

# Marsulex Inc. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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## Abstracts

Marsulex Inc. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between Marsulex Inc. and its competitors. This provides our Clients with a clear understanding of Marsulex Inc. position in the [Commercial Services and Supplies](#) Industry.

The report contains detailed information about Marsulex Inc. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for Marsulex Inc.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The Marsulex Inc. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-term solvency. This sort of company's information will assist and strengthen your

company's decision-making processes.

In the part that describes Marsulex Inc. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of Marsulex Inc. business.

### **About Marsulex Inc.**

Marsulex, Inc. operates as an industrial services company primarily in the United States and Canada. Its services include environmental compliance solutions to oil refiners and other industrial customers. It also produces and markets sulphur based industrial and water treatment chemicals.

Marsulex provides approximately 30 oil refineries and various industrial customers with outsourced solutions for the handling and management of site air emissions and hazardous waste streams from six Marsulex owned and operated facilities in North America, as well as on-site at various customer facilities.

The company provides inorganic hazardous waste treatment and disposal services to industrial customers located in eastern Canada and the north-east U.S. Marsulex is a primary supplier of industrial chemicals to the majority of pulp and paper manufacturers in western Canada and of water treatment chemicals to municipalities and industries throughout Alberta, British Columbia and Saskatchewan. Industrial chemicals are produced at five plants located in western Canada.

### **Operating Groups**

The company operates through three segments: Industrial Services, Western Markets,

and Marsulex Environmental Technologies (MET).

### Industrial Services Group

The Industrial Services Group provides oil companies and industrial customers with outsourced solutions for the handling and management of site air emissions and industrial waste streams in North America. For oil refineries, processes include: regenerating of spent acid contaminated during the production of alkylate high octane component of gasoline and key to fuels programs); processing of acid gas (H<sub>2</sub>S) to capture residual emissions of sulphur dioxide gas (tail gas) from sulphur recovery processes; cutting and bulk handling services of petcoke for major oil refineries; and converting molten sulphur from oil refineries into prilled sulphur, a granular product suitable for offshore markets.

### Western Markets Group

The Western Markets Group produces and provides sulphur based chemicals to industrial customers and supplies aluminum sulphate 'alum', a water treatment chemical used by municipalities and other industrial companies for water and wastewater treatment. The primary market for these and other chemicals is western Canada. The Western Markets Group's product range includes sulphuric acid, liquid sulphur dioxide, alum, sodium bisulphite, aqua ammonia, carbon disulphide, hydrogen sulphide and sulphur. These products and related services are provided to various customers with whom it has maintained long-term relationships.

### MET

Marsulex Environmental Technologies provides environmental systems and services, primarily air quality compliance, to electric utilities, petrochemical and general industrial customers worldwide that combust sulphur bearing fossil fuels or otherwise create sulphur oxide pollutants in their operating plant processes.

### Suppliers

Western Markets has long term supply and sourcing agreements on various products with Sherritt International Corporation at Fort Saskatchewan, Alberta, Canada.

### Customers

In the Industrial Services Group, the company's major oil refinery customers include BP, Petro-Canada, Shell Canada Products Limited, Marathon Ashland Petroleum LLC, Sunoco, Inc., Syncrude Canada Ltd., ExxonMobil, Valero Energy Corporation, Motiva Enterprises, LLC, Flint Hills Resources, and Tesoro.

## Competition

In Industrial Services, the company competes with E.I. DuPont de Nemours & Co. (DuPont), PVS Chemical Solutions Inc., Chemtrade Logistics Inc., General Chemical Corporation and Rhodia Inc.

The company's inorganic hazardous waste processing operation faces competition from amongst others, Clean Harbors, Inc., Massachusetts; Chemical Waste Management, Inc., Texas; Heritage Environmental Services, Inc., Indiana; and The Environmental Quality Co., Michigan.

The competitors for the Petcoke Services operations are: Kinder Morgan, Inc., Savage Services Corporation, and Bragg Companies (Bragg) through its American Plant Services (A Bragg Companies subsidiary).

The company's major direct competitors include Norfalco Ltd., Teck Cominco Ltd., Border Chemical Company Ltd. and ClearTech Industries Inc. There are two primary competitors for MET's ammonium sulphate FGD technology: Airborne Technologies Incorporated and Powerspan Corp. In addition, MET has competitors providing traditional FGD technology. They include Alstom, Advatech, Babcock & Wilcox Company, Babcock Power, FISIA Babcock Environment GmbH, Mitsubishi Heavy Industries, Ltd., Hitachi and Siemens Air Pollution Control Company Inc.

## History

Marsulex, Inc. was founded in 1989.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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1 – Data availability depends on company's security policy.

2 – These sections are available only when you purchase a report with appropriate additional types of analyses.

The complete financial data is available for publicly traded companies.

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## ANALYSIS FEATURES

### SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

### Enhanced SWOT Analysis

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

### PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

### Key Factors Examined by PESTEL Analysis:

**Political** – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

**Economic** – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

**Sociological** – What cultural and societal aspects will work upon the demand for the business's products and operations?

**Technological** – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

**Environmental** – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

**Legal** – What laws and legislation will exert influence on the style the business is carried out?

### **IFE, EFE, IE Matrices**

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

## **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

## **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

## I would like to order

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