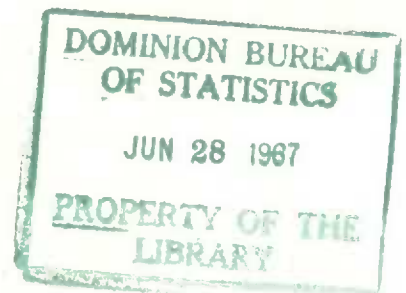


CATALOGUE No.

47-203

ANNUAL



MUSICAL INSTRUMENT AND SOUND RECORDING INDUSTRY

1965

ANNUAL CENSUS OF MANUFACTURES

Published by Authority of
The Minister of Trade and Commerce

DOMINION BUREAU OF STATISTICS
Manufacturing and Primary Industries Division

June 1967
6506-635

Price: 50 cents

PUBLICATIONS

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MUSICAL INSTRUMENT AND SOUND RECORDING INDUSTRY

1965

In terms of both the revised Standard Industrial Classification and the New Establishment Concept, this industry is defined as comprising those "Establishments primarily engaged in manufacturing pianos, organs, stringed instruments, wind instruments and percussion instruments; recording and duplicating, or in duplicating only such articles as records, tapes, wires and other media for recording vocal or instrumental performances".

No detailed information is collected on manufacturing materials and supplies used by this industry so that Table 12 presents these data with a minimum of breakdown. The shipments by the industry proper of goods of own manufacture are shown in Table 13 where in the detail has been somewhat abridged in order that the more important shipments of the main products of this industry by all industries may be presented in Table 14.

A list of the establishments classified to this industry in the 1965 survey will be found at the end of this report.

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. Principal Statistics, 1961-65

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		Employees		Value added
		Number	Man-hours paid	Wages					Number	Withdrawals	Number	Salaries and wages	
	No.		'000			\$'000				\$'000		\$'000	
1961													
Totals	30	1,310	2,772	4,590	202	6,366	21,428	15,003	13	38	1,639	6,193	15,084
1962													
Totals	26	1,414	3,031	5,100	215	7,739	25,000	17,097	7	21	1,775	6,904	17,172
1963													
Totals	25	1,437	3,081	5,369	232	8,332	26,219	18,312	5	18	1,768	7,297	18,374
1964													
Newfoundland	-	-	-	-	-	-	-	-	-	-	-	-	-
Prince Edward Island	-	-	-	-	-	-	-	-	-	-	-	-	-
Nova Scotia	-	-	-	-	-	-	-	-	-	-	-	-	-
New Brunswick	-	-	-	-	-	-	-	-	-	-	-	-	-
Quebec	6	x	x	x	x	x	x	x	-	-	x	x	x
Ontario	18	948	1,932	3,494	172	6,093	18,270	11,903	x	x	1,159	4,754	11,943
Manitoba	1	x	x	x	x	x	x	x	-	-	x	x	x
Saskatchewan	-	-	-	-	-	-	-	-	-	-	-	-	-
Alberta	-	-	-	-	-	-	-	-	-	-	-	-	-
British Columbia	1	x	x	x	x	x	x	x	x	x	x	x	x
Yukon and Northwest Territories	-	-	-	-	-	-	-	-	-	-	-	-	-
Totals	26	1,339	2,855	5,084	231	7,848	24,469	16,129	7	24	1,687	7,012	16,519
1965													
Newfoundland	-	-	-	-	-	-	-	-	-	-	-	-	-
Prince Edward Island	-	-	-	-	-	-	-	-	-	-	-	-	-
Nova Scotia	-	-	-	-	-	-	-	-	-	-	-	-	-
New Brunswick	-	-	-	-	-	-	-	-	-	-	-	-	-
Quebec	6	x	x	x	x	x	x	x	-	-	x	x	x
Ontario	19	982	2,020	3,731	179	6,399	19,708	13,207	x	x	1,182	4,954	13,271
Manitoba	1	x	x	x	x	x	x	x	-	-	x	x	x
Saskatchewan	-	-	-	-	-	-	-	-	-	-	-	-	-
Alberta	-	-	-	-	-	-	-	-	-	-	-	-	-
British Columbia	1	x	x	x	x	x	x	x	x	x	x	x	x
Yukon and Northwest Territories	-	-	-	-	-	-	-	-	-	-	-	-	-
Totals	27	1,374	2,916	5,355	244	8,312	26,752	18,403	7	27	1,688	7,293	18,876

TABLE 2. Principal Statistics classified by Size Group based on Value of Shipments of Goods of Own Manufacture, 1964 and 1965

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		Employees		Value added
		Number	Man- hours paid	Wages					Number	With- drawals	Number	Salaries and wages	
	No.		'000			\$'000				\$'000		\$'000	
1964													
Under \$10,000	—	—	—	—	—	—	—	—	—	—	—	—	—
\$ 10,000 to \$ 24,999	5	10	22	29	1	30	104	74	5	14	14	44	75
25,000 " 49,999	4	12	27	44	2	101	243	140	2	9	16	57	153
50,000 " 99,999	4	47	109	156	6	321	686	352	—	—	61	226	448
100,000 " 199,999	3	67	139	211	13	519	1,017	484	—	—	85	298	485
200,000 " 499,999	4	268	522	831	46	1,607	3,275	1,729	—	—	310	998	1,738
500,000 " 999,999	6	935	2,036	3,812	164	5,270	19,145	13,350	—	—	1,201	5,389	13,619
1,000,000 " 4,999,999	—	—	—	—	—	—	—	—	—	—	—	—	—
5,000,000 and over	—	—	—	—	—	—	—	—	—	—	—	—	—
Head offices, sales offices and auxiliary units .....	...	...	...	...	...	...	...	...	...	...	...	...	...
Totals	26	1,339	2,855	5,084	231	7,848	24,469	16,129	7	24	1,687	7,012	16,519
1965													
Under \$10,000	—	—	—	—	—	—	—	—	—	—	—	—	—
\$ 10,000 to \$ 24,999	4	5	11	16	1	26	74	49	3	11	6	17	50
25,000 " 49,999	3	4	9	15	1	44	113	70	4	17	5	16	70
50,000 " 99,999	4	19	38	71	1	160	335	179	—	—	25	98	193
100,000 " 199,999	4	47	112	155	7	268	588	317	—	—	62	225	428
200,000 " 499,999	4	167	327	648	31	1,015	2,280	1,265	—	—	188	762	1,266
500,000 " 999,999	8	1,132	2,418	4,449	205	6,799	23,360	16,523	—	—	1,402	6,174	16,868
1,000,000 " 4,999,999	—	—	—	—	—	—	—	—	—	—	—	—	—
5,000,000 and over	—	—	—	—	—	—	—	—	—	—	—	—	—
Head offices, sales offices and auxiliary units .....	...	...	...	...	...	...	...	...	...	...	...	...	...
Totals	27	1,374	2,916	5,355	244	8,312	26,752	18,403	7	27	1,688	7,293	18,816

TABLE 3. Principal Statistics classified by Size Group based on Manufacturing Value Added, 1964 and 1965

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		Employees		Value added
		Number	Man- hours paid	Wages					Number	With- drawals	Number	Salaries and wages	
	No.		'000			\$'000				\$'000		\$'000	
1964													
Under \$10,000	—	—	—	—	—	—	—	—	—	—	—	—	—
\$ 10,000 to \$ 24,999	7	14	31	43	2	76	191	116	7	24	19	61	120
25,000 " 49,999	6	53	122	183	9	457	898	430	—	—	69	262	534
50,000 " 99,999	6	232	482	699	32	2,018	3,507	1,496	—	—	270	891	1,512
100,000 " 199,999	3	285	568	1,170	44	2,031	4,176	1,977	—	—	328	1,332	1,969
200,000 " 499,999	4	755	1,652	2,990	145	3,267	15,698	12,110	—	—	1,001	4,464	12,384
500,000 " 999,999	—	—	—	—	—	—	—	—	—	—	—	—	—
1,000,000 " 4,999,999	—	—	—	—	—	—	—	—	—	—	—	—	—
5,000,000 and over	—	—	—	—	—	—	—	—	—	—	—	—	—
Head offices, sales offices and auxiliary units .....	...	...	...	...	...	...	...	...	...	...	...	...	...
Totals	26	1,339	2,855	5,084	231	7,848	24,469	16,129	7	24	1,687	7,012	16,519
1965													
Under \$10,000	—	—	—	—	—	—	—	—	—	—	—	—	—
\$ 10,000 to \$ 24,999	6	7	16	23	1	62	149	89	5	23	9	27	90
25,000 " 49,999	4	12	23	48	—	146	297	153	2	5	17	73	168
50,000 " 99,999	5	56	132	186	8	290	665	373	—	—	72	257	484
100,000 " 199,999	4	159	342	533	33	1,406	2,606	1,142	—	—	178	638	1,111
200,000 " 499,999	3	269	586	910	30	1,369	3,405	2,068	—	—	310	1,085	2,100
500,000 " 999,999	5	871	1,818	3,855	172	5,039	19,629	14,578	—	—	1,102	5,214	14,579
1,000,000 " 4,999,999	—	—	—	—	—	—	—	—	—	—	—	—	—
5,000,000 and over	—	—	—	—	—	—	—	—	—	—	—	—	—
Head offices, sales offices and auxiliary units .....	...	...	...	...	...	...	...	...	...	...	...	...	...
Totals	27	1,374	2,916	5,355	244	8,312	26,752	18,403	7	27	1,688	7,293	18,816

TABLE 4. Principal Statistics classified by Size Group based on Total Value Added, 1964 and 1965

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		Employees		Value added
		Number	Man- hours paid	Wages					Number	With- drawals	Number	Salaries and wages	
	No.		'000			\$'000				\$'000		\$'000	
1964													
Under \$10,000	7	14	31	43	2	76	191	116	7	24	19	61	120
\$ 10,000 to \$ 24,999	5	37	82	118	7	389	730	331	-	-	49	173	359
25,000 " 49,999	3	49	110	169	6	369	800	399	-	-	68	261	480
50,000 " 99,999	7	484	980	1,765	71	3,747	7,051	3,173	-	-	550	2,052	3,176
100,000 " 199,999	4	755	1,652	2,990	145	3,267	15,698	12,110	-	-	1,001	4,464	12,384
200,000 " 499,999													
500,000 " 999,999													
1,000,000 " 4,999,999													
5,000,000 and over													
Head offices, sales offices and auxiliary units .....	...	...	...	...	...	...	...	...	...	...	...	...	...
Totals	26	1,339	2,853	5,084	231	7,848	24,469	16,129	7	24	1,687	7,012	16,519
1965													
Under \$10,000	6	7	16	23	1	62	149	88	5	23	9	26	90
\$ 10,000 to \$ 24,999	3	11	21	41	-	115	227	114	2	5	14	55	113
25,000 " 49,999	5	42	95	130	6	255	570	313	-	-	55	185	354
50,000 " 99,999	5	174	381	596	35	1,471	2,771	1,242	-	-	198	729	1,335
100,000 " 199,999	3	269	586	910	30	1,369	3,405	2,068	-	-	310	1,085	2,104
200,000 " 499,999	5	671	1,818	3,655	172	5,039	19,629	14,578	-	-	1,102	5,214	14,879
500,000 " 999,999													
1,000,000 " 4,999,999													
5,000,000 and over													
Head offices, sales offices and auxiliary units .....	...	...	...	...	...	...	...	...	...	...	...	...	...
Totals	27	1,374	2,916	5,355	244	8,312	26,752	18,403	7	27	1,688	7,293	18,876

TABLE 5. Principal Statistics classified by Size Group based on Total Employed, 1964 and 1965

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		Employees		Value added
		Number	Man- hours paid	Wages					Number	With- drawals	Number	Salaries and wages	
	No.		'000			\$'000				\$'000		\$'000	
1964													
Under 5 employed	6	9	19	31	1	96	219	124	7	24	12	42	139
5 - 14 employed	5	26	60	95	5	247	504	250	-	-	38	150	247
15 - 49 "	6	136	281	403	23	978	1,921	905	-	-	164	535	1,003
50 - 99 "	3	221	461	824	20	1,584	2,945	1,395	-	-	240	927	1,409
100 - 199 "	3	285	586	1,090	64	2,134	5,698	3,439	-	-	395	1,568	3,769
200 - 499 "	3	662	1,448	2,641	119	2,809	13,182	10,015	-	-	838	3,789	9,953
500 employed and over	-	-	-	-	-	-	-	-	-	-	-	-	-
Head offices, sales offices and auxiliary units .....	...	...	...	...	...	...	...	...	...	...	...	...	...
Totals	26	1,339	2,853	5,084	231	7,848	24,469	16,129	7	24	1,687	7,012	16,519
1965													
Under 5 employed	8	10	23	38	1	100	257	159	7	27	14	52	174
5 - 14 employed	4	20	41	71	2	177	375	202	-	-	27	101	200
15 - 49 "	6	134	281	419	30	949	1,858	909	-	-	164	577	1,025
50 - 99 "	3	210	467	886	22	1,626	3,306	1,666	-	-	221	948	1,724
100 - 199 "	3	342	724	1,285	58	2,195	6,540	4,328	-	-	439	1,763	4,645
200 - 499 "	3	658	1,380	2,652	132	3,265	14,415	11,140	-	-	823	3,853	11,108
500 employed and over	-	-	-	-	-	-	-	-	-	-	-	-	-
Head offices, sales offices and auxiliary units .....	...	...	...	...	...	...	...	...	...	...	...	...	...
Totals	27	1,374	2,916	5,355	244	8,312	26,752	18,403	7	27	1,688	7,293	18,876

TABLE 6. Principal Statistics classified by Type of Organization, 1964 and 1965

Type of organization	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		Employees		Value added
		Number	Man-hours paid	Wages					Number	Withdrawals	Number	Salaries and wages	
	No.		'000			\$'000				\$'000		\$'000	
1964													
Individual ownerships	4	6	11	15	--	52	119	69	7	24	6	15	71
Partnerships													
Incorporated companies	22	1,333	2,843	5,069	230	7,795	24,350	16,060	...	...	1,681	6,997	16,448
Co-operatives .....	-	-	-	-	-	-	-	-	...	...	-	-	-
Head offices, sales offices and auxiliary units .....	...	...	...	...	...	...	...	...	...	...	...	...	...
Totals	26	1,339	2,855	5,084	231	7,848	24,469	16,129	7	24	1,687	7,012	16,519
1965													
Individual ownerships	5	4	10	16	1	61	151	92	7	27	5	17	92
Partnerships													
Incorporated companies	22	1,370	2,906	5,339	244	8,251	26,601	18,311	...	...	1,683	7,276	18,784
Co-operatives .....	-	-	-	-	-	-	-	-	...	...	-	-	-
Head offices, sales offices and auxiliary units .....	...	...	...	...	...	...	...	...	...	...	...	...	...
Totals	27	1,374	2,916	5,355	244	8,312	26,752	18,403	7	27	1,688	7,293	18,876

TABLE 7. Calculation of Output, Input and Value Added, 1964 and 1965

	Manufacturing activity		Non-manufacturing activities		Total activity	
	1964	1965	1964	1965	1964	1965
\$'000						
Output						
1. Shipments and other revenue	24,469	26,752	1,659	1,713	26,128	28,465
Inventories—Goods of own manufacture:						
Add closing—Goods in process	612	689	...	...	612	689
Finished goods	1,006	1,374	...	...	1,006	1,374
Deduct opening—Goods in process	816	572	...	...	816	572
Finished goods	1,065	1,283	...	...	1,065	1,283
2. Net inventory change	(263)	208	...	...	(263)	208
3. Gross output (1 + 2)	24,206	26,960	1,659	1,713	25,865	28,673
Input						
4. Purchases of goods not of own manufacture .....	...	...	1,114	1,198	1,114	1,198
Inventories—Goods not of own manufacture:						
Add opening .....	...	...	123	72	123	72
Deduct closing .....	...	...	76	149	76	149
5. Cost of goods sold (not of own manufacture) .....	...	...	1,161	1,121	1,161	1,121
6. Materials, supplies, etc.	7,848	8,312	107	120	7,955	8,432
7. Fuel and electricity	231	244	...	...	231	244
8. Gross input (5 + 6 + 7)	8,079	8,556	1,268	1,241	9,347	9,797
Value added (3 - 8)	16,129	18,403	391	472	16,519	18,876

TABLE 8. Employment and Payroll, 1964 and 1965

Year and province	Employees										Salaries and wages				
	Production and related workers				Adminis- trative and office		Sales and distribution		Total		Production and related workers		Adminis- trative and office	Sales and distribution	Total
	Manufacturing		Other												
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Manufac- turing	Other			
	number										\$'000				
1964															
Newfoundland	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Prince Edward Island	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Nova Scotia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
New Brunswick	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Quebec	x	x	-	-	x	x	x	x	x	x	x	-	x	x	x
Ontario	530	418	5	-	90	75	28	13	653	506	3,494	22	1,013	225	4,754
Manitoba	x	-	-	-	x	x	x	x	x	x	x	-	x	x	x
Saskatchewan	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Alberta	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
British Columbia	x	x	-	-	-	-	-	-	x	x	x	-	-	-	x
Yukon and Northwest Terri- tories	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Totals	864	475	5	-	168	107	48	20	1,085	602	5,084	22	1,551	355	7,012
1965															
Newfoundland	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Prince Edward Island	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Nova Scotia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
New Brunswick	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Quebec	x	x	-	-	x	x	x	x	x	x	x	-	x	x	x
Ontario	528	454	-	-	93	72	24	11	645	537	3,731	-	1,013	211	4,954
Manitoba	x	-	-	-	x	x	x	x	x	x	x	-	x	x	x
Saskatchewan	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Alberta	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
British Columbia	x	x	-	-	-	-	-	-	x	-	x	-	-	-	x
Yukon and Northwest Terri- tories	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Totals	861	513	-	-	161	104	35	14	1,057	631	5,355	-	1,648	291	7,293

TABLE 9. Production and Related Workers, - Manufacturing Activity, 1964 and 1965

Month	1964		1965	
	Male	Female	Male	Female
	number			
Establishments reporting monthly detail (large establishments only):				
January	862	430	840	473
February	890	528	847	518
March	865	537	863	541
April	854	425	853	465
May	821	396	832	454
June	839	397	841	461
July	847	434	851	482
August	860	477	863	515
September	872	510	881	563
October	890	557	903	564
November	893	532	898	555
December	870	475	840	557
Averages	864	475	861	513
Establishments reporting annual averages (small establishments only) .....	...	...	...	...
Average for all establishments	864	475	861	513

TABLE 10. Inventories, 1965

Province	Manufacturing				Non-manufacturing	Total inventories
	Materials, supplies, etc.	Goods in process	Finished goods of own manufacture	Total	Products or materials purchased for resale	
book value \$'000						
Opening:						
Newfoundland	—	—	—	—	—	—
Prince Edward Island	—	—	—	—	—	—
Nova Scotia	—	—	—	—	—	—
New Brunswick	—	—	—	—	—	—
Quebec	x	x	x	x	x	x
Ontario	1,556	108	1,083	2,747	55	2,802
Manitoba	x	—	—	x	x	x
Saskatchewan	—	—	—	—	—	—
Alberta	—	—	—	—	—	—
British Columbia	x	x	x	x	—	x
Yukon and Northwest Territories	—	—	—	—	—	—
Totals	2,238	572	1,283	4,093	72	4,165
Closing:						
Newfoundland	—	—	—	—	—	—
Prince Edward Island	—	—	—	—	—	—
Nova Scotia	—	—	—	—	—	—
New Brunswick	—	—	—	—	—	—
Quebec	x	x	x	x	x	x
Ontario	1,592	103	1,165	2,861	72	2,933
Manitoba	x	—	—	x	x	x
Saskatchewan	—	—	—	—	—	—
Alberta	—	—	—	—	—	—
British Columbia	x	x	x	x	—	x
Yukon and Northwest Territories	—	—	—	—	—	—
Totals	2,392	689	1,374	4,455	149	4,604

TABLE 11. Purchased Fuel and Electricity Used, 1964 and 1965

Description	1964		1965	
	Quantity	Cost	Quantity	Cost
		\$'000		\$'000
1. Large establishments reporting commodity detail:				
Bituminous coal:				
(a) From Canadian mines	ton	—	—	—
(b) Imported	"	2,136	2,097	36
Sub-bituminous coal (from Alberta mines only)	"	—	—	—
Anthracite coal	"	—	—	—
Lignite coal	"	—	—	—
Coke	"	197	69	1
Gasoline (including gasoline used in cars and trucks)	Imp. gal.	9,723	9,069	4
Fuel oil including kerosene or coal oil	"	417,444	405,063	40
Wood	cord	—	—	—
Gas:				
(a) Liquefied petroleum gases	Imp. gal.	1,250	1,550	1
(b) Other manufactured gas	M cu. ft.	—	—	—
(c) Natural gas	"	46,183	59,379	55
Other fuel .....	...	—	...	—
Electricity purchased	kwh.	8,218,924	8,774,099	103
Steam purchased .....	...	—	...	—
2. Small establishments not reporting commodity detail:				
Estimate for fuel and electricity .....	...	5	...	4
3. All establishments:				
Total fuel and electricity used .....	...	231	...	244

TABLE 12. Materials and Supplies - Manufacturing Activity, 1964 and 1965

Description	Cost	
	1964	1965
	\$'000	
1. Materials used:		
All materials and components used ¹	6,777	7,173
2. Containers and other packaging materials and supplies used	653	633
3. Operating, maintenance and repair supplies used (excluding fuel)	406	491
4. Amount paid out to others for work done on materials owned by establishments	11	14
Totals	7,848	8,312

¹ No detailed information on materials used was collected from small establishments, the estimated costs for which are included here. These estimated costs were \$217,302 in 1964 and \$193,681 in 1965.

TABLE 13. Shipments of Goods of Own Manufacture, 1964 and 1965

Description	1964		1965	
	Quantity	Value	Quantity	Value
	number	\$'000	number	\$'000
1. Products:				
Pianos:				
Upright .....	...	1	...	1
Grand	—	—	...	1
Organs:				
Pipe	642	2,710	698	2,929
Electronic				
Reed				
Piano and organ parts .....	...	1	...	1
All other musical instruments .....	...	1	...	1
Other products related to the industry:				
Benches and stools .....	...	21,070 ¹	...	23,045
Parts for musical instruments, n.e.s.				
Piano boxes				
Sound recording products - records, tapes, etc.				
All other products:				
Cabinet work .....	...	691 ¹	...	735
Woodwork, etc.				
2. Amount received in payment for work done on materials and products owned by others (including repair and tuning of organs and pianos) .....	...	51	...	89
Less adjustment for value of sales taxes, excise duties and outward transportation charges which could not be deducted from individual commodity items described above .....	...	(54)	...	(46)
Total adjusted value of shipments and work done .....	...	24,469	...	26,752

¹ Confidential data. Included in "Other products related to the industry".

TABLE 14. Shipments of Selected Goods of Own Manufacture - All Industries, 1964 and 1965

(Includes shipments from other industries which manufacture, as a secondary activity, the commodities listed)

Description	1964		1965	
	Quantity	Value	Quantity	Value
	number	\$'000	number	\$'000
Pianos:				
Upright	10,627	4,443	11,029	4,702
Grand	—	—		
Organs:				
Pipe	x	x	x	x
Reed				
Electronic and electric				
Piano and organ parts .....	...	1,319 ¹	1,876	1,740
Phonograph records .....	...	1,156 ¹	...	1,153
Phonograph records	29,067,084	15,524	37,245,454	16,924
Other musical instruments, parts and cases .....	...	447	...	532

List of Establishments classified to this Industry, 1965

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

Name	Location
Quebec:	
Casavant Frères, Limitée	50, rue Girouard, St-Hyacinthe
Compo Co. Limited, The	485 - 18th Ave., Lachine
Glomus Inc.	114 South Robinson St., Granby
Les Pianos Lesage Ltée	15, rue Lesage, Ste-Thérèse-de-Blainville
Les Pianos Modernes Enr.	9090 St. Laurent Blvd., Montreal 11
Orgue Providence Inc.	730 Crevier St., La Providence, St. Hyacinthe
Ontario:	
Baldwin Piano Co. (Canada) Ltd., The	86 Rivalda Road, Weston
Best, D.M. & Co. Limited	221 Richmond St. W., Toronto 2 B
Compa Records (Ontario) Ltd.	3400 Montreal Rd., Cornwall
Hallmark Recordings Limited	81 Grenville St., Toronto 5
Heintzman & Co. Limited	Hanover
Holmes Organ Co.	465 Second St., London
Keates Organ Co. Ltd.	100 Frederick St., Acton
Kney & Bright	137 Falcon St., London
Kramer Magnetics Ltd.	Port Credit
Mason & Risch Limited	525 Adelaide St. W., Toronto 2 B
Neutel Organ Company	Burford
Precision Record Productions Ltd.	1 Waterman St., Scarborough
Quality Records Limited	380 Birchmount Road, Scarborough
RCA Victor Company Ltd.	Hannibal St., Smiths Falls
Shaw, A.N. Electronic Organs	38 Plains Rd. W., Burlington
Sherlock-Manning Piano Co. Limited	123 East St., Clinton
Sound Elect Specialities Ltd.	76 Sherry Rd., Scarborough
Sterling Action & Keys Limited, The	39 Alice St., Brantford
Sterling Piano Products Ltd.	39 Alice St., Brantford
Manitoba:	
Dollard Recording Ltd.	818 Portage Ave., Winnipeg 10
British Columbia:	
Sabathil and Son	3911 W. 25th Ave., Vancouver 8

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 55 (4 digit) sub classes. At the Canada level, principal statistics are collected and compiled for 176 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 135 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 reports reflect the complete implementation of these changes and enable comparisons to be made back to and including 1961. 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 activities

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. For those establishments reporting on the "long" form, 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. In the case of those establishments reporting on the "short" form, respondents are requested to report average annual figures. 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.). Data on man-hours are not collected from establishments reporting on the short form. Man-hours for these establishments are estimated on the basis of ratios derived from the 1958 census. During this census all establishments reported on the long form. 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 are 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 manufacturing materials, supplies, etc. and fuel and electricity consumed from the (value of shipments of goods of own manufacture 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 cost of goods purchased for re-sale (adjusted for changes in the value of inventories of goods pur-

chased for re-sale) and the cost of non-manufacturing 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 output or 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 DBS publication Catalogue No. 61-202, "Survey of Production".

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