

## CHAPTER XVI.—MANUFACTURES\*

### CONSPECTUS

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*The interpretation of the symbols used in the tables throughout the Year Book will be found on p. xvi of this volume.*

### Section 1.—Technology, Markets and Costs in Manufacturing

Analyses of the sales dollar or the production dollar of the manufacturing industries, showing how much of the total is distributed to employees, how much accrues to the owners of the business and what percentage is accounted for by various major expense items, have long been of widespread interest. Such analyses assist management in forming an impression of how the experience of their own particular plant or firm compares with manufacturing as a whole or with a particular industry. They help investors in assessing particular companies, especially in regard to profit ratios. Economists in government, the academic world and elsewhere use them in studying trends in the performance of Canadian industries, and management and union leaders often find them interesting in connection with wage negotiations.

A basic difficulty is that some statistics for the manufacturing industries are gathered from establishments—statistical units corresponding roughly to plants or mills—while other statistics can be gathered only from companies. A company operating establishments in both the mining and manufacturing industries would have its wage bill split between these industries but profit data would relate to both industries; the establishments would be classified to their respective industries but the entire figures of the company must be placed with those of the industry corresponding to its main activity.

Hence, official statistics cannot provide a complete array of the widely demanded ratios, such as salaries and wages to sales or production, or profit to sales, on the same completely comparable basis. However, ratios from the two sources—establishment statistics and company statistics—sometimes jointly offer a general over-all impression of the structure of inputs in an industry, as illustrated by the following figures for 1965 for manufacturing establishments owned by corporations and for entire corporations classified to the manufacturing industries. Although salaries and wages, for instance,

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