

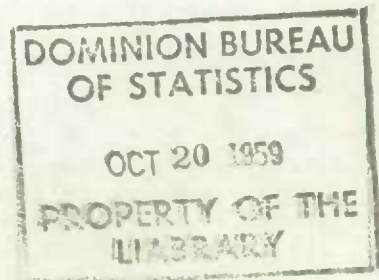
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# THE MUSICAL INSTRUMENT INDUSTRY 1958



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## PUBLICATIONS

The results of the annual Census of Industry are published by the Dominion Bureau of Statistics in a series of industry reports which are released each year as the compilations are completed. Reports for industries classified to the **Miscellaneous Manufactures** Major Group are listed below, along with related current and annual publications. Similar reports are issued for other industries. A complete catalogue of publications of the Bureau is available on request from the Information Services Division, Dominion Bureau of Statistics, Ottawa, or from the Queen's Printer, Ottawa.

**A — Annual**

**M — Monthly**

**S.C. — Special Compilation**

Catalogue number	Title	Price
47-201	Broom, Brush and Mop Industry (A) .....	.50
47-202	Button, Buckle and Fastener Industry (A) .....	.25
47-203	Musical Instrument Industry (A) .....	.25
47-204	Sporting Goods Industry (A) .....	.50
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<hr/>		
47-001	Asphalt and Vinyl-Asbestos Floor Tile (M) .....	per year 1.00
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## EXPLANATORY NOTES

This report is one in a series of about 130 publications which present the results of the 1958 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. An annual Census of Manufactures has been carried out by the Dominion Bureau of Statistics since 1916.

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 1958, 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, warehousing 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 of 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.<sup>1</sup>

### Standard Industrial Classification

The Standard Industrial Classification Manual, prepared by the Dominion Bureau of Statistics, provides for 135 three-digit industries in the manufacturing sector, arranged in 17 major groups. Reporting establishments are classified or allotted to specific industries on the basis of the value of principal products made or shipped.

### Short Forms

Prior to 1949 all manufacturing firms, regardless of size, were required to complete a standard form annually covering all census details, but for later years an effort was made to ease the reporting burden for smaller firms which usually do not maintain regular records in the required detail. A modified or short form was introduced in 1949 asking for the total value of shipments only, or in industries with a large number of small firms, for total value of shipments and quantities and values of a few principal products. Using the ratio of value of shipments in the current year to value of shipments in the base year, 1948, estimates of other census data were made for each plant for inclusion in the regular compilations. In general, the cut-off point for short forms was set at \$50,000 gross value of shipments annually, but there were lower cut-offs for a number of industries in which the small firms accounted for a larger share of total shipments. About 40 per cent of the total number of establishments reported on the modified or short form. They accounted for less than 3 per cent of the total value. In 1958, to establish a new base year, the small firms were again asked to report data on employees, salaries and wages, and other principal statistics together with some detail on material and products.

<sup>1</sup> 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*.

# THE MUSICAL INSTRUMENT INDUSTRY

1958

Factory shipments by the Musical Instrument Industry in 1958 attained a total value f.o.b. plant of \$16,352,254; this, compared to the \$14,763,607 worth of goods shipped in 1957, represents an increase of \$1,588,647, or 10.8 per cent. Again, as in the two preceding years, an expansion in the sales of phonograph records was chiefly responsible for the higher level of activity in the industry.

The number of employees decreased from 1,466 in 1957 to 1,433 in 1958, but the salary and wage payment total, \$4,817,056, was \$195,658, or 4.2 per cent above the comparable 1957 figure of \$4,621,398. In the year under review the cost of materials used by the industry rose by 6.4 per cent to \$5,079,027 from \$4,771,187 in 1957.

Of the 24 firms in the industry (one less than in the previous year), 15 were located in Ontario; 8 were in Quebec; and the remaining establishment was in British Columbia. Five plants, each with total factory shipments of \$1,000,000 or more, accounted for 79.6 per cent of all factory shipments; for 65.9 per cent of the total number of production workers; and for 70.2 per cent of salaries and wages.

Some firms in other industries, in particular the electrical apparatus industry, manufacture musical instruments as secondary products. Table 5 of this report summarizes the total shipments of

musical instruments, parts, etc., as assembled from all industries. Study of this table shows that the total value of such shipments, at \$23,453,985, was 4.6 per cent higher in 1958 than the 1957 total of \$22,413,254. Over the same two years, the total value of factory sales of phonograph records increased by 14.2 per cent, from \$8,822,201 to \$10,072,605. Shipments of record players with a value of \$7,676,708, were 4.3 per cent below the 1957 total of \$8,024,203. Factory sales of pianos decreased slightly, 6,596 instruments with a value of \$2,686,551 being sold in 1958 compared to 6,616 instruments worth \$2,732,900 in 1957. The number of organs sold in 1958, at 287, was 59 lower than the 346 sold in 1957, but the value of the 1958 sales was \$219,173, or 14.4 per cent higher, \$1,741,073 as against \$1,521,900 the preceding year.

Imports of musical instruments, parts, record players, etc., amounted to \$10,293,825. Exports, chiefly of organs and parts, totalled \$900,027. Greater details may be found in Tables 6 and 7.

Beginning with 1954, information on the value of year-end inventory holdings at plants and plant warehouses has been collected as part of the Annual Census of Industry. This data was formerly collected by a separate survey. Summarized statistics for the Musical Instrument Industry for 1958 are shown in Table 3.

**TABLE 1. Principal Statistics of the Musical Instrument Industry  
Representative Years, 1929-58**

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 <sup>1</sup>
	number				dollars		
1929 .....	42	2,734	3,339,806	156,043	6,802,758	6,546,437	13,505,238
1933 .....	18	784	708,550	64,135	781,151	770,474	1,615,760
1934 .....	19	978	923,247	71,252	1,364,564	1,282,049	2,717,865
1935 .....	15	329	286,375	33,852	174,797	327,019	535,668
1937 .....	17	579	545,665	41,230	452,336	717,722	1,211,288
1939 .....	17	545	527,345	38,455	376,615	652,978	1,068,048
1940 .....	17	583	613,869	41,327	421,235	758,529	1,221,091
1941 .....	17	696	780,991	50,624	637,750	1,001,132	1,689,506
1942 .....	22	739	906,074	55,670	706,810	1,176,674	1,939,154
1943 .....	25	806	1,041,515	67,742	828,539	1,344,091	2,240,372
1944 .....	23	765	1,023,308	68,741	765,218	1,402,358	2,236,317
1945 .....	25	836	1,142,927	73,231	816,604	1,630,497	2,520,332
1946 .....	25	1,018	1,471,668	69,826	1,095,670	2,158,867	3,324,363
1947 .....	25	1,085	1,831,264	80,021	1,441,455	2,868,189	4,389,665
1948 .....	26	1,108	2,035,487	86,181	1,666,956	3,077,433	4,830,570
1949 .....	27	1,180	2,413,584	87,534	2,223,920	3,968,516	6,279,970
1950 .....	27	1,322	2,718,267	111,148	3,172,241	4,200,680	7,484,069
1951 .....	27	1,336	2,955,610	130,929	3,445,332	5,129,814	8,706,075
1952 .....	23	1,206	2,917,297	124,574	2,903,708	5,408,841 <sup>2</sup>	8,437,123
1953 .....	24	1,372	3,458,877	122,501	3,283,754	6,307,367 <sup>2</sup>	9,713,622
1954 .....	26	1,379	3,588,469	144,376	3,373,189	6,704,739	10,240,585
1955 .....	28	1,213	3,491,161	162,637	3,134,123	6,876,363	10,182,867
1956 .....	25	1,305	3,940,907	189,889	4,304,230	7,838,170	12,284,891
1957							
Canada .....	25	1,466	4,621,398	178,660	4,771,187	10,025,025	14,763,607
Quebec and British Columbia....	9	599	1,778,106	50,532	1,512,338	3,494,289	5,002,789
Ontario .....	16	867	2,843,292	128,128	3,258,849	6,530,736	9,760,818
1958							
Canada .....	24	1,433	4,817,056	176,008	5,079,027	11,183,168	16,352,254
Quebec and British Columbia....	9	577	1,880,649	59,133	1,458,631	3,893,767	5,343,769
Ontario .....	15	856	2,936,407	116,875	3,620,396	7,289,401	11,008,485

<sup>1</sup> Commencing with 1952, the value of factory shipments has been collected in place of the gross value of production.

<sup>2</sup> 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."

**TABLE 2. Comparison of Principal Statistics, 1957 and 1958**

Item	1957	1958	Increase (+) or Decrease (-)	
			Amount	Percentage
Establishments reporting .....	No. 25	24	-	1
All employees (Supervisory, office and production) .....	1,466	1,433	-	33
Salaries and wages .....	\$ 4,621,398	4,817,056	+	195,658
Cost of fuel and electricity .....	\$ 178,660	176,008	-	2,652
Cost of materials used .....	\$ 4,771,187	5,079,027	+	307,840
Value added by manufacture.....	\$ 10,025,025	11,183,168	+	1,158,143
Value of factory shipments.....	\$ 14,763,607	16,352,254	+	1,588,647

**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,<sup>1</sup> 1958

Opening and closing—Province	Raw materials and supplies	Goods in process	Finished goods of own manufacture	Total
dollars				
Opening: <sup>2</sup>				
Quebec and British Columbia .....	610,522	366,485	117,930	1,094,937
Ontario .....	605,430	459,638	365,823	1,430,891
<b>Canada .....</b>	<b>1,215,952</b>	<b>826,123</b>	<b>483,753</b>	<b>2,525,828</b>
Closing:				
Quebec and British Columbia .....	742,783	418,501	133,676	1,294,960
Ontario .....	681,831	596,086	247,562	1,525,479
<b>Canada .....</b>	<b>1,424,614</b>	<b>1,014,587</b>	<b>381,238</b>	<b>2,820,439</b>

<sup>1</sup> Book value of all manufacturing inventories held at plant, and plant warehouses.

<sup>2</sup> The opening inventory for 1958 differs from the closing inventory published for 1957 because of the receipt of revised data and the removal of figures for firms which did not operate during 1958.

TABLE 4. Factory Shipments, 1957 and 1958

Product	1957		1958	
	Quantity	Selling value at the factory	Quantity	Selling value at the factory
	No.	\$	No.	\$
Pianos:				
Upright .....	6,541	2,641,700	6,537	2,608,991
Grand .....	75	91,200	59	77,560
Organs, all kinds .....	346	1,521,900	286	1,724,768
Piano and organ parts .....	—	911,728	—	943,217
All other musical instruments .....	—	32,139	—	53,987
All other products <sup>1</sup> .....	—	9,424,699	—	10,837,715
Custom work and repairs .....	—	140,241	—	106,016
<b>Value of factory shipments .....</b>	<b>—</b>	<b>14,763,607</b>	<b>—</b>	<b>16,352,254</b>

<sup>1</sup> Includes gramophone and phonograph records; strings and parts for musical instruments, other than pianos and organs; stools; benches; cabinets; cases; etc. The above table includes only the statistics of those manufacturing establishments whose principal products are musical instruments. The figures do not necessarily represent Canadian totals as musical instruments are also made as secondary products by firms in other industries. The total figures from all industries are shown in Table 5.

TABLE 5. Factory Shipments of Musical Instruments, Parts, etc., from All Industries, 1957 and 1958

Product	1957		1958	
	Quantity	Selling value at the factory	Quantity	Selling value at the factory
	No.	\$	No.	\$
Pianos:				
Upright .....	6,541	2,641,700	6,537	2,608,991
Grand .....	75	91,200	59	77,560
Organs, all kinds .....	346	1,521,900	287	1,741,073
Piano and organ parts .....	—	1,084,842	—	963,711
Record players .....	283,491	8,024,203	249,370	7,706,708
Phonograph records .....	17,208,098	8,822,201	18,490,025	10,072,605
Other musical instruments, parts and cases .....	—	227,208	—	202,486
<b>Totals .....</b>	<b>—</b>	<b>22,413,254</b>	<b>—</b>	<b>23,373,134</b>

TABLE 6. Imports of Musical Instruments, Parts, etc., 1957 and 1958

Imported articles	1957		1958	
	Quantity	Value	Quantity	Value
	No.	\$	No.	\$
Accordions, concertinos and melodeons .....	37,228	754,625	26,493	736,235
Brass band instruments .....	—	709,840	—	489,240
Harps .....	7	4,574	6	8,119
Cabinet organs .....	137	17,158	127	16,737
Pipe organs .....	10	32,517	19	71,609
Parts of organs, n.e.s. ....	—	246,793	—	232,481
Pianofortes .....	1,507	522,827	1,138	412,389
Parts of pianos, n.e.s. ....	—	261,611	—	246,732
Music for mechanical piano players .....	—	3,119	—	—
Phonographs, graphophones, and gramophones and finished parts..	—	1,670,817	—	2,008,498
Phonographs, coin operated .....	2,284	1,403,943	1,320	810,901
Cylinders and records for phonographs, graphophones and gramophones .....	2,807,782	1,725,891	3,366,979	2,195,676
Strings for musical instruments .....	—	98,886	—	103,905
Other musical instruments, n.e.s. ....	—	2,942,846	—	2,961,303

TABLE 7. Exports of Musical Instruments and Parts, 1957 and 1958

Exported articles	1957		1958	
	Quantity	Value	Quantity	Value
	No.	\$	No.	\$
Organs and parts .....	33	506,423	38	678,498
Pianos .....	6	4,642	8	3,379
Piano parts .....	—	97,519	—	133,520
Phonographs, gramophones and parts .....	—	216,338	—	79,138
All other musical instruments and parts, n.e.s. ....	—	2,770	—	5,492

TABLE 8. Employees by Sex and Remuneration, 1957 and 1958

Remuneration — Sex		1957	1958	Increase (+) or decrease (—)	
				Amount	Percentage
Supervisory and office employees:					
Total .....	No.	224	241	+ 17	+ 7.6
Male .....	"	131	149	+ 18	+13.7
Female .....	"	93	92	- 1	- 1.1
<b>Total salaries .....</b>	<b>\$</b>	<b>908,300</b>	<b>1,049,922</b>	<b>+141,622</b>	<b>+15.6</b>
Production workers:					
Total (monthly average).....	No.	1,242	1,192	- 50	- 4.0
Male .....	"	978	919	- 59	- 6.0
Female .....	"	264	273	+ 9	+ 3.4
<b>Total wages .....</b>	<b>\$</b>	<b>3,713,098</b>	<b>3,767,134</b>	<b>+ 54,036</b>	<b>+ 1.5</b>
All employees:					
Total .....	No.	1,466	1,433	- 33	- 2.3
Male .....	"	1,109	1,068	- 41	- 3.7
Female .....	"	357	365	+ 8	+ 2.2
<b>Total salaries and wages .....</b>	<b>\$</b>	<b>4,621,398</b>	<b>4,817,056</b>	<b>+159,658</b>	<b>+ 3.5</b>



TABLE 9. Production Workers, by Months, 1958

Month	Establishments reporting monthly detail <sup>1</sup>		Establishments not reporting monthly detail <sup>1</sup>		All establishments		
	Male	Female	Male	Female	Male	Female	Total
	number						
January .....	919	266					
February .....	895	256					
March .....	884	264					
April .....	893	279					
May .....	885	246	21	—	906	246	1,152
June .....	873	256					
July .....	881	260					
August .....	892	273					
September .....	923	280					
October .....	930	294					
November .....	933	294					
December .....	917	299					
Monthly average <sup>2</sup> .....					919	273	1,192

<sup>1</sup> The number of production workers by months was generally collected only for establishments reporting value of shipments of \$200,000 and over. For smaller establishments, only the number employed during the last pay period of May, 1958, was collected.

<sup>2</sup> The average for establishments generally reporting shipments of less than \$200,000 was estimated by using average annual earnings data from the large establishments in conjunction with reported payrolls for the small establishments.

TABLE 10. Principal Statistics of the Musical Instrument Industry by Selling Value of Factory Shipments, 1957 and 1958

Size group	Estab- lish- ments	Employees	Salaries and wages	Cost of fuel and electricity	Cost at plant of materials used	Value of factory shipments
1957	number		dollars			
Under \$10,000.....	5	9	21,208	3,203	14,791	49,101
\$10,000 to \$24,999 .....	2					
\$25,000 " \$49,999 .....	3	19	57,591	2,173	21,045	89,973
\$50,000 " \$99,999 .....	2	59	176,952	4,709	193,783	405,035
\$100,000 " \$199,999 .....	2					
\$200,000 " \$499,999 .....	4	406	1,240,622	51,046	1,157,153	2,634,902
\$500,000 " \$999,999 .....	2					
\$1,000,000 " \$4,999,999 .....	5	973	3,125,025	117,529	3,384,415	11,584,596
Totals .....	25	1,466	4,621,398	178,660	4,771,187	14,763,607
1958						
Under \$10,000.....	3	4	7,486	706	3,030	13,386
\$10,000 to \$24,999 .....	3	8	20,080	1,653	19,566	49,484
\$25,000 " \$49,999 .....	4	27	91,648	3,073	41,219	164,676
\$50,000 " \$99,999 .....	2	33	121,915	3,769	104,228	232,986
\$100,000 " \$199,999 .....	1					
\$200,000 " \$499,999 .....	3	134	396,584	21,101	528,643	1,044,492
\$500,000 " \$999,999 .....	3	283	913,414	32,208	814,187	1,836,787
\$1,000,000 " \$4,999,999 .....	5	944	3,265,929	113,498	3,568,154	13,010,443
Totals .....	24	1,433	4,817,056	176,008	5,079,027	16,352,254

## APPENDIX

## Manufacturers of Pianos, Organs and Other Musical Instruments in 1958

Name of firm	Location
<b>Quebec:</b>	
Casavant Frères, Limitée .....	50, rue Girouard, St. Hyacinthe
Compo Co., Limited, The .....	H.O. 2377 Remembrance St., Lachine, Montreal 32 Plant - 485 - 18th Ave., Lachine
Les Pianos Lesage Ltée .....	15, rue Lesage, Ste-Thérèse de Blainville
Les Pianos Modernes Enrg .....	9090 St. Laurent Blvd., Montreal 14
Poitras & Frères, Enrg. ....	H.O. 2375 Beauparlant, St. Hyacinthe Plant - St. Dominique de Bagot
Quidoz Pianos Limitée .....	3 rue, Roux, Ste-Thérèse de Blainville
Wilfer, Anton, Reg'd. ....	2002 Mackay St., Montreal 25
Willis & Co. Limited .....	39 Dubois St., Ste. Thérèse de Blainville
<b>Ontario:</b>	
Best, D.M. & Co., Limited .....	221 Richmond St. W., Toronto 2B
Bohne Industries Limited .....	1153 Queen St. W., Toronto 3
Hallman, J.C., Mfg. Co., Ltd. ....	41 John St. W., Waterloo
Hallmark Recordings Limited .....	81 Grenville St., Toronto 5
Heintzman & Co., Limited .....	56 Heintzman Ave., Toronto 9
Holmes Organ Co. ....	465 Second St., S.S.2, London
Keates Organ Co. Ltd. ....	Market St., Lucan
Kney & Bright .....	1778 Parkhurst St., London
Leistner, R., & Company .....	1351 Danforth Ave., Toronto 6
Mason & Risch, Limited .....	525 Adelaide St. W., Toronto 2B
Quality Records, Limited .....	380 Birchmount Road, Toronto 13
RCA Victor Company, Ltd. ....	H.O. 1001 Lenoir St., Montreal 30 Que. Plant - Smiths Falls
Sherlock-Manning Piano Co., Limited .....	East St., Clinton
Sterling Action & Keys, Limited, The .....	H.O. 525 Adelaide St. W., Toronto 2B Plant - 39 Alice St., Brantford
Whaley, Royce & Company, Limited .....	310 Yonge St., Toronto 1
<b>British Columbia:</b>	
Guy, John .....	3444 East 22 Avenue, Vancouver





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