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# IMPORT ANALYSIS

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SURFACE ACTIVE AGENTS, COMPOUNDED

MARCH TO MAY AND  
SEPTEMBER TO NOVEMBER 1983



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada 

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SEPTEMBER TO NOVEMBER 1983**



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- REFERENCES:
- (1) Customs Tariff: Item 93402-1
  - (2) Canadian International Trade Classification (Cat. #65-502E, Statistics Canada)
  - (3) Imports by Commodities (Cat. #65-007, Statistics Canada) Commodity Code 429-79

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed analysis of imports of surface active agents, compounded. Only those shipments having a value of \$10,000 and over during the periods March to May and September to November 1983 were examined.

The following Statistics Canada Import Commodity Codes were analyzed.

- 429-79-20 Surfactants, sulphate base, industrial
- 429-79-23 Surfactants, olefin sulphonate base, industrial
- 429-79-25 Surfactants, sulphonate base, industrial
- 429-79-29 Surfactants, anionic, not elsewhere specified, industrial
- 429-79-30 Surfactants, ethoxylated alcohols, industrial
- 429-79-31 Surfactants, phenol base, industrial
- 429-79-41 Surfactants, amide base, industrial
- 429-79-43 Surfactants, amine base, industrial
- 429-79-44 Surfactants, fatty acid ester base industrial
- 429-79-45 Surfactants, sorbitan derivatives, industrial
- 429-79-49 Surfactants, non-ionic, not elsewhere specified, industrial
- 429-79-55 Surfactants, cationic, industrial
- 429-79-65 Surfactants, ampholytic, industrial
- 429-79-89 Surfactants, compounded, not elsewhere specified, industrial

SECTION II

COVERAGE OF ANALYSIS

The quantities and values shown in Section III of this report do not correspond with published Statistics Canada data as only those shipments having a total value of \$10,000 and over were examined.

The following table indicates the percentage of values analyzed in this report in relation to published Statistics Canada data.

## SECTION II

(Continued)

COVERAGE OF VALUES ANALYZED TO STATISTICS CANADA PUBLISHED VALUESMARCH TO MAY AND SEPTEMBER TO NOVEMBER 1983

<u>Statistics Canada Import Commodity Code</u>	<u>Published Statistics Canada Data (\$,000)</u>	<u>Values of \$10,000 &amp; over as Analyzed in this Report (\$,000)</u>	<u>% of Published Values Analyzed</u>
429-79-20 Surfactants, sulphate base, industrial	1,132	901	80
429-79-23 Surfactants, olefin sulphonate base, industrial	13	-	-
429-79-25 Surfactants, sulphonate base, industrial	3,626	2,819	78
429-79-29 Surfactants, anionic, not elsewhere specified, industrial	1,051	979	93
429-79-30 Surfactants, ethoxylated alcohols, industrial	2,999	1,564	52
429-79-31 Surfactants, phenol base, industrial	533	376	71
429-79-41 Surfactants, amide base, industrial	673	387	58
429-79-43 Surfactants, amine base, industrial	1,032	863	84
429-79-44 Surfactants, fatty acid ester base industrial	403	136	34
429-79-45 Surfactants, sorbitan derivatives, industrial	366	180	49
429-79-49 Surfactants, non-ionic, not elsewhere specified, industrial	2,864	1,943	68
429-79-55 Surfactants, cationic, industrial	1,810	1,377	76
429-79-65 Surfactants, ampholytic, industrial	451	372	82
429-79-89 Surfactants, compounded, not elsewhere specified, industrial	<u>9,843</u>	<u>5,185</u>	<u>53</u>
TOTAL	26,796	17,082	64

SECTION III

ANALYSIS OF IMPORTS

Imports of surface active agents, compounded, identified in this report and classified to Canadian International Trade Classification commodity code 429-79 amounted to 21,285,095 pounds valued at \$17,083,333 during the periods March to May and September to November 1983.

Of every dollar of imports on which this analysis is based, 69¢ entered at ports in the province of Ontario, 12¢ at ports in the province of Quebec and 19¢ at ports in provinces west of Ontario. Less than 0.5¢ entered at ports east of Quebec.

Imports from U.S.A. made up 89% of the total value reported in this study, and the remaining 11% originated from U.K. and Western Europe.

Full details of the analysis are provided in the following tables.

NOTES: The following notes apply to all tables in Section III of this report.

Dollar values shown 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.

N.F.I. - Not further identified.

All percentage figures are rounded.

(1) - Less than 0.5%

\* - Less than five importers.

TABLE 1

## IMPORTS OF SURFACE ACTIVE AGENTS, COMPOUNDED - BY TYPE AND REGION OF ENTRY

MARCH TO MAY AND SEPTEMBER TO NOVEMBER 1983

Item	Quantity (lb.)	Value (\$)	REGION OF ENTRY			
			West of Ontario ( - % of Value - )	Ontario	Quebec	East of Quebec
Alkylaryl Sulphonates	289,424	166,367	48	16	36	-
Ether Sulphates	213,830	117,111	11	82	7	-
Alcohol Sulphates	329,876	318,325	-	60	40	-
Naphthalene Sulphonates	938,623	540,960	20	52	28	-
Petroleum Sulphonates	876,002	499,499	-	100	-	-
Other Sulphonates	1,102,620	803,059	-	100	-	-
Alcohol Ethoxylates	779,014	587,243	-	86	12	2
Alcohol Ethoxylates (Lf)	89,935	104,214	-	100	-	-
Nonyl/Octyl Phenol Ethoxylates	1,770,009	1,208,958	54	43	3	-
Other Alkyl Phenol Ethoxylates	537,669	503,383	-	93	7	-
Propoxylates	169,120	176,739	-	81	19	-
Amine Ethoxylates	286,335	313,830	29	36	35	-
Alcohol/Polyols	675,589	695,681	4	58	38	-
Amines and Quaternaries	1,125,075	965,930	-	94	6	-
Fatty Esters	831,485	745,705	-	83	17	-
Amides	70,319	100,476	5	82	13	-
Phosphate Esters	127,319	109,778	-	100	-	-
Amphoterics	539,770	418,457	-	24	76	-
Fluoro Surfactants and Polymers	357,147	353,773	-	100	-	-
Silicone Surfactants	451,856	987,194	-	100	-	-
Polymeric Acids	252,403	120,323	-	88	12	-
Agriculture	1,671,818	1,420,047	93	7	-	-
Oil Well and Mining	967,235	806,869	96	-	-	4
Textiles	511,107	460,442	-	59	41	-
Coating and Paint	309,815	355,876	8	85	7	-
Cleaning	575,854	419,637	2	90	8	-
Other Industrial Applications	634,980	578,785	3	81	16	-
Consumer Products N.F.I.	3,448,464	1,685,873	-	98	2	-
Industrial Products N.F.I.	156,262	501,495	-	86	14	-
Other N.F.I.	1,196,140	1,017,304	12	70	18	-
TOTAL	21,285,095	17,083,333	19	69	12	(1)



TABLE 2

## IMPORTS OF SURFACE ACTIVE AGENTS, COMPOUNDED - BY IMPORT MARKET CONCENTRATION

MARCH TO MAY AND SEPTEMBER TO NOVEMBER 1983

Item	Value (\$)	IMPORT MARKET CONCENTRATION	
		Top 3 Importers ( - % of	Top 5 Importers Value - )
Alkylaryl Sulphonates	166,367	73	94
Ether Sulphates	117,111	93	100*
Alcohol Sulphates	318,325	85	97
Naphthalene Sulphonates	540,960	69	100
Petroleum Sulphonates	499,499	100	100*
Other Sulphonates	803,059	98	100*
Alcohol Ethoxylates	587,243	72	87
Alcohol Ethoxylates (Lf)	104,214	96	100*
Nonyl/Octyl Phenol Ethoxylates	1,208,958	94	98
Other Alkyl Phenol Ethoxylates	503,383	100	100*
Propoxylates	176,739	100	100*
Amine Ethoxylates	313,830	89	99
Alcohol/Polyols	695,681	92	98
Amines and Quaternaries	965,930	87	94
Fatty Esters	745,705	82	90
Amides	100,476	97	100*
Phosphate Esters	109,778	100	100*
Amphoterics	418,457	92	99
Fluoro Surfactants and Polymers	353,773	100	100*
Silicone Surfactants	987,194	100	100*
Polymeric Acids	120,323	100	100*
Agriculture	1,420,047	70	92
Oil Well and Mining	806,869	55	73
Textiles	460,442	84	95
Coating and Paint	355,876	85	100
Cleaning	419,637	54	75
Other Industrial Applications	578,785	64	78
Consumer Products H.F.I.	1,685,873	100	100*
Industrial Products N.F.I.	501,495	94	100
Other N.F.I.	1,017,304	50	60
TOTAL	17,083,333	26	34

SECTION IV

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of surface active agents, compounded, for the period March to May and September to November 1983 having total values of \$50,000 and over are listed below in descending order of value. These exporters accounted for 90% of the total value analyzed.

<u>NAME</u>	<u>ADDRESS</u>	
Rohm & Haas Co.	Philadelphia, PA	USA
Procter & Gamble Mfg.Co.	Cincinnati, OH	USA
Witco Chemical Corp.	Houston, TX	USA
Stepan Chemical Co.	Northfield, IL	USA
Armak Ind. Chemicals Division	Chicago, IL	USA
Dow Chemical International Inc.	Freeport, TX	USA
I.C.I. Americas Inc.	Wilmington, DE	USA
Union Carbide Inter-American	Danbury, CT	USA
GAF International Corp.	New York, NY	USA
Miranol International Inc.	Dayton, NJ	USA
Sherex Chemical Co.	Dublin, OH	USA
American Hoechst Corp.	Somerville, NJ	USA
CIBA Geigy Export Sales	Ardsley, NY	USA
Diamond Shamrock Corp.	Cleveland, OH	USA
BASF Wyandotte Corp.	Washington, NJ	USA
W.R. Grace & Co.	Deer Park, TX	USA
Pecten Chemicals Inc.	Houston, TX	USA
Dow Corning Corp.	Midland, MI	USA
BASF International		West Germany
Th. Goldschmidt AG	Essen	West Germany
Air Products & Chemicals	Allentown, PA	USA
BYK Hallinckrodt Chemical Producer		West Germany

<u>NAME</u>	<u>ADDRESS</u>	
Tanatex Chemical Co.	Wellford, SC	USA
Albright & Wilson Ltd.	Cumbria	UK
Dupont Co.	Wilmington, DE	USA
Berol Chemicals Inc.	Metairie, LA	USA
Patco Products	Kansas City, MO	USA
M.J. Daly Co. Inc.	Ludlow, KY	USA
Petrochemicals International Inc.	Fort Worth, TX	USA
May & Baker Ltd.	Essex	UK
Glyco Inc.	Williamsport, PA	USA
Henkel KGAA	Dusseldorf	West Germany
Tennessee Chemical Co.	Atlanta, GA	USA
3M Belgium	Antwerp	Belgium
Monsanto International Sales Co.	St. Louis, MO	USA
CHT Chemische Fabrik	Tubingen	West Germany
Ashland Chemicals	Syracuse, NY	USA
Grace S.A.R.L.	Epernon	France
Babson Bros. Co.	Oak Brook, IL	USA
Dresser Industries Inc.	Houston, TX	USA
Safety Kleen Corp.	Clayton, NJ	USA
Buckman Labs Inc.	Memphis, TN	USA
Chemische Werke Huels AG		West Germany
Allied Colloids Ltd.	Yorkshire	UK
Olin Corp.	Stamford, CT	USA
Hoechst AG	Frankfurt	West Germany
Struktol Co.	Stow, OH	USA
Exxon Chemical Co.	Houston, TX	USA
Inolex Chemical Co.	Philadelphia, PA	USA
Texaco International Sales Corp.	Bellaire, TX	USA
Banite Inc.	Buffalo, NY	USA
Sherwin Williams Co.	Dayton, OH	USA

SECTION V

CANADIAN AND FOREIGN TARIFFS

CANADA

Surface active agents included in this analysis were dutiable under the following most commonly applied tariff item.

<u>Tariff Item</u>	<u>Description</u>	<u>British Preferential Tariff</u>	<u>Most Favoured Nation Tariff</u>	<u>General Tariff</u>	<u>General Preferential Tariff</u>	<u>U.K. &amp; Ireland</u>
93402-1	93402 - Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap.	1983 10%	13.8%	25%	9%	12.5%
		1984 10%	13.4%	25%	8.5%	12.5%

The two principal countries of export and their tariff arrangement included in this analysis were:

United States - Most Favoured Nation  
Germany, West - Most Favoured Nation

Tariff items and rates of duty are subject to change, and need to be verified by direct reference to:

Department of National Revenue  
Tariff Programs  
Legislation Implementation Group  
Customs and Excise  
Ottawa, Ontario  
K1A 0L5

FOREIGN COUNTRIES

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

International Bureaux  
Department of External Affairs Canada  
Ottawa, Ontario  
K1A 0G2

