

Film, Video and Audio-Visual **Distribution and Videocassette**



Document confidential when completed.

Collected under the authority of the Statistics Act, Revised Statutes of Canada, 1985, Chapter S19.

Completion of this questionnaire is a legal requirement under this Act.

	Wholesaining Survey, 2004			Please make one copy for your records.
₹	In all correspondence concerning this questionnaire, please quote this six-digit reference number.			Français au verso.
			et mailing address label, if t report address of acco	necessary (PLEASE PRINT).
		M001	Legal name of company	1
		M002	Operating name of com	pany
		M005	Street	
		M006	City	
		M007	Province	Postal code
	Information fo		ondents	
The aim of this survey is to measure film, video and audio-visual distribution and videocassette wholesaling in Canada. In order to minimize the number of forms sent to you, this questionnaire incorporates the information requirements of two Divisions within Statistics Canada. The information from the survey can be used by businesses for market analysis, by trade associations to study performance and other characteristics of their industries, by government to develop national and regional economic policies, and by other users involved in research or policy making. Survey results will be published in Statistics Canada publications (Catalogue numbers 87-004 and 87-008). FAX OR OTHER ELECTRONIC TRANSMISSION DISCLOSURE Statistics Canada advises you that there could be a risk of disclosure during facsimile or other electronic transmission. However, upon receipt, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the Statistics Act. CONFIDENTIALITY Statistics Canada is prohibited by law from publishing any statistics that would divulge information obtained from this survey that relates to any identifiable business without the previous written dorsent of that business. The data reported on this questionnaire will be treated in strict confidence, used for statistical purposes and published in aggregate form only. The confidentiality provisions of the Statistics Act are not affected by either the Access to Noromation Act or any other legislation. FEDERAL-PROVINCIAL ACREEMENTS In order to reduce response burden and ensure uniform statistics, Statistics Canada has entered into an agreement under Section 11 of			ec and the Manitoba Buresses operating in Quesizes Statistics Canada to specify provincial statistics are regarding statistics and a statistic awas regarding statistics and statistics and statistics and statistics and statistics are questionnaire must be many manifestation and statistics are statistics and statistics and statistics canada 9, 120 Parkdale Avenue, URN PROCEDURE The return the questionnaire than one questionnaire are the one which is considered and statistics and statistics and statistics and statistics and statistics and statistics are statistics and statistics are statistics and statistics and statistics are statistics and statistics and statistics are statistics are statistics and statistics are statistics are statistics are statistics are statistics and statistics are statistics are statistics are statistics and statistics are statistics are statistics are statistics and statistics are statistics	e revenue of your subsidiaries or foreign ur portion of the revenue and expenses in which you are involved. Please report
A. Repoi	rting Period			
end of the	onnaire covers the calendar year ending December 31, 2004 year. If you cannot provide calendar year data, report for your this report covers:			
	Number Year	Month	Day	
0	10 Months, ending 011			
	rou did not operate this business for a full year, please complete e reason for your part-year report.	the repo	ort for the portion of the ye	ar you were in business and check (\checkmark)
0	12 1 Change of ownership Please give the nam		ddress of the other owner	
	S012-1			

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Statistics

Statistique

New business in 2004

Ceased operations due to bankruptcy, fire, demolition, etc. (Please specify date)



Day

Month

Year

S012-2

B. Eligibility to Report								
This survey covers all businesses engaged, during the reporting period, in film, video or audio-visual distribution including all businesses engaged in the wholesale distribution of videocassettes and DVD (digital videodiscs) to other wholesalers or to retail outlets. It excludes secondary distributors such as retail video stores, booking agencies and film libraries. To assist us in properly classifying your firm, please answer the following questions.								
2. Dur								
	receive sales, rental or licensing revenue from the distribution of films, videos or audio-visual material to any of the theatrical, television, home video or non-theatrical markets?							
	021 1 ☐ Yes 3 ☐ No							
b)	receive sales or rental revenue from the whole other wholesalers or to retail rental and sales ou		grade pre-recorded videoca	assettes and DVD either to				
	022 1 Yes 3 No							
If yo	ou answered "No" to both (a) and (b), please des	scribe briefly the nature of your b	usiness activity:					
so	022							
If yo	n sign the Certification in Question 13 and return ou answered "Yes" to either (a) or (b), please cor elope.							
C. Bu	siness Profile							
3. Ple	ase indicate the legal status of your firm. (check	k (✓) one box only).						
03	0 1 Unincorporated organization – Sole		ernment board, agency, er	own corporation				
	2 Unincorporated organization – Partr	_	epartment					
	3 Incorporated organization	(ple	ase specify) \$030					
4 5								
	ase indicate the country in which the ultimat e definitions on page 6)	e controlling interest of your	establishment is held. (C	heck (✓) one box only.)				
03		er (e.g. countries not listed						
		i0/50 control between two ntries) (please specify)	35					
5. Plea	ase indicate the annual average number of emp	lovees of your firm or it employs	nent is stable, report the u	sual number of employees.				
(Fo	Please indicate the annual average number of employees of your firm of it employment is stable, report the usual number of employees. (For average annual employment, add the number of employees for each month and divide by 12.) (see definitions on page 6)							
	Full-time employees Part-time employees Part-t							
	ancial and Sales Information –	(Daylors all farmers in Co	di					
	ease read the following questions carefu							
NOTE:	Companies involved only in the wholesaling directly to question 6 (d). Other companies sho and DVD wholesaling activities should be report	uld report only distribution rev						
6. a)	Report your revenue received from the distribut (windows) in Canada and abroad. Include fixed							
	Primary Market	Canadian Productions (see instructions on page 6)	Non-Canadian Productions	Total				
		Revenue Canadian \$	Revenue Canadian \$	Total Revenue Canadian \$				
\wedge	Domestic	(omit cents) 500	(omit cents) 510	(omit cents) 520				
///	Theatrical (theatres)	504	E44	E24				
$\setminus \! \setminus \! \langle$	Pay and specialty television	501	511	521				
	Conventional television	502	512	522				
	Home video (exclude videocassette and DVD wholesaling 503 513 523							
	Non-theatrical 504 514 524 (please specify)							
	Exports (foreign clients)	565	557	558				
	Total	605						
D)	b) Of your revenue from the distribution of Canadian productions to foreign clients (exports, box 565), please provide the percentage breakdown according to their primary intended market (window).							
	Theatrical			570 %				
	Television (includes conventional, pay and sp	ecialty television)		576				
	Other (please specify) S577							
	Total			100%				

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632 c) Of the total revenue from non-Canadian productions (box 615), please indicate the percentage earned for US productions (US suppliers or licensors)...... d) Please report your revenue from the wholesaling of pre-recorded videocassettes and DVD (digital videodiscs) in Canada and abroad. Non-Canadian Market **Canadian Productions** Productions Total Total Revenue Canadian \$ (omit cents) Revenue Canadian \$ Revenue Canadian \$ Pre-recorded videocassettes and DVD (omit cents) (omit cents) 545 547 548 Domestic 566 567 568 Exports (foreign clients) 635 636 637 Total e) Of the total revenue from the wholesaling of videos reported in box 637, please provide the percentage breakdown by format. 593 Pre-recorded videocassettes % 594 DVD %

100%

Total

Ple	ase	complete the following income statement for the reporting period. Report negative amounts in brackets.	
		Canadian \$	V)
7.	Re	venue (omit cents)	
	a)	Distribution of titles (should equal box 625, question 6 a))	
	b)	Wholesale of pre-recorded videocassettes and DVD to retail outlets or to other wholesalers (including distributors selling videocassettes and DVD to wholesalers i.e., middlemen or sales agents) (should equal box 637, question 6 d)	
	c)	Other operating revenue (please specify) (include revenue from retail sales)	
		S638	Canadian \$ (omit cents)
	d)	Total operating revenue (sum of boxes 631, 634 and 688)	640
	e)	Non-operating revenue (include subsidies, grants interest, returns from investments, etc.) (please specify)	643
		S643	
	f)	Total revenue (sum of boxes 640 and 643)	645
8.	Dis	tribution and Operating Expenses	
	a)	Salaries and wages, excluding emproyee benefits (see definitions on page 6)	647
	b)	Employee benefits (see definitions on page 6)	648
	c)	Fees paid to contract workers	649
/	d)	Licensing sosts (Include the cost of acquiring distribution rights, royalties, sub-agent or sub-distributors' comprissions, gwaranties or other fees. Exclude producer's share or advances paid, and report this amount in question 9.)	650
\langle		Canadian productions (see definitions for boxes 500 - 605 on page 6)	054
	\leq	- Non-Canadian productions	651
	e)	Duplication, dubbing, sub-titling and print costs	653
	f)	Advertising and promotion	654
	g)	Videocassette and DVD wholesaling – cost of goods sold (see definitions on page 6)	652
	h)	Depreciation and amortization (see definitions on page 6)	673
	i)	Interest expenses (bank loans, real estate mortgages, accounts payable) (see definitions on page 6)	672
	j)	All other distribution and operating expenses (please specify) (see definitions on page 6)	679
		S679	
	k)	Total distribution and operating expenses (sum of boxes 647 to 679)	680
			000
9.	Ple	ase report the producer's share or advances paid	692

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International Transactions

Royalties and licence fees are receipts or payments in the form of distribution or sub-distribution rights fees, royalties and licence fees (including advances and guarantees) for the use of creative works and images to which film and video ownership rights apply.

Cultural services are services unique to film and video distribution activities. These services are integral to and/or directly supportive of the distribution of film and video. They may include audio-visual, post-production and laboratory services such as film processing and printing, video duplication, subtitling, dubbing, and services associated with the production of programs for broadcast or for film or video distribution.

Advertising covers the design, creation and marketing of advertisements by advertising agencies; placing advertisements in newspapers, journals, radio, TV and other media, including the purchase and sale of advertising space; participation in trade fairs and other promotional outlays, including posters, promotional artworks for video packages, telemarketing or delivery of marketing materials.

Other includes equipment rentals, computer, management, accounting, and insurance services, and other film distribution services not elsewhere specified.

Please report all external service transactions (net of taxes) including those financed by government in Canada (for example by Telefilm Canada) or by other sources in Canada. Do not include merchandise imports and exports, freight and shipping transactions, travel, interest or profit/loss.

10. Receipts from non-residents (Canadian \$)

Please report the following film, video and audio-visual distribution revenues received from foreign sources:

Foreign source	Royalties and licence fees	Outright sale of rights	Cultural services	Advertising	Other <	Total
	Revenue Canadian \$ (omit cents)	Revenue Canadian \$ (smit cents)				
United States	700	710	720	730	740	> 50
United Kingdom	701	711	721	731	741	751
France	702	712	722	732	742	752
All other countries (please specify)	708	718	728	748	748	758
Total	709	719	729	739	749	759

11. Payments to non-residents (Canadian \$)

Please report the following film, video and audio visual distribution and operating expenses paid directly to foreign sources:

	Foreign source	Royalties and licence tees	Outright purchase of rights	Cultural services	Advertising	Other	Total
	_ <	Rayments Canadian \$ (omit cents)	Payments Canadian \$ (omit cents)				
	United States	760	770	780	790	810	820
	United Kingdom	761	771	781	791	811	821
	France	762	772	782	792	812	822
\langle	AN other countries (please specify)	768	778	788	798	818	828
	Total	769	779	789	799	819	829

	Total	769	779	789	799	819	829	
12. a	a) Please report the number	of locations opera	iting in Canada du	ıring the reporting	period.			
	040							
	Does this report cover the	operations of loca	ations in more tha	n one province?				
	045 1 ☐ Yes ▶ I	f yes, in how man	y different provinc	ces does your firm	have locations?	046		
	3 □ No ▶ I	f no, please proce	ed to Question 12	2 b).				
k) What was the first year tha	at this company be	egan operation (ye	ear of birth)?				
	F003							

E. Certification							
13. a) I certify that the information in this report is correct and complete to the best of my knowledge.) I certify that the information in this report is correct and complete to the best of my knowledge.						
Signature	Date M025						
MU25							
Name of person completing this report (please print) E-mail							
M003 M013 Title							
M004							
Business address (if different from label) M015 Street M017							
M016 City							
M018 Postal code M010 Telephone no. M011 Ext.	M012 Fax No.						
If your business has a site on the Internet, please provide the address (URL)							
M014							
40 b) Business Newsber (BN)							
13. b) Business Number (BN) Please report your Business Number (GST/HST account number). You may obtain this number from	om voor lates) Assessment Notice or						
from your Canada Revenue Agency Taxation Remittance Form. The Business Number allows S records as permitted under the Statistics Act. The tax records will be used to improve the quality of c	tatistics Canada to access your tax						
adjustments to the survey data. Just like your survey responses, the tax data are safeguarded by Statistics Act.							
4	\searrow						
Business Number							
F008 R							
c) How long did you take collecting the data and completing this form?							
Hours							
801							
d) Comments. If more space is needed, please use a separate sheet.							
\$900							
S910 V							
S920							
\$930							
S940							
							S950
THANK YOU FOR YOUR COOPERATION	THANK YOU FOR YOUR COOPERATION						

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DEFINITIONS

When exact information is not readily available from your records, please provide your best estimates. The following guide items are provided for questions requiring further clarification.

Film, Video and Audio-Visual Distributors are businesses or persons acting as the middleman in the film and video industry between producers and exhibitors. These businesses or persons obtain rights (geographic or territorial rights) to films, manufacture videocassettes through duplication and packaging, promote and market films, arrange for their exhibition and collect and disburse revenues to any profit participants.

Videocassette Wholesalers are engaged in the wholesale distribution of videocassettes to retail outlets that in turn rent or sell to the general public. Videocassette wholesalers normally purchase packaged cassettes from distributors and re-sell to video retailers. Wholesalers do not buy rights to films.

QUESTION AND BOX

5. boxes 202, 203 and 200

4. box 035

Controlling interest is the ability of an individual, a group of individuals or a company to determine the operating and financial policies of the reporting organization including the ability to select the majority of the reporting organization's directors.

Ultimate control is determined by tracing ownership links to the final parent company. In a situation where the first parent company is in fact controlled by another company which may reside in a different country, control is assigned to the country of the last or final parent.

A paid employee is any person drawing pay for services rendered, or for paid absence and for whom you, as the employer, are required to complete a Canada Revenue Agency T-4 form.

Full or part-time employees INCLUDE executives of incorporated companies but EXCLUDE working proprietors of unincorporated firms, who should be reported in box 200.

6. boxes 500 to 605, 570 to 577, 545, 566 and 635

Classify as "Canadian" those productions meeting any one of the following criteria:

- 1) a production certified for 30% capital cost allowance since 1988. Prior to 1988 the allowance was 100%:
- 2) a production certified under the Film or Video Production Tax Credit (1995);
- 3) a production produced with the financial assistance of Telefilm Canada;
- 4) a production made in Canada by Canadians prior to the Capital Cost Allowance Program;
- 5) a production by the Mational Film Board (NFB);
- 6) an official co-production recognized under a treaty between Canada and another country;
- 7) a production certified by the Canadian Radio-television and Telecommunications Commission (RTC)
- 8) a production produced with the financial assistance of the Canada Council for the Arts; the CBC Radio-Canada; The Nova Scotia Film Development Corporation; La société os reale des industries culturelles du Québec (SOGIC); Manitoba Film and Sound; Saskachewan Film Development Corporation (Saskfilm); Alberta Motion Picture Development Corporation; British Columbia Film; Ontario Media Development Corporation (formerly Ontario Film Development Corporation); or New Brunswick Film.

Salaries and wages include commissions, bonuses and vacation pay and salaries of working executives of incorporated companies. Excluded are employee benefits, withdrawals by working proprietors of unincorporated firms and fees to contract workers.

Employee benefits include employers' contributions to pension, medical and unemployment insurance plans and workers' compensation plans.

Videocassette and DVD wholesaling – Cost of goods sold is obtained by adding together opening inventory plus purchases and subtracting closing inventory. Include in purchases the net purchases of videocassettes and DVD (gross value less returns, adjustments and discounts) at delivered price, including goods transferred to this establishment from other establishments within the firm. Include freight, insurance, buying-agent commissions, import duties and other related costs. Also include the cost of videocassette and DVD components and semi-finished goods purchased for in-house manufacture, duplication, and sale in the videocassette and DVD wholesale market. Please report the cost of goods sold for your videocassette and DVD wholesaling activities only.

Depreciation includes charges in the current year and amortization of building, equipment and leasehold improvements.

Interest and bank charges include costs incurred on bank loans, accounts payable, loans and notes payable and the interest cost of real estate mortgages.

All other distribution and operating expenses include occupancy costs (heat, light, rent, insurance, property taxes, etc.); administrative costs (legal and accounting costs, management or consulting fees, office supplies, association dues, travel and entertainment); other miscellaneous distribution and operating expenses, e.g. rental or leasing of machinery and equipment, shipping, non-videocassette cost of goods sold, etc.

8. (a), box 647

8. (b), box 648

8. (g), box 852

8. (h), box 673

8. (i), box 672

8. (j), box 679

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