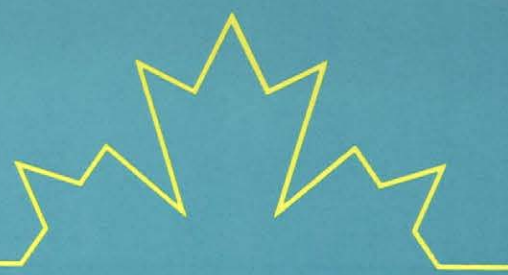


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# IMPORT ANALYSIS

## Market Research Support

WHITE MINERAL OIL  
(U.S.P. AND N.F. GRADES)

JANUARY TO DECEMBER 1986

Pub. No.: 87023-PM March 1988



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WHITE MINERAL OIL  
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EXPLANATORY NOTES

Method

The data shown in this analysis is extracted from Revenue Canada Customs documents. These documents provide a description of the products, names of importers, 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 is 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.

REFERENCE SOURCES

Department of Regional Industrial Expansion  
Statistics Canada  
Revenue Canada

FOR MORE INFORMATION PLEASE CONTACT:

Market Information and Analysis Division  
Market Development Branch  
Department of Regional Industrial Expansion  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 954-4970

OR

Petroleum and Industrial  
Chemicals Division  
Resource Processing Industries Branch  
Department of Regional Industrial  
Expansion  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 954-3075

OR

The nearest DRIE Regional Office.  
These offices are listed on the last  
page of this publication.

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## IMPORT ANALYSIS

### WHITE MINERAL OILS OF U.S.P. AND N.F. GRADES

#### 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 white mineral oils, of US Pharmacopoeia (U.S.P.) and National Formulary (NF) grades, is based on a detailed examination of Revenue Canada Customs import documents for the year January to December, 1986.

These customs documents were classified to Canadian International Trade Classification (C.I.T.C.) import commodity code 439-29-35, White Mineral Oils.

Total figures in this report do not correspond to Statistics Canada published figures. The differences are explained in Appendix F.

Quantities totalled in this report are shown in imperial gallons and litres: the conversion factor is 4.546 = 1 litre per imperial gallon.

#### II. ANALYSIS OF IMPORTS

During the year 1986, imports of white mineral oils of U.S.P. and N.F. grades as analysed in this report amounted to 1.9 million gallons, valued at \$7.4 million. As shown below, most of the imports were of the U.S.P. grade.

##### SUMMARY OF IMPORTS BY GRADE JANUARY TO DECEMBER 1986

<u>Grade</u>	<u>Imperial Gallons</u> (000)	<u>Litres</u> (000)	<u>Value</u> (\$000)	<u>% of Total Value</u>
U.S.P.	1 407	6 396	5 641	76
N.F.	<u>481</u>	<u>2 187</u>	<u>1 763</u>	<u>24</u>
TOTAL	1 888	8 583	7 404	100

II. ANALYSIS OF IMPORTS (CONT'D)

Ontario was the major province of consignee for imports of all grades of white mineral oil during the period of analysis, accounting for 1.8 million imperial gallons valued at \$6.9 million (93 per cent of both the total quantity and value).

The United States was the dominant source of imports for all grades of white mineral oil, accounting for 99 per cent of the total dollar value.

A total of 34 per cent of the imports of U.S.P. grade white mineral oil were valued at \$3.95 or less, per imperial gallon, with 91 per cent of the N.F. grade falling in the same price range.

U.S.P. Grade

Imports of U.S.P. grade white mineral oil during 1986 amounted to 1.4 million imperial gallons valued at \$5.6 million.

Prices per imperial gallon ranged from \$3.00 to slightly more than \$12.00, with values in the \$3.96 to \$4.10 range accounting for just over 40 per cent of the total quantity and value. For further details of imports of U.S.P. grade white mineral oil by price range refer to Appendix C.

MODE OF TRANSPORTATION  
U.S.P. GRADE WHITE MINERAL OIL

	<u>Imperial Gallons</u> (000)	<u>Litres</u> (000)	<u>Value</u> (\$000)
Truck	1 224	5 564	4 898
Rail	162	736	656
Not Known	<u>21</u>	<u>95</u>	<u>87</u>
TOTAL	1 407	6 395	5 641

N.F. Grade

Imports of N.F. grade white mineral oil during 1986 amounted to 481 000 imperial gallons, valued at \$1.7 million.

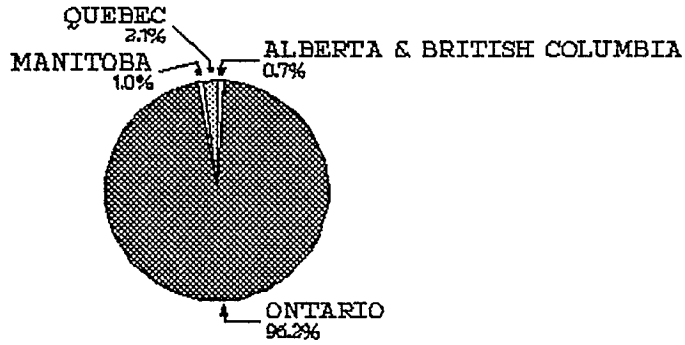
Unit prices ranged from \$2.74 to \$7.26 per imperial gallon, with values in the range \$3.46 to \$3.90 accounting for 65 per cent of the total quantity and value. Another 29 per cent of the value imported fell in the range of \$2.74 to \$3.55. For further details of imports of N.F. grade white mineral oil by price range refer to Appendix D.

MODE OF TRANSPORTATION  
N.F. GRADE WHITE MINERAL OIL

	<u>Imperial Gallon</u> (000)	<u>Litres</u> (000)	<u>Value</u> (\$000)
Truck	473	2 150	1 737
Rail	3	14	13
Not Known	<u>5</u>	<u>23</u>	<u>13</u>
TOTAL	481	2 187	1 763

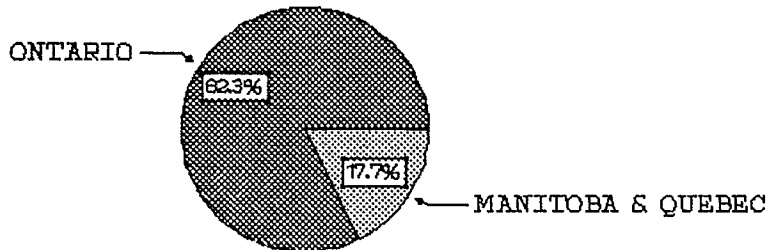
II. ANALYSIS OF IMPORTS (CONT'D)

IMPORTS OF WHITE MINERAL OIL - U.S.P. GRADE  
PROVINCE OF CONSIGNEE



100% = \$5.6 MILLION

IMPORTS OF WHITE MINERAL OIL - N.F. GRADE  
PROVINCE OF CONSIGNEE



100% = \$1.8 MILLION

IMPORTS OF WHITE MINERAL OILS OF U.S.P. AND N.F. GRADES  
IMPORT MARKET CONCENTRATION  
JANUARY TO DECEMBER 1986

<u>Principal</u> <u>Consignees/Importers</u>	<u>Cumulative</u> <u>Value</u> <u>(\$000)</u>	<u>Cumulative</u> <u>% of Total Value</u> <u>(%)</u>
3	5 376	73
6	6 571	89
10	6 688	90
All Consignees/ Importers (16)	7 404	100

There were 16 known consignees/importers of white mineral oils of U.S.P. and N.F. grades during the period January to December 1986. The 6 principal consignees/importers accounted for \$6.6 million or 89 per cent of the dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix E.

III. CANADIAN PRODUCTION

At the present time, U.S.P. and N.F. grade white mineral oils are not produced in Canada.



APPENDIX A

IMPORTS BY PROVINCE OF CONSIGNEE  
WHITE MINERAL OIL, U.S.P. GRADE  
JANUARY TO DECEMBER 1986

<u>Province of Consignee</u>	<u>Quantity</u> (000 Imp. Gal)	<u>Quantity</u> (000 litres)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (\$000)	<u>% of Total</u> <u>Value</u>
Ontario	1 358	6 172	96.0	5 424	96.2
Québec	27	123	2.0	120	2.1
Manitoba	14	66	1.0	57	1.0
Alberta ) British Columbia)*	<u>8</u>	<u>38</u>	<u>1.0</u>	<u>40</u>	<u>0.7</u>
	1 408	6 399	100.0	5 641	100.0

\* Aggregated in order to preserve confidentiality of Canadian importers.

APPENDIX B

IMPORTS BY PROVINCE OF CONSIGNEE  
WHITE MINERAL OIL, N.F. GRADE  
JANUARY TO DECEMBER 1986

<u>Province of Consignee</u>	<u>Quantity</u> (000 Imp. Gal)	<u>Quantity</u> (000 Litres)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (\$000)	<u>% of Total</u> <u>Value</u>
Ontario	396	1 801	82.4	1 450	82.3
Manitoba) Québec )*	<u>85</u>	<u>386</u>	<u>17.6</u>	<u>313</u>	<u>17.7</u>
	481	2 187	100.0	1 763	100.0

\* Aggregated in order to preserve confidentiality of Canadian importers.

APPENDIX C

IMPORTS OF U.S.P. GRADE WHITE MINERAL OIL  
BY PRICE RANGE

<u>Price Range per Imperial Gallon</u>	<u>Quantity (Imp. Gal.)</u>	<u>Quantity (Litres)</u>	<u>% of Total</u>	<u>Value (\$000)</u>	<u>% of Total</u>
3.00 to 3.50	106 755	485 308	7.58	363	6.44
Over 3.50 to 3.70	67 720	307 855	4.81	245	4.34
Over 3.70 to 3.75	113 694	516 853	8.07	424	7.51
Over 3.75 to 3.80	128 483	584 084	9.12	485	8.60
Over 3.80 to 3.85	42 338	192 469	3.01	162	2.87
Over 3.85 to 3.95	64 618	293 753	4.59	253	4.49
Over 3.95 to 4.05	366 506	1 666 136	26.01	1 466	25.98
Over 4.05 to 4.10	208 750	948 978	14.82	851	15.08
Over 4.10 to 4.15	71 385	324 516	5.07	295	5.23
Over 4.15 to 4.20	49 134	223 363	3.49	205	3.64
Over 4.20 to 4.40	60 036	272 924	4.26	259	4.59
Over 4.40 to 4.50	30 446	138 408	2.16	136	2.40
Over 4.50 to 4.70	40 726	185 140	2.89	189	3.34
Over 4.70 to 6.15	51 311	233 260	3.64	259	4.59
Over 6.15 to 9.55	4 799	21 816	0.34	39	0.69
Over 9.55 to 12.35	870	3 955	0.06	9	0.17
TOTAL	1 407 571	6 398 818	100.0	5 641	100.0

APPENDIX D

IMPORTS OF N.F. GRADE WHITE MINERAL OIL  
BY PRICE RANGE

<u>Price Range per Imperial Gallon</u>	<u>Quantity (Imp. Gal.)</u>	<u>Quantity (Litres)</u>	<u>% of Total</u>	<u>Value (\$000)</u>	<u>% of Total</u>
2.74 to 3.45	91 347	415 263	19.00	304	17.23
Over 3.45 to 3.55	57 158	259 840	11.88	201	11.40
Over 3.55 to 3.60	48 430	220 163	10.07	173	9.82
Over 3.60 to 3.65	62 837	285 657	13.06	228	12.94
Over 3.65 to 3.80	72 125	327 880	14.99	267	15.13
Over 3.80 to 3.90	70 396	320 020	14.63	272	15.43
Over 3.90 to 3.95	39 506	179 594	8.21	155	8.80
Over 3.95 to 4.04	22 532	102 430	4.68	90	5.11
Over 4.04 to 7.26	16 704	75 936	3.47	73	4.13
TOTAL	481 125	2 186 783	100.0	1 763	100.0

APPENDIX E

CANADIAN IMPORTERS

Consignees/importers of white mineral oils of U.S.P. and N.F. grades during the period January to December 1986, 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/consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

<u>Name</u>	<u>Address</u>
ADM Arkady C/O Kirkland & Rose Ltd.	Calgary, Alta.
Bate Chemical Co. Ltd.	Don Mills, Ont.
Canada Colors & Chemicals Ltd.	Weston, Ont.
Clairol of Canada Ltd.	Knowlton, Qué.
Cosmair Inc. Ltée	Montréal, Qué.
Dow Chemical Ltd.	Sarnia, Ont.
International Waxes Ltd.	Agincourt, Ont.
Lander Company of Canada Ltd.	Scarborough, Ont.
Parks Davis Co.	Brockville, Ont.
Pigment & Chemical Inc.	Milton, Ont.
	Montréal, Qué.
Polysar Ltd. (Resin Div.)	Cambridge, Ont.
Sons Bakery Ltd.	Calgary, Alta.
Stanchem Inc.	Leduc, Alta
	Winnipeg, Man.
Van Waters & Rogers Ltd.	Richmond, B.C.
Wajax Industries Ltd.	Lachine, Qué.
Westwood Pharmaceuticals Ltd.	Belleville, Ont.

APPENDIX F

FOREIGN EXPORTERS TO CANADA

There were a total of 12 exporters to Canada of white mineral oils, U.S.P. and N.F. grades during 1986. The top six are listed below in descending order of dollar value. These exporters accounted for \$7.4 million or 99 per cent of the value of imports analysed.

<u>Name</u>	<u>Address</u>	<u>Value of Imports</u> (\$000)
Witco Corp.	New York, N.Y.	2 845
Penreco Corp.	Butler, PN	1 808
Petroleum Specialties Int. Inc.	Lyndhurst, NJ )	
Amoco Int'l Sales Co.	Chicago, IL )*	1 998
	Whitting, IN )	
Lyondell Petrochemical Co.	Newton Square, PN )	
Penreco Morco Company	Dickinson, TX )*	706
		7 357

\* Aggregated to preserve confidentiality of Canadian importers.

CANADIAN AND FOREIGN TARIFFS

White mineral oils, U.S.P. and N.F. grades included in this analysis were dutiable under the following most commonly applied tariff item.

Tariff Item	Description	1986	Tariff Treatment				
			British Prefer- ential Tariff %	Most Favoured Nation Tariff %	General General Tariff %	General Prefer- ential Tariff %	U.K. and Ireland %
27200-2	White mineral oil (U.S.P., B.P., or N.F. Grades) for use in Canadian manufactures	1986	Free	Free	25	-	Free

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States and France

Enquiries concerning 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) 954-6908

Foreign Countries

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

RECONCILIATION

Imports of white mineral oil of U.S.P. and N.F. grades during 1986, as reported on documents analysed in this report, amount to 1 888 696 imperial gallons for a total dollar value of \$7.4 million.

The value reported in this import analysis does not correspond to official Statistics Canada figures for various reasons.

Reconciliation of the two total figures is explained as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Documents not available for analysis	429
Documents referring to products which should have been classified elsewhere	754
Total values reported in this import analysis	<u>7 404</u>
Total values accounted for as above	8 587
Total values published by Statistics Canada	8 587

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St. John's, Newfoundland  
A1B 3R9  
Tel: (709) 772-4884

**Prince Edward Island**  
P.O. Box 1115  
Confederation Court Mall  
134 Kent Street, Suite 400  
Charlottetown, Prince Edward Island  
C1A 7M8  
Tel: (902) 566-7400

**Nova Scotia**  
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Halifax, Nova Scotia  
B3J 2V9  
Tel: (902) 426-2018

**New Brunswick**  
P.O. Box 1210  
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Tel: (506) 857-6400

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Montréal, Québec  
H4Z 1E8  
Tel: (514) 283-8185

**Ontario**  
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Dominion Public Building  
1 Front Street West  
Toronto, Ontario  
M5J 1A4  
Tel: (416) 973-5000

**Manitoba**  
P.O. Box 981  
330 Portage Avenue  
Room 60B  
Winnipeg, Manitoba  
R3C 2V2  
Tel: (204) 983-4090

**Saskatchewan**  
Canada Building  
6th Floor, 105-21st Street East  
Saskatoon, Saskatchewan  
S7K 0B3  
Tel: (306) 975-4400

**Alberta**  
Cornerpoint Building  
10179 - 105th Street, Suite 505  
Edmonton, Alberta  
T5J 3S3  
Tel: (403) 420-2944

**British Columbia**  
P.O. Box 49178  
Bentall Postal Station  
Bentall Tower IV  
1101 - 1055 Dunsmuir Street  
Vancouver, British Columbia  
V7X 1K8  
Tel: (604) 666-0434

**Yukon**  
Suite 301  
108 Lambert Street  
Whitehorse, Yukon  
Y1A 1Z2  
Tel: (403) 668-4655

**Northwest Territories**  
P.O. Bag 6100  
Precambrian Building  
Yellowknife, Northwest Territories  
X1A 1C0  
Tel: (403) 920-8571

