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IMPORT ANALYSIS

Market Research Support

SODIUM SULPHITE CHEMICALS

JULY TO DECEMBER 1987

Pub. No.: 88010-RR July 1988



Government
of Canada

Regional Industrial
Expansion

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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

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Petroleum and Industrial Chemicals
Division
Resource Processing Industries Branch
Department of Regional Industrial
Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
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IMPORT ANALYSIS

SODIUM SULPHITE CHEMICALS

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 of sodium sulphite chemicals and ammonium thiosulphate is based on a detailed examination of Revenue Canada Customs import documents for the period July to December 1987. The following Canadian International Trade Classification (C.I.T.C.) import commodity codes were analysed:

403-58-10 Sodium Sulphite
403-59-21 Sodium Bisulphite
403-59-22 Sodium Metabisulphite
403-59-30 Ammonium Thiosulphate

Not included in this analysis are (C.I.T.C.) import commodity codes 403-59-29 Metallic Sulphites, not elsewhere specified (n.e.s.) and 403-56-20 Sodium hydrosulphite.

Total figures in this analysis do not correspond to those published by Statistics Canada. The differences are explained in Appendix H.

II. IMPORT TRENDS 1983-1987 IMPORTS OF SODIUM SULPHITE CHEMICALS

<u>Type</u>	<u>January to December</u>					<u>Average Annual Growth Rate % 1983 - 1987</u>
	<u>1983</u> <u>(\$000)</u>	<u>1984</u> <u>(\$000)</u>	<u>1985</u> <u>(\$000)</u>	<u>1986</u> <u>(\$000)</u>	<u>1987</u> <u>(\$000)</u>	
Sodium Sulphite	2 041	1 446	1 159	2 503	3 050	10
Sodium Bisulphite	45	455	417	369	326	64
Sodium Metabisulphite	972	1 272	576	849	1 490	11
Ammonium Thiosulphate	422	589	749	757	755	16

Note: The remainder of this report deals with the period July to December 1987.

III. ANALYSIS OF IMPORTS

During the period July to December 1987 imports of sodium sulphite chemicals as analysed in this report amounted to \$2 677 725. The summary table below indicates that the majority of imports were sodium sulphite type accounting for 52 per cent of the dollar value. Most imports were of technical grade, rather than for food and photographic purposes. With respect to price, in the largest category of imports i.e. sodium sulphite, almost 50 per cent by value was imported at an average unit price of \$5.73. In the next largest category, sodium metabisulphite, an average unit price of \$22.09 dominated. By value, sodium sulphite and ammonium thiosulphate were primarily imported in bulk, while sodium metabisulphite was shipped predominantly in 50 and 55 lb. bags. Further details on imports by type, grade, price range and package size are shown in appendices A, B & C.

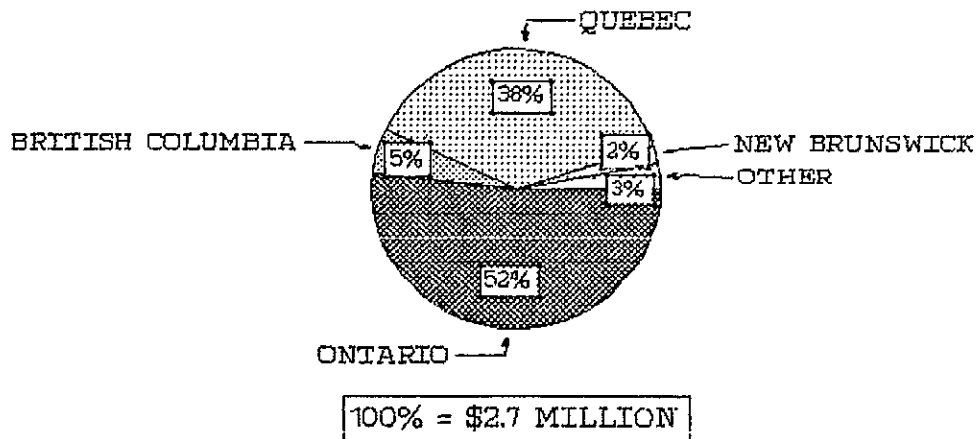
SUMMARY OF IMPORTS - BY TYPE
JULY TO DECEMBER 1987

<u>Type</u>	<u>Quantity</u> (cwt)	<u>Value</u> (\$000)	<u>% of Total</u> <u>Value</u>
Sodium Sulphite	157 269	1 392	52
Sodium Metabisulphite	38 014	679	25
Ammonium Thiosulphate	30 955	399	15
Sodium Bisulphite	<u>9 662</u>	<u>208</u>	<u>8</u>
TOTAL	235 900	2 678	100

The United States was the dominant source of imports for sodium sulphite chemicals accounting for \$2.1 million or 78 per cent of the total dollar value. Other exporting countries, in descending order of value, accounting for the remaining 22 per cent were: Federal Republic of Germany, Japan, Poland, France, The United Kingdom and China.

Ontario was the major province of consignee, accounting for \$1.4 million or 52 per cent of the total import value, followed by Québec with \$1 million or 38 per cent, British Columbia with 5 per cent, and New Brunswick with 2 per cent. Other provinces, in order of value were: Alberta, Manitoba and Saskatchewan. (See imports by province of consignee, Appendix D).

IMPORTS OF SODIUM SULPHITE CHEMICALS - BY PROVINCE OF CONSIGNEE
JULY TO DECEMBER 1987



There were 43 known consignees/importers of sodium sulphite chemicals during the period July to December 1987. The principal 15 consignees/importers accounted for \$2.4 million or 89 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix E.

IMPORT MARKET CONCENTRATION
JULY TO DECEMBER 1987

<u>Principal</u> <u>Consignees/Importers</u> (By Value)	<u>Cumulative</u> <u>Value</u> (\$)	<u>Cumulative % of</u> <u>Total Value</u>
3	1 114 637	42
6	1 735 038	65
10	2 150 422	80
15	2 369 789	89
All Consignees/ Importers (43)	2 677 725	100

IV. CANADIAN PRODUCTION

At the present time, sodium sulphite chemicals are not manufactured in Canada.

IMPORTS OF SODIUM SULPHITE CHEMICALS - BY TYPE AND GRADE
JULY TO DECEMBER 1987

<u>Type</u>	<u>Grade</u>	<u>Quantity</u> (cwt)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$/cwt)
Sodium Sulphite	Food and Photographic*	1 664	37 884	22.77
	Technical	<u>155 605</u>	<u>1 354 003</u>	<u>8.70</u>
Total - Sodium Sulphite		157 269	1 391 887	8.85
Sodium Bisulphite	Food and Photographic*	3 855	84 134	21.82
	Technical	<u>5 807</u>	<u>124 234</u>	<u>21.39</u>
Total - Sodium Bisulphite		9 662	208 368	21.56
Total - Sodium Metabisulphite	Food and Photographic and Technical*	38 014	678 904	17.85
Ammonium Thiosulphate	Photographic	11 716	153 351	13.09
	Technical	<u>19 239</u>	<u>245 215</u>	<u>12.75</u>
Total - Ammonium Thiosulphate		30 955	398 566	12.88
Total, All Types		235 900	2 677 725	11.35

* Aggregated to preserve confidentiality of Canadian importers.

IMPORTS OF SODIUM SULPHITE CHEMICALS - BY TYPE AND PRICE RANGE
JULY TO DECEMBER 1987

<u>Type</u>	<u>Price Range</u> <u>(\$)</u>	<u>Quantity</u> <u>(cwt)</u>	<u>Value</u> <u>(\$)</u>	<u>Average Unit Price</u> <u>(\$/cwt)</u>
Sodium Sulphite	10 or under	106 995	612 636	5.73
	Over 10 to 15	25 338	294 077	11.61
	Over 15 to 20	17 625	310 593	17.62
	Over 20 to 25	5 783	127 647	22.07
	Over 25 to 30	1 485	43 614	29.37
	Over 30	<u>43</u>	<u>3 320</u>	<u>77.21</u>
Total - Sodium Sulphite		157 269	1 391 887	8.85
Sodium Bisulphite	20 or under	2 597	49 139	18.92
	Over 20 to 25	6 895	150 460	21.82
	Over 25	<u>170</u>	<u>8 769</u>	<u>51.58</u>
Total - Sodium Bisulphite		9 662	208 368	21.57
Sodium Metabisulphite	10 or under	1 584	14 949	9.44
	Over 10 to 15	14 228	192 999	13.56
	Over 15 to 20	8 940	165 981	18.57
	Over 20 to 25	12 695	280 407	22.09
	Over 25	<u>567</u>	<u>24 568</u>	<u>43.33</u>
Total - Sodium Metabisulphite		38 014	678 904	17.85
Ammonium Thiosulphate	Over 10 to 15	27 356	325 582	11.90
	Over 15 to 30	3 090	49 270	15.94
	Over 30	<u>509</u>	<u>23 714</u>	<u>46.59</u>
Total - Ammonium Thiosulphate		30 955	398 566	12.88
GRAND TOTAL		235 900	2 677 725	11.35

IMPORTS OF SODIUM SULPHITE CHEMICALS - BY TYPE AND PACKAGE SIZE
JULY TO DECEMBER 1987

<u>Type</u>	<u>Package</u>	<u>Package Size</u> (Lb.)	<u>Quantity</u> (cwt)	<u>Value</u> (\$)
Sodium Sulphite	Bags) Drums)*	1, 11 and 25	61	1 819
	Bags	50	9 373	174 517
	Bags	55	10 336	145 154
	Bags	66 and 100	9 587	185 281
	Bags) Drums)*	110, 200 and 2000	4 646	65 086
	Bulk	-	<u>123 266</u>	<u>820 030</u>
Total - Sodium Sulphite			<u>157 269</u>	<u>1 391 887</u>
Sodium Bisulphite	Bags) Drums)*	50	7 985	167 370
	Bags) Drums)*	100	570	16 837
	Bags	400, 1000 and 2000	<u>1 107</u>	<u>24 161</u>
Total - Sodium Bisulphite			<u>9 662</u>	<u>208 368</u>
Sodium Metabisulphite	Bags	25 and 44	467	21 775
	Bags	50	13 669	287 546
	Bags	55	18 221	258 614
	Bags	100 and 110	2 309	42 468
	Bags) Drums)*	230, 500 and 1000	2 490	51 487
	Bulk	-	<u>858</u>	<u>17 014</u>
Total - Sodium Metabisulphite			<u>38 014</u>	<u>678 904</u>
Ammonium Thiosulphate	Bags) Drums)*	50, 100, and 150	424	12 045
	Drums	617 and 800	2 530	32 218
	Bulk	-	<u>28 001</u>	<u>354 303</u>
Total - Ammonium Thiosulphate			<u>30 955</u>	<u>398 566</u>

* Aggregated to preserve confidentiality of Canadian importers.

IMPORTS OF SODIUM SULPHITE CHEMICALS - BY PROVINCE OF CONSIGNEE
JULY TO DECEMBER 1987

	<u>Quantity</u> (cwt)	<u>Value</u> (\$)	<u>% of</u> <u>Total Value</u>
Ontario	135 455	1 383 937	52
Québec	83 853	1 031 002	38
British Columbia	7 126	129 444	5
New Brunswick	5 205	63 235	2
Alberta)			
Manitoba)*	4 261	70 107	3
Saskatchewan)			
	<hr/>	<hr/>	<hr/>
	235 900	2 677 725	100

* Aggregated to preserve confidentiality of Canadian importers.

CANADIAN IMPORTERS

Importers of sodium sulphite chemicals during the period July to December 1987, 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.

<u>Name</u>	<u>Address</u>
A&K Petro-Chemical Ind. Ltd.	Weston, Ont.
Amplex Chemicals Products Ltd.:	Toronto, Ont.
	St-Laurent, Qué.
Anachemia Chemicals Ltd.	Mississauga, Ont.
BASF Canada Inc.:	Mount Royal, Qué.
	Toronto, Ont.
BDH Chemicals Ltd.	Toronto, Ont.
Betz Inc.	Edmonton, Alta.
Bristol-Myers Canada Inc.	Knowlton, Qué.
C.I.L. Inc.:	Vancouver, B.C.
	Bécancour, Qué.
	North York, Ont.
	Winnipeg, Man.
Calgon Canada Inc.	Bramalea, Ont.
Cambridge Photo Chem Inc.	Cambridge, Ont.
Canada Colors and Chemicals Ltd.:	Don Mills, Ont.
	St-Laurent, Qué.
Champion Litho Products Ltd.	Mississauga, Ont.
Dominion Cellulose Ltd.	Weston, Ont.
Dontar Inc.	Cornwall, Ont.
Dupont Canada Inc.	Mississauga, Ont.
Exploration Muscocho Mont Aubain Co.	Portneuf, Qué.
General Chem. Corp.	Mississauga, Ont.
Hanson Inc.	Toronto, Ont.
Harrisons & Crosfield (Canada) Ltd.	New Westminster, B.C.
Kingsley and Keith Inc.	Etobicoke, Ont.
Kissner Milling Co. Ltd.	Kitchener, Ont.
Klenzoid Co. Ltd.	Dorval, Qué.
Kodak Canada Inc.	Toronto, Ont.
L & R Graphics Ltd.	Mississauga, Ont.
Le Group Christie Ltée	St-Eustache, Qué.
MacMillan Bloedel Ltd.	Sturgeon Falls, Ont.
Mallinckodt Canada Inc.:	Pointe-Claire, Qué.
	Mississauga, Ont.
May & Baker (Canada) Ltd.:	Mississauga, Ont.
	Montréal, Qué.
McArthur Chemicals Ltd.	Weston, Ont.
Messia Tempo Chemicals Inc.	Mississauga, Ont.
Olin Hunt Specialty Products Ltd.	Mississauga, Ont.
Park Thermal Ltd.	Georgetown, Ont.

CANADIAN IMPORTERS (CONT'D)

Name

Address

Pigment and Chemical Inc.
Prairies Industrial Chemical Ltd.
Quadra Chemicals Ltd.
Quesnel River Pulp Co.
Rothesay Paper Inc.
Somavrac Inc.
Technifluids Inc.
Trichromatic Canada Inc.
Unitor Ships Service Ltd.
Van Waters & Rogers Ltd.:

Montréal, Qué.
Saskatoon, Sask.
St-Laurent, Qué.
Quesnel, B.C.
St John, N.B.
Trois-Rivières, Qué.
St John's, Nfld.
St-Laurent, Qué.
Vancouver, B.C.
Bathurst, N.B.
Edmonton, Alta
Lachine, Qué.
Richmond, B.C.

FOREIGN EXPORTERS TO CANADA

There were a total of 25 exporters to Canada of sodium sulphite chemicals for the period July to December 1987. They are listed below in descending order of dollar value. Names are as shown on shipping documents.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> (\$000)
General Chem. Corp.	Claymont, DA	United States)	949
	Petrolia, PA	United States)	
Koppers Co. Inc.	Tuscaloosa, AL	United States	852
BASF Aktiengesellschaft	Ludwigshafen	Fed. Rep. of)	405
		Germany)*	
Kerley Ind. Inc.	Ottawa, IL	United States)	
Virginia Chem. Ltd. Mitsuya Boeki Ltd.	Portsmouth, VA	United States)	207
	Minami-ku	Japan)*	
Ciech Import Export	Warszawa	Poland	51
Chimie de Base EI Dupont de Nemours & Co. Inc.	Cedex	France)	68
	Linden, NJ	United States)	
TH. Goldschmidtag	Mannheim	Fed. Rep. of)	55
		Germany)*	
William Blythe & Co. Ltd.	Lancashire	United Kingdom)	
Olin Hunt Specialty Prod. Import & Export of Chem. Ltd.	Rolling Meadows, IL	United States)	42
	Murszaua	Poland)*	
Nichimen Corp. Stauffer Chem. Co. Mallinckrodt Inc.	Tokyo	Japan)	29
	Southgate, CA	United States)*	
	Paris, KY	United States)	
China National Chem. I/E Corp. Photo Chem. Div. Inc. Prior Chem. Corp.	Shijiazhuang	China)	16
	North Chicago, IL	United States)*	
	New York, NY	United States)	
Eastman Kodak Co. Calgon Interamerican Corp. Perolin Marine Inc.	Rochester, NY	United States)	4
	Pittsburgh, PA	United States)*	
	Jersey City, NJ	United States)	
BDH Ltd. J.T. Baker Chem. Inc. Clairo! Inc.	Poolle Dorset	United Kingdom)	1
	Phillipsburg, NJ	United States)*	
	Stamford, CT	United States)	

* Aggregated to preserve confidentiality of Canadian importers.

CANADIAN AND FOREIGN TARIFFS

Sodium sulphite chemicals included in this analysis were dutiable under the following most commonly applied tariff items.

Tariff Item	Description	Tariff Treatment				
		British Prefer- ential Tariff	Most Favoured Nation Tariff	General	General Prefer- ential Tariff	U.K. and Ireland
		%	%	%	%	%
92837-1	Sulphite and Thiosulphates	Free	Free	25.0	Free	Free
92837-2	Sodium Bisulphite (Sodium Hydrogen Sulphite)	Free	Free	20.0	Free	Free
92837-3	Sodium Metabisulphite	Free	Free	20.0	Free	Free
92837-4	Sodium Sulphite, Neutral	Free	Free	20.0	Free	Free

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Japan, Federal Republic of Germany, the United States, Poland and France

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: People's Republic of China

Exporting country which qualifies for the Most Favoured Nation tariff treatment or U.K. and Ireland tariff treatment: United Kingdom

* NOTE: In order to qualify for the General System of Preference, a special certificate of origin is required.

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) 954-6946

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

The value reported in this import analysis does not correspond to official Statistics Canada figures for various reasons. Imports of sodium sulphite chemicals, July to December 1987 as reported on documents analysed in this report, amounted to \$2 677 725.

Reconciliation of the two total figures is explained as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Values reported by Statistics Canada but not included in this report (e.g. documents not available for processing, and Canadian goods returned)	71
Documents referring to products which should have been classified elsewhere	55
Total values reported in this import analysis	<u>2 678</u>
Total values accounted for as above	2 804
Total values published by Statistics Canada	2 804

