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CANADA



THE TOILET PREPARATIONS INDUSTRY

1953

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NOTICE

The annual reports prepared by the Industry and Merchandising Division of the Bureau of Statistics are divided into 3 volumes, as follows: **Volume I** - The Primary Industries, including mining, forestry and fisheries; **Volume II** - Manufacturing; **Volume III** - Merchandising and Services. The volumes are made up of parts, and the parts in turn are subdivided according to the industries or provinces which they comprise.

Volume II consists of the following parts, the first two of which deal with manufacturing as a whole and the balance with the major manufacturing groups.

- I - General Review of the Manufacturing Industries, \$1.50
- II - The Manufacturing Industries of Canada, (7 sections, as follows:):
 - Section A. Summary for Canada, 25¢
 - Section B. Atlantic Provinces, 25¢
 - Section C. Quebec, 25¢
 - Section D. Ontario, 25¢
 - Section E. Prairie Provinces, 25¢
 - Section F. British Columbia, 25¢
 - Section G. The Manufacturing Industries of Canada, Regional Distribution, 75¢
- III - Foods and Beverages
- IV - Tobacco and Tobacco Products
- V - Rubber Products
- VI - Leather Products
- VII - Textiles
- VIII - Wood and Paper Products
- IX - Printing Trades
- X - Iron and Steel Products
- XI - Transportation Equipment
- XII - Non-ferrous Metal Products
- XIII - Electrical Apparatus and Supplies
- XIV - Non-metallic Mineral Products
- XV - Products of Petroleum and Coal
- XVI - Chemicals and Allied Products
- XVII - Miscellaneous Manufactures

The present report belongs in Part XVI, Chemicals and Allied Products. It is punched to permit of filing in a ring binder along with others of the group. The reports in this group are:

- A - General Review, 25¢
- B - The Acids, Alkalies and Salts Industry, 25¢
- C - The Fertilizers Industry, 25¢
- D - The Fertilizer Trade in Canada, 25¢
- E - The Medicinal and Pharmaceutical Preparations Industry, 25¢
- F - The Paints, Varnishes and Lacquers Industry, 25¢
- G - The Primary Plastics Industry, 25¢
- H - The Soaps, Washing Compounds and Cleaning Preparations Industry, 25¢
- I - The Toilet Preparations Industry, 25¢
- J - The Vegetable Oils Industry, 25¢
- K - The Inks Industry, 25¢
- L - The Adhesives Industry, 25¢
- M - The Polishes and Dressings Industry, 25¢
- N - The Compressed Gases Industry, 25¢
- O - The Coal Tar Distillation Industry, 25¢
- P - The Miscellaneous Chemical Products Industry, 25¢

THE TOILET PREPARATIONS INDUSTRY

1953

Factory shipments from the Toilet Preparations Industry were valued at \$30,438,474 in 1953 compared with \$27,059,783 in 1952 and \$22,535,080 in 1951.

In the annual census of manufacturing establishments in Canada the operating firms are arranged in a number of industrial groups to which the various factories are classified in accordance with the nature of their main products. Under this arrangement, the Toilet Preparations Industry includes all establishments which are occupied chiefly in making perfumes, toilet waters, face creams, tooth pastes, etc., but in 1953 this industry actually accounted for only about 67 per cent of the Canadian output of toilet preparations as a number of concerns in other industries made this class of goods as a minor or secondary part of their business. In Tables 1 to 4 and 8 to 11 of this report the data are for the

Toilet Preparations Industry as defined for census purposes, but Tables 5 and 6 have been added to show the total output of toilet preparations regardless of the industry in which produced.

In 1953 there were 94 establishments in this industry, 55 being located in Ontario, 31 in Quebec, 5 in British Columbia, 2 in Manitoba and 1 in Saskatchewan. Output from these concerns totalled \$30,438,474, including \$26,773,424 for toilet preparations and \$3,665,050 for other products. Employees numbered 1,955 and salaries and wages amounted to \$4,648,547.

Factory shipments of toilet preparations from all industries were valued at \$39,478,000 at factory prices in 1953. In 1952 the comparable value was \$37,281,000 and in 1951 it was \$30,873,000.

TABLE 1. Principal Statistics of the Toilet Preparations Industry, 1949-1953

Year	Number of plants	Number of employees	Salaries and wages	Cost of fuel and electricity at works	Cost of materials at works	Gross selling value of products at works
			\$	\$	\$	\$
1949	94	1,720	3,008,556	74,090	7,088,024	19,047,435
1950	98	1,862	3,423,935	90,071	7,679,500	20,950,830
1951	97	1,800	3,775,166	100,113	8,223,549	22,535,080
1952	101	1,870	4,244,777	115,434	9,720,012	27,059,783 ¹
1953	94	1,955	4,648,547	121,950	11,309,157	30,438,474 ¹
Per cent change, 1953 from 1952	—	+ 4.5	+ 9.5	+ 5.6	+ 16.3	+ 12.5

1. Factory shipments for these years. The inventory value of finished products at plant at end of 1952 amounted to \$1,578,000 and at end of 1953 to \$2,192,000.

Note. Profits or losses cannot be calculated from the above figures as data are not available for general expense items, such as interest, rent, depreciation, taxes, insurance, advertising, etc.

TABLE 2. Principal Statistics of the Toilet Preparations Industry, by Provinces, 1952 and 1953

Province	Number of plants	Number of employees	Salaries and wages	Cost of fuel and electricity at works	Cost of materials at works	Value of factory shipments
			\$	\$	\$	\$
1952						
Quebec	33	613	1,480,340	45,014	3,364,010	9,460,985
Ontario	60	1,231	2,722,176	68,199	6,257,027	17,404,755
Manitoba	3	17	33,486	641	87,645	155,819
Saskatchewan	1	9	8,775	1,580	11,330	38,224
British Columbia	4					
Canada	101	1,870	4,244,777	115,434	9,720,012	27,059,783
1953						
Quebec	31	659	1,675,486	46,951	4,122,132	11,404,346
Ontario	55	1,273	2,928,376	73,166	7,097,134	18,858,037
Manitoba	2	15	33,725	521	80,679	128,839
Saskatchewan	1					
British Columbia	5	8	10,960	1,312	9,212	47,252
Canada	94	1,955	4,648,547	121,950	11,309,157	30,438,474

TABLE 3. Products Made in the Toilet Preparations Industry, 1952 and 1953

Note. Data given in this table are for the Toilet Preparations Industry only and represent only the production of the firms which made toilet preparations as their chief products. The figures for the individual items do not represent the total output for Canada as these articles were produced also as minor products by concerns which have been classified to other industrial groups. (See Tables 5 and 6).

Product	Value ¹ of factory shipments	
	1952	1953
	\$	\$
Toilet preparations:		
Alcoholic — not less than 5 per cent alcohol:		
Perfumes	811,112	1,080,412
Toilet waters, colognes and lotions	3,491,816	3,471,877
Bay rum, hair tonics, alcoholic liquid brilliantines, alcoholic wave-sets, etc.:		
Sold to the barber trade	101,310	71,378
All other	390,293	439,611
Non-alcoholic:		
Creams of all kinds (almond cream, cold cream, etc.):		
Solid type	2,056,719	2,044,660
Liquid type	782,131	790,344
Brilliantine, solid	65,559	58,399
Face powders	1,175,120	1,164,355
Talcum powders	640,402	681,604
Sachet powders	147,556	146,184
Lipstick and refills	1,282,570	1,616,809
Rouge and refills	159,141	179,050
Compacts (powders and rouges)	81,999	135,296
Shampoos:		
Liquid (and cream)	1,294,033	1,522,852
Powders	59,004	24,522
Bath salts and bath oils	305,950	393,411
Deodorants (personal)	1,028,726	960,253
Depilatories	25,391	36,140
Toilet waters and lotions, non-alcoholic	132,589	279,156
Hair tonics, non-alcoholic liquid brilliantines, and non-alcoholic wave-sets, etc.:		
Sold to the barber trade	980,747	1,031,379
All other	1,031,324	1,158,628
Manicure preparations	620,690	631,574
Dentifrices:		
Pastes	488,809	590,666
Powders	34,636	22,826
Liquid	12,957	3,841
All other toilet preparations not enumerated above	6,618,755	8,238,197
All other products ²	3,240,444	3,665,050
Total	27,059,783	30,438,474

1. Does not include sales tax or other excise duties.

2. Includes medicinal preparations, disinfectants, antiseptic mouthwash, toilet and shaving soaps, insecticides and similar products which were made as minor products by the concerns in this industry.

TABLE 4. Materials Used in the Toilet Preparations Industry, 1952 and 1953

Material	1952		1953	
	Quantity	Cost at works ¹	Quantity	Cost at works ¹
		\$		\$
Chalk, precipitated	pounds 134,462	6,485	63,184	3,640
Chalk, ground	" 5,833	383	8,372	605
Cocoonut oil	" 761,799	104,208	883,705	140,049
Essential oils and perfumes	—	1,065,501	—	1,173,938
Ethyl alcohol	Imp. gal. 151,343	218,074	167,289	239,319
Kaolin or china clay	pounds 102,738	3,087	38,928	1,792
Glycerine	" 171,920	81,826	185,449	82,605
Isopropyl alcohol	" 32,022	3,953	35,538	4,317
Lanolin	" 36,131	13,960	115,900	59,743
Mineral oil, white	" 1,077,817	99,156	880,280	79,612
Petroleum jelly	" 128,056	16,329	97,835	14,265
Sodium hydroxide (caustic soda)	" 481,771	20,904	600,064	25,785
Sodium carbonate (soda ash)	" 30,654	1,951	45,973	3,715
Stearic acid	" 207,852	35,795	207,605	30,725
Talc, ground	" 1,000,803	44,935	847,419	40,104
Wax:				
Beeswax	pounds 56,328	46,931	69,702	56,662
Other wax	" 159,529	62,546	172,374	67,868
Zinc oxide	" 46,937	11,540	39,397	9,447
Zinc stearate	" 16,952	8,798	22,642	10,982
Powders, rouges, and other preparations for packaging only	—	71,382	—	70,198
All other materials and process supplies	—	1,800,206	—	2,022,198
Jars, cans, boxes, labels and packing materials	—	6,002,062	—	7,171,588
Total	—	9,720,012	—	11,309,157

1. Includes freight, duty, taxes, etc.

TABLE 5. Factory Shipments of Toilet Preparations, From All Industries, 1952 and 1953

Product	1952	1953
	\$	\$
Alcoholic — not less than 5 per cent alcohol:		
Perfumes	920,487	1,191,619
Toilet waters, colognes and lotions	4,222,455	4,472,421
Bay rum, hair tonics, alcoholic liquid brillantines, alcoholic wave-sets, etc.:		
Sold to the barber and beauty parlour trades	122,873	95,151
All other	504,053	523,160
Non-alcoholic:		
Creams of all kinds (almond cream, cold cream, etc.):		
Solid type	2,579,520	2,352,715
Liquid type	922,557	909,808
Brilliantine, solid	71,349	65,543
Face powders	1,297,168	1,272,951
Talcum powders	1,497,153	1,580,777
Sachet powders	153,730	152,612
Lipstick and refills	1,392,814	1,696,446
Rouge and refills	177,557	188,049
Compacts (powders and rouges)	82,680	140,881

TABLE 5. Factory Shipments of Toilet Preparations, From All Industries, 1952 and 1953 — Concluded

Product	1952	1953
	\$	\$
Non-alcoholic — concluded:		
Shampoos:		
Liquid (and cream)	3,368,942	3,609,572
Powders	113,712	71,889
Bath salts and bath oils	397,121	471,636
Deodorants (personal)	1,700,073	1,610,645
Depilatories	38,606	50,797
Toilet waters and lotions, non-alcoholic	191,920	302,837
Hair tonics, non-alcoholic liquid brilliantines, and non-alcoholic wave-sets, etc.:		
Sold to the barber and beauty parlour trades	1,228,472	1,318,002
All other	1,421,414	1,621,078
Manicure preparations	624,867	637,160
Home permanent wave kits, including refills and accessories	3,418,145	3,548,569
Dentifrices:		
Pastes	6,130,481	6,017,117
Powders	610,921	547,715
Liquid	15,553	3,841
All other toilet preparations	4,075,974	5,025,088
Total	37,280,597	39,478,079

TABLE 6. Total Production of Toilet Preparations, From All Industries, 1944-1953

Year	Toilet preparations industry	Medicinal and pharmaceutical preparations industry	Soaps and washing compounds industry	Other industries	Total for all industries
	\$	\$	\$	\$	\$
1944	14,634,000	3,645,000	1,805,000	11,000	20,095,000
1945	15,205,000	4,599,000	2,208,000	25,000	22,037,000
1946	16,780,000	3,733,000	3,805,000	440,000	24,758,000
1947	13,916,000	4,000,000	4,200,000	365,000	22,481,000
1948	13,677,000	3,154,000	3,805,000	336,000	20,972,000
1949	16,186,000	3,580,000	5,523,000	1,813,000	27,102,000
1950	18,418,000	4,212,000	5,810,000	707,000	29,147,000
1951	19,268,000	4,249,000	6,824,000	532,000	30,873,000
1952	23,819,000	3,821,000	8,939,000	702,000	37,281,000
1953	26,773,000	3,673,000	8,382,000	650,000	39,478,000

Note. Figures in Tables 5 and 6 represent the total Canadian production of toilet preparations, regardless of the industries in which produced.

TABLE 7. Imports and Exports of Perfumery, Cosmetics and Toilet Preparations, 1952 and 1953

	1952		1953	
	Quantity	Value	Quantity	Value
		\$		\$
(a) IMPORTS				
Alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, lotions, hair, tooth and skin washes, and other toilet preparations, in bottles or flasks containing not more than 4 ounces each	—	298,685	—	427,667
Alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, lotions, hair, tooth and skin washes, and other toilet preparations, in bottles, flasks or other packages containing more than 4 ounces each..... Imp. gal.	2,181	49,310	2,218	54,087
Perfumery, including toilet preparations, non-alcoholic, n.o.p., used for the hair, mouth or skin.....	—	556,191	—	963,348
Total imports	—	904,186	—	1,445,102
(b) EXPORTS				
Creams, lotions and other cosmetics	—	27,957	—	18,847
Dentifrices	—	12,370	—	9,516
Shaving creams, cakes, powders and sticks	—	1,457	—	1,081
Perfumery and toilet preparations, n.o.p.	—	81,484	—	45,283
Total exports	—	123,268	—	74,727

Note. "n.o.p." means "not otherwise provided for" in the statistical classification.

TABLE 8. Employees and Their Earnings in the Toilet Preparations Industry, By Provinces, 1952 and 1953

Province	Number of employees				Total	Earnings		
	Supervisory and office		Production workers			Supervisory and office	Production workers	Total
	Male	Female	Male	Female				
					\$	\$	\$	
1952								
Quebec	112	103	142	256	613	773,497	706,843	1,480,340
Ontario	150	259	291	531	1,231	1,317,613	1,404,563	2,722,176
Manitoba	3	6	2	6	17	19,774	13,712	33,486
Other provinces	3	2	3	1	9	3,565	5,210	8,775
Canada	268	370	438	794	1,870	2,114,449	2,130,328	4,244,777
1953								
Quebec	132	106	163	258	659	828,814	846,672	1,675,486
Ontario	170	249	280	574	1,273	1,398,675	1,529,701	2,928,376
British Columbia	3	3	2	—	8	8,830	2,130	10,960
Other provinces	3	5	1	6	15	20,279	13,446	33,725
Canada	308	363	446	838	1,955	2,256,598	2,391,949	4,648,547

TABLE 9. Capital and Repair Expenditures in the Toilet Preparations Industry, 1949-1953

Year	Capital expenditures		Sub-total	Repair and maintenance expenditures		Sub-total	Total capital and repair expenditures
	Construction	Machinery and equipment		Construction	Machinery and equipment		
	(Thousands of dollars)						
1949	94	223	317	58	100	158	475
1950	284	432	716	42	83	125	841
1951	39	425	464	41	75	116	580
1952	210	296	506	41	59	100	606
1953 ¹	1,021	267	1,288	35	71	106	1,394

1. Preliminary.

TABLE 10. Fuel and Electricity Used¹ in the Toilet Preparations Industry, 1948 and 1953

Kind	Unit of measure	1948		1953	
		Quantity	Cost at works	Quantity	Cost at works
			\$		\$
Bituminous coal:					
Canadian.....	ton	24	406	171	2,102
Imported	ton	1,905	22,221	1,940	24,108
Anthracite coal	ton	245	3,727	538	7,316
Coke	ton	11	162	—	—
Gasoline	Imp. gal.	3,658	1,420	13,394	5,501
Fuel oil	Imp. gal.	72,228	11,006	197,574	27,806
Wood	cord	1	13	—	—
Gas:					
Liquefied petroleum gases (propane, etc.)	Imp. gal.	2	2	5,884	2,806
Manufactured	M cu. ft.	4,197	4,293	3,582	4,571
Natural	M cu. ft.	821	788	335	462
Other fuel	—	—	—	—	—
Electricity purchased.....	k.w.h.	1,398,973	26,127	2,767,754	47,218
Total	—	—	70,163	—	121,950

1. Details shown in Tables 10 and 11 are collected only every five years; accordingly, data for intervening years are not available.

2. Not available separately.

TABLE 11. Power Equipment¹, 1948 and 1953

	Ordinarily in use		In reserve or idle	
	Number of units	Total rated horse power	Number of units	Total rated horse power
1948				
Electric motors operated by purchased power	1,204	3,716	43	438
Total	1,204	3,716	43	438
Stationary power boilers	2	50	—	—
Motor-generator sets	1	30 k.v.a.	—	—
1953				
Electric motors operated by purchased power	1,329	1,490	68	109
Total	1,329	1,490	68	109
Stationary power boilers	3	300	2	200
Motor-generator sets	3	33 k.v.a.	—	—

1. See footnote to Table 10.

Directory of Firms in the Toilet Preparations Industry, 1953

Note. These firms made toilet preparations as chief products. Concerns which made toilet preparations as secondary or minor products are not listed here as they are classified to other industries.

Name of firm	Location of plant
Quebec:	
Avon Products of Canada Limited	225 Liege St., Montreal
Beauty Manufacturing Reg'd.	4272 Rivard St., Montreal
Bernal Chemical Products Co.	2733 Ontario St. E., Montreal
Bristol-Myers Company of Canada Ltd.	3035 St. Antoine St., Montreal
Charles of the Ritz (Canada) Ltd.	973 St. Antoine St., Montreal
Chatelaine Co. Ltd.	2024 McGill College Ave., Montreal
Chemaco Limited	4328 St. Lawrence Blvd., Montreal
Clairol Inc. of Canada	Room 501, 300 St. Sacrement St., Montreal
Consolidated Toiletries (Canada)	6 O'Brien Blvd., Ville St. Laurent
Coty (Canada) Limited	7335 St. Lawrence Blvd., Montreal
Familex Products Company, The	1600 Delorimier St., Montreal
Fifth Ave. Chemical Waving Pad Co.	1349 Beaudoin St., Montreal
Gaylord-Shelton of Canada Ltd.	2035 Ste Anne St., St. Hyacinthe
Gillette Safety Razor Co. of Canada Ltd.	1085 St. Alexander St., Montreal
Guay Beauty Mfg. Co.	8671 St. Lawrence Blvd., Montreal
Karnak Products Company	320 Notre Dame E., Montreal
Laboratoire Bellefontaine	1670 St. Denis St., Montreal
Laboratoire du Dr. V.A. Oneskiw	5630-12 ième ave, Montréal
Laboratoire Du-Var Inc.	752 Rachel St. E., Montreal
Lady Hamilton Beauty Preparations Co. Ltd.	4414 Kensington Ave., Montreal
Les Produits Florence Inc.	5016 Papineau St., Montreal
Lymans Limited	286 St. Paul St. W., Montreal
National Mineral Co. of Canada Ltd.	850 Lafleur Blvd., Ville La Salle
Northam Warren Limited	1630 Bois Franc Road, Montreal
Palmers Limited	730 Wellington St., Montreal
Parfumerie de Paris (Limitée)	2190 Préfontaine, Montréal
Parfumerie L.T. Piver Ltée	1030 St. Alexander St., Montreal
Parker, L.M., Co. Ltd.	985 Sherbrooke St. W., Montreal
Rolex Cleaner Co.	6693 Des Ecores, Montreal
Vivax Limited	8005 St. Andre, Montreal
Zonite Products Corporation Ltd.	Ste. Thérèse de Blainville
Ontario:	
Allied Toiletries Ltd.	727 King St. E., Toronto
Arden, Elizabeth, of Canada, Ltd.	207 Queen's Quay, Toronto
Bonat, Samuel, & Bros. Inc.	134-6th St., New Toronto
Bubble Bath Laboratories, Ltd.	Alder St. W., Dunnville
Campana Corp. Ltd.	36 Caledonia Rd., Toronto
Canadian Beauty Aids Co. Ltd.	528 Bathurst St., Toronto
Canadian Booster Company Ltd., The	1604 Tecumseh Rd. W., Windsor
Clifton Limited	146-8 Brock Ave., Toronto
Copeland Laboratories	774 College St. W., Toronto
Dearborn Supply Company	3174 Sandwich St., Windsor
Don Juan (Canada) Limited	26 Ripley Ave., Toronto
Faberge Perfumes (Canada) Ltd.	30 Queen Elizabeth Blvd., Toronto
Factor, Max, & Co.	24 Spadina Ave., Toronto
Fielding, W., Cosmetics	2289A Yonge St., Toronto
Fuller Brush Company Limited	70 Sanford Ave. N., Hamilton
Genasco Co.	1218 Moy Ave., Windsor
Gordon Gordon Ltd.	489 King St. W., Toronto
Grove Pharmacal Limited	579 Richmond St. West, Toronto
H.Q.Z. Beauty Laboratories	150 Duchess St., Toronto
Harper Method (Canada) Limited	1587 Ellen Ave., Niagara Falls
Heilfrich Laboratories of Canada, Ltd.	690 King St. W., Toronto
Herpicide Co.	255 Walker Rd., Windsor
Hudnut, Richard, Ltd.	727 King St. W., Toronto
Huston, John A., Co. Ltd.	36 Caledonia Rd., Toronto
International Products Co.	267 Brock St., Toronto
Jergens, Andrew, Company, Limited	1 Herriott St., Perth
Jones Industries Limited	Head St., Dundas
Jones, L.A., & Co.	Shepherd Rd., Oakville
Kolmar-Wilckens Limited	Barrie
Lady Esther Limited	1530 O'Connor Drive, East York
Lady Hamilton Products	182 Rebecca St., Hamilton
Lehn & Fink (Canada) Ltd.	37 Hanna Ave., Toronto
Lentheric of Canada Ltd.	36 Caledonia Rd., Toronto
Magic Glow Beauty Products Co.	St. Thomas
Maison Blanche Toilet Co.	20 Lewis St., Fort Erie North
Martin, E. & A., Research Ltd.	20 Ripley Ave., Toronto



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CHEMICALS AND ALLIED PRODUCTS

Directory of Firms in the Toilet Preparations Industry, 1953 - Concluded

Name of firm	Location of plant
Ontario -- concluded:	
Martz Laboratories Ltd.	673 Caron Ave., Windsor
Mennen Co. Ltd.	2299 Dundas St. W., Toronto
Mondo Trading Co.	579 Richmond St. W., Toronto
Mountain Rose (Canada) Limited	350 Talbot St., London
Nestle-Le-Mur Co. (Canada) Ltd., The	680 King St. W., Toronto
Olive'on Limited	1245 Queen St. West, Toronto
Pond's Extract Company of Canada Limited.....	791 St. Clair Ave. W., Toronto
Radox (Division John A. Huston Co. Ltd.)	36 Caledonia Rd., Toronto
Rayette Limited	2299 Dundas St. West, Toronto
Rilling Wahl Co.	720 Bathurst St., Toronto
Ripley Mfg. Co.	22 Ripley Ave., Toronto
Roux Laboratories Canada Ltd.	63 Shepherd Rd., Oakville
Rubinstein, Helena, Ltd.	1025 The Queensway, Toronto
Scarff, F.W., Company	Picton
Thayer Perfumer Limited	Box 99, Station "H", Toronto
Thomas Supply & Equipment Co. Ltd.	310 Slater St., Ottawa
303 Chemical Co. Ltd.	183 Bathurst St., Toronto
Truso Beauty Products Ltd.	107 Jarvis St., Toronto
Vita-Cult Co.	408 Summerhill Ave., Toronto
Wildroot Limited	94 Jarvis St., Fort Erie North
Wilson Trading Co. Ltd.	456 King St. E., Hamilton
Yardley of London (Canada) Limited	7 Curity Ave., Toronto
Manitoba:	
Kahane of Canada Ltd.	143 Smith St., Winnipeg
Sanders Supply Co.	304 Main St., Winnipeg
Saskatchewan:	
Gould, S.E., & Company	236 - 3rd Ave. S., Saskatoon
British Columbia:	
Cosmetic Service Co. Ltd.	1043 West Broadway, Vancouver
Lina Cavellero Ltd.	611 Howe St., Vancouver
Lor-Beer Laboratories Ltd.	679 Granville, Vancouver
Premier Toilet Goods Company	64 West Hastings St., Vancouver
Products & Plastics Ltd.	118 E. Esplanade, North Vancouver