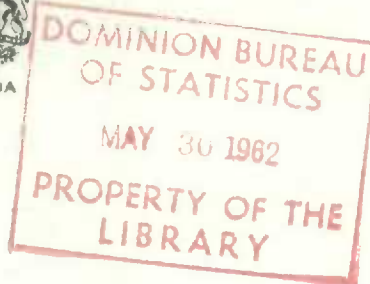


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ANNUAL



BROOM, BRUSH AND MOP INDUSTRY
1960

ANNUAL CENSUS
OF MANUFACTURES

Published by Authority of
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SYMBOLS

The interpretation of the symbols used in the tables throughout this publication is as follows:

- ... figures not appropriate or not applicable.
- nil or zero.

EXPLANATORY NOTES

This report is one in a series of about 140 publications which present the results of the 1960 Census of Manufactures. Most reports in this series refer to specific industries, but there are summary reports for Canada and the provinces and for major industry groups. Adoption of the revised Standard Industrial Classification for 1960 compilations has necessitated changes in titles of many reports in this annual series. The content of many industries has also been affected (see following note on Industrial Classification).

Industry statistics given in these reports refer to number of establishments, employees, salaries and wages, cost of materials, supplies, fuel and electricity, gross value of shipments, inventories and value added by manufacturing. Details of materials used and products shipped are also given. Descriptions of the principal industry statistics, with special reference to 1960 are as follows:

Period Covered

Firms are asked to submit figures for the calendar year, if at all possible, and most reports are on this basis. Financial year reports for periods differing from the calendar year are accepted in instances where the firms find it impossible to supply calendar year data from accounting records. However the data on employees, salaries and wages are requested on a calendar year basis in all cases.

Establishment

Data for the annual census is collected on an establishment basis. A firm with more than one plant is required to file a report for each plant. In most cases an establishment is a complete factory; sometimes, however, a plant is divided into two or more establishments when it carries out operations classifiable to different industries and when separate accounting records are available. Usually the statistics for an establishment relate only to the manufacturing activities. Other activities such as construction at the plant by its own employees, wholesale or retail activities carried on at the plant location, etc., are not included. Plants engaged solely in repair work (except in the case of furniture, shipbuilding, boat building, aircraft and railway rolling stock industries) are not included but plants occupied in assembling parts into complete units are included.

Employees

Administrative and office employees include all executives and supervisory officials such as presidents, vice-presidents, secretaries, treasurers, etc., together with managers, professional and technical employees, superintendents and factory supervisors above the working foremen level, and clerical employees. Working owners and partners are also included in this category.

Production and related workers include all other factory workmen whether paid on a monthly, weekly, hourly or piece-work basis. Working foremen doing work similar to that of the employees they supervise are included, as are maintenance, ware-

housing and delivery staffs. Employees on new construction work, in retail or wholesale operations, on outside piece work etc. are not included.

Production workers are reported by months, an average for the year being obtained by summing the monthly figures and dividing by twelve. This procedure is followed even though the plant did not operate in all months. Figures on employment refer to calendar years whether or not some establishments reported other data on a financial year basis.

Salaries and Wages

Salaries and wages refer to gross earnings of the employees described above, including salaries, wages, commissions, bonuses, the value of room and board where provided, deductions for income tax and social services such as sickness and unemployment insurance, pensions, etc., as well as any other allowances forming part of the employees' wages. Payments for overtime are included.

Salaries refer to amounts paid to administrative and office employees. Withdrawals by working owners or partners for normal living expenses for self and family are included but not their withdrawals for income tax. Wages refer to the amounts paid to production and related workers as defined above. Data on earnings refer to the calendar year whether or not some establishments reported other data on a financial year basis.

Cost of Fuel and Electricity

Figures for fuel refer to amounts actually used, (including fuel used in cars and trucks), not to purchases unless the quantities are the same. Values refer to the laid-down cost at the works, including freight, duty, etc.

Materials and Supplies Used

Figures represent quantities and laid-down cost values, at the works, of materials and supplies actually used during the year whether purchased from others or received as transfers from other plants of the reporting company. Amounts paid to other manufacturers for work done on materials owned by the reporting company are included. Returnable containers or any other items charged to capital account are not included. Fuels are not included. Goods bought from others or received as transfers from other plants or reporting companies for resale without further processing are not included. Maintenance and repair supplies not chargeable to capital account are included.

Factory Shipments

Factory shipments refer to shipments of goods made from own materials either in the reporting plant or by other manufacturers on the basis of a charge to the reporting plant for work done. All products and by-products shipped from the establishment are included whether for domestic use, export, or for government departments. Transfer shipments to sales outlets, distributing warehouses or to other manufacturing units of the reporting firm are included. Goods bought or received as transfers

and resold without further processing are not included. Values are computed on f.o.b. plant or plant warehouse basis, and do not include sales tax or excise duties. Values of containers not returnable are included. Amounts received in payment for work done on materials owned by others are included.

In a few industries such as shipbuilding, aircraft, etc., where work on principal products extend over a relatively long period, the value of production is recorded rather than the value of shipments. For those industries production is computed from the value of deliveries of complete units during the year plus the value of work done during the year on unfinished units less the value of work done in previous years on finished units delivered in the year under review.

Inventories

Values represent the book values of manufacturing inventories owned and held at the reporting plant. Figures include inventories held in warehouses or selling outlets which have been included with plant operations for purposes of reporting shipments.

Value added by Manufacturing

Figures are computed from value of shipments plus or minus changes in inventories of finished goods and goods in process less cost of materials, fuel and electricity. This figure is sometimes referred to as net production.¹

Standard Industrial Classification

The revised Standard Industrial Classification which has been introduced with the 1960 Census of Manufactures provides for a breakdown of the universe into 140 industries arranged in 20 major groups compared with 135 industries in 17 major groups in the old classification which was used in the compilations for the years 1949 to 1959 inclusive. It incorporates changes considered desirable on the basis of experience in using the earlier classification as well as those which take account of changes in the structure of Canadian industries associated with the rapid developments of the past decade. Full details are contained in the Standard Industrial Classification Manual, Catalogue No. 12-501, which is available from either the Queen's Printer or the Dominion Bureau of Statistics. Reporting establishments are classified or allotted to specific industries on the basis of the value of principal products made or shipped.

Many industries remain unchanged in the new classification but in many instances there have been substantial changes in content because of the shifting of establishments from one industry to another or in re-grouping of establishments. Where

¹ To arrive at the National Accounts concept of "gross domestic product at factor cost", it would be necessary to subtract also the cost of office supplies used, advertising, insurance and other goods and services obtained from other businesses. Data on these inputs are not collected on the annual Census of Manufactures. Value added figures for "The primary industries and construction" are published in D.B.S. publication 61-202, *Survey of Production*.

changes have occurred the principal statistics for 1957, 1958 and 1959 have been re-compiled to provide data on a basis comparable with those for 1960.

Short Forms

Between 1949 and 1957, in an effort to ease the reporting burden for smaller firms, a short form was used asking for the total value of shipments only or, in a few cases where losses of detail were significant, for quantities and values of principal products. For purposes of publication, missing data were estimated on the basis of appropriate ratios. In general the cut-off point for these short forms was set at \$50,000 value of shipments. About 40% of the total number of establishments reported on the short form and accounted for less than 3 per cent of the total value of shipments.

In 1958, in order to establish a new base year, the small firms were asked to report all items of principal statistics together with some detail on materials and products.

For the 1959 Census, the short form was used again, but further steps were taken to ease the respondents' burden. First, the general limit for short forms was raised to \$100,000 value of shipments. In addition, a new intermediate form was developed. This form is a shortened version of the long form in that most of the general questions were pared down and the detailed lists of materials and products were limited to the more important items. The general limits for firms in this category were set at between \$100,000-\$500,000 value of shipments, but in the case of both the short and intermediate forms there were lower cut-offs for a number of industries in which the smaller firms accounted for a larger share of total shipments. On the other hand, limits were raised where this could be done without a significant loss of coverage. On most of the short forms for 1959, in addition to total value of shipments, data on principal products were requested. In a few industries, where loss of employment and earnings data were considered too large because of higher cut-offs, a question on total payroll was placed on the short form. This practice was followed again in 1960.

The intermediate and long forms provide complete data for the compilation of all elements of principal industry statistics and the details of materials and products. The one-page short form, although containing data on principal products and total value of shipments, does not request information on other elements of principal statistics such as value of inventories, materials, fuel and electricity and, in most cases, employment and salaries and wages, nor does it contain detailed data on volume and value of materials used. For purposes of compiling aggregates of principal statistics by industry and by geographic location, the missing data for each establishment were estimated for 1959 by using, in general, ratios based on the change in the value of shipments between 1958 and 1959. The proportion of the estimated data was generally less than 5 per cent of the total in each category of principal statistics.

BROOM, BRUSH AND MOP INDUSTRY

1960

Although the Bureau adopted a revised Standard Industrial Classification for the 1960 survey, there has been no change in the composition of this industry which is defined as comprising "Establishments primarily engaged in manufacturing household, industrial and street-sweeping brooms; household, paint and tooth brushes; floor, dust and dish mops". For this reason, only the 1960 Principal Statistics are shown in Table 1 on the revised basis since there has been no change in the statistics for 1957 to 1959, inclusive, from those published in previous reports in this series.

Factory shipments in 1960 by firms in the Broom, Brush and Mop Industry amounted to \$20,802,638, an increase of \$1,302,847, or 6.3 per cent, over the \$19,499,791 reported in 1959. Employees numbered 2,111, a decrease of 76, as compared to 2,187 the year before; however, their total salary and wage payments rose from \$6,297,172 to \$6,492,319, an increase of \$195,147, or 3 per cent. The total cost of materials and supplies used in 1960 in the process of manufacturing, \$8,580,533, was very slightly higher than the comparable 1959 figure of \$8,577,784. The detail for these materials and supplies, collected in 1958 and previous years, was again collected for 1960 and is given in Table 5.

There were 100 establishments in this industry in 1960, three more than in the previous year. They were located as follows: Newfoundland 1; New

Brunswick 1; Quebec 41; Ontario 39; Manitoba 6; Saskatchewan 3; Alberta 2; and British Columbia 7. The foregoing indicates the predominant position of the Ontario and Quebec firms, which were responsible for 75.6 per cent of the employment and for 75 per cent of the salaries and wages paid. Ontario firms alone, accounted for 54.4 per cent of the employment, and for 57.4 per cent of the salary and wage payments.

The industry was concentrated in the ten largest establishments having annual shipments of \$500,000 and over. These, in 1960, were responsible for factory sales of \$12,981,296, or 62.4 per cent of the total; provided employment for 1,136 persons, or 54 per cent of all employed; and paid salaries and wages of \$3,897,792, or 60 per cent of the total paid by the whole industry

Certain products manufactured by this industry are also manufactured, to a lesser extent, by other industries in Canada. For these reasons, Table 4 of the report has been drawn up so as to conceal the shipments of these commodities within the industry proper; and a new Table, 4A, has been added to this report for the first time to show shipments of these commodities by all industries. Footnotes 1 and 2 to Table 4 clearly explain this change.

TABLE 1. Principal Statistics, Representative Years, 1929-60

Year and province	Estab- lish- ments	Em- ployees	Salaries and wages	Cost at plant of fuel and electricity	Cost at plant of materials used	Value added by manufacture	Gross value of production ¹
Basis: Standard industrial classification in use prior to 1960							
	number				dollars		
1929	78	1,485	1,442,241	43,179	2,004,893	2,449,854	4,497,926
1933	81	1,374	1,033,983	41,876	1,089,807	1,582,093	2,713,776
1937	84	1,472	1,338,990	46,353	1,931,924	2,356,718	4,334,995
1938	79	1,384	1,280,862	45,586	1,863,857	2,211,867	4,121,310
1939	80	1,446	1,376,008	46,516	2,170,497	2,280,030	4,497,043
1940	83	1,536	1,598,818	52,366	2,848,321	2,818,254	5,718,941
1942	92	2,033	2,156,823	67,365	4,204,814	4,689,466	8,961,645
1943	88	2,236	2,478,173	81,598	4,539,386	4,729,206	9,350,190
1944	86	2,164	2,822,625	83,136	3,973,756	4,940,514	8,997,406
1945	85	2,340	3,024,400	100,915	4,418,618	5,668,839	10,188,372
1946	88	2,572	3,475,859	111,796	6,832,183	6,786,134	13,730,113
1947	89	2,645	4,053,617	124,518	6,863,514	8,193,104	15,181,136
1948	84	2,310	3,981,841	127,297	6,188,839	7,302,497	13,618,633
1949	86	2,420	4,232,249	115,775	6,327,016	8,389,198	14,831,989
1950	90	2,426	4,456,795	124,100	7,352,157	8,745,877	16,222,134
1951	94	2,313	4,785,425	133,348	9,183,187	8,410,464	17,726,999
1952	96	2,177	4,787,774	132,847	7,947,253	8,574,281 ²	16,654,381
1953	95	2,195	4,949,726	142,997	8,112,766	8,904,832 ²	17,160,595
1954	92	2,112	4,939,514	157,819	7,920,853	8,713,647	16,554,807
1955	101	2,113	5,103,727	169,898	7,823,119	9,150,960	17,299,701
1956	104	2,103	5,397,241	192,233	8,608,934	10,085,259	18,641,759
1957	100	2,100	5,562,393	199,514	9,028,238	9,941,527	19,159,950
1958	95	2,130	5,858,945	179,384	8,645,863	10,031,186	18,997,463
1959							
Canada	97	2,187	6,297,172	198,564	8,577,784	10,823,023	19,499,791
Quebec	39	530	1,246,345	45,441	2,111,785	2,436,015	4,527,656
Ontario	37	1,137	3,475,531	90,602	4,417,669	6,020,692	10,470,747
Manitoba	6	124	385,414	11,063	561,315	524,654	1,089,668
British Columbia	7	61	202,033	5,608	222,314	330,010	566,913
Other provinces ³	8	335	987,849	45,850	1,264,701	1,511,652	2,844,807
Basis: Standard industrial classification revised 1960							
1960							
Canada	100	2,111	6,492,319	189,138	8,580,533	12,007,348	20,802,638
Quebec	41	449	1,141,799	39,367	1,893,941	1,871,919	3,830,293
Ontario	39	1,149	3,729,614	90,678	4,636,519	7,663,041	12,562,179
Manitoba	6	131	397,472	10,585	560,708	557,510	1,140,765
British Columbia	7	62	215,745	4,160	173,218	350,170	530,018
Other provinces ⁴	7	320	1,007,689	44,348	1,316,147	1,564,708	2,739,383

¹ Commencing with 1952, the value of factory shipments has been collected in place of the gross value of production.² Because of insufficient inventory data in 1952 and 1953, these figures have been calculated from value of factory shipments and are, therefore, only approximations to true "Value added by manufacture".³ Newfoundland 1, New Brunswick 1, Saskatchewan 3, and Alberta 3.⁴ Newfoundland 1, New Brunswick 1, Saskatchewan 3, and Alberta 2.

TABLE 2. Comparison of Principal Statistics, 1959 and 1960

Items	1959	1960	Increase (+) or Decrease (-)	
			Amount	Percentage
Establishments reporting No.	97	100	+ 3	+ 3.1
Employees on salaries:				
Total "	512	533	+ 21	+ 4.1
Male "	307	334	+ 27	+ 8.8
Female "	205	199	- 6	- 2.9
Totals, salaries \$	2,245,673	2,493,196	+ 247,523	+ 11
Employees on wages:				
Total (monthly average) No.	1,675	1,578	- 97	- 5.8
Male "	1,128	1,051	- 77	- 6.8
Female "	547	527	- 20	- 3.6
Totals, wages \$	4,051,499	3,999,123	- 52,376	- 1.3
Cost of fuel and electricity \$	198,564	189,138	- 9,426	- 4.7
Cost of materials used \$	8,577,784	8,580,533	+ 2,749	+ 3.2
Value of factory shipments \$	19,499,791	20,802,638	+ 1,302,847	+ 6.7

Note: Profits or losses cannot be estimated from Census figures as no data are collected for certain expense items, such as interest, rent, depreciation, taxes, insurance, advertising, etc.

TABLE 3. Inventories,¹ 1960

	Raw materials and supplies	Goods in process	Finished goods of own manufacture	Total
	dollars			
Opening: ²				
Quebec	395,405	22,249	156,786	574,440
Ontario	1,658,841	357,323	1,129,458	3,145,622
Manitoba	196,700	19,501	83,686	299,887
British Columbia	76,662	4,348	19,147	100,207
Other provinces ³	332,978	281,364	408,387	1,022,729
Canada	2,660,586	684,835	1,797,464	5,142,885
Closing:				
Quebec	414,493	29,913	124,056	568,462
Ontario	1,713,477	366,392	948,448	3,028,317
Manitoba	225,508	15,141	76,084	316,733
British Columbia	73,753	4,968	16,057	94,778
Other provinces ³	324,075	355,662	519,809	1,199,546
Canada	2,751,306	772,076	1,684,454	5,207,836

¹ Book value of all manufacturing inventories held at plants and plant warehouses.

² The opening inventory for 1960 differs from the closing inventory published for 1959 because of the receipt of revised data, the inclusion of new firms and the removal of figures for firms which did not operate during 1959.

³ Newfoundland, New Brunswick, Saskatchewan and Alberta.

TABLE 4. Factory Shipments 1959 and 1960

Principal products	1959		1960	
	Quantity	Selling value at factory	Quantity	Selling value at factory
	doz.	\$	doz.	\$
Brooms:				
Corn	201,197	2,595,099	199,920	2,462,510
Fibre	30,574	513,924	29,822	506,611
Hair	6,538	212,638	4,961	216,385
Plastic	4,163	66,343	5,839	85,978
Toy	4,219	16,057	4,386	12,947
Other brooms	6,756	23,727	21,537	333,804
Whisks	32,565	131,188	33,185	129,047
Brushes:				
Clothes	25,994	167,650	51,016	252,024
Cosmetic	9,372	64,417	6,429	46,607
Floor polisher	included in "All other brushes"		16,392	124,163
Hair	100,238	900,459	103,223	1,005,114
Nail	43,576	86,718	50,403	74,695
Paint (excluding artists)	1	1	1	1
Shaving	11,881	138,880	14,038	123,974
Shoe	57,622	215,070	71,358	234,900
Snow auto	28,059	73,294	35,133	84,840
Toilet bowl	25,580	144,752	30,836	162,737
Tooth (including denture)	1	1	1	1
Other household use	1	1	1	1
Other industrial use (including chimney)	182,474	1,555,481	156,658	1,361,995
All other (artist, carwash, snow, floor polisher, etc.) .....	...	712,929	...	858,989
Mops:				
Floor, wet	327,958	1,829,897	238,923	1,780,589
Floor, dry	1	1	1	1
Floor cellulose sponge, including refills	27,039	183,387	53,161	654,712
Dish	55,922	82,138	60,954	88,536
Other mops (including toy)	1	1	1	1
Other Products:				
Handles of all kinds ²	95,311	418,191	42,148	195,618
Paint rollers complete	83,189	740,023	74,689	607,665
Paint roller kits complete .....	...	...	...	192,276
Roller kits, replacement rollers and parts .....	...	...	...	9,205,922
All other products .....	...	8,627,529	...	...
Total factory shipments .....	...	19,499,791	...	20,802,638

¹ Included in "All other products" in this industry table since this commodity is manufactured, to a lesser degree, in other industries. See Table 4 A for shipments by all industries.

² Handles are also produced in greater volume by other industries. For total industries figure, see the "General Review of the Manufacturing Industries of Canada", Catalogue No. 31-201.

TABLE 4 A. Shipments of Selected Commodities by All Industries

	1959		1960	
	Quantity	Selling value at factory	Quantity	Selling value at factory
	doz.	\$	doz.	\$
Brushes:				
Tooth	598,238	885,245	722,944	1,075,612
Paint	509,299	4,086,385	601,678	4,335,828
Other household use	319,513	1,507,812	319,367	1,394,228
Mops:				
Dry	66,498	901,928	87,200	1,304,844
Other mops and mopping equipment .....	...	153,399	...	146,105
Total value of products	-	7,534,769	-	8,185,558

TABLE 5. Materials Used, 1960

Materials	1959		1960	
	Quantity	Cost at factory	Quantity	Cost at factory
				\$
Broomcorn	lb.		3,148,785	730,355
Fibre, all kinds	"		1,263,449	605,271
Bristles:				
Animal	"		371,305	1,392,402
Other (including nylon)	"		250,508	637,791
Yarns:				
Cotton	"		1,948,779	914,708
Other	"		458,711	147,436
Fabrics:				
Cotton	yds.	Detail	24,129	4,001
Other	"	"	78,000	25,740
Wire	lb.	not	265,814	52,865
Lumber and wooden blocks		collected	...	434,491
Handles all kind	doz.		298,119	263,192
Map handle connections	"		97,190	137,742
Cellulose sponge	"		6,265	62,655
Metals and metallic products .....			...	33,110
Paints, lacquers and varnishes	gal.		23,058	60,836
Plastic moulding powder	lb.		135,640	92,235
Containers, packing and shipping materials			-	501,802
All other materials			-	2,483,901 ¹
Total cost of materials used			-	8,580,533

¹ No detailed information on materials used was collected from firms generally reporting value of shipments of less than \$50,000. The total estimated value of materials used by these firms was \$320,162 and this amount has been included in "All other materials and supplies".

TABLE 6. Imports of Brooms, Brushes, etc., 1959 and 1960

Import class number	Articles imported	1959		1960		
		Quantity	Value	Quantity	Value	
			\$		\$	
2191	Bristles, animal	lb.	331,085	901,921	322,316	1,111,817
1813	Broomcorn	cwt.	46,645	632,621	41,978	597,351
3428	Vegetable fibre other than cotton for brushes	"	11,929	442,849	11,273	450,241
2192	Hair, cleaned or uncleaned, not dyed, curled nor otherwise manufactured	lb.	1,732,494	304,219	1,371,732	246,438
2193	Horse hair, not further manufactured than cleaned and dipped or dyed	"	125,332	61,907	115,416	59,524
	Brushes:					
9021	Artists		-	158,984	-	157,140
9022	Paint and varnish		-	246,519	-	154,627
9023	Tooth	doz.	118,291	95,991	138,532	83,624
9024	Toilet, n.e.s.		-	495,352	-	536,453
9025	All other, n.e.s.		-	1,016,952	-	1,051,239
9061	Brooms and whisks		-	194,131	-	204,893

TABLE 7. Exports of Brooms and Brushes, 1959 and 1960

Export class number	Articles exported	1959		1960	
		Quantity	Value	Quantity	Value
			\$		\$
9050	Paint brushes	—	109,674	—	90,483
9055	Tooth and other toilet brushes	—	19,664	—	22,523
9060	Brushes, n.e.s.	—	36,035	—	56,642
9110	Brooms and whisks	—	13,328	—	9,626

TABLE 8. Employment by Province, Sex, and Remuneration Paid, 1960

	Canada	Quebec	Ontario	Manitoba	British Columbia	Other provinces ¹
Salaried employees:						
Total	No. 533	124	298	17	18	76
Male	" 334	87	180	13	11	43
Female	" 199	37	118	4	7	33
Totals, salaries	\$ 2,493,196	479,907	1,450,499	123,421	89,756	349,613
Wage earners:						
Total (monthly average)	No. 1,578	325	851	114	44	244
Male	" 1,051	249	525	88	33	156
Female	" 527	76	326	26	11	88
Totals, wages	\$ 3,999,123	661,892	2,279,115	274,051	125,989	658,076
All employees:						
Total	No. 2,111	449	1,149	131	62	320
Male	" 1,385	336	705	101	44	199
Female	" 726	113	444	30	18	121
Totals, salaries and wages	\$ 6,492,319	1,141,799	3,729,614	397,472	215,745	1,007,689

¹ Newfoundland, New Brunswick, Saskatchewan and Alberta.

TABLE 9. Production Workers, by Months, 1960

	Establishments reporting monthly detail ¹		Establishments reporting quarterly detail ²	
	Male	Female	Male	Female
January	800	481		
February	786	475		
March	777	468	241	54
April	769	450		
May	737	409		
June	730	423	246	51
July	716	421		
August	730	432		
September	752	447	242	57
October	761	462		
November	751	456		
December	740	440	247	61
Average for establishments reporting monthly detail			754	447
Average for establishments reporting quarterly detail			244	56
Average estimated for small establishments ³			49	22
Average for all establishments			1,047	525

¹ The number of production workers, by months, was collected only for establishments generally reporting value of shipments of \$200,000 and over.

² The number of production workers, by quarters, was collected only for establishments generally reporting value of shipments between \$50,000 and \$200,000.

³ For establishments generally reporting value of shipments of less than \$50,000, no data on number of workers were collected. Average was estimated by using change in value of shipments to arrive at value of payroll which was then used in conjunction with estimated average earnings to arrive at number of workers.

TABLE 10. Principal Statistics of the Broom, Brush and Mop Industry grouped according to the Size of Establishments, 1959 and 1960

Size group	Estab- lish- ments	Em- ployees	Salaries and wages	Cost at plant of fuel and electricity	Cost at plant of materials used	Value of factory shipments
	number		dollars			
1959						
Under \$10,000	15	21	37,729	2,211	38,822	90,925
\$ 10,000 to \$ 24,999	20	45	97,473	6,532	151,455	304,755
25,000 " 49,999	17	67	165,350	5,774	282,114	567,504
50,000 " 99,999	9	84	219,255	7,997	246,939	610,793
100,000 " 199,999	13	286	665,465	25,327	909,555	1,900,429
200,000 " 499,999	14	511	1,421,314	33,941	2,192,432	4,641,083
500,000 " 999,999	5	447	1,241,998	45,430	1,624,467	3,801,041
1,000,000 " 4,999,999	4	726	2,448,588	71,352	3,131,400	7,583,261
Totals	97	2,187	6,297,172	198,564	8,577,184	19,499,791
1960						
Under \$10,000	18	25	48,860	1,873	29,000	90,979
\$ 10,000 to \$ 24,999	24	58	169,102	6,025	129,961	395,488
25,000 " 49,999	14	61	167,803	5,568	189,993	514,490
50,000 " 99,999	7	73	183,761	8,074	236,776	525,223
100,000 " 199,999	13	277	681,930	24,124	852,510	1,914,853
200,000 " 499,999	14	481	1,343,071	32,416	2,052,373	4,380,309
500,000 " 999,999	5	412	1,247,578	37,986	1,843,206	3,881,991
1,000,000 " 4,999,999	5	724	2,650,214	73,072	3,246,714	9,099,305
Totals	100	2,111	6,492,319	189,138	8,580,533	20,802,638

TABLE 11. Principal Statistics of the Broom, Brush and Mop Industry classified according to Type of Ownership, 1960

Type	Estab- lish- ments	Em- ployees	Salaries and wages	Cost of fuel and electricity	Cost at plant of materials used	Selling value of factory shipments
	number		dollars			
Individual ownership	37	155	425,896	12,255	501,101	1,168,984
Partnership	14	55	162,146	5,267	177,742	442,038
Incorporated companies	49	1,901	5,904,277	171,616	7,901,690	19,191,616
Totals	100	2,111	6,492,319	189,138	8,580,533	20,802,638

List of Firms in the Broom, Brush and Mop Industry, 1960

Name	Address
Newfoundland:	
Canadian National Institute for the Blind	1-3 Military Road, St. John's
New Brunswick:	
T.S. Simm & Company Limited	Lancaster
Quebec:	
American Broom Company	St. Basile
Atomic Mop & Broom Co.	5615 Delorimier Ave., Montreal 35
A.Z. Trading Co.	6440B-10th Avenue, Rosemount
Balais-Bonaventure	7719A Fabre, Montreal 35
Balais Laviolette, Enrg.	405 St. Leon St., St. Tite P.Q.
Balais Remon Enrg.	644 Rue Dollard Québec
Bastien H.E. Inc.	298 Rue St-Vallier-F., Québec
Canada Broom Supply Co. Ltd.	55 Ann St., Montreal 3
Canadian Cotton and Wool Waste Co., Ltd.	415 Des Recollets Street, Montreal
Canis Paul	7399 De Lormier Ave., Montreal
City Brush Mfg. Co.	86 Bernard Ave. W., Montreal
Crown Brush Co. Ltd.	6230 Chambord St., Montreal 35
DeLadurantaye, A. & Fils	7861 De Gaspé, Montreal
Dominion Brush Manufacturing Co., Ltd.	501 Cowie Street, Granby
Graff Brushes, Ltd.	642 De Courcelle St., Montreal 30
Granby Industrial Brush Reg'd.	430 St. Denis, Granby
Imperial Mops and Brooms, Ltd.	9850 St. Urbain St., Montreal 12
La Cie de Balais de Montmagny Limitée	Blvd. St-Nicholas, Montmagny
La Cie de Balais St. Félix Ltée	St. Félix de Kingsey
La Cie Manufacturière de Balais Enrg.	Beauceville E., Beauce
L'Association Canadienne Francaise Des Aveugles Inc.	900 est, rue Beaubien, Montreal
Legault, Valmore	Canaan Rd., Granby
Les Ateliers Laurentiens Enr.	1050 St. Georges, St. Jérôme
Les Brosses Provinciales Enrg.	Ste. Claire, Co. Dorchester
Les Industries Bourassa Ltée	St. Raymond
Les Industries du Nord	10710 Lamoureux, Montreal North
Mann Brush Mfg. Co., Ltd.	4443 St. Dominique St., Montreal
Modern Mop and Broom Company	2131 St. Catherine St., East, Montreal 1
Montreal Association for the Blind Inc.	6980 Sherbrooke St. West, Montreal
Montreal Broom Manufacturing Co.	5639 Monk Blvd., Montreal 20
Montreal Mop Mfg. Co.	75 Napoleon St., Montreal 18
Moppes St. Jean Enr'g.	455 Ave des Bouleaux est, Québec
National Broom & Mop Mfg. Co.	12533 Desy Montreal
Peerless Brush Manufacturing Co.	205 Vitré St. West, Montreal
Royal Brush Mfg. Inc.	St. Hubert
Royal Mop Co.	1347 Notre Dame St. E., Montreal 24
Smith, Harold F., Limited	2551 Chateauguay St., Montreal
Superior Brush Manufacturing Co.	8660-8th Avenue, Ville St. Michel
Thibeault Jos	113 Boulevard Taschereau Kenogami P.Q.
United Broom Sales Co.	3468 Park Ave., Montreal 18
Viking Brush Co.	4550 Berri St., Montreal

List of Firms in the Broom, Brush and Mop Industry, 1960 - Continued

Name	Address
Ontario:	
Austin-Bennington Brush Co., Ltd.	44 Church St., Weston, Toronto 15
Better-Brooms & Brushes Ltd.	326 Schlueter Street, Preston
Blind Workers' Association	504 Carlaw Ave., Toronto 6
Boeckh Company Limited, The	10-24 Noble Street, Toronto 3
Brandon, Harry G.	550 Maple Ave., Burlington
Brushcraft Limited	468 Queen St. E., Toronto 2
Canadian National Institute for the Blind, The	929 Bayview Ave., Toronto 17
Canadian Wire Brush Company	140 Victoria St., Barrie
Canest Brushes Ltd.	190 Adelaide St. South, London
Card Brush Limited	Main Street, Newburgh
Challies Dental Products	Laurier Drive, Morrisburg
Dixon, Wm. E., Mfg., Limited	107 McGill St., Toronto
Dorsch, J.,	45 Princess St., Waterloo
Felton, S.A., and Son Company (Canadian Division)	29 Harriett Street, Hamilton
Fort William Broom Mfg. Company	710 McTavish St., Fort William
Fuller Brush Company, Limited	70 Sanford Avenue N., Hamilton
Gibson Broom Company, Ltd.	168-70 Christie Street, Toronto 4
Grumbacher M., of Canada, Ltd.	64 Princess Street, Toronto 2
Hamel, Irvin W., and Son	18 Noecker St., Waterloo
Harriston Broom Co.,	Margaret St., Harriston
Jiffy Wax Applicator	631 Lillian St., Peterborough
Lees & Lees	Norwich
Meakins & Sons, Limited	125 Wellington St. N., Hamilton
O-Cedar of Canada Ltd.	Albert & King Sts. Stratford
Plant, L.C., Ltd.	15 Cordova Rd., Toronto 18
Queen City Broom Manufacturing	Rear 163 Manning Ave., Toronto 3
Richardson, J.W.	407 Bay St. N., Hamilton
Roleas Enterprises	225 Concession Road, Preston
Rubberset Company (Canada) Limited	First St., Gravenhurst
Stanley Home Products of Canada, Ltd.	140 Ann St., London
Steffen Broom & Brush Mfg.	Teeswater
Stevens-Hepner Company, Limited	Port Elgin
Superior Brush & Broom Company	312 King St. East., Hamilton
Tarbox Brothers Limited	30 Morrow Avenue, Toronto 3
Tek Hughes Brushes Ltd.	974 Lakeshore Road E., Port Credit
Wear Ever Brush Company, Limited	40 Kelvin Avenue, Totonto 13
Webb Manufacturing & Sales	Victoria Harbour
West, Taylor, Bickle & Co., Ltd.	Main St. W., Norwich
Wilson Broom Company, The	16 James Street, Ridgetown
Manitoba:	
Atlas Brush Limited	576 McDermot Avenue, Winnipeg
Canadian National Institute for the Blind	1031 Portage Avenue, Winnipeg
Johnson, Wilmar	488 Balmoral St., Winnipeg
Ring Easy Mop Co.	Rear, 641 Stella Avenue, Winnipeg
Standard Broom Mfg. Company	744 Wall Street, Winnipeg
Winnipeg Modern Brush Company	422 Notre Dame St., Winnipeg

List of Firms in the Broom, Brush and Mop Industry, 1960 - Concluded

Name	Address
Saskatchewan:	
Broom-Craft Company Limited	2520 Dewdney Ave., Regina
Canadian Brush Mfg.	319 Avenue H South, Saskatoon
Mid-Western Broom Co.	519 Avenue L. South, Saskatoon
Alberta:	
Calgary Brush	735-10th Avenue S.W., Calgary
Klean Sweep Brush Mfrs., Ltd.	222-35th Ave. N.E., Calgary
British Columbia:	
B.C. Lokmop	4843 Sophia St., Vancouver
Brodie Brush Co. Limited	891 Cambie Street, Vancouver 3
Crown Broom Works Co.	7170 Antrim Ave., South Burnaby
Empire Brush Works	356 West 9th Ave., Vancouver 10
Gibbons, W.R.	1428 Hillside Ave., Victoria
Hamilton Products Co.	628 East Georgia Street, Vancouver 4
Pacific Coast Brush & Mop Co. (1952) Ltd.	783 East Hastings St., Vancouver 4

The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry should be supported by a valid receipt or invoice. This ensures transparency and allows for easy verification of the data.

In the second section, the author outlines the various methods used to collect and analyze the data. This includes both primary and secondary data collection techniques. The analysis focuses on identifying trends and patterns over time, which is crucial for making informed decisions.

The third part of the document provides a detailed breakdown of the results. It shows that there has been a significant increase in sales volume, particularly in the latter half of the period. This is attributed to several factors, including improved marketing strategies and a strong focus on customer service.

Finally, the document concludes with a series of recommendations for future actions. It suggests continuing the current marketing efforts while also exploring new channels to reach a wider audience. The author also recommends regular audits to ensure the accuracy of the records and to identify any potential areas for improvement.

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