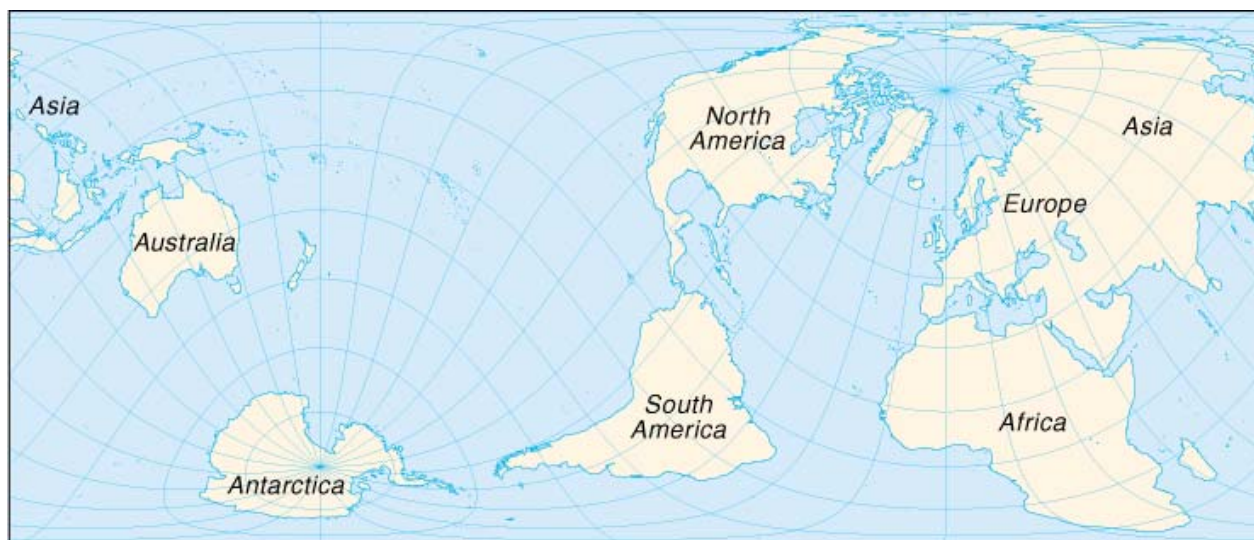


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# The 2002 World Market Forecasts for Imported Inorganic Chemical Elements, Oxides and Halogen Salts



**By**  
Professor Philip M. Parker, Ph. D.  
Eli Lilly Professor of Innovation, Business and Society  
INSEAD (Singapore & Fontainebleau, France)

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## About the Author

Dr. Philip M. Parker is the Eli Lilly Chaired Professor of Innovation, Business and Society at INSEAD where he has taught courses on multivariate statistics and global competitive strategy since 1988. He has also taught courses at MIT, Stanford University, Harvard University, UCLA, UCSD, and the Hong Kong University of Science and Technology. He is the author of six books on the economic convergence of nations. These books introduce the notion of “physioeconomics” which foresees a lack of global convergence in economic behaviors due to physiological and physiographic forces. His latest book is "*Physioeconomics: The Basis for Long-Run Economic Growth*" (MIT Press 2000). He has also published numerous articles in academic journals, including *The Rand Journal of Economics*, *Marketing Science*, the *Journal of International Business Studies*, *Technological Forecasting and Social Change*, *International Journal of Forecasting*, the *European Management Journal*, the *European Journal of Operational Research*, *Journal of Marketing*, *International Journal of Research in Marketing*, and *Journal of Marketing Research*. He is also on the editorial boards of several academic journals.

Dr. Parker received his Ph.D. in Business Economics from the Wharton School of the University of Pennsylvania and has Masters degrees in Finance and Banking (University of Aix-Marseille) and Managerial Economics (Wharton). His undergraduate degrees are in mathematics, biology and economics (minor in aeronautical engineering). He has consulted and/or taught courses in Africa, the Middle East, Asia, Latin America, North America and Europe.

## About this Series

This series was created for international firms who rely on foreign export markets for a substantial portion of their business or who might be threatened by foreign trade competition. The estimates given in this report were created using a methodology developed by and under the direct supervision of Professor Philip M. Parker, the Eli Lilly Chaired Professor of Innovation, Business and Society, at INSEAD. The methodology, relying on historical figures of economic growth and trade flows, estimates the market shares of some 150 countries for over 500 industrial or product categories. The figures should be seen as market estimates, as opposed to historical records, as these are projected for the current year of trade.

## Acknowledgements

Some of the methodologies and research approaches used in this report have benefited from the R&D Committee at INSEAD, whose research support is gratefully acknowledged. Additional editorial assistance from Tiffany LaRochelle, ICON Group International, Inc., is also acknowledged.

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## About ICON Group Ltd.

ICON Group Ltd.'s primary mission is to assist managers with their international information needs. U.S.-owned and operated, ICON Group has field offices in Paris, Hong Kong and Lomé, Togo (West Africa). Created in 1994, ICON Group has published hundreds of multi-client databases, and global/regional market data, industry and country publications.

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**Country Studies.** Often managers need an in-depth, yet broad and up-to-date understanding of a country's strategic market potential and situation before the first field trip or investment proposal. There are over 190 country studies available. Each study consists of analysis, statistics, forecasts, and information of relevance to managers. The studies are continually updated to insure that the reports have the most relevant information available. In addition to raw information, the reports provide relevant analyses which put a more general perspective on a country (seen in the context of relative performance vis-à-vis benchmarks).

**Industry Studies.** Companies are racing to become more international, if not global in their strategies. For over 2000 product/industry categories, these reports give the reader a concise summary of latent market forecasts, pro-forma financials, import competition profiles, contacts, key references and trends across 200 countries of the world. Some reports focus on a particular product and region (up to four regions per product), while others focus on a product within a particular country.

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# 1 METHODOLOGY & EXECUTIVE SUMMARY

## 1.1 OUR APPROACH

This report was created for strategic planners, international marketing executives and export managers whose primary concern is the world market for inorganic chemical elements, oxides and halogen salts. With the globalization of this market, managers can no longer be contented with a local view. Nor can managers be contented with out-of-date statistics that appear several years after the fact. I have developed a methodology, based on macroeconomic and trade models, to estimate the market for inorganic chemical elements, oxides and halogen salts for those firms serving the world via exports and foreign direct investment. It does so for the current year based on a variety of key historical indicators and econometric models.

In what follows, this report begins by summarizing the world exporter's market for inorganic chemical elements, oxides and halogen salts. The total level of exports on a worldwide basis is based on a model that aggregates across over 150 key country markets and projects these to the current year. From there, each country represents a percent of the world market. This market is served from a number of competitive countries of origin. Based on supply-side dynamics, market shares by country of origin are then calculated across each country market. These shares lead to a volume of import values for each country and are aggregated to regional and world totals. In doing so, we are able to obtain maximum likelihood estimates of both the value of each market and the shares that competitors (countries serving that market) are likely to receive this year. From these figures, world rankings are calculated to allow managers to prioritise markets. In this way, all the figures provided in this report are forecasts that can be combined with internal information for strategic planning purposes. Of the 150 countries considered, if a country is not reported here it is therefore estimated to have only a negligible level of trade in inorganic chemical elements, oxides and halogen salts (i.e. their market shares are close or equal to zero percent). "Inorganic Chemical Elements, Oxides and Halogen Salts" as a category is defined in this report following the definition given by the United Nations Statistics Division Classification Registry using the Standard International Trade Classification, Revision 3 (SITC, Rev. 3). The SITC code that defined "inorganic chemical elements, oxides and halogen salts" is 522. For more information on this definition, please refer to the following web site:  
<http://esa.un.org/unsd/cr/registry/regcs.asp?Cl=14&Lg=1&Co=522>.

This report is updated on an annual basis. To ensure that you have the most current version, please check the web site of ICON Group at [www.icongrouponline.com](http://www.icongrouponline.com), or call us in the USA at 858-546-4340.

**Important Caveat.** The figures should be seen as market estimates, as opposed to historical records, as these are forecasted for the current year of trade. More importantly, in light of the fact that unforeseeable factors might interrupt markets in achieving their reported levels, the figures should be seen as estimates of potential. For example, "mad cow" disease, foot-and-mouth

disease, trade embargoes, military conflicts, acts of terrorism and other events will certainly affect the actual trade flows recorded for a variety of industry or product categories. In such cases, the difference between the numbers given in this report and the numbers actually observed might be interpreted as the "net loss" or "net gain" due to these exogenous events affecting regular trade flows that would have occurred had these events not have taken place.

**Related Reports.** This report was created for the world market for inorganic chemical elements, oxides and halogen salts. Closely related reports published by ICON Group include the following:

The 2002 World Market Forecasts for Imported Chemical Elements

The 2002 World Market Forecasts for Imported Inorganic Chemical Elements, Oxides and Halogen Salts

The 2002 World Market Forecasts for Imported Inorganic Chemicals

The 2002 World Market Forecasts for Imported Metallic Salts and Peroxysalts of Inorganic Acids

The 2002 World Market Forecasts for Imported Non-Metal Inorganic Acids and Oxygen Compounds

The 2002 World Market Forecasts for Imported Radio-Active and Associated Materials

The 2002 World Market Forecasts for Imported Zinc, Chromium, Manganese and Iron Oxides

## 1.2 THE WORLD MARKET: IMPORTED INORGANIC CHEMICAL ELEMENTS, OXIDES AND HALOGEN SALTS IN 2002

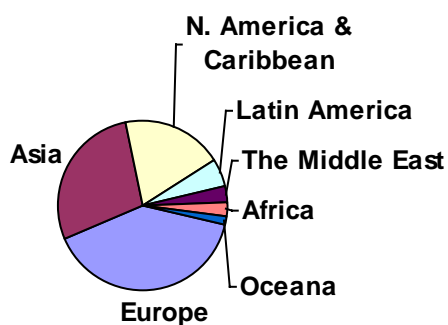
The following tables and graphs summarize the world markets for exporters of inorganic chemical elements, oxides and halogen salts for the year 2002.

### The World Exporters' Market for Imported Inorganic Chemical Elements, Oxides and Halogen Salts: 2002

Region	Rank	Value (000 US\$)	% of World	Cumulative %
Europe	1	6,133,439	39.45	39.45
Asia	2	4,440,139	28.56	68.01
N. America & Caribbean	3	2,989,130	19.23	87.24
Latin America	4	798,223	5.13	92.38
The Middle East	5	527,270	3.39	95.77
Africa	6	405,013	2.61	98.37
Oceania	7	252,804	1.63	100.00
<b>Total</b>		<b>15,546,018</b>	<b>100.00</b>	<b>100.00</b>

Source: Philip M. PARKER, Professor, INSEAD, copyright 2002, [www.icongrouponline.com](http://www.icongrouponline.com)

### The World Exporters' Market for Imported Inorganic Chemical Elements, Oxides and Halogen Salts: 2002



### Target Markets for Imported Inorganic Chemical Elements, Oxides and Halogen Salts: 2002

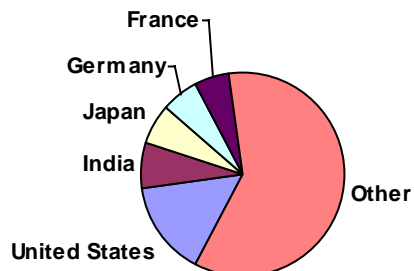
Target Market	Rank	Value (000 US\$)	% of World	Cumulative %
United States	1	2,382,409	15.32	15.32
India	2	1,139,440	7.33	22.65
Japan	3	1,027,546	6.61	29.26
Germany	4	953,884	6.14	35.40
France	5	825,636	5.31	40.71
United Kingdom	6	694,933	4.47	45.18
Netherlands	7	582,865	3.75	48.93
Belgium	8	575,899	3.70	52.63
Canada	9	526,578	3.39	56.02
South Korea	10	492,301	3.17	59.19
Italy	11	488,821	3.14	62.33
China	12	431,856	2.78	65.11
Spain	13	388,248	2.50	67.61
Taiwan	14	339,979	2.19	69.80
Mexico	15	236,367	1.52	71.32
Turkey	16	213,407	1.37	72.69
Brazil	17	212,273	1.37	74.05
Russia	18	210,405	1.35	75.41
Australia	19	207,283	1.33	76.74
Malaysia	20	189,894	1.22	77.96
Austria	21	175,205	1.13	79.09
Indonesia	22	162,914	1.05	80.14
Hong Kong	23	160,228	1.03	81.17
Singapore	24	158,527	1.02	82.19
Sweden	25	155,176	1.00	83.19
Thailand	26	147,350	0.95	84.13
Czech Republic	27	144,923	0.93	85.07
Finland	28	134,146	0.86	85.93
Norway	29	132,623	0.85	86.78
Denmark	30	121,025	0.78	87.56
Poland	31	112,186	0.72	88.28
Switzerland	32	111,197	0.72	89.00
Philippines	33	95,798	0.62	89.61
Ireland	34	78,453	0.50	90.12
Saudi Arabia	35	74,368	0.48	90.60
Other	36	1,461,875	9.40	100.00
<b>Total</b>		<b>15,546,018</b>	<b>100.00</b>	<b>100.00</b>

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**Target Markets for Imported Inorganic Chemical Elements, Oxides and Halogen Salts: 2002**



### 1.3 THE WORLD MARKET: INORGANIC CHEMICAL ELEMENTS, OXIDES AND HALOGEN SALTS EXPORT SUPPLIES IN 2002

#### Competition for the World Market for Inorganic Chemical Elements, Oxides and Halogen Salts by Country of Origin: 2002

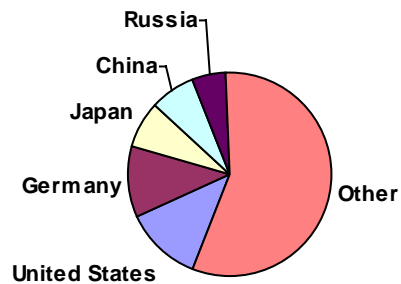
Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	1,919,595	12.35	12.35
Germany	2	1,770,769	11.39	23.74
Japan	3	1,197,377	7.70	31.44
China	4	1,126,896	7.25	38.69
Russia	5	836,963	5.38	44.07
Canada	6	733,447	4.72	48.79
Morocco	7	626,135	4.03	52.82
Belgium	8	590,636	3.80	56.62
Netherlands	9	584,725	3.76	60.38
France	10	478,382	3.08	63.46
United Kingdom	11	397,270	2.56	66.01
South Africa	12	389,085	2.50	68.51
Trinidad and Tobago	13	312,309	2.01	70.52
Israel	14	281,711	1.81	72.34
Italy	15	265,555	1.71	74.04
Tunisia	16	256,147	1.65	75.69
Brazil	17	245,548	1.58	77.27
Norway	18	241,800	1.56	78.83
South Korea	19	214,956	1.38	80.21
Mexico	20	205,769	1.32	81.53
Chile	21	189,108	1.22	82.75
Spain	22	182,721	1.18	83.92
Australia	23	180,028	1.16	85.08
Finland	24	161,538	1.04	86.12
Taiwan	25	155,951	1.00	87.12
Hong Kong	26	133,902	0.86	87.99
Saudi Arabia	27	102,439	0.66	88.64
Czech Republic	28	101,798	0.65	89.30
Hungary	29	91,108	0.59	89.89
Senegal	30	90,545	0.58	90.47
Other	31	1,481,805	9.53	100.00
<b>Total</b>		<b>15,546,018</b>	<b>100.00</b>	<b>100.00</b>

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**Competition for the World Market for Inorganic Chemical Elements, Oxides and Halogen Salts by Country of Origin: 2002**



## 2 AFRICA: INORGANIC CHEMICAL ELEMENTS, OXIDES AND HALOGEN SALTS IMPORTS IN 2002

### 2.1 EXECUTIVE SUMMARY

The following tables and graphs summarize the exporters' markets in Africa for imported inorganic chemical elements, oxides and halogen salts:

#### Target Markets for Imported Inorganic Chemical Elements, Oxides and Halogen Salts in Africa: 2002

Target Market	Rank	Value (000 US\$)	% of Africa	Cumulative %
South Africa	1	63,826	15.76	15.76
Tunisia	2	57,871	14.29	30.05
Morocco	3	52,285	12.91	42.96
Egypt	4	46,636	11.51	54.47
Ghana	5	31,205	7.70	62.18
Algeria	6	28,891	7.13	69.31
Nigeria	7	26,532	6.55	75.86
Zimbabwe	8	18,261	4.51	80.37
Kenya	9	11,596	2.86	83.23
Sudan	10	5,671	1.40	84.63
Tanzania	11	5,500	1.36	85.99
Congo (Zaire)	12	5,348	1.32	87.31
Senegal	13	5,338	1.32	88.63
Ivory coast	14	5,036	1.24	89.87
Zambia	15	4,403	1.09	90.96
Mali	16	4,368	1.08	92.04
Libya	17	3,646	0.90	92.94
Cameroon	18	3,114	0.77	93.71
Uganda	19	2,965	0.73	94.44
Burkina Faso	20	2,269	0.56	95.00
Guinea	21	2,242	0.55	95.55
Madagascar	22	2,070	0.51	96.06
Mauritius	23	2,039	0.50	96.57
Angola	24	1,872	0.46	97.03
Ethiopia	25	1,720	0.42	97.45
Other	26	10,309	2.55	100.00
<b>Total</b>		<b>405,013</b>	<b>100.00</b>	<b>100.00</b>

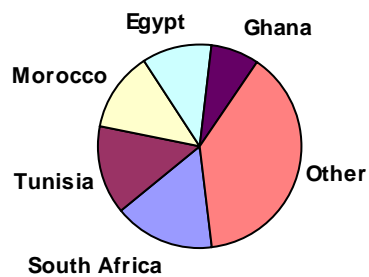
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**Target Markets for Imported Inorganic Chemical Elements, Oxides and Halogen Salts in Africa: 2002**

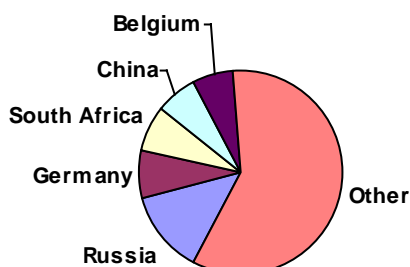


**Competition in Africa for Imported Inorganic Chemical Elements, Oxides and Halogen Salts by Country of Origin: 2002**

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Russia	1	54,115	13.36	13.36
Germany	2	31,203	7.70	21.07
South Africa	3	29,454	7.27	28.34
China	4	28,164	6.95	35.29
Belgium	5	26,903	6.64	41.93
United Kingdom	6	26,247	6.48	48.41
Jamaica	7	21,716	5.36	53.78
Spain	8	18,805	4.64	58.42
Italy	9	18,448	4.55	62.97
United States	10	18,344	4.53	67.50
Australia	11	17,447	4.31	71.81
France	12	14,154	3.49	75.31
India	13	9,575	2.36	77.67
Netherlands	14	7,931	1.96	79.63
Egypt	15	7,721	1.91	81.53
Tunisia	16	7,492	1.85	83.38
Libya	17	7,422	1.83	85.22
Saudi Arabia	18	6,236	1.54	86.76
Brazil	19	5,300	1.31	88.07
Ireland	20	3,637	0.90	88.96
Algeria	21	3,549	0.88	89.84
Japan	22	3,347	0.83	90.67
Portugal	23	2,900	0.72	91.38
Morocco	24	2,338	0.58	91.96
Iran	25	2,331	0.58	92.54
Other	26	30,234	7.46	100.00
<b>Total</b>		<b>405,013</b>	<b>100.00</b>	<b>100.00</b>

Source: Philip M. PARKER, Professor, INSEAD, copyright 2002, [www.icongrouponline.com](http://www.icongrouponline.com)

## Competition in Africa for Imported Inorganic Chemical Elements, Oxides and Halogen Salts by Country of Origin: 2002



## 2.2 ALGERIA

### Imported Inorganic Chemical Elements, Oxides and Halogen Salts in Algeria, 2002 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Spain	1	8,980	31.08	31.08
Tunisia	2	6,228	21.56	52.64
Germany	3	2,887	9.99	62.63
Morocco	4	2,338	8.09	70.72
Belgium	5	2,297	7.95	78.68
France	6	1,703	5.89	84.57
United States	7	1,255	4.34	88.91
Finland	8	546	1.89	90.80
Italy	9	442	1.53	92.33
China	10	361	1.25	93.58
Russia	11	358	1.24	94.82
Netherlands	12	348	1.20	96.03
Romania	13	253	0.88	96.90
Saudi Arabia	14	231	0.80	97.70
Switzerland	15	203	0.70	98.40
United Kingdom	16	161	0.56	98.96
Gabon	17	158	0.55	99.51
Turkey	18	110	0.38	99.89
Austria	19	24	0.08	99.97
Lebanon	20	8	0.03	100.00
<b>Total</b>		<b>28,891</b>	<b>100.00</b>	<b>100.00</b>

Source: Philip M. PARKER, Professor, INSEAD, copyright 2002, [www.icongrouponline.com](http://www.icongrouponline.com)

## 2.3 ANGOLA

### Imported Inorganic Chemical Elements, Oxides and Halogen Salts in Angola, 2002 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
South Africa	1	854	45.62	45.62
Belgium	2	292	15.60	61.22
Portugal	3	288	15.38	76.60
France	4	179	9.56	86.16
United Kingdom	5	78	4.17	90.33
United States	6	67	3.58	93.91
Netherlands	7	46	2.46	96.37
Spain	8	39	2.08	98.45
Germany	9	23	1.23	99.68
China	10	6	0.32	100.00
<b>Total</b>		<b>1,872</b>	<b>100.00</b>	<b>100.00</b>

Source: Philip M. PARKER, Professor, INSEAD, copyright 2002, [www.icongrouponline.com](http://www.icongrouponline.com)

## 2.4 BENIN

### Imported Inorganic Chemical Elements, Oxides and Halogen Salts in Benin, 2002 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Belgium	1	508	50.85	50.85
Togo	2	221	22.12	72.97
Spain	3	98	9.81	82.78
France	4	84	8.41	91.19
United Kingdom	5	36	3.60	94.79
Netherlands	6	23	2.30	97.10
Italy	7	17	1.70	98.80
Germany	8	12	1.20	100.00
<b>Total</b>		<b>999</b>	<b>100.00</b>	<b>100.00</b>

Source: Philip M. PARKER, Professor, INSEAD, copyright 2002, [www.icongrouponline.com](http://www.icongrouponline.com)