

# 2018 Annual Survey of Manufacturing Industries

**CONFIDENTIAL once completed.**

Selon nos dossiers votre langue de préférence est l'anglais, si vous préférez recevoir ce document en français, veuillez nous appeler au numéro sans frais suivant : 1-800-858-7921 ou ATS 1-800-363-7629

This information is collected under the authority of the *Statistics Act*, Revised Statutes of Canada, 1985, Chapter S-19.  
**COMPLETION OF THIS QUESTIONNAIRE IS A LEGAL REQUIREMENT UNDER THIS ACT.**

## Introduction

### Survey purpose

This survey collects the financial and operating data needed to develop national and regional economic policies and programs.

Data from this survey are used by the business community, manufacturing associations, federal and provincial departments, and international organizations to:

- profile the manufacturing and logging industries
- undertake market studies
- forecast demand
- develop trade tariff policies.

In addition, businesses use the data to track their performance against industry averages, evaluate expansion plans, and prepare business plans for investors.

Your information may also be used by Statistics Canada for other statistical and research purposes.

Your participation in this survey is required under the authority of the *Statistics Act*.

### Security of emails and faxes

Statistics Canada advises you that there could be a risk of

disclosure during facsimile or email. However upon receipt, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the *Statistics Act*.

**Note:** Our online questionnaires are secure, there is no risk of data interception when responding to Statistics Canada online surveys.

### Confidentiality

The *Statistics Act* protects the confidentiality of information collected by Statistics Canada.

### Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data-sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes.

Information on confidentiality, data-sharing agreements and record linkages can be found on the last page of this questionnaire.

**Please return the questionnaire within 21 days.**

**Please mail the completed questionnaire in the enclosed envelope or fax it to Statistics Canada at 1-888-883-7999.**

If you are unable to complete within 21 days **OR** if you need help, call us at **1-800-858-7921** or **TTY 1-800-363-7629**.

Statistics Canada  
Operations and Integration Division  
150 Tunney's Pasture Driveway  
Ottawa, Ontario K1A 0T6

**Visit our website, [www.statcan.gc.ca](http://www.statcan.gc.ca)**

## Reporting instructions

- Please print in ink.
- Report dollar amounts **in thousands of Canadian dollars**.
- **Exclude** sales tax.
- Percentages should be rounded to whole numbers.
- When precise figures are not available, provide your best estimates.
- Consult the reporting guide at [www.statcan.gc.ca/guides-e](http://www.statcan.gc.ca/guides-e) for further information.

## Business or organization and contact information

1. **Verify or provide** the business or organization's **legal and operating name** and correct where needed.

**Note:** Legal name modifications should only be done to correct a spelling error or typo.

Legal name

Operating name (if applicable)

2. **Verify or provide the contact information** of the designated business or organization **contact person** for this questionnaire and correct where needed.

**Note:** The designated contact person is the person who should receive this questionnaire. The designated contact person may not always be the one who actually completes the questionnaire.

First name

Last name

Title

Preferred language of communication

English

French

Mailing address (number and street)

City

Province, territory or state

Postal code or ZIP code

Example: A9A 9A9 or 12345-1234

Country

Email address

Example: user@example.gov.ca

Telephone number (including area code)

Example: 123-123-1234

Extension number

(if applicable)

Fax number (including area code)

Example: 123-123-1234

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3. **Verify or provide the current operational status** of the business or organization identified by the legal and operating name above.

B00323

1  Operational → **Go to question 4**

2  Not currently operational

e.g., temporarily or permanently closed, change of ownership

Why is this business or organization not currently operational?

B00309

2  Seasonal operations → **Go to question 3a**

3  Ceased operations → **Go to question 3b**

4  Sold operations → **Go to question 3c**

5  Amalgamated with other businesses or organizations → **Go to question 3d**

6  Temporarily inactive but will re-open → **Go to question 3e**

7  No longer operating due to other reasons → **Go to question 3f**

3a. Seasonal operations

When did this business or organization close for the season?

Date B00217      YYYY      MM      DD  
[ ][ ][ ][ ] [ ][ ][ ] [ ][ ][ ]

When does this business or organization expect to resume operations?

Date B00218      YYYY      MM      DD      → **Go to question 4**  
[ ][ ][ ][ ] [ ][ ][ ] [ ][ ][ ]

3b. Ceased operations

When did this business or organization cease operations?

Date B00211      YYYY      MM      DD  
[ ][ ][ ][ ] [ ][ ][ ] [ ][ ][ ]

Why did this business or organization cease operations?

B00311

1  Bankruptcy

2  Liquidation

3  Dissolution

4  Other  
Specify the other reasons why the operations ceased

B00312

[ ]

} → **Go to question 4**

### 3c. Sold operations

When was this business or organization sold?

B00212

YYYY	MM	DD
<input type="text"/>	<input type="text"/>	<input type="text"/>

Date

What is the legal name of the buyer?

B00406

→ Go to question 4

### 3d. Amalgamated with other businesses or organizations

When did this business or organization amalgamate?

B00213

YYYY	MM	DD
<input type="text"/>	<input type="text"/>	<input type="text"/>

Date

What is the legal name of the resulting or continuing business or organization?

B00407

What are the legal names of the other amalgamated businesses or organizations?

B00408

→ Go to question 4

### 3e. Temporarily inactive but will re-open

When did this business or organization become temporarily inactive?

B00214

YYYY	MM	DD
<input type="text"/>	<input type="text"/>	<input type="text"/>

Date

When does this business or organization expect to resume operations?

B00215

YYYY	MM	DD
<input type="text"/>	<input type="text"/>	<input type="text"/>

Date

Why is this business or organization temporarily inactive?

B00313

→ Go to question 4

### 3f. No longer operating due to other reasons

When did this business or organization cease operations?

B00216

YYYY	MM	DD
<input type="text"/>	<input type="text"/>	<input type="text"/>

Date

Why did this business or organization cease operations?

B00314

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4. **Verify or provide the current main activity** of the business or organization identified by the legal and operating name.

**Note:** The described activity was assigned using the North American Industry Classification System (NAICS).

B05002

1  This is the current main activity → **Go to question 7**

2  This is **not** the current main activity

Provide a **brief but precise description** of this business or organization's **main activity**

e.g., breakfast cereal manufacturing, shoe store, software development

B05003



5. Was this business or organization's main activity ever classified as:

B05111

1  Yes

2  No → **Go to question 7**

6. When did the main activity change?

Date YYYY MM DD

B00219

7. Are there any **other activities that contribute significantly (at least 10%) to this business or organization's revenue?**

B05024

1  **Yes**, there are other activities

2  **No**, that is the only significant activity → **Go to next section**

8. Provide a **brief but precise description** of this business or organization's **secondary activity**.

e.g., breakfast cereal manufacturing, shoe store, software development

B05005

9. Approximately what **percentage of this business or organization's revenue** is generated by each of the following activities?

When precise figures are not available, provide your best estimates.

		Percentage of revenue	
a. Main activity .....	B05004	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>	%
b. Secondary activity .....	B05006	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>	%
c. All other activities .....	B05008	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>	%
<b>Total percentage</b> .....	B05000	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>	%

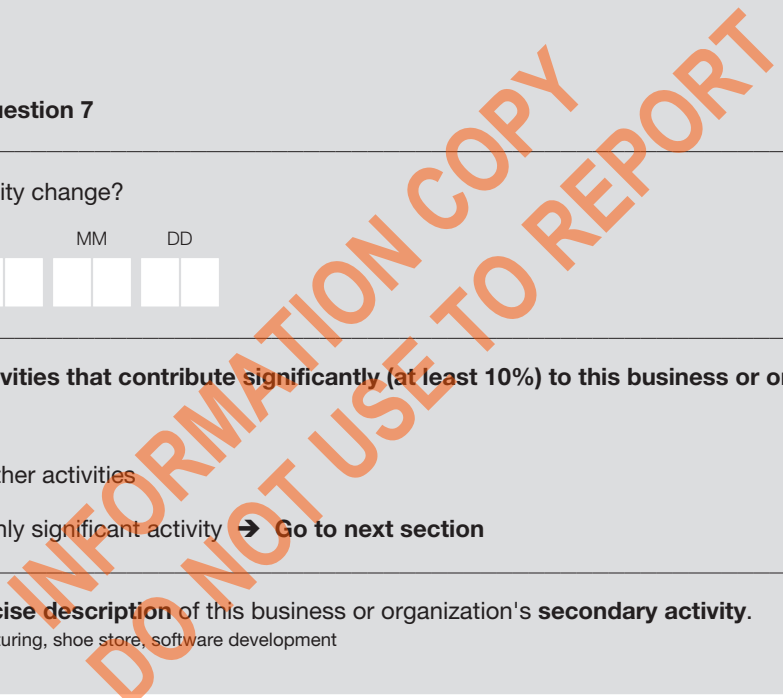
B05004

B05006

B05008

B05000

1 0 0



## Reporting period information

1. For this survey, please report information for this business or organization most recent **12 month fiscal period**.

**Note:** For this survey, the **End date** should fall between April 1, 2018 and March 31, 2019.

Start date B00205      YYYY      MM      DD      End date B00206      YYYY      MM      DD

2. If the reporting period **does not cover a full year**, please check the reason(s) below (mark all that apply):

B00301\_r1

seasonal operations

B00301\_r5

ceased operations

B00301\_r2

new business

B00301\_r6

temporarily inactive

B00301\_r3

change of ownership

B00301\_r7

other reason — please specify:

B00301\_r4

change of fiscal year

B00301\_r8

3. Please indicate below, any changes or events that may have affected the reported values for this business or organization compared to the last reporting period (mark all that apply):

B00302\_t1

strike or lockout

B00302\_t10

sold business units

B00302\_t2

exchange rate impact

B00302\_t11

expansion

B00302\_t3

price changes in goods or services sold

B00302\_t12

new/lost contract

B00302\_t4

contracting out

B00302\_t13

plant closures

B00302\_t5

organizational change

B00302\_t14

acquisition of business units

B00302\_t6

price changes in labour or raw materials

B00302\_t15

other change or event — please specify:

B00302\_t7

natural disaster

B00302\_t16

B00302\_t8

recession

B00302\_t17

no change or event

B00302\_t9

change in product line

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## E-Commerce

1. For this reporting period, what was this business's total revenue?

Please report all amounts in thousands of Canadian dollars.

**Include:** sales of goods and services; rental, leasing and property management; commissions; subsidies, grants, donations, fundraising and sponsorships; royalties; rights; licensing and franchise fees; dividends, interest and other revenue. ....

CAN\$ '000

F4000PF1

\$\$\$  ,000

2. Did this business have any e-commerce revenue in this reporting period?

**E-commerce revenue:** sale of goods and services conducted over the Internet with or without online payment.

**Include:** all revenue for which an order is received and the commitment to purchase is made via the Internet, although payment can be made by other means, such as orders made on Web pages, an extranet, mobile devices or Electronic Data Interchange (EDI).

**Exclude:** orders made by telephone, facsimile or email.

B05163

1  Yes → Go to question 3

3  No → Go to question 6

CAN\$ '000

F43459

3. What was the total e-commerce revenue in this reporting period?

If precise figures are not available, please provide your best estimate. ....

\$\$\$  ,000

4. During this reporting period, did this business make sales over the Internet through any of the following methods?

Select all that apply.

a. via a mobile app .....

B05164\_m1

b. via your company website .....

B05164\_m2

c. via a third-party website. ....

B05164\_m3

d. via Electronic Data Interchange (EDI) .....

B05164\_m4

e. other methods — please specify: .....

B05164\_m5

B05164\_m6

5. Does this business have any full-time staff dedicated solely to activities related to e-commerce?

B20052

1  Yes

3  No

6. If you answered No at question 2, please identify the reasons why this business did not make sales over the Internet:

Select all that apply.

a. goods and services do not lend themselves to online sales .....

B05165\_r1

b. prefer to maintain current business model .....

B05165\_r2

c. lack of skilled workers to implement and maintain e-commerce infrastructure .....

B05165\_r3

d. cost of development is too high .....

B05165\_r4

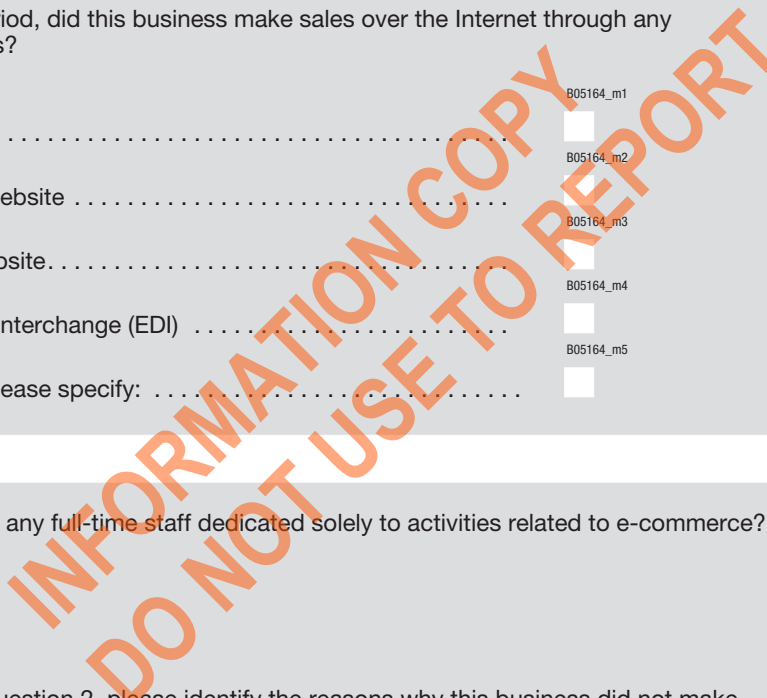
e. security concerns .....

B05165\_r5

f. other reasons — please specify: .....

B05165\_r6

B05165\_r7



## Industry characteristics

### Sales

1. Is this business a cost center?

A cost center is a subdivision of an organization with which costs are identified for purposes of managerial control.

B05026\_b

Yes  No

2. The next questions are about the value of goods produced.

Are the goods valued at:

F43001\_y

Final selling price  Transfer price

Other basis of value — specify:

F43001\_y4

3. What were this business's sales for the following items?

Report the sales net of shipping charges, discounts, sales allowances, returned sales, sales taxes, and excise duties and taxes.

Please report all amounts in thousands of Canadian dollars.

CAN\$ '000

a. sales of goods manufactured

(a detailed breakdown by product will be requested in a subsequent section) .....

F43002  
\$  ,000

b. sales of goods purchased for resale, as is .....

F43003  
\$  ,000

c. revenue from repair work

**Include only** repair revenue from billing labour, as the materials and products are owned by clients, or by other business units of this company. ....

F45901  
\$  ,000

d. revenue from manufacturing service fees and/or custom work

**Include only** service revenue from billing labour, as the materials and products are owned by clients, or by other business units of this company. ....

F45001  
\$  ,000

e. please provide a percentage breakdown of the amount reported at question d:

Percentage

from Canadian clients .....

F45001\_sr1  
   %

from clients in other countries .....

F45001\_sr2  
   %

f. other sales — specify:

F43175

F43005  
\$  ,000

**Total sales of goods and services**

(sum of questions a. to f.) .....

F43000  
\$  ,000

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## Expenses

### 4. What were this business's expenses for the following items?

Please report all amounts in thousands of Canadian dollars.

- |                                                                                                                                                                                                                                        | CAN\$ '000                             |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------|
| a. purchases of raw materials and components<br>(a detailed product breakdown will be requested in a subsequent section) . . . . .                                                                                                     | F61301<br>\$ <input type="text"/> ,000 |
| b. purchases of non-returnable containers and other shipping and packaging materials . . . . .                                                                                                                                         | F61302<br>\$ <input type="text"/> ,000 |
| c. purchases of goods for resale, as is . . . . .                                                                                                                                                                                      | F61303<br>\$ <input type="text"/> ,000 |
| d. vehicle fuel expense<br><b>Include:</b> fuel used to operate any type of vehicle such as sales representatives' cars, delivery trucks,<br>and lift trucks.<br><b>Exclude:</b> any fuel purchased for power/heat generation. . . . . | F61701<br>\$ <input type="text"/> ,000 |

### 5. Did this business purchase goods (raw materials, semi-finished, or finished goods) "off the shelf" outside of Canada and sell them "as-is" in foreign markets (including the U.S.) without altering the goods, and without the goods entering Canada before the sale?

- B05192
- Yes  
 No  
 Don't know

Please provide comments if desired.

B05193

## Salaries, wages and commissions

During the reporting period

- |                                                                                                                   | Direct labour<br>(manufacturing<br>or logging) | Indirect labour<br>(administrative and<br>selling/operating) |
|-------------------------------------------------------------------------------------------------------------------|------------------------------------------------|--------------------------------------------------------------|
|                                                                                                                   | CAN\$ '000                                     | CAN\$ '000                                                   |
| 6. For the reporting period, what were this business's expenses<br>for salaries, wages and commissions? . . . . . | F61503<br>\$ <input type="text"/> ,000         | F61504<br>\$ <input type="text"/> ,000                       |
|                                                                                                                   | <b>Number</b>                                  | <b>Number</b>                                                |
| 7. For the reporting period, what was the average number of<br>people employed? . . . . .                         | B20061<br><input type="text"/>                 | B20062<br><input type="text"/>                               |

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## Inventories

8. What was the value of this business's inventory at the beginning and the end of the reporting period?

Please report all amounts in thousands of Canadian dollars.

	Opening CAN\$ '000	Closing CAN\$ '000
a. raw materials and components <b>Include:</b> non-returnable containers and other shipping and packaging materials. . . . .	F61201 \$ <input type="text"/> ,000	F61401 \$ <input type="text"/> ,000
b. goods and work in process . . . . .	F61202 \$ <input type="text"/> ,000	F61402 \$ <input type="text"/> ,000
c. finished goods manufactured . . . . .	F61203 \$ <input type="text"/> ,000	F61403 \$ <input type="text"/> ,000
d. goods purchased for resale, as is . . . . .	F61204 \$ <input type="text"/> ,000	F61404 \$ <input type="text"/> ,000
e. other inventories — specify: F62501 <input type="text"/>	F61205 \$ <input type="text"/> ,000	F61405 \$ <input type="text"/> ,000
<b>Total inventories</b> (sum of questions a. to e.) . . . . .	F61200 \$ <input type="text"/> ,000	F61400 \$ <input type="text"/> ,000

9. On the last day of the fiscal year, did this business **hold inventories abroad**, including **inventories in transit to Canada**?

**Include:** raw materials, work in process, and finished goods recorded in this business's accounting books, but physically located outside of Canada. Also include goods purchased abroad for resale "as-is" in foreign markets.

B05192

- Yes
- No
- Don't know

Provide comments if desired.

B05195

10. What was the approximate value of inventories **held abroad** at the end of the reporting period?

Please report all amounts in thousands of Canadian dollars. . . . .

F61409  
\$  ,000

11. Is the value reported above **included** in the closing inventories previously reported in question 9 from the inventory section? . . . . .

- B00517
- Yes
  - No

## Sales by consumer location

Please provide the percentage breakdown of this business's sales by consumer location. Consumer location is the location where the goods or services will ultimately be used.

If ultimate consumer location is not known, the following are acceptable substitutes:

- shipping destination
- client's billing address
- location of this business's retail customers
- location of this business's warehouses/distribution centres.

		Percentage
1.	Newfoundland and Labrador .....	F43008_g1 <input type="text"/> <input type="text"/> <input type="text"/> %
2.	Prince Edward Island .....	F43008_g2 <input type="text"/> <input type="text"/> <input type="text"/> %
3.	Nova Scotia .....	F43008_g3 <input type="text"/> <input type="text"/> <input type="text"/> %
4.	New Brunswick .....	F43008_g4 <input type="text"/> <input type="text"/> <input type="text"/> %
5.	Quebec .....	F43008_g5 <input type="text"/> <input type="text"/> <input type="text"/> %
6.	Ontario .....	F43008_g6 <input type="text"/> <input type="text"/> <input type="text"/> %
7.	Manitoba .....	F43008_g7 <input type="text"/> <input type="text"/> <input type="text"/> %
8.	Saskatchewan .....	F43008_g8 <input type="text"/> <input type="text"/> <input type="text"/> %
9.	Alberta .....	F43008_g9 <input type="text"/> <input type="text"/> <input type="text"/> %
10.	British Columbia .....	F43008_g10 <input type="text"/> <input type="text"/> <input type="text"/> %
11.	Yukon .....	F43008_g11 <input type="text"/> <input type="text"/> <input type="text"/> %
12.	Northwest Territories .....	F43008_g12 <input type="text"/> <input type="text"/> <input type="text"/> %
13.	Nunavut .....	F43008_g13 <input type="text"/> <input type="text"/> <input type="text"/> %
14.	United States .....	F43008_g14 <input type="text"/> <input type="text"/> <input type="text"/> %
15.	All other countries .....	F43008_g15 <input type="text"/> <input type="text"/> <input type="text"/> %
		<b>100%</b>

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## Sales of goods manufactured, logs and wood residue

1. Please provide your sales of goods manufactured, logs and wood residue by product in **thousands of Canadian dollars**. For each product, report sales net of shipping charges by common or contract carriers, discounts, sales allowances, returned sales, sales taxes, and excise duties and taxes. The total net sales for all products should equal the amount reported in question 3 a. of the **Industry characteristics** section.

Product description			
<input type="checkbox"/>	<input type="text"/>	<input type="text"/>	Product code <input type="text"/>
Was this product sold this reporting period?			
B40232_p	Quantity sold B40004_p	Unit of measure	Value of sales CAN\$ '000 F43006_p
<input checked="" type="radio"/> Yes →	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
<input type="radio"/> No	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
Product description			
<input type="checkbox"/>	<input type="text"/>	<input type="text"/>	Product code <input type="text"/>
Was this product sold this reporting period?			
B40232_p	Quantity sold B40004_p	Unit of measure	Value of sales CAN\$ '000 F43006_p
<input checked="" type="radio"/> Yes →	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
<input type="radio"/> No	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
Product description			
<input type="checkbox"/>	<input type="text"/>	<input type="text"/>	Product code <input type="text"/>
Was this product sold this reporting period?			
B40232_p	Quantity sold B40004_p	Unit of measure	Value of sales CAN\$ '000 F43006_p
<input checked="" type="radio"/> Yes →	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
<input type="radio"/> No	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
Product description			
<input type="checkbox"/>	<input type="text"/>	<input type="text"/>	Product code <input type="text"/>
Was this product sold this reporting period?			
B40232_p	Quantity sold B40004_p	Unit of measure	Value of sales CAN\$ '000 F43006_p
<input checked="" type="radio"/> Yes →	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
<input type="radio"/> No	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
Product description			
<input type="checkbox"/>	<input type="text"/>	<input type="text"/>	Product code <input type="text"/>
Was this product sold this reporting period?			
B40232_p	Quantity sold B40004_p	Unit of measure	Value of sales CAN\$ '000 F43006_p
<input checked="" type="radio"/> Yes →	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
<input type="radio"/> No	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
Product description			
<input type="checkbox"/>	<input type="text"/>	<input type="text"/>	Product code <input type="text"/>
Was this product sold this reporting period?			
B40232_p	Quantity sold B40004_p	Unit of measure	Value of sales CAN\$ '000 F43006_p
<input checked="" type="radio"/> Yes →	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000
<input type="radio"/> No	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000

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## Sales of goods manufactured, logs and wood residue

1. Please provide your sales of goods manufactured, logs and wood residue by product in **thousands of Canadian dollars**. For each product, report sales net of shipping charges by common or contract carriers, discounts, sales allowances, returned sales, sales taxes, and excise duties and taxes. The total net sales for all products should equal the amount reported in question 3 a. of the **Industry characteristics** section.

Product description			
<input type="checkbox"/>			<b>Product code</b>

Was this product sold this reporting period?

B40232\_p

**Yes** →

**No**

**Quantity sold**

B40004\_p

**Unit of measure**

**Value of sales  
CAN\$ '000**

F43006\_p

\$  ,000

Product description			
<input type="checkbox"/>			<b>Product code</b>

Was this product sold this reporting period?

B40232\_p

**Yes** →

**No**

**Quantity sold**

B40004\_p

**Unit of measure**

**Value of sales  
CAN\$ '000**

F43006\_p

\$  ,000

Product description			
<input type="checkbox"/>			<b>Product code</b>

Was this product sold this reporting period?

B40232\_p

**Yes** →

**No**

**Quantity sold**

B40004\_p

**Unit of measure**

**Value of sales  
CAN\$ '000**

F43006\_p

\$  ,000

Product description			
<input type="checkbox"/>			<b>Product code</b>

Was this product sold this reporting period?

B40232\_p

**Yes** →

**No**

**Quantity sold**

B40004\_p

**Unit of measure**

**Value of sales  
CAN\$ '000**

F43006\_p

\$  ,000

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## Sales of goods manufactured, logs and wood residue

1. Please provide your sales of goods manufactured, logs and wood residue by product in **thousands of Canadian dollars**. For each product, report sales net of shipping charges by common or contract carriers, discounts, sales allowances, returned sales, sales taxes, and excise duties and taxes. The total net sales for all products should equal the amount reported in question 3 a. of the **Industry characteristics** section.

### Product description

<input type="checkbox"/>	<input type="text"/>	<b>Product code</b>	<input type="text"/>
--------------------------	----------------------	---------------------	----------------------

Was this product sold this reporting period?

B40232\_p

**Yes** →

**Quantity sold**

B40004\_p

**Unit of measure**

**Value of sales  
CAN\$ '000**

F43006\_p

\$  ,000

### Product description

<input type="checkbox"/>	<input type="text"/>	<b>Product code</b>	<input type="text"/>
--------------------------	----------------------	---------------------	----------------------

Was this product sold this reporting period?

B40232\_p

**Yes** →

**Quantity sold**

B40004\_p

**Unit of measure**

**Value of sales  
CAN\$ '000**

F43006\_p

\$  ,000

### Product description

<input type="checkbox"/>	<input type="text"/>	<b>Product code</b>	<input type="text"/>
--------------------------	----------------------	---------------------	----------------------

Was this product sold this reporting period?

B40232\_p

**Yes** →

**Quantity sold**

B40004\_p

**Unit of measure**

**Value of sales  
CAN\$ '000**

F43006\_p

\$  ,000

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## Sales of goods manufactured, logs and wood residue

1. Please provide your sales of goods manufactured, logs and wood residue by product in **thousands of Canadian dollars**. For each product, report sales net of shipping charges by common or contract carriers, discounts, sales allowances, returned sales, sales taxes, and excise duties and taxes. The total net sales for all products should equal the amount reported in question 3 a. of the **Industry characteristics** section.

### Product description

<input type="checkbox"/>	<input type="text"/>	<b>Product code</b>	<input type="text"/>
--------------------------	----------------------	---------------------	----------------------

Was this product sold this reporting period?

B40232\_p

**Yes** →

**Quantity sold**

B40004\_p

**Unit of measure**

**Value of sales  
CAN\$ '000**

F43006\_p

**No**

\$  ,000

### Product description

<input type="checkbox"/>	<input type="text"/>	<b>Product code</b>	<input type="text"/>
--------------------------	----------------------	---------------------	----------------------

Was this product sold this reporting period?

B40232\_p

**Yes** →

**Quantity sold**

B40004\_p

**Unit of measure**

**Value of sales  
CAN\$ '000**

F43006\_p

**No**

\$  ,000

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## Sales of goods manufactured, logs and wood residue

1. Please provide your sales of goods manufactured, logs and wood residue by product in **thousands of Canadian dollars**. For each product, report sales net of shipping charges by common or contract carriers, discounts, sales allowances, returned sales, sales taxes, and excise duties and taxes. The total net sales for all products should equal the amount reported in question 3 a. of the **Industry characteristics** section.

### Product description

		<b>Product code</b>

Was this product sold this reporting period?

B40232\_p

**Yes** →

**No**

**Quantity sold**

B40004\_p

**Unit of measure**

**Value of sales  
CAN\$ '000**

F43006\_p

\$ \_\_\_\_\_,000

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2. All other products of own manufacture sold — please specify below:

Value of sales  
CAN\$ '000

a)	<small>B40005_lst_1</small> <input type="text"/>	<small>F43005_p_1</small> \$ <input type="text"/> ,000
b)	<small>B40005_lst_2</small> <input type="text"/>	<small>F43005_p_2</small> \$ <input type="text"/> ,000
c)	<small>B40005_lst_3</small> <input type="text"/>	<small>F43005_p_3</small> \$ <input type="text"/> ,000
d)	<small>B40005_lst_4</small> <input type="text"/>	<small>F43005_p_4</small> \$ <input type="text"/> ,000

3. Total sales of goods manufactured and logging

F43007  
\$  ,000

4. If the amount at line 3, above, includes shipping charges by common or contract carriers, discounts, sales allowances, returned sales, sales taxes, and excise duties and taxes, please report that amount here.

F62502  
\$  ,000

5. Total sales of goods manufactured and logging (line 3 minus 4).

**Note:** This amount should equal question 3 a. in the **Industry characteristics** section.

F43010  
\$  ,000

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## Purchases of raw materials and components to be used in manufacturing or logging process

1. Please provide details of your purchases of raw materials and components used in the manufacturing process. The total cost of purchases for all raw materials and components should match the amount reported in question 4 a. of the **Industry characteristics** section.

Description of raw material or component			
<input type="text"/>	<input type="text"/>		Product code <input type="text"/>
Was this raw material or component purchased this reporting period?			
B40235_p <input checked="" type="radio"/> Yes → <input type="radio"/> No	Quantity purchased B40009_p <input type="text"/>	Unit of measure <input type="text"/>	Cost of purchase CAN\$ '000 F61304_p \$ <input type="text"/> ,000
Description of raw material or component			
<input type="text"/>	<input type="text"/>		Product code <input type="text"/>
Was this raw material or component purchased this reporting period?			
B40235_p <input type="radio"/> Yes → <input checked="" type="radio"/> No	Quantity purchased B40009_p <input type="text"/>	Unit of measure <input type="text"/>	Cost of purchase CAN\$ '000 F61304_p \$ <input type="text"/> ,000
Description of raw material or component			
<input type="text"/>	<input type="text"/>		Product code <input type="text"/>
Was this raw material or component purchased this reporting period?			
B40235_p <input type="radio"/> Yes → <input checked="" type="radio"/> No	Quantity purchased B40009_p <input type="text"/>	Unit of measure <input type="text"/>	Cost of purchase CAN\$ '000 F61304_p \$ <input type="text"/> ,000
Description of raw material or component			
<input type="text"/>	<input type="text"/>		Product code <input type="text"/>
Was this raw material or component purchased this reporting period?			
B40235_p <input type="radio"/> Yes → <input checked="" type="radio"/> No	Quantity purchased B40009_p <input type="text"/>	Unit of measure <input type="text"/>	Cost of purchase CAN\$ '000 F61304_p \$ <input type="text"/> ,000
Description of raw material or component			
<input type="text"/>	<input type="text"/>		Product code <input type="text"/>
Was this raw material or component purchased this reporting period?			
B40235_p <input type="radio"/> Yes → <input checked="" type="radio"/> No	Quantity purchased B40009_p <input type="text"/>	Unit of measure <input type="text"/>	Cost of purchase CAN\$ '000 F61304_p \$ <input type="text"/> ,000

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## Purchases of raw materials and components to be used in manufacturing or logging process

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Description of raw material or component			
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	<b>Product code</b>		
	<input type="text"/>		
Was this raw material or component purchased this reporting period?			
B40235_p	<b>Quantity purchased</b>	<b>Unit of measure</b>	<b>Cost of purchase CAN\$ '000</b>
<input checked="" type="radio"/> <b>Yes</b> →	B40009_p		F61304_p
<input type="radio"/> <b>No</b>	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000

Description of raw material or component			
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	<b>Product code</b>		
	<input type="text"/>		
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B40235_p	<b>Quantity purchased</b>	<b>Unit of measure</b>	<b>Cost of purchase CAN\$ '000</b>
<input checked="" type="radio"/> <b>Yes</b> →	B40009_p		F61304_p
<input type="radio"/> <b>No</b>	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000

Description of raw material or component			
<input type="text"/>	<input type="text"/>		
	<b>Product code</b>		
	<input type="text"/>		
Was this raw material or component purchased this reporting period?			
B40235_p	<b>Quantity purchased</b>	<b>Unit of measure</b>	<b>Cost of purchase CAN\$ '000</b>
<input checked="" type="radio"/> <b>Yes</b> →	B40009_p		F61304_p
<input type="radio"/> <b>No</b>	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000

Description of raw material or component			
<input type="text"/>	<input type="text"/>		
	<b>Product code</b>		
	<input type="text"/>		
Was this raw material or component purchased this reporting period?			
B40235_p	<b>Quantity purchased</b>	<b>Unit of measure</b>	<b>Cost of purchase CAN\$ '000</b>
<input checked="" type="radio"/> <b>Yes</b> →	B40009_p		F61304_p
<input type="radio"/> <b>No</b>	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000

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## Purchases of raw materials and components to be used in manufacturing or logging process

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Description of raw material or component			
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	<b>Product code</b>		
	<input type="text"/>		
Was this raw material or component purchased this reporting period?			
B40235_p	<b>Quantity purchased</b>	<b>Unit of measure</b>	<b>Cost of purchase CAN\$ '000</b>
<input checked="" type="radio"/> <b>Yes</b> →	B40009_p		F61304_p
<input type="radio"/> <b>No</b>	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000

Description of raw material or component			
<input type="text"/>	<input type="text"/>		
	<b>Product code</b>		
	<input type="text"/>		
Was this raw material or component purchased this reporting period?			
B40235_p	<b>Quantity purchased</b>	<b>Unit of measure</b>	<b>Cost of purchase CAN\$ '000</b>
<input checked="" type="radio"/> <b>Yes</b> →	B40009_p		F61304_p
<input type="radio"/> <b>No</b>	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000

Description of raw material or component			
<input type="text"/>	<input type="text"/>		
	<b>Product code</b>		
	<input type="text"/>		
Was this raw material or component purchased this reporting period?			
B40235_p	<b>Quantity purchased</b>	<b>Unit of measure</b>	<b>Cost of purchase CAN\$ '000</b>
<input checked="" type="radio"/> <b>Yes</b> →	B40009_p		F61304_p
<input type="radio"/> <b>No</b>	<input type="text"/>	<input type="text"/>	\$ <input type="text"/> ,000

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## Purchases of raw materials and components to be used in manufacturing or logging process

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Description of raw material or component			
<input type="text"/>	<input type="text"/>		Product code <input type="text"/>
Was this raw material or component purchased this reporting period?			
B40235_p <input type="radio"/> Yes →	Quantity purchased B40009_p <input type="text"/>	Unit of measure <input type="text"/>	Cost of purchase CAN\$ '000 F61304_p \$ <input type="text"/> ,000
<input type="radio"/> No			

Description of raw material or component			
<input type="text"/>	<input type="text"/>		Product code <input type="text"/>
Was this raw material or component purchased this reporting period?			
B40235_p <input type="radio"/> Yes →	Quantity purchased B40009_p <input type="text"/>	Unit of measure <input type="text"/>	Cost of purchase CAN\$ '000 F61304_p \$ <input type="text"/> ,000
<input type="radio"/> No			

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## Purchases of raw materials and components to be used in manufacturing or logging process

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Description of raw material or component			
		<b>Product code</b>	
Was this raw material or component purchased this reporting period?			
<small>B40235_p</small>	<b>Quantity purchased</b>	<b>Unit of measure</b>	<b>Cost of purchase CAN\$ '000</b>
<input type="radio"/> Yes → <input type="radio"/> No	<small>B40009_p</small>		<small>F61304_p</small>
			\$ _____ ,000

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2. All other raw materials and components purchased — please specify below:

Cost of purchase  
CAN\$ '000

a)	<input type="text" value="B40011_lst_1"/>	\$	<input type="text" value="F61305_p_1"/>	,000
b)	<input type="text" value="B40011_lst_2"/>	\$	<input type="text" value="F61305_p_2"/>	,000
c)	<input type="text" value="B40011_lst_3"/>	\$	<input type="text" value="F61305_p_3"/>	,000
d)	<input type="text" value="B40011_lst_4"/>	\$	<input type="text" value="F61305_p_4"/>	,000

3. Total purchases of raw materials and components to be used in manufacturing or logging process.

\$	<input type="text" value="F61300"/>	,000
----	-------------------------------------	------

Note: Total should agree with the amount reported at question 4 a. in the Industry characteristics section.

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## Details on this business's locations

1. Complete for all business locations operating during this reporting period.
2. If necessary, add all locations not listed on this questionnaire on the page "details on additional locations".

Please verify the location address and correct where needed.

Location ID

Operating name

Address (number and street)

Province or territory

City

Postal code

CAN\$ '000

F47001\_I

 000 \$

What was this location's **total operating revenue**? .....

What were this location's expenses for **direct labour**?

(for manufacturing or logging only)

**Exclude:** benefits. ....

F61503\_I

 000 \$

What were this location's expenses for **indirect labour**?

(for administrative and selling or operating only)

**Exclude:** benefits. ....

F61504\_I

 000 \$

Was this business location operational for the full year?

B00305\_b\_I

Yes ➔ **Go to next location**

No

What were the reasons for part-year operation (mark all that apply)?

B00301\_r1\_I1

seasonal operation

B00301\_r3\_I1

change of fiscal year

B00301\_r5\_I1

ceased operations

B00301\_r7\_I1

moved

B00301\_r2\_I1

new location

B00301\_r4\_I1

change of ownership

B00301\_r6\_I1

temporarily inactive

B00301\_r8\_I

other reason — please specify:

B00301\_r9\_I

What were this location's operational start and end dates?

YYYY MM DD

B00201\_I

Start date

End date

YYYY MM DD

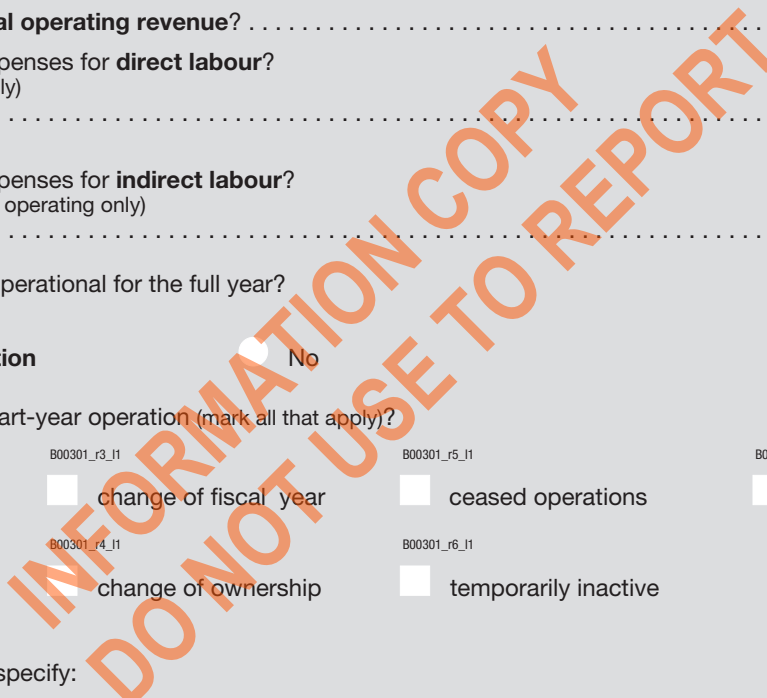
B00202\_I

Statistics Canada reviews all comments.

We invite your comments pertaining to this business location.

B00001\_I





## Details on additional locations

1. Complete for all business locations operating during this reporting period.
2. Add all locations not listed in the previous section.

Please verify the location address and correct where needed.

Location ID

Operating name

Address (number and street)

Province or territory

City

Postal code

CAN\$ '000

F47004\_I

 000 \$

What was this location's **total operating revenue**? .....

What were this location's expenses for **direct labour**?  
(for manufacturing or logging only)

**Exclude:** benefits. ....

F61512\_I

 000 \$

What were this location's expenses for **indirect labour**?  
(for administrative and selling or operating only)

**Exclude:** benefits. ....

F61513\_I

 000 \$

Was this business location operational for the full year?

B00306\_b\_I

Yes ➔ **Go to next location**

No

What were the reasons for part-year operation (mark all that apply)?

B00307\_r1\_I1

seasonal operation

B00307\_r3\_I1

change of fiscal year

B00307\_r5\_I1

ceased operations

B00307\_r7\_I1

moved

B00307\_r2\_I1

new location

B00307\_r4\_I1

change of ownership

B00307\_r6\_I1

temporarily inactive

B00307\_r8\_I

other reason — please specify:

B00307\_r9\_I

What were this location's operational start and end dates?

B00208

YYYY	MM	DD
<input type="text"/>	<input type="text"/>	<input type="text"/>

B00209

YYYY	MM	DD
<input type="text"/>	<input type="text"/>	<input type="text"/>

Start date

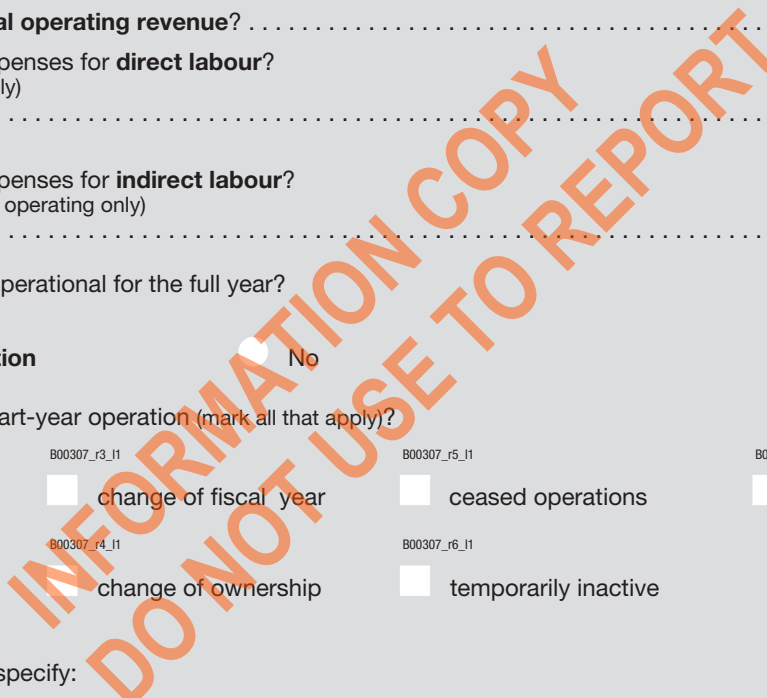
End date

Statistics Canada reviews all comments.

We invite your comments pertaining to this business location.

B00015\_I



## Detailed information on energy and water costs or expenses

What were this business's energy and water expenses for each of the following items?

Please report all amounts in **thousands of Canadian dollars**.

CAN\$ '000

1. Electricity .....	F61702	\$	<input type="text"/>	,000
2. Gasoline .....	F61703	\$	<input type="text"/>	,000
3. Light fuel oil .....	F61704	\$	<input type="text"/>	,000
4. Heavy fuel oil .....	F61705	\$	<input type="text"/>	,000
5. Diesel fuel .....	F61706	\$	<input type="text"/>	,000
6. Liquefied petroleum gas (e.g., propane and butane) .....	F61707	\$	<input type="text"/>	,000
7. Natural gas .....	F61708	\$	<input type="text"/>	,000
8. Coal .....	F61709	\$	<input type="text"/>	,000
9. Water utilities .....	F61803	\$	<input type="text"/>	,000
10. Other energy and water expenses — please specify: (e.g., steam, oxygen and hydrogen)	F61712		<input type="text"/>	
	F61711	\$	<input type="text"/>	,000
<b>11. Total energy and water expenses</b> (sum of questions 1 to 10) .....	F61700	\$	<input type="text"/>	,000

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12. If you pay rent, are any of the following expenses included in the rent (and not already reported above)? (mark all that apply)

<input type="checkbox"/> F62102_e1 electricity	<input type="checkbox"/> F62102_e2 water	<input type="checkbox"/> F62102_e3 heat
---------------------------------------------------	---------------------------------------------	--------------------------------------------

13. Did this business generate any energy used as a replacement for purchased energy?

B05001\_b Yes
  B05001\_c No ➔ **Go to next section**

14. If yes, please indicate the type of energy generated. (mark all that apply)

<input type="checkbox"/> B05001_e1 heat	<input type="checkbox"/> B05001_e2 electricity	<input type="checkbox"/> B05001_e3 steam
--------------------------------------------	---------------------------------------------------	---------------------------------------------

B05001\_e4  
other type of energy — please specify:

B05001\_e5

## Contact person

1. Statistics Canada may need to contact the person who completed this questionnaire for further information.

If the contact person is the same as on cover page, please check  → Go to "Feedback"

Otherwise, who is the **best person to contact** about this questionnaire?

First name

Last name

Title

Email address (Example: user@example.gov.ca)

Telephone number (including area code)

Example: 123-123-1234

Extension number

(if applicable)

Fax number (including area code)

Example: 123-123-1234

## Feedback

2. How long did it take to complete this questionnaire?

**Include** the time spent gathering the necessary information.....

Hours

Minutes

3. We invite your comments about this questionnaire.

B00002

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## General information

### Confidentiality

#### Your answers are confidential.

By law, Statistics Canada is prohibited from releasing any information it collects that could identify any person, business, or organization, unless consent has been given by the respondent, or as permitted by the *Statistics Act*. Statistics Canada will use the information from this survey for statistical purposes only.

### Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data-sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes. Statistics Canada will only share data from this survey with those organizations that have demonstrated a requirement to use the data.

**Section 11** of the *Statistics Act* provides for the sharing of information with provincial and territorial statistical agencies that meet certain conditions. These agencies must have the legislative authority to collect the same information, on a mandatory basis, and the legislation must provide substantially the same provisions for confidentiality and penalties for disclosure of confidential information as the *Statistics Act*. Because these agencies have the legal authority to compel businesses to provide the same information, consent is not requested and businesses may not object to the sharing of the data.

For this survey, there are **Section 11** agreements with the provincial and territorial statistical agencies of Newfoundland and Labrador, Nova Scotia, New Brunswick, Quebec, Ontario, Manitoba, Saskatchewan, Alberta, British Columbia and the Yukon. The shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

**Section 12** of the *Statistics Act* provides for the sharing of information with federal, provincial or territorial government organizations. Under **Section 12**, you may refuse to share your information with any of these organizations by writing a letter of objection to the Chief Statistician and returning it with the completed questionnaire. Please specify the organizations with which you do not want to share your data.

For all manufacturing industries — there are **Section 12** agreements with the statistical agencies of Prince Edward Island, Northwest Territories and Nunavut, as well as with the Quebec Forest Industry Council, the Ministère de l'Énergie et des Ressources naturelles du Québec, the Ministère des Forêts, de la Faune et des Parcs du Québec, the Ontario Ministry of Northern Development and Mines, the Ontario Ministry of Natural Resources and Forestry, Manitoba Department of Sustainable Development, Manitoba Agriculture, the Saskatchewan Ministry of the Economy, the Alberta Ministry of Agriculture and Forestry, the British Columbia Ministry of Forests, Lands and Natural Resource Operations, Agriculture and Agri-Food Canada, Environment and Climate Change Canada, Natural Resources Canada and the National Energy Board.

For establishments in non-ferrous metal (and aluminum) smelting and refining, clay building material and refractory manufacturing, cement manufacturing and lime manufacturing — there are **Section 12** agreements with the Newfoundland and Labrador Department of Natural Resources, the Manitoba Department of Mineral Resources, the British Columbia Ministry of Energy and Mines and the British Columbia Ministry of Natural Gas Development.

For agreements with provincial and territorial government organizations, the shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

### Authorized disclosure

**Section 17** of the federal *Statistics Act* allows for the disclosure of a list of individual establishments, firms or businesses showing information including the establishments' names and locations (province, territory and municipality) and North American Industrial Classification System (NAICS) codes. The disclosure of these lists may be authorized in order to aid analysts in the interpretation of the data from the Annual Survey of Manufacturing and Logging industries.

### Record linkages

To enhance the data from this survey and to reduce the reporting burden, Statistics Canada may combine the acquired data with information from other surveys or from administrative sources.

**Thank you for completing this questionnaire.**

**Please retain a copy for your records.**

**Visit our website, [www.statcan.gc.ca](http://www.statcan.gc.ca)**