124

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada Tel: (613) 951-9647
Revenue Canada Tel: (613) 954-6928
Energy Mines and Resources Tel: (613) 992-5474

TARIFFS

Enquiries concerning **Canadian** tariffs should be directed to the nearest Customs and Excise office or to:

Tariff Programs
Revenue Canada
Customs and Excise
Ottawa, Ontario
K1A 0L5
Tel.: (613) 954-6928

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

Info Export
External Affairs
Ottawa, Ontario
K1A 0G2
Tel.: (613) 993-6435 OR
1-800-267-8376

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.

Method

The data shown in this analysis are extracted from Revenue Canada Customs documents. These documents provide a description of the products, names of importers, foreign exporters, quantities, dollar values, unit prices, countries of origin, provinces of entry, tariff applications and rates of exchange.

The information presented in this report is more detailed than that generally available from Statistics Canada or other publications. Data which might reveal information about individual importers are aggregated.

Valuation

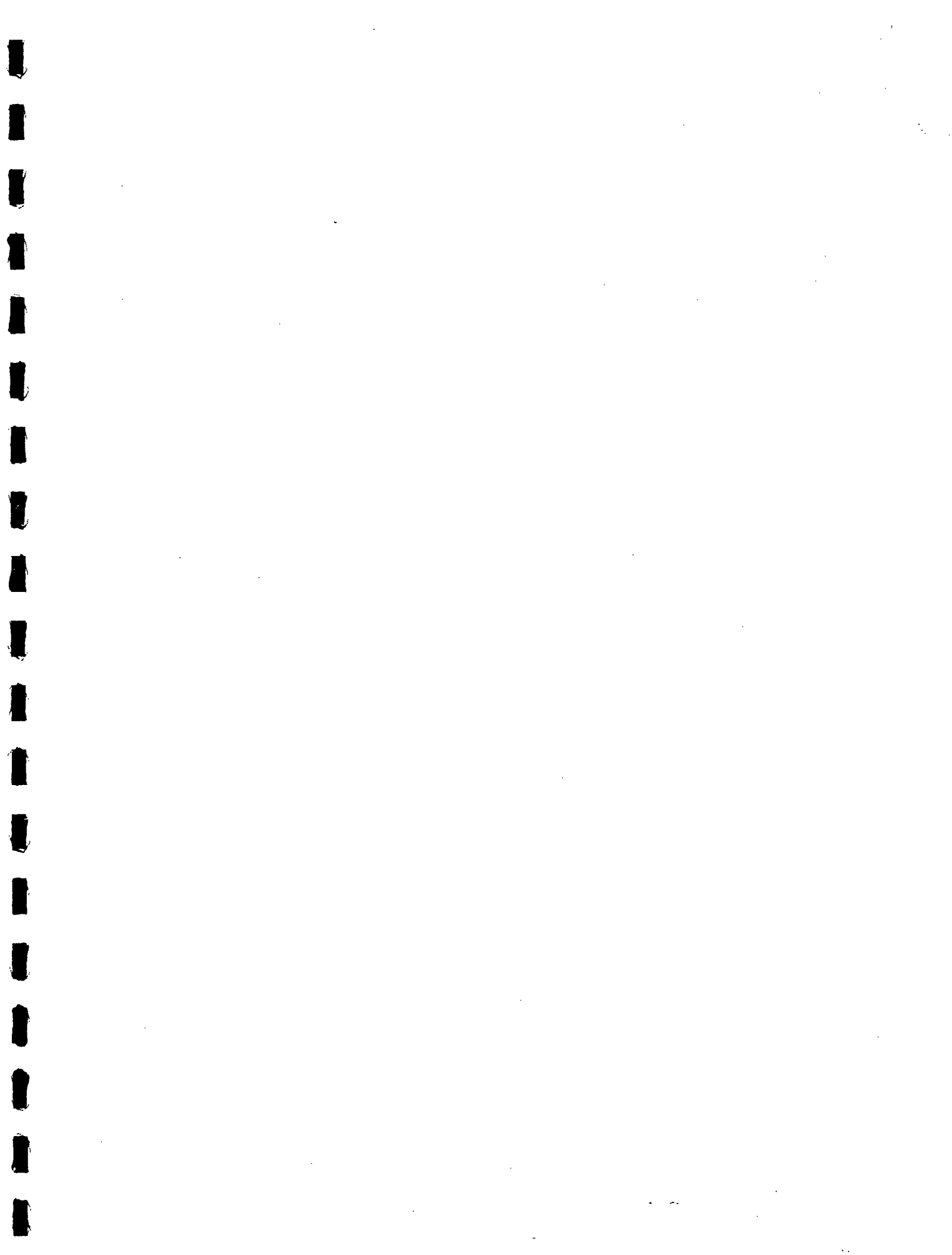
Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

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KYANITE AND NATURAL GARNET

I. INTRODUCTION AND SCOPE

This Import Analysis is one of a series prepared in order to assist businesses and other organizations in their market research of specific products. The detailed import 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 an import analysis is developed in close consultation with the client, and is tailored to meet those 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 analysis of imports on Kyanite and Natural Garnet is based on a detailed examination of Revenue Canada Customs import documents for the period of January to September 1989. Documents with the following codes were analyzed:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Other clays (not including expanded clays of heading No. 68.06), andulsite, kyanite and sillimanite, whether or not calcined; mullite; chamotte or dinas earths. (25.08)	
•Andulsite, Kyanite and Sillimanite	2508.50.00.00
Pumice stone; emery; natural corundum, natural garnet and other natural abrasives, whether or not heat-treated (25.13)	
•Emery, natural corundum, natural garnet and other natural abrasives:	
•Other	2513.29.00.90

KYANITE AND NATURAL GARNET

I. INTRODUCTION AND SCOPE (Cont'd)

Imports of Kyanite amounted to 3.6 million kilograms for a value of \$579 thousand during the period January to September 1989.

Imports of Natural Garnet amounted to 161 thousand kilograms for a value of \$107 thousand during the same period.

All shipments of Kyanite and Natural Garnet originated in the United States. As a result, the weights on Customs documents were reported in pounds. In order to convert to the metric system a factor of 2.2046 lbs per kilogram was used.

IMPORTS OF ANDULSITE, KYANITE AND SILLIMANITE (H.S. 2508.50.00.00)

JANUARY TO SEPTEMBER 1989

Statistics Canada Published Data <u>Total</u> (000 kg) (\$000)	Total Value Available for Analysis (000 kg) (\$000)	Value Identified as Kyanite (000 kg) (\$000)	Kyanite as % of Total Analyzed Value Quantity Value
5 131 932	4 198 778	3 565 579	85 74

IMPORTS OF EMERY, NATURAL CORUNDUM, NATURAL GARNET AND OTHER NATURAL ABRASIVES (H.S. 2513.29.00.90)

JANUARY TO SEPTEMBER 1989

Statistics Canada Published Data <u>Total</u> (000 kg) (\$000)	Total Value Available for Analysis (000 kg) (\$000)	Value Identified as Natural Garnet (000 kg) (\$000)	Natural Garnet as % of Total Analyzed Value Quantity Value
1 173 1 081	835 794	161 107	19 13

Harmonized System (H.S.) commodity codes 2508.50.00.00 and 2513.29.00.90 contain products other than Kyanite and Natural Garnet. In addition, at the time of analysis many National Revenue Customs Documents were not available for processing. This analysis reports on those documents (shipments) which were available and described as Kyanite and Natural Garnet. A reconciliation between Statistics Canada published data and report findings may be found in Appendix F.

II. ANALYSIS OF IMPORTS
KYANITE AND NATURAL GARNET

JANUARY TO SEPTEMBER 1989

SUMMARY OF IMPORTS

KYANITE

Kyanite imports amounted to a quantity of 3.6 million kg, (7.9 million lbs) for a value of \$579 thousand. The majority of shipments were packaged in 100 lb bags. These accounted for 2.3 million kg, (5.0 million lbs) and \$383 thousand or 64 per cent and 66 per cent of the total quantity and the value respectively.

<u>Bag Size</u> (lb)	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)
50	451	84
100	2 291	383
Other	<u>823</u>	<u>112</u>
	3 565	579

Kyanite and Natural Garnet are graded by mesh size. Kyanite mesh sizes ranged from #35 to #325 with #100 mesh size accounting for 1.5 million kg, (3.3 million lbs) and a value of \$229 thousand or 42 per cent and 40 per cent of the total quantity and value respectively. This was followed by #35 mesh size which accounted for 36 per cent of the total quantity and 34 per cent of the total value.

For further details refer to Appendix A (page 11).

NATURAL GARNET

Natural Garnet imports amounted to a quantity of 161 thousand kg, (355 thousand lbs) for a value of \$107 thousand. The majority of shipments were packaged in 100 lb bags. These accounted for 102 thousand kg, (224 thousand lbs) and \$95 thousand or 63 per cent and 89 per cent of the total quantity and value respectively.

<u>Bag Size</u> (lb)	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)
100	102	95
Other	<u>59</u>	<u>12</u>
	161	107

Mesh sizes for Natural Garnet ranged from #8 to #325. The largest single mesh size for Natural Garnet was #100 mesh, it accounted for 24 thousand kg, (53 thousand lbs) for a value of \$30 thousand or 15 per cent and 28 per cent of the total quantity and value respectively.

For further details refer to Appendix A (page 12).

II. ANALYSIS OF IMPORTS (Cont'd)

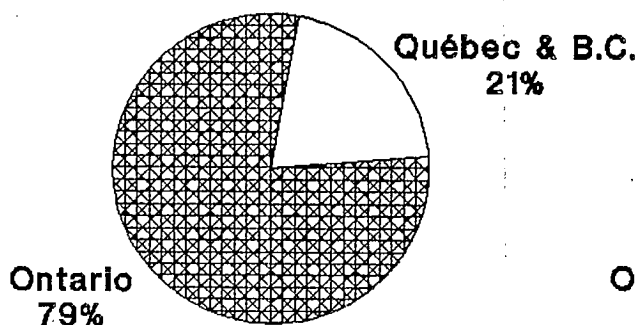
KYANITE

BY PROVINCE OF CONSIGNEE

JANUARY TO SEPTEMBER 1989

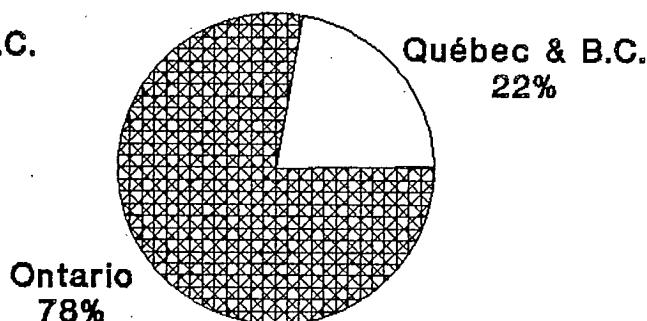
Ontario was the major province of consignee, accounting for 2 812 thousand kg, (6.2 million lbs) for a value of \$450 thousand, or 79 per cent and 78 per cent of the total quantity and value respectively. For further details refer to Appendix B.

Quantity



100% = 3.6 Million kg
(7.9 Million lbs)

Value



100% = \$579 Thousand

II. ANALYSIS OF IMPORTS (Cont'd)

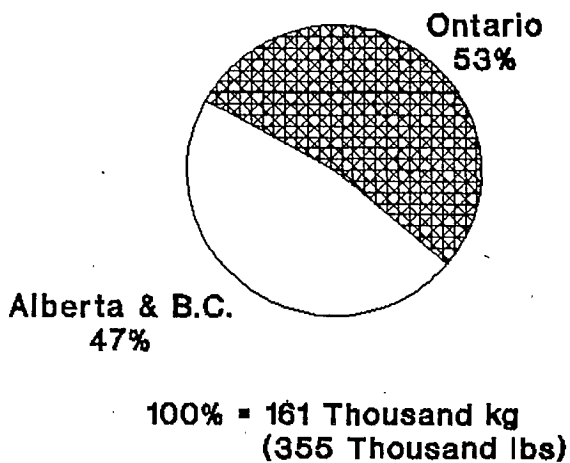
NATURAL GARNET

BY PROVINCE OF CONSIGNEE

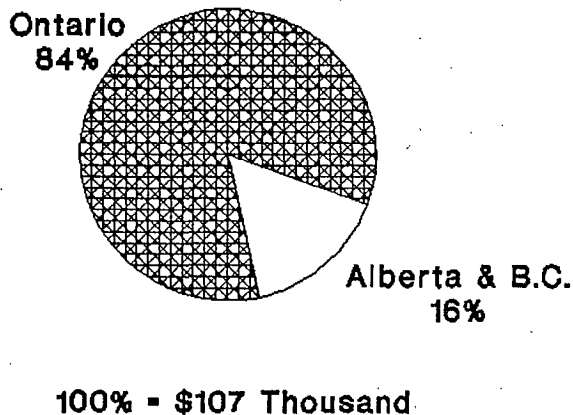
JANUARY TO SEPTEMBER 1989

Ontario was the major province of consignee, accounting for 86 thousand kg, (189 thousand lbs) for a value of \$90 thousand, or 53 per cent and 84 per cent of the total quantity and the total value respectively. For further details refer to Appendix B.

Quantity



Value



**II. ANALYSIS OF IMPORTS (Cont'd)
KYANITE AND NATURAL GARNET
IMPORT MARKET CONCENTRATION**

JANUARY TO SEPTEMBER 1989

KYANITE

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	233	40
6	371	64
10	474	82
All Consignees/Importers (22)	579	100

There were 22 known consignees/importers of Kyanite during the period January to September 1989. The top six consignees/importers accounted for \$371 thousand or 64 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix C.

NATURAL GARNET

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	87	81
6	102	95
All Consignees/Importers (10)	107	100

There were 10 known consignees/importers of Natural Garnet during the period January to September 1989. The top three consignees/importers accounted for \$87 thousand or 81 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix C.

III. CANADIAN PRODUCTION

According to Canadian Government sources, Kyanite and Natural Garnet are not mined in Canada.

KYANITE AND NATURAL GARNET

IV. MARKET SUMMARY

From the present import analysis, the Canadian 1989 markets for natural kyanite and natural garnet were estimated at \$920 000 (5 800 t) and \$190 000 (300 t) respectively. These markets, which are served almost entirely by U.S. imports, are located mainly in the province of Ontario.

The average unit value for kyanite was calculated at \$162/t for the first 9 months of 1989. Values calculated for different Canadian provinces showed little variation from that average value. The average unit value for garnet for the same period was calculated at \$665/t. However, unlike kyanite, values varied considerably depending on whether garnet was imported in the province of Ontario or in the western provinces. In Ontario, where garnet is used mainly for the manufacture of grinding wheels, lapping compounds and sandpapers, the mineral is purchased at around \$1 050/t. In Alberta and British Columbia, though, where a lower grade garnet is used in sandblasting, the mineral is imported at \$225/t.

Due to the decline of activities in the steel and other metallurgical operations in North America, the demand for kyanite may show little growth in the future. The demand for this mineral could also be affected by competition from other materials (such as andalusite, sillimante, bauxite and kaolin) that can also be utilized as starting materials to produce synthetic mullite, a major component of refractory products. North American markets for garnet in traditional areas (grinding wheels, lapping compounds and sandpapers) are expected to show little or not growth. In new areas, such as water filtration and water-jet cutting, the industry is not too optimistic. However, in the area of sandblasting, a very rapid growth may occur if regulations prohibit the use of environmentally problematic silica. This growth would nevertheless be tied to the ability of producing a good quality garnet at a competitive price.

IMPORTS OF KYANITE

BY MESH SIZE

JANUARY TO SEPTEMBER 1989

<u>Mesh Size</u>	<u>Quantity</u>		<u>% of Total Quantity</u>	<u>Value</u> (\$000)	<u>% of Total Value</u>
	(000 lbs)	(000 kg)			
35	2 861	1 298	36	194	34
40, 42 and 200*	95	43	1	6	1
48	936	425	12	82	14
100	3 323	1 507	42	229	40
325	498	226	6	59	10
Not Known	<u>146</u>	<u>66</u>	<u>2</u>	<u>9</u>	<u>2</u>
TOTAL	7 859	3 565	100	579	100

* Aggregated to preserve confidentiality of Canadian importers.

APPENDIX A

IMPORTS OF NATURAL GARNET
BY MESH SIZE

JANUARY TO SEPTEMBER 1989

<u>Mesh Size</u>	<u>Quantity</u> (000 lbs) (000 kg)		<u>% of Total Quantity</u>	<u>Value</u> (\$000)	<u>% of Total Value</u>
8, 16, 30 and 36*	161	73	45	19	18
40, 50 and 60*	10	5	3	7	6
80	24	11	7	9	8
100	53	24	15	30	28
120, 150, 220, 240, 280 and 325*	<u>108</u>	<u>50</u>	<u>31</u>	<u>43</u>	<u>40</u>
TOTAL	356	163	100	108	100

* Aggregated to preserve confidentiality of Canadian importers.

**IMPORTS OF
KYANITE AND NATURAL GARNET**

BY PROVINCE OF CONSIGNEE

JANUARY TO SEPTEMBER, 1989

KYANITE

<u>Province of Consignee</u>	<u>Quantity</u>		<u>% of Total Quantity</u>	<u>Value</u> (\$000)	<u>% of Total Value</u>
	(000 lbs)	(000 kg)			
Ontario	6 188	2 807	79	450	78
Québec) British)* Columbia)	1 670	758	21	128	22
TOTAL	7 858	3 565	100	578	100

NATURAL GARNET

<u>Province of Consignee</u>	<u>Quantity</u>		<u>% of Total Quantity</u>	<u>Value</u> (\$000)	<u>% of Total Value</u>
	(000 lbs)	(000 kg)			
Ontario	189	86	53	90	84
Alberta) British)* Columbia)	166	75	47	17	16
TOTAL	355	161	100	107	100

* Aggregated to preserve confidentiality of Canadian importers.

**CANADIAN IMPORTERS
KYANITE AND NATURAL GARNET**

JANUARY TO SEPTEMBER, 1989

Importers of Kyanite and Natural Garnet during the period January to September, 1989, as indicated in this report, are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

KYANITE

Name

Alchem Inc.
Apgreen Refractories Ltd.
BMI Refractories, Inc.

C-E Refractories Ltd.
Canadian Ferro Hot Metal
Specialties Ltd.
Canadian Foundry Supplies
Ltd.
Clayburn Industries Ltd.
Distek Ind. Inc.
Duquesne Refractories,
Inc.
Foseco Canada Inc.
Hamilton Porcelains Ltd.
Narco Canada Inc.
Plibrico Canada, Ltd.
Riverside Refractories
Canada Ltd.
Stratford Clay Supply Ltd.
Thermal Ceramics Ltd.

Address

Burlington, Ont.
Weston, Ont.
Burlington, Ont.
Smithville, Ont.
Weston, Ont.
Welland, Ont.

Stoney Creek, Ont.

Toronto, Ont.
Abbotsford, B.C.
Ville D'Anjou, Qué.

Montreal, Qué.
Guelph, Ont.
Brantford, Ont.
Caledonia, Ont.
Burlington, Ont.

Nanticoke, Ont.
Stratford, Ont.
Burlington, Ont.

NATURAL GARNET

Name

3 M Canada Inc.
Antratech Western, Ltd.
Atomic Energy of Canada
Carborundum Abrasives Inc.
General Refractories Co. of
Canada Ltd.
Griffin Canada Inc.
McCabe Bros. Steel Inc.
O.C.L. Industrial Materials Ltd.
Premier Refractories, Inc.
Qit-Fer et Titane Inc.
Ritchey Supply Ltd.
Tyboscope Canada Inc.

Address

London, Ont.
Calgary, Alta.
Mississauga, Ont.
Plattsville, Ont.

Smithville, Ont.
St. Hyacinthe, Qué.
Stoney Creek, Ont.
Surrey, B.C.
Welland, Ont.
Sorel, Qué.
Mississauga, Ont.
Nisku, Alta.

**FOREIGN EXPORTERS TO CANADA
KYANITE AND NATURAL GARNET**

JANUARY TO SEPTEMBER, 1989

Exporters to Canada of Kyanite and Natural Garnet are listed below in descending order of dollar value. Names are as shown on the shipping documents.

Kyanite

<u>Name</u>	<u>Address</u>	<u>Value of Exports to Canada (\$000)</u>
Kyanite Mining Corp.	Dillwyn, VA. USA	579
Riverside Refractories, Inc.	Pell City, AL. USA	

Natural Garnet

<u>Name</u>	<u>Address</u>	<u>Value of Exports to Canada (\$000)</u>
Barton Mines Corp.	North Creek, NY. USA	83
Myers Metals and Minerals, Inc.	Seattle, WA. USA	24
Kyanite Mining Corp.	Dillwyn, VA. USA	
Garnet Abrasive Co. Ltd.	Milwaukee, WI. USA	
United Western Supply Inc.	Seattle, WA. USA	

* Aggregated to preserve confidentiality of Canadian importers.

APPENDIX E

CANADIAN AND FOREIGN TARIFFS

Kyanite and Natural Garnet included in this analysis were dutiable under the following Canadian tariff items.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
	Other clays (not including expanded clays of heading No. 68.06) andalusite, kyanite and sillimanite, whether or not calcined; mullite; chamotte or dinas earths.			
2508.50.00	-Andalusite, kyanite and sillimanite	Free	X	Free
	Pumice stone; emery; natural corundum, natural garnet and other natural abrasives, whether or not heat-treated.			
2513.29.00	Other	Free	Free	Free

Where the symbol "X" appears in the column "General Preferential Tariff", the rate of customs duty that applies to those goods is the "Most-Favoured-Nation Tariff".

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

The United States qualifies for the Most Favoured Nation or United States tariff treatment.

Enquiries concerning tariffs should be directed to the nearest Customs and Excise office or to:

Tariff Programs
 Revenue Canada
 Customs and Excise
 Ottawa, Ontario
 KIA 0L5
 Tel.: (613) 954-6928
 Fax.: (613) 954-2509

FOREIGN COUNTRIES

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

Info Export
 External Affairs
 Ottawa, Ontario
 KIA 0G2
 Tel.: (613) 993-6435 OR 1-800-267-8376
 Fax.: (613) 996-9709

RECONCILIATION

Imports of Kyanite and Natural Garnet during the months of January to September, 1989 as reported on documents analyzed in this report, amounted to \$686 thousand. The value reported in this import analysis does not correspond to the official Statistics Canada figure of \$2.0 million for various reasons. Reconciliation of the two total figures is as follows:

KYANITE

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Value reported by Statistics Canada but not included in this report (e.g. documents not available) and products other than kyanite	353
Total values reported in this import analysis	<u>579</u>
Total values accounted for as above	932
Total values published by Statistics Canada	932

NATURAL GARNET

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Value reported by Statistics Canada but not included in this report (e.g. documents not available) and products other than natural garnet	974
Total values reported in this import analysis	<u>107</u>
Total values accounted for as above	1 081
Total values published by Statistics Canada	1 081

