PRODUCT REPORT

Detergent Chemicals: LABSA and MES

HS Code 3402.31 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of LABSA (HS 340231), 2025	USD 26.38 million (−0.1% vs 2024; USD 26.41 million in 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 4,853 (0.02% share, 31st of 38 suppliers); USD 169,799 in 2022 (10th), then USD 418 (2023) and USD 41 (2024)	Trade Data Online
Largest suppliers, 2025	United States 44.0%, India 18.7%, South Korea 12.4%, UAE 8.9%, China 4.5%	Trade Data Online
Related code: other anionic surfactants incl. MES (HS 340239), 2025	USD 122.1 million (USD 102.1 million in 2024); Pakistan USD 39,381 in 2022, USD 49 in 2025	Trade Data Online
Pakistan's world exports of anionic surfactants (HS 340231 + 340239), 2024 and 2025	USD 8.54 million (2024: LABSA about USD 3.7 million, other anionic about USD 4.8 million); USD 7.28 million in 2025. Main market: United States (57.8% in 2024)	UN Comtrade (via WITS)
Canadian import duty (3402.31.90)	MFN 6.5%; GPT (Pakistan) 3%; free for the US, Mexico, South Korea, the EU, the UK, CPTPP partners and LDCs	CBSA Customs Tariff 2026
Chemical notification (CEPA 1999)	LAS acids and sodium salts (e.g. CAS 68584-22-5, 25155-30-0, 27176-87-0, 68411-30-3) are on the Domestic Substances List, so no New Substances Notification is needed; MES must be checked by CAS number	Environment and Climate Change Canada
Hazard rules	LABSA acid is corrosive: WHMIS 2015 labels and 16-section SDS in English and French; transport as dangerous goods (UN 2586, Class 8, when it meets the criteria)	Health Canada; Transport Canada
Quebec labelling (Bill 96)	French on everything supplied with the product; products for processing not sold at retail are exempt from French-only labelling, but WHMIS documents must be bilingual. Quebec cleared 14.5% of imports in 2024	Charter of the French Language / OQLF
Canadian importers (2024)	47 importers account for 80.3% of LABSA imports (Can$29.5 million of Can$36.8 million); top three 20.0%. Pakistan importer list not published by CID	Canadian Importers Database

Trade values from Trade Data Online and UN Comtrade are in US dollars. Canadian Importers Database values and retail prices are in Canadian dollars. All years are calendar years: the TIPP dashboard (Pakistan fiscal years) could not be read for this report, so Pakistan's exports are taken from UN Comtrade. HS 3402.31 was created in HS 2022, so there is no data for it before 2022.

1. Introduction

HS 3402.31 covers "linear alkylbenzene sulphonic acids and their salts", a sub-heading of "anionic" organic surface-active agents in heading 34.02. In Canada's 2026 Customs Tariff it has two tariff items: 3402.31.10 (sodium alkylbenzene sulphonates for the manufacture of slow-dissolving toilet-tank solids, duty-free) and

3402.31.90 (other), which covers almost all trade. The product is mainly LABSA (also sold as LAS, DDBSA or "sulphonic acid 96%"), a brown viscous liquid made by sulphonating linear alkylbenzene (LAB), and its neutralised sodium salt (sodium LAS, in paste, flake or powder form).

LABSA is the most widely used anionic surfactant. In Canada it is bought by makers of laundry powders and liquids, dishwashing liquids, household and industrial cleaners, car-wash and degreasing products, and by industrial users (agrochemical emulsifiers, oilfield chemicals, construction chemicals and textile auxiliaries). Most is sold through chemical distributors.

Related codes not covered by HS 3402.31

HS code	Product	Relevance for this report
3402.39	Other anionic organic surface-active agents, including methyl ester sulphonates (MES), alpha-olefin sulphonates and alkyl sulphates	MES, a palm- or coconut-based alternative to LABSA, is classified here. Canada imported USD 122.1 million in 2025 (Section 3). CBSA tariff item 3402.39.90 (suffixes 10 sulphates, 20 sulphonates, 90 other): MFN 6.5%, GPT 3%.
3402.11 (HS 2017)	Anionic surface-active agents (retired at the end of 2021)	Covered LABSA, MES and all other anionic surfactants until 2021; used in Section 3 for the 2016–2021 history.
3402.50	Washing and cleaning preparations put up for retail sale (laundry and dish detergents)	Finished detergents containing LABSA. Pakistan's world exports were about USD 5.4 million in 2024 (UN Comtrade). Not covered by this report.
3402.41 / 3402.42 / 3402.49	Cationic, non-ionic and other surface-active agents	Other surfactant families; same MFN 6.5% / GPT 3% rates.
3817.00	Mixed alkylbenzenes (including LAB, the raw material for LABSA)	Raw material, not covered.

In Pakistan, LABSA is produced by sulphonation plants that use imported LAB and sulphur, and is used domestically by detergent and soap makers. Pakistan exports a modest volume of anionic surfactants, mainly to the United States, Afghanistan, East Africa and the Gulf (Section 2).

References

[1] CBSA, Customs Tariff 2026, Chapter 34, heading 34.02 (tariff items 3402.31.10, 3402.31.90, 3402.39.90, 3402.50): https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch34-eng.html

[2] Trade Data Online, HS 340211 (anionic surface-active agents, retired 2021): https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C340211&lang=eng

[3] UN Comtrade, exports reported by Pakistan (via World Bank WITS): https://comtradeplus.un.org/

2. Pakistan's Exports (Production)

UN Comtrade publishes Pakistan's exports by HS code. The World Bank WITS copy used for this report shows them under the older HS 1988/92 code 3402.11 "anionic surface-active agents", which equals the sum of HS 2022 codes 3402.31 (LABSA) and 3402.39 (other anionic, including MES). A separate split could not be downloaded; the 2024 split from UN Comtrade is about USD 3.7 million for 3402.31 and USD 4.8 million for 3402.39, so LABSA is roughly 44% of the total.

Pakistan's exports of anionic surfactants (HS 340231 + 340239), USD million

Partner	2021	2022	2023	2024	2025	Change 2024–25
World	**13.52**	**9.89**	**9.10**	**8.54**	**7.28**	**−14.8%**
United States	2.39	4.37	4.35	4.93	2.70	−45.3%

Partner	2021	2022	2023	2024	2025	Change 2024–25
Afghanistan	3.08	0.51	2.16	2.12	1.00	−53.0%
Mozambique	0.62	1.37	–	–	1.32	n/a
United Arab Emirates	0.65	0.16	0.25	0.60	0.52	−13.1%
Kuwait	0.03	–	–	0.34	0.49	+42.9%
Canada	0.08	0.10	–	–	–	n/a

Source: UN Comtrade, exports reported by Pakistan (calendar years). The TIPP dashboard was not accessible for this report, and the UN Comtrade public API returned errors, so the data were taken from the World Bank WITS copy of UN Comtrade. Quantities are net weight in kg. "–" means the partner is not listed for that year. World volumes: 8.07, 4.98, 6.40, 6.27 and 4.94 thousand tonnes in 2021–2025. Canada's own statistics record USD 209,180 of imports from Pakistan in 2022 under the two codes (USD 169,799 LABSA and 39,381 other anionic), against USD 103,960 reported by Pakistan.

Insight: Pakistan's exports of anionic surfactants fell from USD 13.5 million in 2021 to USD 7.3 million in 2025 (−46.1%). The United States is the main market (57.8% of the total in 2024, 37.0% in 2025), which shows that Pakistani LABSA can meet North American buyer specifications. Canada bought USD 0.10 million in 2022 (1.1% of exports, 60 tonnes) and is not listed as a destination in 2023–2025. The average export value was USD 1.36/kg in 2024 and USD 1.47/kg in 2025 (USD 1.57–1.59/kg to the United States); shipments to Canada averaged USD 2.03/kg in 2021 and USD 1.73/kg in 2022.

References

[1] UN Comtrade (UN Statistics Division), trade data portal; exports reported by Pakistan, HS 340231 and 340239, calendar years, USD; accessed 15 October 2026: https://comtradeplus.un.org/

[2] World Bank WITS, Pakistan exports by partner, product 340211 (HS 1988/92; = HS 2022 340231 + 340239), 2024 (similar pages for 2021, 2022, 2023 and 2025): https://wits.worldbank.org/trade/comtrade/en/country/PAK/year/2024/tradeflow/Exports/partner/ALL/product/340211

[3] Trade Information Portal of Pakistan (TIPP), for fiscal-year detail by PCT code: https://tipp.gov.pk/index.php?r=site/display&id=305

3. Canada's Imports (Consumption)

Canada's imports of LABSA (HS 340231), USD million

From	2022	2023	2024	2025	Change 2024–25
Total imports	**31.49**	**27.30**	**26.41**	**26.38**	**−0.1%**
United States	23.49	16.71	13.82	11.61	−16.0%
India	0.46	0.85	3.25	4.92	+51.5%
South Korea	1.37	2.75	2.98	3.28	+9.9%
UAE	0.08	0.46	1.63	2.34	+43.9%
China	0.95	1.95	1.92	1.19	−37.8%
Germany	1.23	1.24	0.85	0.59	−31.2%
Qatar	0.91	1.48	0.76	0.46	−38.8%
Pakistan	0.170	0.000	0.000	0.005	n/m (tiny base)

HS 3402.31 was created in HS 2022, so Trade Data Online has no data for it before 2022 and no 2020 benchmark can be shown (see the HS 3402.11 history below). 2025 values are the sum of the 12 monthly values in Trade Data Online, because the annual 2025 column had not yet been filled in when the data was accessed. Pakistan's 2025 imports were USD 4,853 (USD 2,205 in June, 430 in September and 2,218 in October), against USD 41 in 2024, so the percentage change is not meaningful. Year to date: total imports in January–August 2026 were USD 18.93 million (+2.0% on the same months of 2025, USD 18.56 million); there were no imports from Pakistan (USD 2,205 in January–August 2025).

Pakistan in Canada's imports of LABSA

Indicator	2022	2023	2024	2025
Imports from Pakistan (USD)	169,799	418	41	4,853
Share of Canada's imports	0.54%	0.00%	0.00%	0.02%
Rank among suppliers	10th	33rd	36th	31st

History: all anionic surfactants (HS 3402.11 to 2021; 3402.31 + 3402.39 from 2022), USD million

Indicator	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Total anionic surfactants (USD million)	83.8	95.2	95.1	87.2	89.2	105.6	159.2	128.8	128.5	148.5
of which LABSA, HS 340231	–	–	–	–	–	–	31.5	27.3	26.4	26.4
LABSA share of anionic total	–	–	–	–	–	–	19.8%	21.2%	20.5%	17.8%
From Pakistan (USD thousand)	0	0	0	0	0	34.7	209.2	0.42	0.04	4.9

Before 2022, LABSA was classified with all other anionic surfactants under HS 3402.11, so its own value cannot be shown for 2016–2021. The 2022–2025 totals add HS 3402.31 and 3402.39, which together replaced 3402.11, so the series is broadly comparable. Pakistan's first recorded sale in the series was USD 34,744 in 2021.

Insight: Canada's LABSA imports are stable at about USD 26–31 million a year (USD 26.38 million in 2025, −0.1%), and are about a fifth of all anionic surfactant imports (USD 148.5 million in 2025). The total anionic market grew from USD 105.6 million in 2021 to USD 148.5 million in 2025 (+40.6%). Pakistan made a promising entry in 2021–2022 (USD 169,799 of LABSA in 2022, 10th supplier) but then dropped out; since 2023 only sample-size shipments have been recorded.

Where demand is: imports of LABSA by province (USD)

Province	2022	2023	2024	Share 2024
Ontario	21,905,505	17,331,511	15,713,231	59.5%
Quebec	2,076,237	3,356,985	3,838,176	14.5%
Saskatchewan	2,162,469	2,240,382	2,307,786	8.7%
Manitoba	2,824,507	1,648,197	2,115,717	8.0%
Alberta	1,353,534	2,000,644	1,564,873	5.9%
British Columbia	1,018,041	666,906	801,394	3.0%
New Brunswick	121,860	59,347	53,456	0.2%

Ontario, Quebec and Saskatchewan together accounted for 82.8% of imports in 2024; Ontario alone cleared 59.5%. Provincial figures show the province where goods were cleared, which is usually where the importer or its distribution centre is located, not necessarily where the product is used. The relatively high shares of Saskatchewan and Manitoba likely reflect agrochemical formulation (inferred from the CID importer list, which includes Adama Agricultural Solutions in Winnipeg).

References

[1] Trade Data Online (ISED / Statistics Canada), Canadian imports, HS 340231, all countries (detailed), complete years, USD; accessed 15 October 2026: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C340231&lang=eng

[2] Trade Data Online, HS 340231, monthly trends (September 2024 – August 2026), used to total calendar 2025 and the 2026 year to date: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=24%7CMonthly+Trends&currency=US&productType=HS6&hSelectedCodes=%7C340231&lang=eng

[3] Trade Data Online, HS 340231, imports by province, complete years: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9998&countryList=ALL&toFromCountry=CDN&reportType=TI&timePeriod=5%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C340231&lang=eng

[4] Trade Data Online, HS 340211 (anionic surface-active agents, retired 2021), complete years 2016–2021: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C340211&lang=eng

[5] Trade Data Online, HS 340239 (other anionic surface-active agents), complete years and monthly trends: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C340239&lang=eng

4. Import Market Analysis

Supplier shares of Canada's imports of LABSA (%)

Supplier	2022	2023	2024	2025	Tariff paid (3402.31.90)
United States	74.6%	61.2%	52.3%	44.0%	Free (CUSMA)
India	1.5%	3.1%	12.3%	18.7%	6.5% (MFN)
South Korea	4.4%	10.1%	11.3%	12.4%	Free (CKFTA)
UAE	0.3%	1.7%	6.2%	8.9%	6.5% (MFN)
China	3.0%	7.1%	7.3%	4.5%	6.5% (MFN)
Germany	3.9%	4.5%	3.2%	2.2%	Free (CETA)
Qatar	2.9%	5.4%	2.9%	1.8%	6.5% (MFN)
Pakistan	0.54%	0.00%	0.00%	0.02%	3% (GPT)

- **United States (44.0%)** is the largest supplier, duty-free under CUSMA, but its share has fallen every year from 74.6% in 2022. US imports fell 16.0% in 2025 to USD 11.61 million.
- **India (18.7%)** grew from USD 0.46 million in 2022 to USD 4.92 million in 2025 (+51.5% in 2025) despite paying the full 6.5% MFN duty. India is Pakistan's closest competitor in price and product.
- **South Korea (12.4%)** is the third supplier and duty-free under the Canada–Korea FTA; its imports rose +95.2% in January–August 2026.
- **United Arab Emirates (8.9%), China (4.5%), Germany (2.2%) and Qatar (1.8%)** make up most of the rest. The UAE and Qatar supply LABSA made from Gulf petrochemical feedstock and pay the 6.5% MFN duty.
- **Pakistan (0.02%)** ranked 31st of 38 suppliers in 2025.
- **Tariff neutrality:** Pakistan's 3% GPT rate is not the deciding factor. The two leading suppliers pay either nothing (US, South Korea) or the full 6.5% (India, UAE, China), and India has grown fastest while paying the highest rate. Pakistan has a 3.5-point advantage over India, the UAE and China.
- **Market concentration:** the top three supplying countries held 75.1% of imports in 2025. On the buyer side, the Canadian Importers Database lists 47 major importers that account for 80.3% of imports (Can$36.8 million in 2024); the top three hold 20.0% and the top ten 47.6%. Buyers are spread across chemical distributors, detergent and personal-care contract manufacturers and industrial users.

Related code: Canada's imports of other anionic surfactants incl. MES (HS 340239), USD million

From	2022	2023	2024	2025	Change 2024–25
Total imports	**127.66**	**101.45**	**102.11**	**122.13**	**+19.6%**
United States	106.96	78.11	73.58	89.49	+21.6%
China	2.82	5.43	10.19	15.21	+49.4%
Italy	4.50	3.78	4.76	3.15	−33.8%
India	2.16	3.89	3.78	3.09	−18.1%
Germany	4.21	2.86	2.10	2.99	+42.2%
South Korea	2.01	1.65	1.55	1.89	+21.6%
Pakistan	39,381	0	0	49	USD, not million

2025 is the sum of the monthly values. The table shows selected suppliers; HS 3402.39 includes MES, alpha-olefin sulphonates, fatty-alcohol sulphates and ether sulphates, so MES alone cannot be separated. Pakistan's values are in USD (not million). Year to date January–August 2026: USD 81.3 million (−7.1% on USD 87.5 million). The CID lists 33 importers accounting for 80.3% of HS 340239 imports (Can$142.3 million in 2024).

Insight: The LABSA market is mid-sized (about USD 26 million a year) but open: the US share is falling and Asian and Gulf suppliers, led by India, are gaining despite paying 6.5% duty. With a 3% GPT rate and a track record of supplying the US, Pakistan can compete for distributor and formulator business. The larger HS 3402.39 market (USD 122.1 million) is dominated by US supply (73.3%), with China growing fast (12.5%); MES is a niche within it.

References

[1] Trade Data Online, HS 340231 (shares calculated from import values): https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C340231&lang=eng

[2] Trade Data Online, HS 340239, all countries, complete years and monthly trends: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=24%7CMonthly+Trends&currency=US&productType=HS6&hSelectedCodes=%7C340239&lang=eng

[3] Canadian Importers Database, HS 340231, major importers and market concentration (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=340231&lang=eng

[4] Canadian Importers Database, HS 340239, major importers and market concentration (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=340239&lang=eng

[5] CBSA, Customs Tariff 2026: List of countries and applicable tariff treatments: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/countries-pays-eng.html

5. Quality, Packaging and Labelling Requirements

This section uses official government sources only (Government of Canada, Government of Québec and Government of Pakistan).

5.1 Quality requirements

Requirement	What it means for Pakistani exporters	Authority / legal basis
Substance must be on the Domestic Substances List (or notified)	Under CEPA 1999, a chemical that is not on the Domestic Substances List (DSL) is a "new substance", and the Canadian importer must file a New Substances Notification before importing more than the trigger quantity (for example 100 kg a year under Schedule 4). The DSL includes the common LAS substances, for example benzenesulfonic acid, C10-16-alkyl derivatives (CAS 68584-22-5), C10-13-alkyl derivatives (125301-81-7) and their sodium salts (68411-30-3),	CEPA 1999; New Substances Notification Regulations (Chemicals and Polymers); ECCC substances search

Requirement	What it means for Pakistani exporters	Authority / legal basis
	dodecylbenzenesulfonic acid (27176-87-0) and its sodium salt (25155-30-0), so standard LABSA needs no notification.	
MES: check the CAS number	MES is sold under several CAS numbers (depending on chain length and salt). This report did not confirm each one against the DSL. Before the first order, the exporter should give the importer the exact CAS number so it can confirm DSL status; if it is not listed, a notification is needed before import.	CEPA 1999; ECCC substances search
Hazard classification (WHMIS 2015)	If the product meets the hazard criteria of the Hazardous Products Regulations, the supplier must provide a WHMIS label and a safety data sheet (SDS) in the 16-section format, in English and French. LABSA acid is classified as corrosive on suppliers' SDSs (skin corrosion and serious eye damage); neutralised sodium LAS paste is usually classified as an irritant. The amended Regulations (aligned with GHS revision 7) became fully mandatory after the transition ended on 14 December 2025.	Hazardous Products Act and Regulations (Health Canada)
Specification and certificate of analysis	There is no Canadian government quality standard for LABSA. Buyers specify active matter (typically 96% minimum for acid grade), free sulphuric acid, free oil, colour and water, and expect a certificate of analysis with each lot (buyer practice, not a regulation).	Commercial requirement
No forced labour in the supply chain	Goods made wholly or partly by forced labour are prohibited from entering Canada.	Customs Tariff item 9897.00.00; CBSA Memorandum D9-1-6

5.2 Packaging requirements

- **Dangerous goods packaging:** LABSA acid shipped as "ALKYLSULPHONIC ACIDS, LIQUID with not more than 5% free sulphuric acid" (UN 2586) must be in UN-certified packaging for Class 8, such as HDPE drums (about 200–230 kg) or IBCs (about 1,000–1,200 kg), or in ISO tank containers. Grades with more than 5% free sulphuric acid fall under UN 2584. Each package must carry the UN number and Class 8 corrosive label.
- LABSA is corrosive to ordinary steel; drums and tanks must be compatible (HDPE or lined/stainless), tightly closed and protected from moisture. Sodium LAS paste or powder is not usually dangerous goods and is shipped in drums or bags.
- Each drum or IBC should carry the product name, grade, lot number and net weight, matching the certificate of analysis and SDS.
- Wood pallets must meet ISPM 15 (heat treated and stamped).

5.3 Labelling requirements

Label element	Requirement
WHMIS supplier label	For hazardous products sold or imported for use in Canadian workplaces: product identifier, supplier identifier (Canadian importer or supplier), hazard pictograms, signal word, hazard and precautionary statements, in English and French. Labels lost or unreadable must be replaced before sale or on import.
Safety data sheet	The 16-section SDS must be in English and French (one bilingual document or two unilingual ones) and available to the buyer.
Transport marking	UN number, proper shipping name and Class 8 label on each package (TDG / IMDG Code). See Section 6.
Consumer labelling	LABSA sold in bulk to manufacturers is not a consumer product, so the Consumer Packaging and Labelling Act does not apply. Retail detergents (HS 3402.50) have separate

Label element	Requirement
	consumer chemical labelling rules.
Country of origin	Origin must be shown on customs documents. Bulk chemicals are not among the goods listed in the Marking of Imported Goods Order (inferred from the Order's list), but "Product of Pakistan" on drums is good practice.

Many Canadian importers relabel drums with their own WHMIS label and issue their own bilingual SDS, because the Canadian supplier is responsible for compliance. The exporter should still supply an English SDS that follows GHS and agree the label content with the importer before shipment.

5.4 Quebec: French-language rules (Charter of the French Language, as amended by Bill 96)

Quebec cleared 14.5% of Canada's LABSA imports in 2024, and several importers (Azelis, Quadra Chemicals, Tri-Texco and kdc/one) are based there. Because LABSA is sold to manufacturers for processing and not at retail, the Charter's exception for products for incorporation or processing will usually apply, but WHMIS labels and SDSs must be bilingual under federal law in any case. On top of the federal bilingual rules, products sold in Quebec must follow the Charter of the French Language. Bill 96 (Act respecting French, the official and common language of Québec, S.Q. 2022, c. 14) amended the Charter, and new product-labelling rules under the Regulation respecting the language of commerce and business took effect on 1 June 2025.

Rule	What it means for LABSA and MES drums and documents	Legal basis
Everything on the product must be in French	Every inscription on the product, its container or wrapping, and documents supplied with it (drum labels, certificates of analysis and technical data sheets) must be in French. This includes claims printed on the product or its packaging, such as "biodegradable" or "96% active".	Charter s. 51
French must not be less prominent	Another language may appear, but it must not be given greater prominence than the French or be available on more favourable terms. The OQLF explains this as meaning the other language must not be more visible than the French, and the consumer must not have to make any extra effort to get the information in French.	Charter s. 51 (amended 2022, c. 14, s. 42); OQLF guidance
Trademarks: descriptive words must be in French (in force 1 June 2025)	A registered trademark may stay in another language only if no French version is registered with the Canadian Intellectual Property Office. Any generic or descriptive words inside the trademark (for example "Sulphonic Acid 96") must also appear in French on the product or on a medium permanently attached to it. The product name and company name may stay in another language.	Charter s. 51.1; Regulation C-11, r. 9, s. 7.1
If a French version of the trademark is registered	It must be used on products sold in Quebec.	Charter s. 51.1; OQLF guidance
Transition period (until 1 June 2027)	Products with trademarks whose descriptive words are not in French may still be sold until 1 June 2027 if they were made before 1 June 2025 and no French version of the trademark had been filed by 26 June 2024. New production for Canada should already comply.	OQLF, Marques de commerce sur les produits
Exceptions useful to exporters	Inscriptions may be only in another language on containers used in international transport (export cartons), and on products for incorporation or processing that are not sold at retail in Quebec. The name of a firm established only outside Quebec may stay in its original language.	Regulation C-11, r. 9, ss. 3(2), 3(4), 7(1)
Displays count as advertising	Shelf displays and point-of-sale material are treated as commercial advertising, where French must be clearly predominant.	OQLF guidance

Rule	What it means for LABSA and MES drums and documents	Legal basis
Enforcement	The Office québécois de la langue française (OQLF) handles complaints and works with businesses to bring products into compliance. The Charter provides penal fines, which are doubled for a second offence and tripled for later offences.	Charter ss. 205–207

Insight: For LABSA sold to Quebec formulators and distributors, French-only labelling rules generally do not apply because of the processing exception, but federal WHMIS rules still require the hazard label and SDS in English and French. Supplying technical data sheets in both languages makes approval easier for Quebec plants.

References

[1] Environment and Climate Change Canada, Guidance document for the New Substances Notification Regulations (Chemicals and Polymers): https://www.canada.ca/en/environment-climate-change/services/managing-pollution/evaluating-new-substances/chemicals-polymers/guidance.html

[2] Environment and Climate Change Canada, Substances search (Domestic Substances List): https://pollution-waste.canada.ca/substances-search/Substance

[3] Environment and Climate Change Canada, Domestic Substances List, entries for benzenesulfonic acid alkyl derivatives (page 52 of the list, checked 15 October 2026): https://pollution-dechets.canada.ca/recherche-substances/Substance/SearchByListOrGroup?ExactMatch=False&ListGroupCode=DSL&Page=52&ItemsPerPage=250&lang=en

[4] Health Canada, Workplace Hazardous Materials Information System (WHMIS): https://www.canada.ca/en/health-canada/services/environmental-workplace-health/occupational-health-safety/workplace-hazardous-materials-information-system.html

[5] Health Canada, Supplier hazard communication requirements under WHMIS: https://www.canada.ca/en/health-canada/services/environmental-workplace-health/occupational-health-safety/workplace-hazardous-materials-information-system/supplier-hazard-communication-requirements-whmis.html

[6] Health Canada, Amendments to the Hazardous Products Regulations (transition ended 14 December 2025): https://www.canada.ca/en/health-canada/services/environmental-workplace-health/occupational-health-safety/workplace-hazardous-materials-information-system/amendments-hazardous-products-regulations.html

[7] Transportation of Dangerous Goods Regulations (SOR/2001-286), Schedule 3 alphabetical index (UN 2584, 2586): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2001-286/section-sched1231645-20230705.html

[8] CBSA, Memorandum D9-1-6, Goods manufactured or produced by prison or forced labour: https://www.cbsa-asfc.gc.ca/publications/dm-md/d9/d9-1-6-eng.html

[9] CBSA, Memorandum D11-3-1, Marking of Imported Goods: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-3-1-eng.html

[10] Government of Québec (LégisQuébec), Charter of the French Language, C-11, ss. 51, 51.1, 205–207: https://www.legisquebec.gouv.qc.ca/en/document/cs/c-11

[11] Government of Québec (LégisQuébec), Regulation respecting the language of commerce and business, C-11, r. 9, ss. 3, 5, 6, 7, 7.1: https://www.legisquebec.gouv.qc.ca/en/document/cr/C-11,%20r.%209

[12] Office québécois de la langue française, Marques de commerce sur les produits (rules in force since 1 June 2025; transition to 1 June 2027): https://www.oqlf.gouv.qc.ca/francisation/entreprises/marque-commerce-produits.html

[13] Office québécois de la langue française, Loi sur la langue officielle et commune du Québec, le français (Bill 96) – legislative changes: https://www.oqlf.gouv.qc.ca/charte/changementslegislatifs/

6. Technical and Safety Standards

This section uses official government sources only (Government of Canada, Government of Québec and Government of Pakistan).

Aspect	Requirement	Authority / reference
Product definition	An organic surface-active agent must, at 0.5% in water, form a clear or stable emulsion and reduce surface tension to 45 dyne/cm or less (Chapter 34, Note 3). LABSA and its salts fall in 3402.31; MES and other anionics in 3402.39.	CBSA Customs Tariff, Chapter 34
New substances	Standard LAS substances are on the DSL; any substance not on	CEPA 1999; ECCC

Aspect	Requirement	Authority / reference
	the DSL (check MES and blends by CAS number) needs a New Substances Notification by the importer before import above the trigger quantity.	
Workplace hazards	Bilingual WHMIS labels and 16-section SDS for hazardous products; LABSA acid is corrosive.	Hazardous Products Act and Regulations (Health Canada)
Transport of dangerous goods	In Canada, LABSA acid normally moves as UN 2586 "ALKYLSULPHONIC ACIDS, LIQUID with not more than 5% free sulphuric acid" (UN 2584 if more than 5% free acid), Class 8. Shipping documents, safety marks, means of containment and training rules apply; ocean shipments follow the IMDG Code.	Transportation of Dangerous Goods Regulations (Transport Canada)
Trade remedies	No anti-dumping or countervailing measure on surfactants appears in the CBSA list of SIMA measures in force (checked 15 October 2026).	CBSA (SIMA)
Forced labour	Goods made wholly or partly with forced labour are prohibited from entering Canada.	Customs Tariff item 9897.00.00; CBSA D9-1-6
Export clearance in Pakistan	The Goods Declaration and export documents are filed electronically through Pakistan Single Window (PSW). Dangerous goods must be declared to the shipping line, with an SDS and IMDG declaration.	Pakistan Single Window
Customs accounting	The importer needs a CBSA business number and import-export account and must use the CARM Client Portal to account for and pay duties and taxes (3% GPT duty with a valid origin claim, plus GST/HST).	CBSA

References

[1] CBSA, Customs Tariff 2026, Chapter 34: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch34-eng.html

[2] Environment and Climate Change Canada, Guidance document for the New Substances Notification Regulations: https://www.canada.ca/en/environment-climate-change/services/managing-pollution/evaluating-new-substances/chemicals-polymers/guidance.html

[3] Health Canada, Supplier hazard communication requirements under WHMIS: https://www.canada.ca/en/health-canada/services/environmental-workplace-health/occupational-health-safety/workplace-hazardous-materials-information-system/supplier-hazard-communication-requirements-whmis.html

[4] Transportation of Dangerous Goods Regulations (SOR/2001-286), Schedule 3: https://laws-lois.justice.gc.ca/eng/regulations/SOR-2001-286/section-sched1231645-20230705.html

[5] CBSA, Special Import Measures Act: measures in force: https://www.cbsa-asfc.gc.ca/sima-lmsi/mif-mev/menu-eng.html

[6] CBSA, Memorandum D9-1-6: https://www.cbsa-asfc.gc.ca/publications/dm-md/d9/d9-1-6-eng.html

[7] Pakistan Single Window (PSW): https://www.psw.gov.pk/

[8] CBSA, CARM: Assess and pay duties and taxes on imported commercial goods: https://www.cbsa-asfc.gc.ca/services/carm-gcra/menu-eng.html

7. Import Tariff

Tariff item	Description	MFN	GPT (Pakistan)	Duty-free / other access
3402.31.10.00	Sodium alkylbenzene sulphonates for use in the manufacture of slow-dissolving inside toilet-tank solids. Unit: kg	Free	Free	Free under all tariff treatments
3402.31.90.00	Linear alkylbenzene sulphonic acids and their salts: other. Unit: kg	6.5%	3%	Free: CUSMA (US, Mexico), Korea, EU (CETA), UK, CPTPP, LDCT and other FTAs; Australia and New

Tariff item	Description	MFN	GPT (Pakistan)	Duty-free / other access
				Zealand 4%
3402.39.90 (10, 20, 90)	Other anionic surface-active agents (incl. MES): based on sulphates, based on sulphonates, other. Unit: kg	6.5%	3%	Same as 3402.31.90

Pakistan is a beneficiary of Canada's General Preferential Tariff (GPT), so LABSA and MES from Pakistan pay 3% instead of the 6.5% MFN rate, provided the goods meet the GPT rules of origin and are shipped to Canada. India, China, the UAE and Qatar are not GPT beneficiaries and pay 6.5%; the United States, South Korea and the EU pay nothing. GST/HST is payable at import. No SIMA anti-dumping measures or surtaxes apply to surfactants.

> **Insight:** Pakistan's 3% rate gives a small cost advantage (about USD 0.05/kg on product worth USD 1.40–1.50/kg) over India and the Gulf, but not over US and Korean supply. The importer must claim GPT with proof of Pakistani origin; LABSA made in Pakistan from imported LAB should qualify if the sulphonation is done in Pakistan, but the GPT origin rule should be confirmed with the importer or a customs broker.

References

[1] CBSA, Customs Tariff 2026, Chapter 34, tariff item 3402.31.90 and 3402.39.90: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch34-eng.html

[2] CBSA, Import commercial goods into Canada: https://www.cbsa-asfc.gc.ca/import/?D=A

[3] CBSA, Customs Tariff 2026: List of countries and applicable tariff treatments (Pakistan: MFN, GPT): https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/countries-pays-eng.html

[4] CBSA, SIMA measures in force: https://www.cbsa-asfc.gc.ca/sima-lmsi/mif-mev/menu-eng.html

8. Non-Tariff Barriers

- **Dangerous goods logistics:** LABSA acid is Class 8 corrosive. Ocean freight in UN drums, IBCs or ISO tanks costs more than ordinary cargo, and the shipping line, the Canadian carrier and the warehouse must all accept Class 8 goods.
- **WHMIS documentation:** a GHS-compliant SDS is needed before the first shipment; the importer issues the bilingual Canadian SDS and label. Poor or missing SDSs are a common reason distributors decline new suppliers.
- **Chemical notification (MES and blends):** standard LAS is on the DSL, but any MES grade or blend containing a substance not on the DSL must be notified to Environment and Climate Change Canada before import above the trigger quantity, which can take weeks and costs the importer a fee.
- **Buyer qualification:** detergent formulators test samples and pilot batches (colour, active matter, free oil) before approving a source; contract manufacturers for major brands also require supplier audits.
- **Competition from nearby and Asian supply:** US LABSA arrives duty-free by truck or rail, and Indian, Korean and Gulf producers have larger scale. Pakistani exporters must compete on price and reliability.
- **Quebec French-language rules (Bill 96):** documents supplied with products sold in Quebec must be in French; the processing exception usually covers bulk LABSA, but WHMIS documents must be bilingual. Quebec cleared 14.5% of imports in 2024.

References

[1] Transportation of Dangerous Goods Regulations (SOR/2001-286): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2001-286/section-sched1231645-20230705.html

[2] Health Canada, Supplier hazard communication requirements under WHMIS: https://www.canada.ca/en/health-canada/services/environmental-workplace-health/occupational-health-safety/workplace-hazardous-materials-information-system/supplier-hazard-communication-requirements-whmis.html

[3] Environment and Climate Change Canada, New Substances Notification guidance: https://www.canada.ca/en/environment-climate-change/services/managing-pollution/evaluating-new-substances/chemicals-polymers/guidance.html

[4] Office québécois de la langue française, Marques de commerce sur les produits: https://www.oqlf.gouv.qc.ca/francisation/entreprises/marque-commerce-produits.html

9. Distribution Channels

LABSA reaches Canadian users through the channels below. The company examples are taken from the Canadian Importers Database list of major importers of HS 340231 (2024).

Channel	Role	Examples of major importers (CID, 2024)
Chemical distributors	Import in containers, hold stock in drums and IBCs, and sell to small and medium formulators across Canada	Brenntag Canada, Univar Solutions Canada (Toronto, ON); Azelis Canada (Boucherville, QC); Quadra Chemicals (Vaudreuil-Dorion, QC); Thames River Chemical (Burlington, ON); Aksh Industries (Mississauga, ON); Netchem (Brantford, ON)
Surfactant producers and their sales arms	Import LABSA to sell alongside or blend with their own surfactants	Stepan Canada Sales (Longford Mills, ON); Tri-Texco (Saint-Eustache, QC); Siltech (Toronto, ON)
Detergent and cleaning-product makers (incl. contract manufacturers)	Use LABSA in laundry, dish, household and industrial cleaners, often for private-label customers	kdc/one (Knowlton, QC); Korex Canada (Toronto, ON); Diversey Canada (Mississauga, ON); PK Chem Industries (Brampton, ON); Challenger Clean Systems (Edmonton, AB)
Industrial users	Use LABSA as an emulsifier or wetting agent in agrochemicals, oilfield, construction and specialty chemicals	Adama Agricultural Solutions (Winnipeg, MB); ChampionX Canada and Canadian Energy Services (Calgary, AB); Master Builders Solutions (Brampton, ON); Lanxess (Elmira, ON)
Retail and private label	Import cleaning products or ingredients for store brands	Home Hardware Stores (St Jacobs, ON)

Ontario cleared 59.5% of imports in 2024 and Quebec 14.5%. The recommended entry route for a Pakistani exporter is through one or two national chemical distributors that already import LABSA from Asia: they handle WHMIS, warehousing and small-lot sales, and can introduce the product to formulators. Direct supply to large detergent makers and contract manufacturers is possible later, once the grade has been qualified.

References

[1] Canadian Importers Database, HS 340231, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=340231&lang=eng

[2] Trade Data Online, HS 340231, imports by province: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9998&countryList=ALL&toFromCountry=CDN&reportType=TI&timePeriod=5%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C340231&lang=eng

10. Pricing

Level	Product / basis	Price	Source
Export (FOB Pakistan), all markets	Average value of Pakistan's exports of anionic surfactants (HS 340231 + 340239), 2025	USD 1.47 per kg (2024: USD 1.36)	UN Comtrade (WITS)
Export (FOB Pakistan), to the United States	Average value of exports to the US, 2024 and 2025	USD 1.57 and 1.59 per kg	UN Comtrade (WITS)
Export (FOB Pakistan), to Canada	Average value of exports to Canada, 2022 (60 tonnes)	USD 1.73 per kg	UN Comtrade (WITS)
Retail (end product, mass market)	Great Value liquid laundry detergent, 6 L (150 washes)	CAD 9.97 (CAD 1.66 per litre)	Walmart.ca
Retail (end product, mass	Tide Simply liquid laundry detergent, 2.72	CAD 7.97 on sale (regular	Walmart.ca

Level	Product / basis	Price	Source
market)	L (70 loads)	CAD 11.97)	
Retail (end product, branded)	Gain liquid laundry detergent, 4.25 L (100 loads)	CAD 19.97 (CAD 4.70 per litre)	Walmart.ca

Prices checked on 15 October 2026. LABSA and MES are industrial intermediates sold business to business in drums, IBCs and tankers; no Canadian retail or catalogue price for bulk LABSA was published online (supplier pages checked showed "request a quote"). The retail detergents above are finished products (HS 3402.50) in which LAS is typically one of several surfactants, shown only to indicate the end market. Export unit values are calculated from UN Comtrade value and net weight. A Canadian importer adds ocean freight (as Class 8 dangerous goods), inland freight, brokerage, the 3% GPT duty and the distributor's margin. LABSA prices follow the cost of LAB (linked to kerosene and benzene) and sulphur.

References

[1] UN Comtrade via World Bank WITS, Pakistan exports, product 340211 (= 340231 + 340239), 2024 and 2025 (values and net weights used to calculate unit values): https://wits.worldbank.org/trade/comtrade/en/country/PAK/year/2025/tradeflow/Exports/partner/ALL/product/340211

[2] Walmart.ca, Laundry soap (Great Value, Tide, Arm & Hammer), checked 15 October 2026: https://www.walmart.ca/en/c/kp/laundry-soap

[3] Walmart.ca, Gain liquid laundry detergent, checked 15 October 2026: https://www.walmart.ca/en/browse/household-supplies/laundry/laundry-detergent/liquid-detergent/6000195358079_32358_6000208109232_6000188226324?facet=brand%3AGain

[4] ChemicalStore, Linear Alkyl Benzene Sulfonic Acid 96% (no price published; lists UN 2586, Class 8, PG III): https://shop.chemicalstore.com/linear-alkyl-benzene-sulfonic-acid-96?keyword=Ni

11. Reasons for Pakistan's Low/High Share

Why the share grew (2021–2022)

- Pakistan has a working LABSA and surfactant export industry that already sells to the United States (USD 4.9 million in 2024), so its grades can meet North American specifications.
- A small first entry in 2021–2022 (USD 34,744 of anionic surfactants in 2021 and USD 169,799 of LABSA in 2022) shows that at least one Canadian buyer tested Pakistani supply.
- The 3% GPT rate is lower than the 6.5% paid by India, the UAE, Qatar and China.

Why it is still small

- Shipments stopped after 2022: Pakistan has supplied almost nothing since 2023, so there is no ongoing buyer relationship.
- Pakistan's total exports are small and falling (USD 7.3 million in 2025, down from 13.5 million in 2021), limiting the volume available for new markets.
- Scale and freight: US supply is duty-free and nearby; Indian, Korean and Gulf producers are larger and ship more often to Canada.
- Dangerous-goods shipping, bilingual WHMIS documentation and buyer qualification add cost and time for a new supplier.
- Low visibility: the Pakistan Exporters Directory lists no companies under HS 3402, and Pakistani producers rarely exhibit at North American surfactant events.

References

[1] Trade Data Online, HS 340231 and 340211 (Canadian imports by country): https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C340231&lang=eng

[2] UN Comtrade via WITS, Pakistan exports, product 340211: https://wits.worldbank.org/trade/comtrade/en/country/PAK/year/2024/tradeflow/Exports/partner/ALL/product/340211

[3] CBSA, Customs Tariff 2026, Chapter 34: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch34-eng.html

12. Recommendations

- **Target chemical distributors first.** Approach the national distributors listed in Section 14 (Brenntag, Univar Solutions, Azelis, Quadra, Thames River Chemical, Aksh) with a quotation for container lots, a GHS SDS, a certificate of analysis and samples.
- **Have the documents ready.** Prepare a 16-section GHS SDS (the importer will issue the bilingual Canadian version), the CAS numbers of each grade (to confirm DSL status, especially for MES), and UN 2586 / UN 2584 transport classification.
- **Claim the GPT rate.** Supply a proof of origin so the importer can pay 3% instead of 6.5%, which narrows the gap with duty-free US and Korean supply.
- **Offer neutralised and specialty grades.** Sodium LAS paste or powder is easier to ship (usually not dangerous goods) and suits smaller formulators; MES is of interest to brands marketing plant-based detergents.
- **Use the US base.** Exporters already supplying US customers can offer Canadian buyers the same grades, and can combine shipments through US East Coast or Montréal ports.

Trade shows

Show	Dates	Location	Focus
IUPAC | CSC 2027: World Chemistry Congress and Canadian Chemistry Conference and Exhibition	11–16 July 2027 (IUPAC General Assembly 9–14 July)	Palais des congrès de Montréal, QC	Chemistry conference with sponsors and exhibitors; meets Canadian chemical companies
ACI Annual Meeting & Industry Convention (American Cleaning Institute)	8–12 February 2027	Orlando World Center Marriott, Orlando, FL, USA	The main North American meeting of surfactant suppliers and detergent makers, attended by Canadian buyers
ISSA Show North America	17–19 November 2026	Mandalay Bay Convention Centre, Las Vegas, NV, USA	Cleaning industry trade show (jan-san distributors, cleaning-product makers); ISSA Show Canada was not held in 2025

References

[1] Chemical Institute of Canada, IUPAC | CSC 2027 (official website): https://www.cheminst.ca/conference/iupac-csc-2027/

[2] American Cleaning Institute, ACI Annual Meeting & Industry Convention (official website): https://www.cleaninginstitute.org/convention

[3] ISSA Canada, Events (ISSA Show North America 2026): https://issa-canada.com/fr/events

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of LABSA and MES can use these official sources:

- Pakistan Exporters Directory (TDAP), search by HS code 3402. When checked on 15 October 2026 the search returned no companies.

- TDAP's list of Pakistani exporters by HS chapter includes "Chapter 34 – Soap, organic surface-active agents", but no file was linked for that chapter when checked; TDAP can be asked for the list.

UN Comtrade data shows that Pakistan exported anionic surfactants to 15 partner countries in 2025 (12 in 2024), so a small base of active exporters exists. Canadian buyers can also contact the TIC Wing for introductions to Pakistani producers.

References

[1] Pakistan Exporters Directory (TDAP), search by HS code 3402: https://pakistanexportersdirectory.gov.pk/searchbyhscode?product_code=3402

[2] TDAP, Pakistani exporters by HS chapter: https://tdap.gov.pk/pakistani-exporters/

[3] TDAP, Pakistan Exporters Directory information page: https://tdap.gov.pk/pakistan-exporters-directory/

[4] UN Comtrade via WITS, Pakistan exports, product 340211, 2025 (destinations): https://wits.worldbank.org/trade/comtrade/en/country/PAK/year/2025/tradeflow/Exports/partner/ALL/product/340211

14. List of Canadian Importers

The table below lists major Canadian importers of LABSA and its salts (HS 340231). The complete list of importers can be obtained from the Canadian Importers Database at **https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=340231&lang=eng**.

Company	City, Province	Postal code	Phone	Website
AKSH INDUSTRIES INC	Mississauga, Ontario	L5T 2G9	905-696-7011	akshindustries.com
AZELIS CANADA INC.	Boucherville, Quebec	J4B 7L4	450-625-0505	azelis.com
BECTON DICKINSON CANADA INC.	Mississauga, Ontario	L5N 0B3	905-288-6000	bd.com
BRENNTAG CANADA INC.	Toronto, Ontario	M8Z 2G6	416-259-8231	brenntag.com/en-ca
HOME HARDWARE STORES LIMITED	St Jacobs, Ontario	N0B 2N0	519-664-2905	homehardware.ca
KDC/ONE DEVELOPMENT CORPORATION, INC.	Knowlton, Quebec	J0E 1V0	450-243-6161	kdc-one.com
KOREX CANADA	Toronto, Ontario	M8Z 2J8	416-236-4344	korex-ca.com
LANXESS CANADA CO./CIE	Elmira, Ontario	N3B 2J3	519-669-1671 †	lanxess.com
MASTER BUILDERS SOLUTIONS CANADA, INC.	Brampton, Ontario	L6T 4M7	905-792-0648	master-builders-solutions.com
QUADRA CHEMICALS LTD. / QUADRA CHIMIE LTÉE	Vaudreuil-Dorion, Quebec	J7V 5V5	450-424-0161	quadragroup.com
SCICAN LTD.	Toronto, Ontario	M3B 3P9	416-445-1600 †	scican.com
SILTECH CORPORATION	Toronto, Ontario	M4H 1G5	416-424-4567	siltech.com
STEPAN CANADA SALES INC.	Longford Mills, Ontario	L0K 1L0	705-326-7329	stepan.com
THAMES RIVER CHEMICAL CORP.	Burlington, Ontario	L7L 4X4	905-681-0238	trc-corp.com
TRI-TEXCO INC	Saint-Eustache, Quebec	J7R 6C3	450-974-1001	polyventive.com

Company	City, Province	Postal code	Phone	Website
UNIVAR SOLUTIONS CANADA LTD.	Toronto, Ontario	M9M 2L9	416-740-5300	univarsolutions.com

Company names, cities and postal codes are from the Canadian Importers Database list of major importers of HS 340231 (2024); phone numbers are from YellowPages.ca; websites were checked on 15 October 2026. † YellowPages.ca lists the company at a different address from the CID (Lanxess Canada: 25 Erb St, Elmira, N3B 3A3; SciCan: 1440 Don Mills Rd, North York, M3B 3M1, while SciCan's own contact page gives M3B 3P9 and the same phone), so confirm before contacting. Websites: YellowPages.ca lists chemroy.ca for Azelis Canada (Azelis acquired Chemroy in March 2019), and azelis.com is shown; brenntag.ca does not allow automated access, so Brenntag Canada's page on brenntag.com is shown; univar.com redirects to univarsolutions.com; quadrachemicals.com redirects to quadragroup.com; korex-us.com redirects to korex-ca.com; Tri-Texco's listed site tritex.com redirects to polyventive.com (Polyventive acquired Tri-Tex Co Inc.); siltechcorp.com redirects to siltech.com; kdc-companies.com does not allow automated access, and kdc/one's own site kdc-one.com (which lists the Knowlton, Québec facility) is shown; stepan.com does not allow automated access (Stepan Company's site; confirmed through Stepan's investor-relations site); SciCan, BD and Master Builders Solutions sites were found by search because YellowPages.ca lists only a Facebook page or no site. Stepan closed its Longford Mills plant in 2016; Stepan Canada Sales remains the importer of record at that address. Importers left out because no working website or matching phone could be confirmed include ChemSynergy (listed as permanently closed), Netchem, PK Chem Industries, Polyrheo Canada, Diversey Canada, Challenger Clean Systems, Chemetall Canada, Cytec Canada, Galata Chemicals, Norwex Canada, Arkon Solutions, G Production, Unidose Industries and NCS Canada Mondo. The CID gives company names and addresses only; the importer is not necessarily the end user of the product. The CID does not publish a list of importers of this product from Pakistan.

References

[1] Canadian Importers Database, HS 340231, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=340231&lang=eng

[2] Canadian Importers Database, HS 340231, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=340231

[3] YellowPages.ca business search (phone numbers and websites), accessed 15 October 2026: https://www.yellowpages.ca/

[4] Azelis, Azelis strengthens its presence in Canada through the acquisition of Chemroy (11 March 2019): https://www.azelis.com/en/node/2349

[5] SciCan, Contact (Canadian head office): https://www.scican.com/contact/

[6] kdc/one, company website (facility list including Knowlton, Québec): https://www.kdc-one.com/

**The TIC Wing may be contacted for additional guidance.*