

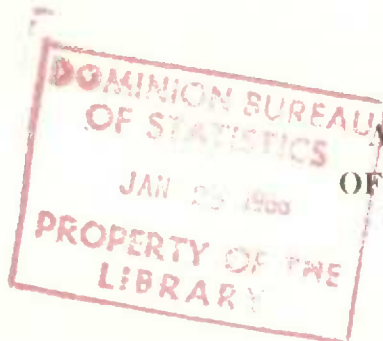
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MANUFACTURERS OF TOILET PREPARATIONS 1963



ANNUAL CENSUS
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MANUFACTURERS OF TOILET PREPARATIONS

1963

Data presented in this report under the heading of Manufacturers of Toilet Preparations reflect implementation of the revised Standard Industrial Classification (S.I.C.) and the New Establishment Concept which are being used by the Dominion Bureau of Statistics in its industry statistics compilations—see items “Standard Industrial Classification” and “Establishment” in the Explanatory Notes section of this report.

For statistical purposes the industry titled Manufacturers of Toilet Preparations in the revised Standard Industrial Classification covers the operations of establishments primarily engaged in manufacturing perfumes, cosmetics, lotions, hair dressings, toothpaste and other toilet preparations.

SYMBOLS

The following standard symbols are used in Dominion Bureau of Statistics publications:

- .. figures not available.
- ... figures not appropriate or not applicable.
- nil or zero.
- amount too small to be expressed.
- preliminary figures.
- ' revised figures.
- x confidential to meet secrecy requirements of the Statistics Act.

TABLE 1 A. Principal Statistics classified by Province, 1962 and 1963

Year and province	Establishments	Manufacturing activity							Total activity				
		Production and related workers			Cost of fuel and electricity	Cost of materials and supplies	Value of shipments of goods of own manufacture	Value added	Working owners and partners		Total employees		Total value added
		Number	Man-hours paid	Wages					Number	Withdrawals	Number	Salaries and wages	
No.		'000			\$'000			\$'000		\$'000			
1961													
Totals	73	1,703	3,419	4,632	237	22,949	68,814	45,555	11	35	3,350	13,929	47,893
1962													
Newfoundland	—	—	—	—	—	—	—	—	—	—	—	—	—
Prince Edward Island	—	—	—	—	—	—	—	—	—	—	—	—	—
Nova Scotia	—	—	—	—	—	—	—	—	—	—	—	—	—
New Brunswick	—	—	—	—	—	—	—	—	—	—	—	—	—
Quebec	24	575	984	1,677	73	8,219	26,229	18,272	3	11	1,314	5,748	20,527
Ontario	47	1,218	2,438	3,153	193	17,212	48,596	31,631	8	26	2,268	9,228	32,369
Manitoba	—												
Saskatchewan	—												
Alberta	—	3											
British Columbia	—												
Yukon and Northwest Territories	—	—	—	—	—	—	—	—	—	—	—	—	—
Totals	74	1,793	3,422	4,830	266	25,431	74,825	49,903	11	37	3,582	14,976	52,896
1963													
Newfoundland	—	—	—	—	—	—	—	—	—	—	—	—	—
Prince Edward Island	—	—	—	—	—	—	—	—	—	—	—	—	—
Nova Scotia	—	—	—	—	—	—	—	—	—	—	—	—	—
New Brunswick	—	—	—	—	—	—	—	—	—	—	—	—	—
Quebec	19	662	1,235	2,116	75	9,060	30,551	21,460	3	12	1,451	6,740	23,870
Ontario	41	1,251	2,582	3,535	180	18,965	51,663	33,140	5	18	2,353	9,769	34,802
Manitoba	1	1	2	2	—	22	58	36	—	—	10	25	36
Saskatchewan	—												
Alberta	—												
British Columbia	3												
Yukon and Northwest Territories	—												
Totals	64	1,814	3,819	5,653	255	28,047	82,272	54,836	8	30	3,814	16,534	58,709

TABLE 1 B. Principal Statistics classified by Size Groups based on Shipments of Goods of Own Manufacture, 1962 and 1963

Size group	Estab-lish-ments	Manufacturing activity						Total activity					
		Production and related workers			Cost of fuel and elec-tricity	Cost of materials and supplies	Value of shipments of goods of own manu-facture	Value added	Working owners and partners		Total employees		Total value added
		Number	Man-hours paid	Wages					Number	With-drawals	Number	Salaries and wages	
No.	'000	\$'000					\$'000	\$'000					
1962													
Under \$10,000.....	9	2	3	3	—	10	36	24	2	3	7	9	24
\$ 10,000 to \$ 24,999.....	6	2	2	3	2	32	89	51	4	11	8	13	54
25,000 " 49,999.....	7	17	35	40	2	104	268	161	1	6	32	89	179
50,000 " 99,999.....	6	23	32	40	4	135	389	250	2	8	32	90	320
100,000 " 199,999.....	5	20	36	56	4	264	614	360	2	8	43	155	360
200,000 " 499,999.....	13	238	458	611	38	1,763	4,533	2,773	—	—	404	1,390	2,834
500,000 " 999,999.....	9	185	371	457	37	3,676	7,143	3,556	—	—	291	1,123	3,793
1,000,000 " 4,999,999.....	16	840	1,697	2,138	120	13,000	35,937	23,374	—	—	1,693	6,753	24,579
5,000,000 and over.....	3	466	787	1,480	59	6,446	25,816	19,354	—	—	1,072	5,354	20,752
Head offices, sales offices and auxiliary units.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Totals	74	1,793	3,422	4,830	266	25,431	74,825	49,903	11	37	3,582	14,976	52,896
1963													
Under \$10,000.....	4	—	—	—	—	2	9	7	1	1	3	3	7
\$ 10,000 to \$ 24,999.....	7	3	7	8	1	50	119	69	3	12	17	48	103
25,000 " 49,999.....	4	12	24	33	2	69	170	99	—	—	18	57	99
50,000 " 99,999.....	5	14	29	36	2	145	324	177	1	6	23	83	206
100,000 " 199,999.....	5	21	45	69	4	343	657	311	3	11	36	153	326
200,000 " 499,999.....	7	73	136	183	17	965	2,298	1,343	—	—	135	511	1,384
500,000 " 999,999.....	10	222	407	580	28	2,805	7,156	4,152	—	—	363	1,301	4,156
1,000,000 " 4,999,999.....	22	1,569	3,172	4,744	200	23,666	71,538	48,479	—	—	3,219	14,378	52,427
5,000,000 and over.....													
Head offices, sales offices and auxiliary units.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Totals	64	1,914	3,819	5,653	255	28,047	82,272	54,636	8	30	3,814	16,534	58,709

TABLE 1 C. Principal Statistics classified by Size Groups based on Manufacturing Value Added, 1962 and 1963

Size group	Estab-lish-ments	Manufacturing activity						Total activity					
		Production and related workers			Cost of fuel and elec-tricity	Cost of materials and supplies	Value of shipments of goods of own manu-facture	Value added	Working owners and partners		Total employees		Total value added
		Number	Man-hours paid	Wages					Number	With-drawals	Number	Salaries and wages	
No.	'000	\$'000					\$'000	\$'000					
1962													
Under \$10,000.....	14	3	4	4	2	33	103	63	6	14	13	15	66
\$ 10,000 to \$ 24,999.....	6	14	31	35	1	83	196	108	1	6	23	66	126
25,000 " 49,999.....	8	26	37	47	4	230	537	304	2	8	43	126	341
50,000 " 99,999.....	6	28	50	78	7	411	837	439	2	8	51	177	472
100,000 " 199,999.....	7	111	215	267	19	1,401	2,625	1,219	—	—	188	661	1,289
200,000 " 499,999.....	12	273	538	697	42	3,349	6,896	3,657	—	—	441	1,589	3,698
500,000 " 999,999.....	8	318	581	702	39	3,900	9,722	5,918	—	—	588	2,197	6,137
1,000,000 " 4,999,999.....	13	1,020	1,967	3,000	151	16,022	53,910	38,196	—	—	2,235	10,145	40,568
5,000,000 and over.....													
Head offices, sales offices and auxiliary units.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Totals	74	1,793	3,422	4,830	266	25,431	74,825	49,903	11	37	3,582	14,976	52,896
1963													
Under \$10,000.....	8	1	2	2	1	30	67	37	4	13	6	10	41
\$ 10,000 to \$ 24,999.....	6	11	23	27	2	115	219	102	—	—	28	87	132
25,000 " 49,999.....	7	21	44	57	4	267	507	236	4	17	32	125	266
50,000 " 99,999.....	4	22	41	62	5	365	635	248	—	—	33	110	264
100,000 " 199,999.....	5	63	110	154	7	833	1,612	792	—	—	103	374	822
200,000 " 499,999.....	11	218	413	575	35	3,012	6,916	3,846	—	—	360	1,296	3,866
500,000 " 999,999.....	10	354	729	908	52	5,521	12,964	7,316	—	—	669	2,542	8,668
1,000,000 " 4,999,999.....	13	1,224	2,458	3,867	150	17,904	59,351	42,059	—	—	2,583	11,990	44,710
5,000,000 and over.....													
Head offices, sales offices and auxiliary units.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Totals	64	1,914	3,819	5,653	255	28,047	82,272	54,636	8	30	3,814	16,534	58,709

TABLE 1 D. Principal Statistics classified by Size Groups based on Total Value Added, 1962 and 1963

Size group	Estab-lish-ments	Manufacturing activity							Total activity				
		Production and related workers			Cost of fuel and elec-tricity	Cost of materials and supplies	Value of shipments of goods of own manu-facture	Value added	Working owners and partners		Total employees		Total value added
		Number	Man-hours paid	Wages					Number	With-drawals	Number	Salaries and wages	
No.		'000			\$'000			\$'000		\$'000			
1962													
Under \$10,000.....	13	3	4	4	2	28	91	56	4	10	13	15	56
\$ 10,000 to \$ 24,999.....	6	12	26	29	2	80	182	97	3	10	16	43	105
25,000 " 49,999.....	8	24	33	42	4	216	501	281	2	8	44	117	305
50,000 " 99,999.....	7	32	59	89	8	433	899	479	2	8	57	209	539
100,000 " 199,999.....	5	55	115	137	10	658	1,509	858	—	—	114	442	878
200,000 " 499,999.....	14	329	638	827	51	4,093	8,011	4,018	—	—	515	1,807	4,308
500,000 " 999,999.....	6	178	355	418	28	2,817	6,870	4,134	—	—	287	984	4,108
1,000,000 " 4,999,999.....	15	1,160	2,192	3,283	162	17,106	56,762	39,980	—	—	2,536	11,358	42,596
5,000,000 and over.....													
Head offices, sales offices and auxiliary units.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Totals.....	74	1,793	3,422	4,830	266	25,431	74,825	49,903	11	37	3,582	14,976	52,896
1963													
Under \$10,000.....	7	1	2	2	—	25	55	31	3	9	6	10	31
\$ 10,000 to \$ 24,999.....	6	9	18	21	2	110	207	94	1	4	20	62	98
25,000 " 49,999.....	7	17	35	47	4	231	449	215	4	17	32	111	245
50,000 " 99,999.....	5	28	54	78	5	411	717	283	—	—	41	148	328
100,000 " 199,999.....	4	44	73	111	5	692	1,283	601	—	—	76	275	609
200,000 " 499,999.....	12	237	450	618	37	3,153	7,245	4,037	—	—	387	1,397	4,079
500,000 " 999,999.....	7	193	386	497	33	3,402	8,477	4,849	—	—	385	1,493	4,919
1,000,000 " 4,999,999.....	16	1,385	2,801	4,278	169	20,023	63,839	44,526	—	—	2,867	13,038	48,400
5,000,000 and over.....													
Head offices, sales offices and auxiliary units.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Totals.....	64	1,914	3,819	5,653	255	28,047	82,272	54,636	8	30	3,814	16,534	58,709

TABLE 1 E. Principal Statistics classified by Size Groups based on Total Employed, 1962 and 1963

Size group	Estab-lish-ments	Manufacturing activity							Total activity				
		Production and related workers			Cost of fuel and elec-tricity	Cost of materials and supplies	Value of shipments of goods of own manu-facture	Value added	Working owners and partners		Total employees		Total value added
		Number	Man-hours paid	Wages					Number	With-drawals	Number	Salaries and wages	
No.		'000			\$'000			\$'000		\$'000			
1962													
Under 5 employed.....	18	7	14	15	3	117	283	161	7	20	20	36	167
5- 14 ".....	16	80	107	144	12	729	1,503	780	4	16	106	354	885
15- 49 ".....	20	353	874	824	59	5,669	11,814	6,326	—	—	603	2,135	6,600
50- 99 ".....	9	316	682	920	49	4,671	14,779	10,232	—	—	581	2,331	10,234
100-199 ".....	11	1,057	1,945	2,927	143	14,245	46,448	32,405	—	—	2,272	10,119	35,010
200-499 ".....													
500 employed and over.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Head offices, sales offices and auxiliary units.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Totals.....	74	1,793	3,422	4,830	266	25,431	74,825	49,903	11	37	3,582	14,976	52,896
1963													
Under 5 employed.....	14	6	14	18	2	187	398	207	4	13	22	75	211
5- 14 ".....	13	58	117	169	12	796	1,446	635	4	17	94	341	719
15- 49 ".....	15	245	453	580	42	4,029	9,520	5,463	—	—	432	1,546	5,502
50- 99 ".....	10	371	771	1,062	52	6,234	15,462	9,022	—	—	714	2,848	10,242
100-199 ".....	9	695	1,460	2,080	84	9,687	29,201	19,830	—	—	1,350	5,976	20,281
200-499 ".....	3	539	1,003	1,745	63	7,114	26,247	19,479	—	—	1,202	5,749	21,754
500 employed and over.....													
Head offices, sales offices and auxiliary units.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Totals.....	64	1,914	3,819	5,653	255	28,047	82,272	54,636	8	30	3,814	16,534	58,709

TABLE 1 F. Principal Statistics classified by Type of Organization, 1962 and 1963

Type of organization	Estab-lish-ments	Manufacturing activity							Total activity				
		Production and related workers			Cost of fuel and elec-tricity	Cost of materials and supplies	Value of shipments of goods of own manu-facture	Value added	Working owners and partners		Total employees		Total value added
		Number	Man-hours paid	Wages					Number	With-drawals	Number	Salaries and wages	
No.		'000			\$'000			\$'000		\$'000			
1962													
Individual ownerships	4	1	2	4	1	24	61	37	4	13	1	4	37
Partnerships	4	8	11	13	2	69	182	110	7	24	13	27	123
Incorporated companies	66	1,784	3,408	4,813	263	25,338	74,582	49,757	—	—	3,568	14,945	52,736
Cooperatives	—	—	—	—	—	—	—	—	—	—	—	—	—
Head offices, sales offices and auxiliary units	—	—	—	—	—	—	—	—	—	—	—	—	—
Totals	74	1,793	3,422	4,830	266	25,431	74,825	49,903	11	37	3,582	14,976	52,896
1963													
Individual ownerships	6	7	15	18	1	103	199	94	8	30	8	22	98
Partnerships													
Incorporated companies	58	1,907	3,804	5,634	253	27,943	82,073	54,542	—	—	3,806	16,512	58,611
Cooperatives	—	—	—	—	—	—	—	—	—	—	—	—	—
Head offices, sales offices and auxiliary units	—	—	—	—	—	—	—	—	—	—	—	—	—
Totals	64	1,914	3,819	5,653	255	28,047	82,272	54,636	8	30	3,814	16,534	58,709

TABLE 2. Industry Output, Input and Value Added, 1962 and 1963

	Manufacturing activity		Non-manufacturing activities		Total activity	
	1962	1963	1962	1963	1962	1963
\$'000						
Output						
1. Shipments and other revenue	74,825	82,272	7,536	8,505	82,361	90,777
Inventories—Goods of own manufacture:						
Add closing—Goods in process	462	452	...	...	462	452
Finished goods	4,902	5,583	...	...	4,902	5,583
Less opening—Goods in process	297	457	...	...	297	457
Finished goods	4,293	4,913	...	...	4,293	4,913
2. Net inventory change	774	665	...	...	774	665
3. Gross output (1 + 2)	75,599	82,937	7,536	8,505	83,135	91,442
Input						
4. Purchases of goods not of own manufacture .....	...	...	4,242	4,109	4,242	4,109
Inventories—Goods not of own manufacture:						
Add opening .....	...	...	619	633	619	633
Less closing .....	...	...	658	678	658	678
5. Cost of goods sold (not of own manufacture) .....	...	...	4,203	4,063	4,203	4,063
6. Materials, supplies, components and semi-processed goods	25,431	28,047	339	369	25,770	28,416
7. Fuel and electricity	266	255	...	...	266	255
8. Gross input (5 + 6 + 7)	25,697	28,302	4,542	4,432	30,239	32,733
Census value added (3-8)	49,903	54,836	2,994	4,073	52,896	58,709

TABLE 3. Employment and Payroll, 1962 and 1963

Year and province	Employees										Salaries and wages					
	Production and related workers				Adminis-trative and office		Sales and distribution		Total employees		Production and related workers		Adminis-trative and office	Sales and distri-bution	Total salaries and wages	
	Manufacturing		Other		Male	Female	Male	Female	Male	Female	Manufac-turing	Other				
	Male	Female	Male	Female												
	number										\$'000					
1962																
Newfoundland	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
Prince Edward Island	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
Nova Scotia	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
New Brunswick	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
Quebec	249	326	—	—	181	149	158	292	588	767	1,662	—	1,894	2,392	5,948	
Ontario	}	389	829	35	8	216	401	256	95	896	1,331	3,168	130	3,433	2,297	9,028
Manitoba																
Saskatchewan																
Alberta																
British Columbia	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Yukon and Northwest Territories	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Totals	638	1,155	35	6	397	550	414	387	1,484	2,098	4,830	130	5,327	4,689	14,976	
1963																
Newfoundland	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Prince Edward Island	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Nova Scotia	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
New Brunswick	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Quebec	250	412	—	1	169	168	156	295	575	876	2,118	2	2,051	2,570	6,740	
Ontario	405	846	20	4	241	388	329	120	995	1,358	3,535	81	3,481	2,673	9,769	
Manitoba	}	—	1	—	—	5	4	—	—	5	5	2	—	23	—	25
Saskatchewan																
Alberta																
British Columbia																
Yukon and Northwest Territories	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Totals	655	1,259	20	5	415	580	485	415	1,575	2,239	5,653	83	5,556	5,243	16,534	

TABLE 3 A. Production and Related Workers,—Manufacturing Activity, by Months, 1962 and 1963

Month	Establishments reporting monthly detail			
	1962		1963	
	Male	Female	Male	Female
	number			
January	563	1,010	583	1,061
February	568	1,036	586	1,096
March	585	1,108	589	1,108
April	594	1,123	588	1,141
May	598	1,107	599	1,147
June	608	1,138	624	1,173
July	607	1,125	617	1,216
August	600	1,144	633	1,226
September	604	1,187	618	1,307
October	632	1,218	667	1,284
November	624	1,157	671	1,379
December	575	1,012	650	1,239
Average for establishments reporting monthly detail (collected only for large establishments)	595	1,112	621	1,211
Average for small establishments (only annual averages collected)	43	43	34	48
Average for all establishments	638	1,155	655	1,259

TABLE 4. Industry Inventories, 1963

Province	Manufacturing				Non-manufacturing	Total inventories
	Raw materials and supplies	Goods in process	Finished goods of own manufacture	Total manufacturing	Products or materials purchased for resale	
book value \$'000						
Opening:						
Newfoundland	—	—	—	—	—	—
Prince Edward Island	—	—	—	—	—	—
Nova Scotia	—	—	—	—	—	—
New Brunswick	—	—	—	—	—	—
Quebec	2,142	231	1,956	4,330	387	4,717
Ontario	4,719	225	2,957	7,901	245	8,146
Manitoba	—	—	—	—	—	—
Saskatchewan	—	—	—	—	—	—
Alberta	—	—	—	—	—	—
British Columbia	—	—	—	—	—	—
Yukon and Northwest Territories	—	—	—	—	—	—
Totals	6,862	457	4,913	12,232	633	12,864
Closing:						
Newfoundland	—	—	—	—	—	—
Prince Edward Island	—	—	—	—	—	—
Nova Scotia	—	—	—	—	—	—
New Brunswick	—	—	—	—	—	—
Quebec	2,418	224	2,007	4,649	523	5,172
Ontario	5,157	227	3,576	8,960	155	9,115
Manitoba	—	—	—	—	—	—
Saskatchewan	—	—	—	—	—	—
Alberta	—	—	—	—	—	—
British Columbia	4	—	—	4	—	4
Yukon and Northwest Territories	—	—	—	—	—	—
Totals	7,579	452	5,583	13,614	678	14,292

TABLE 5. Purchased Fuel and Electricity Used in Manufacturing Activity, 1962 and 1963

Description	1962		1963	
	Quantity	Cost \$'000	Quantity	Cost \$'000
1. Large establishments which reported commodity detail:				
Bituminous coal:				
(a) From Canadian mines	ton	1,380	—	—
(b) Imported	"	—	1,341	20
Sub-bituminous coal (from Alberta mines only)	"	—	—	—
Anthracite coal	"	—	66	1
Lignite coal	"	—	—	—
Coke	"	—	—	—
Gasoline (including gasoline used in cars and trucks) ..	Imp. gal.	29,911	28,574	12
Fuel oil including kerosene or coal oil	"	787,808	724,458	82
Wood	cord	—	—	—
Gas:				
(a) Liquefied petroleum gases	Imp. gal.	6,074	1,843	1
(b) Other manufactured gas	M cu. ft.	—	—	—
(c) Natural gas	"	32,939	20,641	20
Other fuel		—	—	—
Electricity purchased	kwh.	6,935,785	7,805,569	107
Steam purchased		—	172,000	3
2. Estimate for small establishments:				
Fuel and electricity .....		...	...	10
3. All establishments:				
Total fuel and electricity used		266	...	255

TABLE 6. Materials and Supplies - Manufacturing Activity, 1962 and 1963

Description	1962		1963	
	Quantity	Cost \$'000	Quantity	Cost \$'000
1. Materials used:				
Ammonium thioglycolate	pound 74,280	68	73,098	67
Castor oil	" 56,278	15	51,337	15
Chalk, precipitated	" 191,588	13	248,725	17
Chalk, ground	" 35,481	2	43,845	3
Cocoonut oil	" 405,912	51	413,386	64
Essential oils and perfumes	" ..	1,912	"	2,105
Ethyl alcohol	Imp. gal. 269,906	290	376,610	479
Kaolin or china-clay	pound 59,264	5	59,052	7
Glycerine	" 340,496	97	398,922	114
Lanolin	" 100,490	38	106,822	39
Mineral oil white	" 1,701,318	181	1,534,935	186
Petroleum jelly	" 784,115	91	919,571	108
Propylene glycol	" 259,875	54	361,817	86
Sodium bromate	" 95,338	51	60,706	30
Stearic acid	" 208,149	39	183,832	42
Talc, ground	" 1,612,598	71	1,771,529	93
Titanium dioxide	" 57,010	18	41,835	16
Wax:				
Beeswax	" 109,762	95	107,541	95
Other wax	" 145,456	105	136,318	111
Zinc oxide	" 24,829	4	25,895	5
Zinc stearate	" 31,330	11	28,097	12
Powders, rouges, and other preparations for packaging only	" ..	167	"	90
All other materials and components used ¹	" ..	5,993	"	7,329
2. Containers and other packaging materials and supplies used				
		14,996		15,813
3. Operating, maintenance and repair supplies used (excluding fuel)				
		540		535
4. Amount paid out of others for work done on materials owned by establishments				
		524		587
Totals		25,431		28,047

¹ No detailed information on materials used was collected from small establishments, the estimated costs for which are included here. These estimated costs were \$706,000 in 1962 and \$1,058,809 in 1963.

TABLE 7. Shipments of Goods of Own Manufacture, 1962 and 1963

Description	1962		1963	
	Quantity lbs.	Value \$'000	Quantity lbs.	Value \$'000
1. Products:				
Toilet preparations:				
Bath salts and bath oils	2,362	..	2,568
Creams of all kinds, except medicinal type, (almond cream, cold cream, etc.)	5,000	..	5,158
Dentifrices:				
Pastes	628,932	924	886,059	1,074
Liquid and powders	1,000	2	..	1
Deodorants (personal)	4,566	..	4,820
Depilatories (personal)	125	..	142
Gift sets	3,774	..	4,563
Hair sprays (aerosol fixatives)	3,089	..	3,614
Home permanent wave kits, including refills and accessories	61	..	309
Other hair preparations (tonics, rinses, dyes, brilliantines, wave-sets (except home permanent wave kits etc.)	13,750	..	16,026
Lotion (excluding hair and after-shave lotions)	2,748	..	2,951
Lip preparations (lipstick, lip rouge, lip colour, lip pomade, etc.)	4,279	..	4,571
Manicuring preparations (including nail lacquers, polishes and cuticle preparations)	1,962	..	1,924
Perfumes	3,433	..	3,786
Body powders (excluding after-shave talc)	2,397	..	2,574
Face powders	1,942	..	1,875
Sachet powders	290	..	209
Rouges, including theatrical but excluding lip	300	..	337
Shampoos	4,632	..	4,950

¹ Confidential, included under "All other toilet preparations".

TABLE 7. Shipments of Goods of Own Manufacture, 1962 and 1963 - Concluded

Description	1962		1963	
	Quantity	Value	Quantity	Value
	lbs.	\$'000	lbs.	\$'000
1. Products - Concluded:				
Shaving preparations:				
After-shave lotions .....	..	1,460	..	1,943
Shaving preparations, n.e.s. (such as after-shave septics, after-shave talc, beard softeners, etc.) ..	..	484	..	534
Sunscreen preparations .....	..	633	..	744
Toilet waters and colognes .....	..	5,067	..	5,375
All other toilet preparations .....	..	3,822	..	4,166
Total toilet preparations .....	...	67,102	...	74,213
Shaving soaps	363,103	565	380,984	546
Toilet soaps	3,082,451	1,528	3,212,319	1,582
All other products .....	...	7,073	...	7,705
2. Amount received in payment for work done on materials and products owned by others .....	...	666	...	330
Less adjustment for value of sales taxes, excise duties and outward transportation charges which could not be deducted from individual commodity items described above .....	...	(2,109)	...	(2,104)
Net adjustment for establishments receiving progress payments .....	...	-	...	-
Total adjusted value of shipments and work done .....	...	74,825	...	82,272

TABLE 8. Shipments of Selected Goods of Own Manufacture - All Industries, 1962 and 1963
(Includes shipments from other industries which manufacture, as a secondary activity, the commodities listed)

Description	1962		1963	
	Quantity	Value	Quantity	Value
	lbs.	\$'000	lbs.	\$'000
Bath salts and bath oils	3,239	..	3,473
Creams of all kinds, except medicinal type (almond cream, cold cream, etc.)	5,647	..	5,985
Dentifrices:				
Pastes	8,298,863	13,146	8,674,861	14,405
Liquid and powders	231,313	374	236,140	378
Deodorants (personal)	5,144	..	5,440
Depilatories (personal)	306	..	372
Gift sets	3,858	..	4,725
Hair sprays (aerosol fixatives)	4,580	..	5,865
Home permanent wave kits, including refills and accessories	2,792	..	3,132
Other hair preparations (tonics, rinses, dyes, wave sets)	15,851	..	18,291
Lotions (excluding hair and after-shave lotions)	4,045	..	4,114
Lip preparations (lipstick lip rouge, lip colour, lip pomade, etc.)	4,634	..	5,001
Manicuring preparations (including nail lacquers, polishes and cuticle preparations)	1,966	..	1,932
Perfumes	3,458	..	3,828
Body powders (excluding after-shave talc)	3,919	..	4,015
Face powders	2,702	..	2,776
Sachet powders	302	..	222
Rouges, including theatrical but excluding lip	426	..	478
Shampoos	8,043	..	8,181
Shaving preparations (except shaving soap):				
After-shave lotions	1,946	..	2,551
Shaving preparations, n.e.s. (such as after-shave septics, after-shave talc, beard softeners, etc.)	539	..	608
Sunscreen preparations	984	..	1,076
Toilet waters and colognes	5,370	..	5,702
All other toilet preparations	4,222	..	4,912
Totals	97,493	..	107,462

List of Establishments classified to This Industry, 1963

(Does not include establishments classified to other industries, which as a secondary activity, manufacture products typical of this industry)

Name	Location
Quebec:	
Avon Products of Canada Limited	5500 New Metropolitan Blvd., Pointe-Claire
Beauty Manufacturing Corpn.	6448 Des Erables st., Montreal
Bernal Laboratories Ltd.	355 St. Peter St., Montreal
Charles of the Ritz (Canada) Ltd.	2160 Mountain St., Montreal
Chatelaine Co. Ltd., The	2024 McGill College Ave., Montreal
Clairol Inc. of Canada	Knowlton
Coty (Canada) Limited	7335 St. Lawrence Blvd., Montreal
Curtis, Helene, Ltd.	850 Lafleur Blvd., La Salle
Fifth Ave. Chemical Waving Pad Co.	1349 Beaubien St. E., Montreal
Laboratoire Bellefontaine	1670 St-Denis St., Montreal
Laboratoire du Dr. V.A. Oneskiw	1571 Beaubien St. E., Montreal
Laboratoire Du-Var Inc.	9100 Lajeunesse St., Montreal
Lady Hamilton Beauty Preparations Co. Ltd.	4414 Kensington Ave., Montreal
Nivea Pharmaceuticals Ltd.	2100-52nd Ave., Lachine
Parfumerie de Paris (Limited)	2190 Prefontaine St., Montreal
Parfumerie, L.T., Piver Ltée	1030 St-Alexandre St., Montreal
Parfumerie Versailles Ltée	55 Marie-Victoria Blvd., Candiac
Produits Familex Limitée	1600 Délorimier St., Montreal
Vivax Limited	8272 St-Denis St., Montreal
Ontario:	
Alberto-Culver of Canada Ltd.	845 Farewell St., Oshawa
Arden, Elizabeth, of Canada, Ltd.	207 Queens Quays W., Toronto
Beecham Products Ltd.	1860 Wilson Ave., Toronto
Bonaf of Canada Ltd.	10 Plastics Ave., Toronto
Bristol-Myers Co. Of Canada Ltd.	120 Queen St. N., Etobicoke
Canadian Booster Company Ltd., The	1604 Tecumseh Rd. W., Windsor
Carter Products N.S. Inc.	117 Tycos Dr., Toronto
Chesebrough Ponds (Canada) Ltd.	Bullock Dr., Markham
Clifton Company Limited, The	146 Brock Ave., Toronto
Colgate-Palmolive Ltd.	333 Jarvis St., Fort Erie
Cosmair (Canada) Ltd.	508 Wellington St. N., Hamilton
Dearborn Supply Company	3174 Sandwich St. W., Windsor
Eryan Perfumes (Canada) Ltd.	301 Centre St. E., Richmond Hill
Faberge Perfumes (Canada) Ltd.	30 Queen Elizabeth Blvd., Toronto
Factor, Max, and Co.	1450 Birchmount Rd., Toronto
Harper Method (Canada) Limited	1587 Ellen Ave., Niagara Falls
Hellrich Laboratories of Canada Ltd.	44 Milne Ave., Scarborough
Huston, John A., Co. Ltd.	36 Caledonia Rd., Toronto
International Products Co.	267 Brock Ave., Toronto
Jorgens, Andrew, Company Limited, The	1 Herriott St., Perth
Jones, L.A., and Co. Ltd.	33 Shepherd Rd., Oakville
Kolmar of Canada Limited	149 Victoria St., Barrie
Lander Co. (Canada) Ltd., The	50 Underwriters Rd., Scarborough
Lehn and Fink (Canada) Ltd.	37 Hannah Ave., Toronto
Luft Tangee (Canada) Ltd.	149 Victoria St., Barrie
Mennen Co. Ltd.	2299 Dundas St. W., Toronto
Mountain Rose (Canada) Limited	350 Talbot St., London
Nestle-Le-Mur Co. (Canada) Ltd.	980 Lawrence Ave. W., Toronto
Oliveon Company Limited, The	376 Dupperin St., Toronto
Prodon Industries Ltd.	30 Tangiers Rd., Downsview
Rayette (Canada) Limited	74 Industry St., Toronto
Realistic Co. of Canada, The	20 Shepherd Rd., Oakville
Roux Laboratories Canada Ltd.	63 Shepherd Rd., Oakville
Rubinstein, Helena, Limited	94 Queen Elizabeth Blvd., Toronto
Shulton of Canada Ltd.	1390 Don Mills Rd., Don Mills
Silhouette Products Ltd.	282 Davenport Rd., Toronto
Thomas Supply and Equipment Co. Ltd.	1451 Coldrey Ave., Ottawa
Truso Beauty Products Ltd.	346 Bering Ave., Toronto
Vita-Cult Co.	1404 Gerrard St. E., Toronto
Wella Corpn. of Canada Ltd., The	250 Adelaide St. W., Toronto
Yardley of London (Canada) Limited	7 Curity Ave., Toronto
Manitoba:	
Kahane of Canada Ltd.	111 Lombard Ave., Winnipeg
British Columbia:	
Glamour Laboratories Ltd.	650 Gorge St., Victoria
Lor-Beer Laboratories Ltd.	679 Granville St., Vancouver
Premier Laboratories Ltd.	698 Der Went Way, Annacis Island

CONCEPTS AND DEFINITIONS

Census of Manufactures

General

The Census of Manufactures is an annual mail survey covering Canada's Manufacturing Industries. It is based on the Standard Classification of Industries and full details concerning the system may be found in the Standard Industrial Classification manual, Catalogue No. 12-501 which is available from the Queen's Printer or the Dominion Bureau of Statistics. In summary, the Classification as it relates to the manufacturing industries provides for a breakdown into 140 industries arranged in 20 major industry groups. Of the 140 (3 digit) industries, 18 are further broken down into 58 (4 digit) sub classes. At the Canada level, principal statistics are collected and compiled for 178 separate industries. They cannot all be published separately by province, however, because of the confidential nature of the data in certain provinces.

The reporting unit for the Census is designated as the **establishment** (see definition of "Establishment" in following section) and a return is requested from every establishment classified to a manufacturing industry. Although respondents are required to submit reports covering the calendar year, financial year reports other than the calendar year are accepted in instances where respondents find it impossible to supply calendar year data from accounting records. When an establishment is operated for only part of a year a report is required covering the period of operation.

There are four different questionnaires used in the Census of Manufactures; (a) short form (b) long form (c) head office questionnaire and (d) commodity questionnaire. The short and long forms are used to obtain principal statistics and commodities shipped from establishments classified to manufacturing industries and differ only in the amount of detail requested. The short form is a single-sheet questionnaire sent to small manufacturers generally reporting shipments of less than \$100,000; this cut-off, however, varies somewhat between industries. The head office questionnaire is generally used for company head offices and/or auxiliary units separately located from the manufacturing establishment(s), (see following notes on Head offices and auxiliary units). The Commodity questionnaire is used to survey certain establishments which are coded (on the basis of their principal activity) to industries other than manufacturing in the Standard Industrial Classification system, but which undertake some manufacturing as a subsidiary activity. This single-sheet questionnaire is designed to collect information on the quantity and value of goods of own manufacture shipped by such establishments in order to achieve full coverage of domestically manufactured commodities (see the following note under Shipments).

The results of the Census are presented in some 140 publications. In addition to these annual industry publications there are annual summary reports for Canada and the provinces and special reports giving principal statistics by detailed geographic areas, by type of ownership and size of establishment. A special annual report covering the shipments of all manufactured commodities arranged in alphabetical order is also published.

Since 1960 the following major changes have been implemented in the Census of Manufactures: (a) a revised Standard Industrial Classification (b) a new establishment definition and (c) an extension of the establishment definition to cover the non-manufacturing activities of manufacturing establishments. The statistics presented in the various 1963 reports reflect the complete implementation of these changes and enable comparisons to be made with the years 1961 and 1962. For a complete description of the procedures followed in establishing the revised series, reference should be made to the Explanatory Notes included in the 1960, 1961 and 1962 industry publications. The statistical framework within which the Census of Manufactures is now carried out is based on the following concepts and definitions which have been developed as part of a general programme to achieve a fully integrated system of economic statistics.

Establishment

A manufacturing establishment is typically a factory, mill or plant principally engaged in manufacturing activities. The majority of such establishments are firms but many firms have more than one establishment. Such firms are requested to submit a separate Census of Manufactures report for each manufacturing establishment which can meet the reporting requirements embodied in the following definition of the "establishment":

"The smallest unit which is a separate operating entity capable of reporting the following principal statistics:

- Materials and supplies used
- Goods purchased for resale as such
- Fuel and power consumed
- Number of employees and salaries and wages
- Man-hours worked and paid
- Inventories
- Shipments or sales."

Each establishment is required to report on all the activities carried out within its accounting boundaries (except income from investments such as rent, interest and dividends) and data on the different activities (manufacturing, trading in goods not of own manufacture, construction by own labour

force, revenue from services, etc.) are requested to be reported separately. It should be noted that the statistics for separate activities are not completely consistent since some respondents cannot distinguish, in their records, materials, shipments and inventories relating solely to their own manufacturing activities. For example, inventory of goods purchased for re-sale may not be distinguishable from inventory of own manufactured goods. Complete consistency, therefore, can be obtained only at the "all operations" (total activity) level and for studies or statistical measures requiring accurate coordinated data, the "total" statistics should be used.

The number of establishments represents the number of operating units that are principally engaged in the activities of the manufacturing industries to which they have been classified. These units do not necessarily represent the total number engaged in the production of a commodity mainly produced in a certain industry. Some commodities are produced as secondary products in other manufacturing and non-manufacturing industries. It should be noted that head offices and auxiliary units which are surveyed separately are not included in the establishment count, (see following notes on head offices and auxiliary units).

Head Offices and Auxiliary Units

All head offices and auxiliary units of companies classified to the manufacturing industries such as sales offices, administrative offices, warehouses, laboratories, etc. are now surveyed as part of the Census of Manufactures.

These head offices and auxiliary units are either included in an establishment report or are surveyed by means of the head office questionnaire. The former is the most common case where a single establishment firm has its executive personnel, sales office, etc. located at the site of the manufacturing plant (establishment). The special head office questionnaire is generally used where a firm, regardless of the number of establishments, has separately located offices or auxiliary units. Such offices or units do not constitute establishments within the Census of Manufactures as they do not normally generate operational revenues, but give rise only to costs of operations (mainly salaries and wages) which are automatically included in the value of shipments or sales. Although not considered as establishments, and hence, not included in the "establishment" count for an industry, the operational costs are reflected in either the "Industry" statistics (3 or 4 digit level) or the "Major group" statistics (2 digit level) according to the following rules:

(a) In the case of single establishment firms, statistics for separately located offices and units are classified to the same industry (3 or 4 digit) as the establishment;

(b) In the case of multi-establishment firms, the statistics for such offices and units are coded to the same industry as the establishments of the

firm, when all establishments are in the same industry (3 or 4 digit). When establishments of such firms are coded (1) to different industries within a major group, (2) to industries in different major groups or (3) to industries in different divisions of the Standard Industrial Classification, then the statistics are included in the major group totals (2 digit level) in which the major part of the company's operations are classified. Although this may result in some distortion of major group statistics in the case of (2) and (3) the statistics at the industry (3 or 4 digit) level in all cases will be left free of these company-wide data.

Employees

(a) Production and related workers - Manufacturing activity

In addition to those engaged in production and assembling activities, they include those employed in storing, inspecting, handling, packing, warehousing, etc. They also include employees engaged in maintenance, repair, janitorial and watchman services and line supervisors (working foremen) engaged in similar work to that of the employees they supervise. Production and related workers engaged in manufacturing activity are reported as those receiving pay during the last pay period of each month, an average for the year being obtained by summing the monthly figures and dividing by 12. This procedure is followed even though the establishment did not operate in all months in order to arrive at equivalent annual full-time employment. The numbers are somewhat affected by turnover, in that employment is overstated when an employee changes employment during a pay period. The man-hours of production and related workers in manufacturing activity represent total man-hours paid (total hours at work during the calendar year plus hours not worked but nevertheless paid for, such as paid vacations, sick leave, statutory holidays, etc.). In reporting overtime hours, respondents are requested to report only hours actually at work. It should be noted that the division of hours paid into production and related workers payrolls results in average hourly earnings and does not represent hourly wage rates which are collected and published by the Department of Labour and which are based on selected occupations.

(b) Production and related workers - Non-manufacturing activities

Such employees include those on manufacturing establishments' payrolls engaged in activities such as construction undertaken for the use of these establishments, some outside piece-workers employed in certain industries, logging employees who are reported as part of a sawmilling establishment and any other production workers who are not engaged in manufacturing-type operations.

(c) Administrative and office employees

This category includes all executive and supervisory officials such as presidents, vice-presidents, comptrollers, secretaries, treasurers,

etc., together with managers, professional, technical and research employees, superintendents and factory supervisors above the line supervisor or working foreman level, and clerical staffs. Also included are employees in activities such as advertising, credit collections, purchasing, personnel, legal, medical, etc. It should be noted that prior to 1961 this category also included working owners and partners. Also included in this category are employees located at head offices or auxiliary units separately located from the establishment; these are generally included in the figures for the province in which they are located according to the rules outlined under "Head offices and auxiliary units" above.

(d) Sales and distribution workers

This category includes office personnel whose salaries are charged to selling expense, travelling salesmen, driver salesmen, truckdrivers and their helpers, etc. It may also include some sales employees who are reported as part of a manufacturing establishment but are not working at the establishment's location. These are generally broken down by province in cases where more than 15 employees are involved in any one province. The figures exclude persons working on a commission basis who are not considered regular employees of the establishment.

(e) Total Employees

This total comprises the foregoing categories including employees located at separately located head offices and auxiliary units. The numbers of employees included under categories (b), (c) and (d) are reported in the form of annual averages and represent as closely as possible full time employment; adjustments are made when reported figures indicate the existence of part time or seasonal employment. In all the above categories, figures on employment refer to the calendar year whether or not other establishment statistics can only be reported on a fiscal year other than the calendar year.

Working Owners or Partners

These are not now included in the statistics of employees and salaries and wages. There is some duplication in numbers when a person owns more than one establishment and is reported as a working owner on each Census return. Withdrawals of working owners defined as amounts withdrawn by owners or partners for normal living expenses excluding withdrawals for payment of income tax.

Salaries and Wages

Salaries and wages refer to gross earnings of employees **before** deductions for income tax and employees contributions to social services such as sickness, accident and unemployment insurance, pensions, etc. They include all salaries, wages, bonuses, profits shared with employees, the value of room and board where provided, commissions (paid to regular employees only) as well as any

other allowance forming part of the worker's earnings. Payments for over-time are included. Figures on salaries and wages refer to the calendar year.

Fuel and Electricity

Figures for fuel refer to amounts actually used (including fuel used in cars, trucks, locomotives, etc.), not to purchases unless the quantities are substantially the same. **Any fuel and electricity produced by establishments for internal consumption are not included in the total cost.** Values represent laid down cost at the establishment including freight, duty, etc. Although fuel and electricity used is considered part of manufacturing activity it should be noted that it also includes relatively small amounts used in non-manufacturing activities since these cannot be reported separately.

Materials and Supplies

(a) Manufacturing activities

Figures represent quantities and laid down cost values, at the establishment, of materials, supplies and purchased components owned and used during the year in manufacturing activities and related processes. These statistics represent only commodity items or physical goods (cost of services or overhead charges such as advertising, insurance, depreciation, etc. are not included) whether purchased from others or received as transfers (in the form of materials, components or semi-processed goods) from other establishments of the reporting company. Included are maintenance and repair supplies not chargeable to fixed assets accounts and any amounts charged by other establishments for work done on materials owned by the reporting establishment. Cost of repairs or maintenance done by outside contractors and cost of returnable containers are not included.

(b) Non-manufacturing activities

1. Purchases for re-sale as such

Figures represent cost of materials or products purchased from others by the reporting establishment (or received as transfers from other establishments of the reporting company) for re-sale as such in the same condition as purchased. Included are any finished products received on consignment from other countries.

2. Other materials and supplies used

Figures represent the cost of materials and supplies, if any, used in new construction and in the production of machinery and equipment (for the use of the reporting establishment) by the establishment's own employees. Included are materials used for any capital repairs and alterations carried out by the establishment's employees. Amounts paid to outside contractors for construction and repair work are not included nor is the cost of purchased machinery and equipment. Also included is the cost of office supplies not chargeable to

fixed assets accounts and the cost of such other items of materials and supplies used as food, beverages and supplies for establishment-operated cafeterias and lunch counters, first aid and medical supplies, laboratory supplies, etc.

Shipments

(a) General

The figures represent revenue from all production, sales, services and related activities of reporting establishments with shipments valued in Canadian dollars at the point at which the establishment relinquishes control. The unsold portion at year end of consignment shipments in Canada is treated as inventory and not as shipments but all shipments to foreign countries for which the form B13 "Customs Canada Export Entry" has been completed, are treated as shipments.

In those industries where work on principal products extends over a relatively long period, (Fabricated Structural Metal Industry, Aircraft and Parts Manufacturers, Railroad Rolling Stock Industry and Shipbuilding and Repair Industry) the value of production rather than the value of shipments is recorded. There are certain establishments in other industries which also operate on a basis of progress payments. For these establishments, shipments are also adjusted to work put in place on the basis of the net change in progress payments over the year.

(b) Shipments of goods of own manufacture

These figures represent shipments of goods made from own materials either in the reporting establishments or by other manufacturers on the basis of a charge to the reporting establishments for work done. Included are revenue from repair and custom work, amounts received in payment for work done on materials owned by other establishments and the cost (book value) of any goods shipped on a rental basis.

All products and by-products of own manufacture shipped from the establishment are covered, including transfer shipments to sales outlets, distributing warehouses or to other manufacturing plants of the reporting firm, when such units are treated as separate establishments. The value of shipments are net of returned goods, discounts, returns, allowances, sales tax and excise taxes and duties, returnable containers and charges for outward transportation by common or contract carriers. Transportation or delivery expense incurred by the reporting establishment's own carriers are included.

Shipments of goods of own manufacture of establishments which are coded to some other division of the Standard Industrial Classification (on the basis of principal activity) but which are engaged in manufacturing as a subsidiary activity are collected by means of the Commodity questionnaire referred to earlier. Such shipments together

with shipments of goods of own manufacture of establishments forming the universe of manufacturing industries are compiled and recorded in the various industry publications.

(c) Shipments of goods not of own manufacture

These figures represent the net selling value at establishment (net of discounts, returns, allowances, sales taxes and excise duties and taxes and transportation charges by common or contract carriers) of all products or materials (including products transferred from other establishments of the reporting firm) sold as such in the same condition as purchased or received as transfers. For those industries which ship such goods on a rental basis, the value of shipments represents the book value of these goods. All sales of consignment goods from other countries are included.

(d) Other revenue

Figures represent the book value of fixed assets, if any, (new construction and machinery and equipment including major repairs, alterations, additions, modifications, installation and assembly work) produced during the year for the use of reporting establishments by the establishment's own employees and for which depreciation accounts are maintained. Included also are any revenues from the sale of electricity and from any operations performed by the establishment's own employees, such as revenue from goods produced or purchased for rental (the book value of such goods are included as part of shipments of goods of own manufacture or shipments of goods not of own manufacture), servicing revenues, commissions on sales (when not included in value of sales), revenue for company-operated cafeterias and lunch counters and revenue from outside installation or construction work not related to the establishment's own products, sale of used materials (excluding sale of used fixed assets) research and development work, etc. As mentioned previously the figures do not include non-operating revenue such as rent, dividends, interest, etc.

Inventories

(a) Manufacturing activities

Values represent the book values of manufacturing inventory owned in Canada. Inventories held for which progress payments have been received are not included. Where progress payment accounts are maintained, the change in these accounts is treated as a net adjustment to shipments. Figures consist of inventory owned at the plant and at warehouses or selling outlets which are treated as extensions of establishments for the purpose of reporting shipments. Inventory owned in transit in Canada or on consignment in Canada is included. Goods shipped abroad and held in inventory are included in shipments. Opening inventories may differ from the closing inventories of the previous year because of changes in classification, the

receipt of revised data, the inclusion of new establishments and the removal of establishments which did not operate during the survey year.

(b) Non-manufacturing activities

Figures represent the book value of inventory of goods purchased for re-sale as such without further processing, owned by the reporting establishments and held at plants and at any warehouses or selling outlets which are treated as extensions of establishments. Other characteristics are the same as in (a) above.

Value Added

(a) By manufacturing activities

Figures are compiled by deducting the cost of materials and fuel and electricity consumed from the value of production (value of shipments adjusted for changes in the value of inventories of finished goods and goods in process).

(b) By non-manufacturing activities

The figures are compiled by deducting the the cost of goods purchased for re-sale (adjusted for changes in the value of inventories of goods

purchased for re-sale) and the cost of other materials and supplies used from the value of shipments of goods not of own manufacture, plus other revenue.

(c) By Total activities

The figures consist of value added by manufacturing activities plus value added by non-manufacturing activities. This total value added figure may, in some cases, be less than value added by manufacturing activities as a result of expenditures associated with non-manufacturing exceeding revenues from such activities or because of a decrease in inventory of goods not of own manufacture exceeding the mark-up on the sale of such goods. "Value added" is sometimes referred to as net production. However, to arrive at the National Accounts concept of net production, or Gross Domestic Product at "Factor cost" it would be necessary to subtract also the cost of advertising, insurance and other business expenses which are not collected as part of the annual Census of Manufactures. "Value added" figures for the primary industries, manufacturing and construction are published in DRS publication Catalogue No. 61-202, "Survey of Production".

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