Friday, June 5, 1987

# **OVERVIEW**

**Industrial Corporations Post** Substantial Pre-tax Profits Gain

Following three quarters of little growth, pre-tax profits were up 14.8% in the first quarter of 1987. Over three-quarters of the profits increase originated in the mineral fuels and petroleum and coal industries.

Canada and the United States Reconcile Merchandise Trade

Reconciled figures show that in 1986 Canada posted an \$18.4 billion surplus in merchandise trade with the U.S., up from the \$15.8 billion previously reported by Canada, but down from the U.S. estimate of \$31.8 billion.

Manufacturing Shipments Slightly Higher in First Quarter of 1987

All of the increase in shipments in the first quarter of 1987 (0.6%) occurred in February, when a large jump in the value of automotive exports spurred production.

1986 Census of Agriculture Shows Drop in Farm Numbers

According to the 1986 Census of Agriculture, the number of farms dropped 8% from 1981. The number of farms in Canada has been declining since 1941, but the rate of decline has slowed somewhat in the 1980s.

Foreign-controlled Profits Nearly Match 1970s Peak

The share of profits held by foreign-controlled corporations climbed to 43.3% in 1984, continuing the rising trend evident since 1982. Other measures of foreign-control of Canadian corporations were essentially unchanged.

This issue also includes articles on the Raw Materials Price Index, the Industrial Product Price Index and Retail Trade.

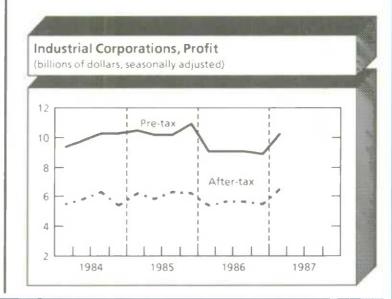
Industrial Corporations Post Substantial Pre-tax Profits Gain

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The seasonally adjusted pre-tax profits of industrial corporations increased \$1.3 billion or 14.8% to a level of \$10.3 billion in the first quarter of 1987. advance followed three quarters of little growth. Operating income followed a different pattern of growth, increasing by \$663 million or 10.8%, after increasing 8.9% in the fourth guarter of 1986.

The mineral fuels and petroleum and coal industries accounted for almost \$1 billion of the pretax profit increase, but almost half of this increase was the result of foreign currency gains. An increase in crude oil prices also contributed to the gain in profits. (Depressed crude oil prices were mainly responsible for the overall weakness in profits during 1986.) Other industries recording profit increases were paper and allied products, chemical and chemical products, and wood products. The largest decrease was in transportation equipment.

(continued on page 2)





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# ... Industrial Corporations Post Substantial Pre-tax Profits

In the mineral fuels industry, pre-tax profits jumped to \$555 million from a loss of \$186 million in the previous quarter. The largest part of the increase stemmed from gains on foreign currency exchange. However, an increase of more than 10% in crude oil prices helped boost first quarter operating income to \$72 million from a loss of \$75 million in the fourth quarter. This increase still leaves profits substantially below the record level of \$1,739 million reached in the fourth quarter of 1985.

Pre-tax profits in the petroleum and coal industry increased \$227 million following three quarters of slight declines. A 4.0% increase in sales, the first since the second quarter of 1985, coupled with reduced operating expenses accounted for the profit improvement. However, profits remain well below the \$1.2 billion recorded in the fourth quarter of 1985.

Pre-tax profits in the paper and allied industries continued to strengthen, climbing to \$802 million in the first quarter of 1987 from \$643 million in the fourth quarter and \$536 million in the third quarter of 1986. Higher selling prices combined with increased demand raised first quarter profits to three times the 1985 average.

The chemicals industry reported that pre-tax profits rose to \$523 million from \$389 million in the previous quarter. After virtually no change in 1986, improved operating margins along with increased foreign exchange gains led to the first quarter profit increase.

In the wood products industries pre-tax profits increased \$109 million to \$302 million in the first quarter. Profits have generally risen since the second quarter of 1984 when no profit was recorded. Strong housing demand in the U.S. and Canada and the end to the woodworkers' strike in December 1986 contributed to a 16.6% first quarter increase in sales, which translated into a record profit level for the industry.

Pre-tax profits in the transportation equipment industry fell to \$404 million in the first quarter from \$548 million in the previous quarter. Sales of the industry fell 20% in the quarter as exports declined. Profit margins also remained relatively low compared to 1985 when quarterly profits averaged \$808 million.

For further information, contact Industrial Organization and Finance Division at (613) 990-9843 or order Industrial Corporations: Financial Statistics (catalogue number 61-003F).

# Canada and the United States Reconcile Merchandise Trade

Reconciled figures show that in 1986 Canada posted an \$18.4 billion surplus in merchandise trade with the United States. The flow of goods between Canada and the U.S., valued at \$173 billion, represented the largest trade flow between two countries. Besides being large, this flow of trade is growing at a steady rate.

From 1970 to 1981, the reconciled trade balance remained relatively stable recording a Canadian surplus each year except 1975. The surplus jumped to \$12.0 billion in 1982 and continued to grow for the next three years, reaching a peak of \$21.5 billion in 1985. Results for 1986 show a reversal of this trend as the Canadian surplus dropped to \$18.4 billion.

The discrepancy in statistics published independently by the two countries on bilateral merchandise trade flows has tended to grow, but in 1986 it increased at an unprecedented rate. Canada's previously published figure for the trade surplus was \$15.8 billion (Canadian), while the U.S. published figure was \$31.8 billion (Canadian).

To reconcile the figures, Canada and the U.S. use each country's imports as a benchmark for trade. The northbound reconciliation (imports to Canada) is the responsibility of Statistics Canada, while the southbound reconciliation (imports to the U.S.) is estimated by the U.S. Bureau of the Census.

The major reconciliation to northward trade in 1986 was the addition to U.S. exports of \$14.1 billion, representing an estimate of non-receipt of U.S. export documents. The level of non-receipt jumped to 22.5% in 1986 from an average of 12.9% in the seven previous years. Deregulation of the American trucking industry contributed to the increase.

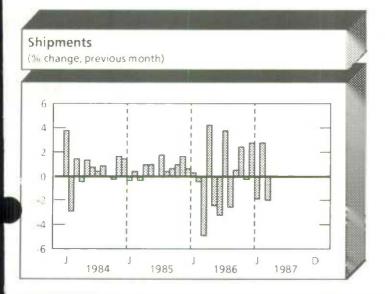
Non-receipt of export documents also accounted for the largest adjustment in southbound trade, adding \$3.5 billion to Canadian exports. Non-receipt increased to 3.8% in 1986, up from 3.3% in 1985. This increase was attributed to undocumented exports of precious metal.

For further information, contact International Trade Division at (613) 990-9784.

# Manufacturing Shipments Slightly Higher in First Quarter of 1987

Shipments by Canadian manufacturers in the first three months of 1987 have been estimated at \$61.6 billion, 0.6% higher than the value of shipments in the first quarter of 1986. A general downturn in manufacturing shipments in the first half of 1986 was underlain by the weakening performance of the transportation equipment industries and a steep reduction in the price of crude oil. Improvements in both of these areas in the last two quarters of the year boosted the nominal level of shipments.

All of the increase in shipments in the first quarter of 1987 (0.6%) occurred in February, as month-over-month decreases were registered in



## Manufacturing Activity

	Nov.	Dec.	Jan.	Feb.	Mar.	
	% change, previous month					
Shipments	-0.3	2.8	-1.9	2.8	-2.1	
New orders	-0.6	4.5	-4.9	5.3	-2.2	
Unfilled orders Inventory to shipments	-0.4	1.1	-1.7	0.3	0.2	
ratio	1_63	1.59	1.61	1.56	1.58	

January and March. The transportation equipment industries, which account for 17% of total shipments, were particularly important to the overall advance in February. A large jump in the value of automotive exports spurred production during the month.

The transportation equipment industries were also central to the 2.1% decline in the seasonally adjusted value of shipments in March. Excluding these industries, shipments were down only 0.9%. Reflecting strength in the residential construction sector, construction materials and components industries have recorded month-over-month increases for seven consecutive months.

New orders were also down (-2.2%), following a strong increase in February. However, inventories owned dropped to \$33.4 billion, the lowest level recorded in the last two years and the backlog of unfilled orders rose for a third consecutive month in March.

For further information, contact Industry Division at (613) 990-9832 or order Inventories, Shipments and Orders in Manufacturing Industries (catalogue number 31-001).

# 1986 Census of Agriculture Shows Drop in Farm Numbers

According to the 1986 Census of Agriculture there were 293,089 farms in Canada, down 8% from 1981. The number of farms has been declining since 1941, but the rate of decline has slowed somewhat in the 1980s. The census defines a farm as any agricultural holding with sales of \$250 or more in the previous year.

In 1986, land and buildings on farms were valued at \$80 billion. Down 22% from 1981, the decline reflects a decrease in the value per acre from its peak in 1981.

### Average Value of Capital per Census-farm

	1981	1986
	current dollars	
Land and buildings	324,000	273,000
Machinery and equipment	55,000	71,000
Civestock and poultry	30,000	30,000
Total value of capital	409.000	374.000

This Census was the first to obtain a complete profile of expenditures since 1941. Results show that almost four out of ten farm operators reported no interest payments in 1985. However, the remainder had interest expenditures of \$2 billion or roughly \$11,000 per farm. The proportion of operators with interest expenditures varies with the age of the farmer and the value of gross farm sales. Generally, more of the larger operations (gross sales of \$250,000 or more) and more young operators (under 35) paid interest.

Family-controlled farms continue to dominate the agricultural sector in Canada. In 1986, 99.1% of farms were family-controlled and they produced 94.6% of gross farm sales.

Some changes in farming practices were also noted in 1986. More operators used fertilizers, herbicides and insecticides. Also, there was a greater tendency to rent land for agricultural purposes and continuous cropping has become more common.

(continued on page 4)

# ... 1986 Census of Agriculture Shows Drop in Farm Numbers

The total land area of farms was down slightly from 1981, continuing the trend evident since 1966. This decline, registered at the national level, was due to the removal of more land from outside the Prairies, than the amount of new land added to Prairie farms.

The land area per farm averaged 572 acres. The average farm area has increased steadily from 200 acres in 1921. As with all averages, the figures for

farm size conceal a wide range of farm sizes. In Saskatchewan, for example, the average farm size was 1,036 acres in 1986, but 14% of the farms were under 240 acres and 17% were over 1,600 acres.

The information summarized here is only a sample of highlights from the 1986 Census of Agriculture. Standard summary tables are now available or user specified cross-tabulated tables of any variables can be provided on a cost-recovery basis.

For further information, contact Agriculture Natural Resources Division at (613) 991-8712.

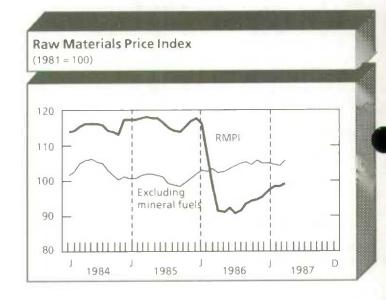
### Raw Material Prices Rise

The Raw Materials Price Index (RMPI, 1981 = 100) which measures price changes in materials purchased by Canadian industry, rose 0.6% on a month-overmonth basis in April. Price gains for animals and animal products and non-ferrous metals were the main contributors to this increase. Of the seven components making up the RMPI, four increased and three decreased. Excluding mineral fuels, the RMPI rose 1.5% from the previous month.

After fifteen consecutive months of year-to-year declines, the RMPI was up 8.9% from last year's level. This sudden swing was due principally to price increases for mineral fuels which were no longer counterbalanced in the year-to-year movement by the precipitous price decline in the first quarter of 1986. Given that the index level of the RMPI remained fairly constant in the April to August 1986 period, it is anticipated that the year-over-year movement of the RMPI will continue to increase at similar levels in forthcoming months.

The animal and animal products component rose 2.5% in April, due to higher cattle and hog prices. Since April 1986, cattle prices have experienced a 14.6% gain, while hog prices were up 14.9%. Over this period, the animal and animal products component has registered a 9.5% increase.

Raw Materials Price Index						
	Dec.	Jan.	Feb.	Mar.	Apr.	
	% change, previous month					
Total	0.5	2.1	1.5	0.0	0.6	
Mineral fuels Excluding mineral fuels	2.7 -0.8	5.2 -0.1	4.4	0.9	-0.9 1.5	



The non-ferrous metal component went up for the second time this year, rising 3.7% in April. Market volatility resulted in precious metal prices rising 10.7%, while prices for other base metals rose 5.4% in April. A 1.3% increase for lead prices in April left this index 36.5% higher than a year ago.

Mineral fuel prices dipped slightly (-0.9%) in April after four consecutive monthly increases. Crude oil prices decreased 1.5% in April. In spite of the decrease in April, crude oil prices are 23.9% higher than those recorded a year ago; however, they remain substantially lower than the May 1985 peak.

For further information, contact Prices Division at (613) 990-9607 or order Industry Price Indexes (catalogue number 62-011).

# Foreign-controlled Profits Nearly Match 1970s Peak

Following a pattern of decline throughout the late 1970s and an upswing from 1982, the share of foreign controlled profits climbed to 43.3% in 1984, nearly matching the mid-1970s peak of 45%. Overall, foreign-controlled profits increased by 36.2% to \$19.8 billion, while Canadian-controlled profits rose by 36.0% to \$25.9 billion.

By most other measures, foreign control of Canadian corporations, which peaked in the early 1970s and then steadily declined, has remained relatively unchanged in recent years.

In 1984, the foreign-controlled share of non-financial assets, which reached almost 35% in the early 1970s, remained virtually unchanged from 1983. Overall, foreign-controlled assets increased by 8.8% to \$160.4 billion, while Canadian controlled assets rose at a slightly faster rate of 9.8%, to reach \$503.4 billion.

In contrast to a high of 37% recorded in 1974, the foreign-controlled share of sales remained virtually unchanged from 1983 at 29.5%. Overall, foreign-controlled sales increased by 12.9% to \$220.9 billion, while Canadian-controlled sales increased by 13.7% to \$528.8 billion.

The foreign-controlled share of total taxable income increased by 1.9 percentage points to 45.3%. The taxes payable to book profits ratio decreased marginally to 28.6% for large foreign-controlled corporations and to 20.3%, from 27.6% for their Canadian-controlled counterparts.

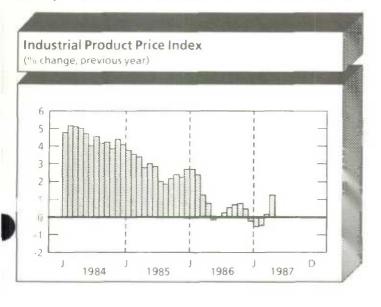
Within the foreign sector, United States-controlled corporations maintained their dominant position. In 1984, these corporations accounted for 71.8% assets, 76.8% of sales and 85.4% of profits of all foreign-controlled, non-financial firms.

The leading 500 non-financial enterprises maintained their market share in 1984, and accounted for 54.0% of sales, 67.7% of assets and 70.4% of profits. Within the leading 500 enterprises, foreign-controlled corporations accounted for 45.1% of sales, 28.1% of assets and 53.2% of profits.

For further information, contact Industrial Organization and Finance Division at (613) 990-9858 or order Part 1, Corporations and Labour Unions Returns Act (catalogue number 61-210).

# Industrial Product Price Index Registers a Year-Over-Year Advance

Compared to April 1986, the industrial product price index (IPPI, 1981 = 100) rose 1.3% in April. This level is sub-stantially higher than the average year-over-year change (-0.3%) observed in the first quarter of 1987. The yearly advance results from monthly increases which have finally offset the decline caused last year by falling petroleum prices. Excluding the petroleum and coal products component, the year-over-year advance of the IPPI would have been 2.5%.



# Industrial Product Price Index

	Dec.	Jan.	Feb.	Mar.	Apr.	
	% change, previous month					
Total	-0.2	0.5	-0.1	0.1	0.4	
Petroleum and coal products Excluding coal and	-0.8	2.2	2.0	1.8	-1.5	
petroleum products	-0.1	0.3	-0.2	-0.1	0.6	

Significant price increases for woodpulp, aluminum products, and non-ferrous metals contributed to an April increase of 1.6% for first-stage intermediate goods. First-stage intermediate goods are those which are used principally for the manufacture of intermediate goods. This component accounts for almost 15% of the IPPI. Posting month-over-month increases since December 1986, first-stage intermediate goods declined in February, and then continued to rise slightly in the next two months. This component registered a year-over-year advance of 4.6% in April.

# ... Industrial Product Price Index Registers a Year-Over-Year Advance

Second-stage intermediate goods advanced by 0.3% in April. Of these goods, significant increases were recorded for phenol-formaldehyde resins, synthetic resins, metal roofing and siding and metal cans for food and non-food products. Second-stage intermediate goods are those which are used principally for the manufacture of finished goods. Accounting for 47% of the total index, second-stage intermediate goods have registered monthly increases since January 1987. However, this component remains unchanged from the level recorded in April 1986.

Declines in softwood veneer and plywood, and in petroleum and coal product prices had a moderating effect on the overall increase in the IPPI. Petroleum and coal product prices declined by 1.5%, falling to a level 10.1% lower than that recorded last year. A decline in fuel oil prices was responsible for this decrease. Softwood veneer and plywood prices declined by 2.4% in April, and were down 6.0% from 1986.

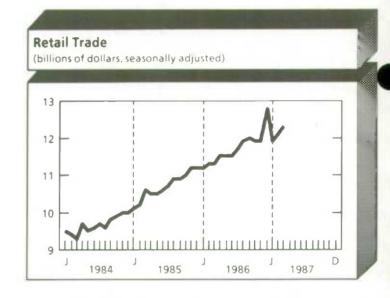
For further information, contact Prices Division at (613) 990-9607 or order Industry Price Indexes (catalogue number 62-011).

# Retail Trade

During the past six months, retail sales have been characterized by a generally rising trend despite some significant monthly fluctuations. Due principally to a strong increase in February, that was based primarily on higher car sales, total retail sales advanced by 1.7% in the first quarter of 1987. In the last quarter of 1986, growth was a moderate 0.6%.

Adjusted for seasonal fluctuations and the number of trading days, retail sales rose for the second consecutive month in March. Reaching \$12.3 billion, the increase over the previous month was a modest 0.2%.

Retail Trade							
	Nov.	Dec.	Jan.	Feb.	Mar		
	% change, previous month						
Grocery & meat stores	2.0	-0.3	-0.8	0.2	0.4		
Department stores	1.2	-0.2	-3.5	3.4	-0.3		
Motor vehicle dealers	-5.8	4.6	-2.7	6.0	0.0		
All stores	0.3	1.3	-0.9	2.4	0.2		
All stores excl. motor	1.9	0.5	-0.4	1.5	0.3		



The following trade groups had the most significant impact on the overall increase in retail trade during the month: service stations (1.5%), combination stores (0.4%), and automotive parts and accessories stores (2.1%). Following an increase of 6.0% in February, sales by motor vehicle dealers were unchanged in March. Department store sales dropped by 0.3%, after advancing by 3.4% in February.

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# LATEST MONTHLY STATISTICS

			Previous Month	% Change From Year Ago
EMPLOYMENT, INCOME			-	
Average Weekly Earnings (\$)	Mar.	437.56	438.02	2.1
Labour Income (\$ million)	Feb.	22,466	22,466	5.9
Persons with Jobs (million)	Apr.	11.64	11.51	1.1
Unemployed (million)	Apr.	1.3	1.4	-2.5
INVENTORIES				
Department Store (\$ million)	Feb.	3,907	3,641	4.9
Manufacturers' Owned (\$ million)	Mar.*	33,996	34,077	-1.7
ORDERS			- /	
Manufacturers' New Orders (\$ million)	Mar.*	22,022	20,504	3.7
Manufacturers' Unfilled Orders (\$ million)	Mar.*	23,995	23,886	-3.3
PRICES	TOTAL.	23,555	2.57,000	.,
Consumer Price Index (1981 = 100)	A mr	137.0	136.4	4.5
New House Price Index (1981 = 100)	Apr. Mar.	116.6	113.2	15.1
Raw Materials Price Index (1981 = 100)	Apr.*	99.0	98.4	8.9
Excl. mineral fuels	Apr.*	105.6	104.0	3.2
Industrial Product Price Index (1981 = 100)	Apr.*	120.8	120 4	1.3
	Apr.	120.0		
CONSTRUCTION  Dividing Descriptor (f. million)	0.0	1 720		ar-to-date
Building Permits (\$ million)	Mar. Mar.	1,729	5,035	47.1 47.6
Housing Starts – Urban Centres (units)	iviar.	14,214	38,365	47.0
ENERGY				
Coal Production (thousand tonnes)	Mar.*	4,955	14,410	-4.3
Electricity Generation (gigawatt hours)	Feb.	43,447	90,424	4.2
Natural Gas Production (million cubic metres)	Jan.	10,752	10,752	-2.5
FOREIGN TRADE				
Exports – Balance of Payments Basis (\$ million)	Mar.	10,729	30,003	1.7
Imports – Balance of Payments Basis (\$ million)	Mar.	9,943	27,455	-1.3
SALES				
Department Store Sales (\$ million)	Mar.	898	2,384	05
Manufacturers' Shipments (\$ million)	Mar.*	21,913	61,632	0.6
New Motor Vehicle Sales (\$ million)	Mar.	2,214	5,044	0.7
Refined Petroleum Products (thousand cubic metres)		6,524	19,041	0.0
Retail Sales (\$ million)	Mar.*	11,454	31,745	7.2

Statistics are in current dollars and are not seasonally adjusted. \*new this week.

# **INFOMAT**

# A WEEKLY REVIEW

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