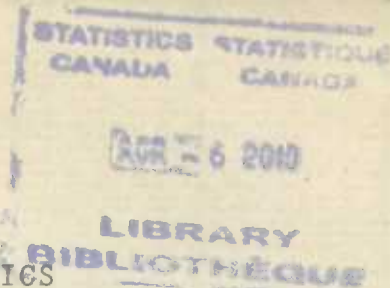


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THE SOAP INDUSTRY
IN CANADA IN 1918

Advance Chapter of
"Chemicals and Allied Products in Canada in 1918"

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Ottawa
1921

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THE SOAP INDUSTRY IN CANADA

IN 1918

In 1918 Canada produced 108,316,748 pounds of laundry soaps and soap products, including household and toilet, polishing or scouring, powder and other soaps, having a total selling value of \$13,047,893. In addition, by-products of the industry, including glycerine, crisco, lard substitutes, lubricating oils and other related products were valued at the factory at \$7,841,585.

Of the 28 factories in operation, 13 were located in Ontario, 7 in Quebec, 2 in each of the provinces of Manitoba, Alberta and British Columbia, one in Saskatchewan and one in New Brunswick. The total invested capital of the 28 firms was \$13,086,933 of which the value of land, buildings, machinery and tools was \$4,540,930; materials on hand, stocks in process, finished products, fuel and miscellaneous supplies on hand was \$7,244,026, while the cash, operating accounts and bills receivable amounted to \$1,301,977.

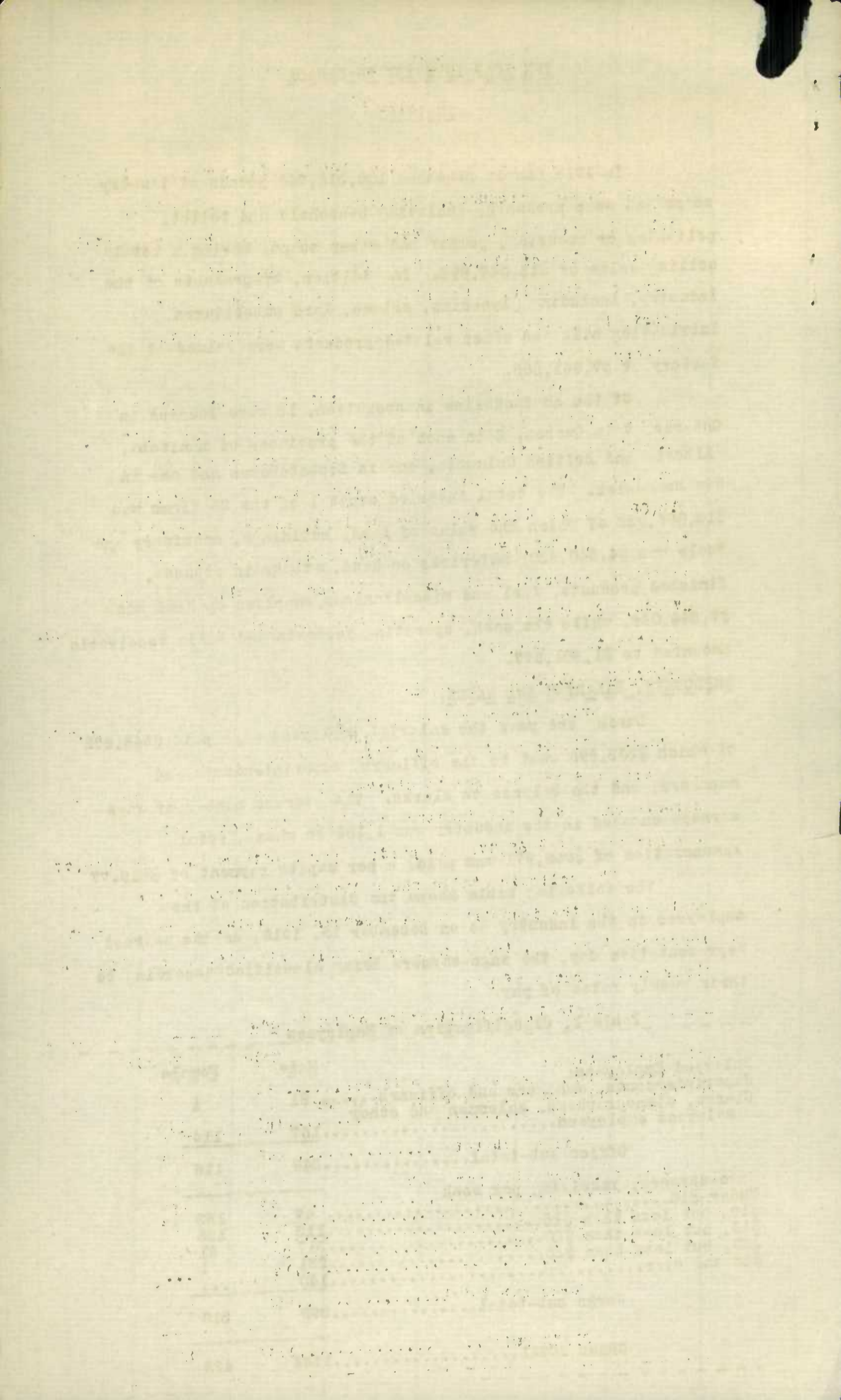
EMPLOYEES, SALARIES AND WAGES:

During the year the salaried employees were paid \$546,672 of which \$203,896 went to the officers, superintendents and managers, and the balance to clerks. The average number of wage-earners engaged in the industry was 1,182 to whom a total remuneration of \$968,971 was paid; a per capita payment of \$819.77

The following table shows the distribution of the employees in the industry as on December 15, 1918, or the nearest representative day, the wage-earners being classified according to their weekly rates of pay.

Table 1, Classification of Employees

	<u>Male</u>	<u>Female</u>
Salaried Employees:		
Superintendents, managers and officers.....	81	1
Clerks, stenographers, salesmen and other salaried employees.....	167	114
Office sub-total.....	248	115
Wage-earners, receiving per week		
Under \$10.....	47	153
\$10, but less than \$15.....	113	135
\$15, but less than \$20.....	317	21
\$20, but less than \$25.....	281	1
\$25 and over.....	140	...
Works sub-total.....	898	310
GRAND TOTAL.....	1146	425



FUEL CONSUMPTION:

The fuel used in the industry in 1918 cost \$426,853 laid down at the plant. It was used chiefly for heating, boiling soap, evaporation and drying. The following table gives the cost and quantity, -exclusive of any supplied to employees, -of the different kinds of fuel used during the year.

Table 2, FUEL USED.

Kind	Canadian		Foreign	
	Quantity	Cost at Works	Quantity	Cost at Works
Bituminous Coal, slack.....	4,387	27,329	16,602	92,448
" " lump.....	16	100	...	...
" " run of mine "	377	3,717	40,960	282,739
Anthracite Coal, lump.....	...	...	5	60
" " dust or slack....	...	...	491	2,018
Lignite Coal.....	180	906	...	...
Coke.....	1,147	13,832	...	...
Gasoline.....	200	68	...	...
Wood.....	341	1,182	...	...
Other fuel.....	...	2,454	...	...
		\$49,588		\$377,265

MATERIALS USED:

In the table which follows, a detailed record is given of the quantities and values of the materials used in the manufacture of soap and related products during the year. In point of value, the fats and greases lead, costing well over five and one-half million dollars. It may be surprising to some to know that over three and one-third million dollars was spent for imported cotton seed oil, while cocoanut and palm kernel oils cost nearly one and one-half million dollars, and an equal amount was paid for linseed and other oils.

Table 3, MATERIALS USED.

KIND	UNIT OF MEASURE	QUANTITY	VALUE
Tallow, Grease and other Fats...	Lbs.	33,504,588	\$5,540,752
Cocoanut & Palm Kernel Oil.....	"	9,180,415	\$1,478,680
Cotton Seed Oil.....	Gals.	2,752,060	\$3,597,572
Linseed & Other Oils.....	"	1,222,737	\$1,451,901
Resin.....	Lbs.	12,827,773	\$ 529,140
Waxes.....	"	163,985	\$ 15,470
Caustic Soda.....	Tons	4,211	\$ 405,970
Soda Ash.....	"	5,724	\$ 243,261
Perfumes.....		...	\$ 189,439
Chemicals.....		...	\$ 376,007
All other materials.....		...	\$ 967,432
			\$14,595,624

PRODUCTS MADE:

The magnitude of the soap industry in Canada is reflected in the data given in the next table which shows the quantities and selling values of the products of the industry during 1918. The fact that Canada produces nearly thirteen million dollars worth soap annually is one which reflects credit on the industry, although there is still room for a million dollar expansion before the present created market will be met. Canadian manufacturers are alert to their opportunities, however, and a continued expansion is to be expected.

Table 4, PRODUCTS MADE.

KINDS OF ARTICLES MADE	UNIT OF MEASURE	QUANTITY	SELLING VALUE AT THE WORKS
Household and Laundry Soaps.....	Lbs.	83,302,070	\$9,170,894
Toilet Soaps.....	"	8,805,766	\$2,136,838
Polishing or Scouring Soaps.....	"	1,636,990	\$ 285,340
Powder Soap.....	"	7,711,635	\$ 423,589
Foots Soap.....	"	93,900	\$ 11,732
All other hard Soap.....	"	5,837,463	\$ 916,732
Soft Soap.....	"	928,924	\$ 102,768
Glycerine, crude.....	"	3,526,416	\$1,322,367
Glycerine, refined.....	"	3,935,710	\$2,257,888
Lubricating Oils.....	Gals.	179,600	\$ 87,168
Lye.....	Lbs.	875,603	\$ 106,762
Washing Compounds.....	"	2,047,646	\$ 126,913
Scouring powders.....	"	5,172,533	\$ 404,815
Crisco.....	"	6,773,282	\$1,573,932
Lard Substitute.....	"	2,781,855	\$ 623,267
Cotton Seed Oil.....	Gals.	828,344	\$1,198,817
Sal Soda.....	Lbs.	333,406	\$ 6,491
Toilet Preparations.....	"	...	\$10,453
All other products & by-Products	"	...	\$ 22,712
			\$20,889,478

The value added to the materials used by the process of manufacturing amounted to \$6,293,854.

IMPORTS:

The imports for consumption in Canada in 1918, of various soaps and materials of interest in connection with the soap industry were valued at \$17,624,102. Of this sum \$1,300,464 was paid for soaps. A number of the commodities listed are used in industries other than soap, but the total of these imports have been itemized as to kind, quantity and value, in the following table, as of general interest.

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Date	Description	Amount	Remarks
1890
1891
1892
1893
1894
1895
1896
1897
1898
1899
1900

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Table 5. IMPORTS INTO CANADA, 1918. (Calendar Year)

COMMODITY	UNIT OF MEASURE	QUANTITY	VALUE
Cocoanut & Palm Kernel Oil, imported for manufacture of soap.....	Gals.	2,015,028	\$2,651,179
Cotton Seed Oil.....	"	4,943,454	\$7,881,072
Flaxseed or linseed oil, raw or boiled	Lbs.	78,191	12,370
Rosin.....	"	34,255,200	\$1,106,145
Foots.....	"	3,856	4,722
Caustic Soda.....	"	12,226,581	\$612,947
Soda Ash.....	"	91,138,430	\$1,973,641
Perfumes.....	"	...	447,016
Grease & fat for making Soaps & Oils	Lbs.	13,858,754	\$1,634,546
Castile Soap.....	"	89,191	17,822
Common or Laundry Soap.....	"	4,990,496	\$445,831
Common, soft or liquid Soap.....	"	124,607	10,630
Harness Soap.....	"	1,501	306
Pearline and other Soap Powders.....	"	807,245	\$56,353
Toilet Soap.....	"	...	\$591,833
Whale Oil Soap.....	"	17,559	\$11,623
All other Soap N.O.P. including Pumice, silver and mineral soaps Sapolio and like products.....	"	...	\$176,066
TOTAL.....			\$17,624,102

The next table shows the exports during 1918 of soap and other commodities of interest to the soap trade.

Table 6. Exports of Canadian Products.

COMMODITY	UNIT OF MEASURE	QUANTITY	VALUE
Soap.....	Lbs.	1,116,551	\$111,808
Greases and Grease Scraps.....	Cwt.	33,897	\$150,604
Fish Oil.....	Gal.	573,176	\$647,727
Seal Oil.....	"	43,820	\$52,314
Whale Oil.....	"	37,085	\$55,111
Oil Cake.....	Cwt.	24,564	\$62,691
Refined Vegetable Oil.....	Gal.	303,738	\$262,034
Animal Oils.....	"	64,588	\$54,921
TOTAL.....			\$1,397,210

From the foregoing data the consumption of soap in Canada, and the extent of the opportunity for expansion in this industry may be computed by adding the value of the imports, \$1,300,464, to the value of the production, \$13,047,893, and subtracting the value of the exports, \$111,808. The result is \$14,236,549. It therefore, appears that Canada produces soap to a value of thirteen million dollars and imports about a million dollars' worth, half of which is toilet soap and most of the remainder, the common or laundry variety.



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