



Canadian Defence, Aerospace and Commercial and Civil Marine Sectors Survey, 2014

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 : 1-877-992-3999.

Please verify the information for this business's contact person and correct where needed.

Legal name

Operating name

First name

Last name

Title

Address (number and street)

City

Province, territory or state

Postal code or zip code

Country

GENERAL INFORMATION

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.

The purpose of this survey

Statistics Canada is conducting a survey in collaboration with Industry Canada to produce statistical information on goods and services, sales, exports, innovation, skills and business practices among firms engaged in defence, aerospace, and commercial and civil marine sectors in Canada. The data will be used to better understand the characteristics of businesses engaged in these activities, as well as to develop policies and programs to help them. In addition, the data will be used to support the implementation of a federal Defence Procurement Strategy. The information may also be used by Statistics Canada for other statistical and research purposes.

Confidentiality

Statistics Canada is prohibited by law from releasing any information it collects which 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.

Record linkages

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

Fax or e-mail transmission disclosure

Statistics Canada advises you that there could be a risk of disclosure during the transmission of information by facsimile or e-mail. However, upon receipt, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the *Statistics Act*.

Deadline for Response

Please return the completed questionnaire to Statistics Canada in the enclosed envelope within 15 days of receipt.

Further information

If you require assistance regarding this survey, please contact Statistics Canada by telephone at 1-877-992-3999.

5-5200-6516.1: 2015-04-02

 Statistics Canada
Statistique Canada



REPORTING INSTRUCTIONS

- 1. Please print in ink.
- 2. Report all dollar amounts in **Canadian dollars (CAN\$)**.
- 3. Do not include sales tax.
- 4. Percentages should be rounded to whole numbers.
- 5. Consult the reporting guide for further information.
- 6. When precise figures are not available, please provide your best estimates.

INFORMATION COPY
DO NOT USE TO REPORT

Section A: Reporting Period Information and Business Information

A1. For this survey, please report information for this business’s most recent 12 month fiscal period.
Note: For this survey, the end date should fall between April 1, 2014 and March 31, 2015.

Y Y Y Y M M D D

C010101

Start date

Y Y Y Y M M D D

C010102

End date

Please complete this survey for the fiscal period reported above.

A2. Did this business have subsidiaries in other countries?

Refer to the reporting guide for detailed definitions.

C010201

1

☐

Yes

3

☐

No

Section B: Total Business Sales

B1. What was the total dollar value of this business’s sales of goods and services from its Canadian operations?

Please report all dollar amounts in Canadian Dollars.

Include: Total domestic sales and total export sales.

Total sales of goods and services
(total domestic sales + total export sales)

C020101

\$

.00

B2. What were this business’s total domestic sales of goods and services from its Canadian operations and how were those sales distributed amongst the categories listed below?

Please report all dollar amounts in Canadian Dollars.

Total domestic sales of goods and services
from Canadian operations

C020201

\$

.00

Percentage of sales to Canadian federal government .

C020202

%

Percentage of sales to non-government entities
in Canadian defence, aerospace, or commercial
and civil marine sector (including subcontracts)

C020203

%

Percentage of sales to other Canadian customers . . .

C020204

%

100 %

B3. What were this business’s total export sales of goods and services from its Canadian operations and how were those sales distributed amongst the categories listed below?

Notes: • Refer to the reporting guide for detailed definitions.
• Please report all dollar amounts in Canadian Dollars.

Total Export Sales of goods and services
from Canadian operations

C020301

\$

.00

Export Sales to U.S.

C020302

\$

.00

Percentage of export sales to U.S. federal government .

C020303

%

Percentage of export sales to non-government
U.S. defence, aerospace, or commercial and
civil marine sector (including subcontracts)

C020304

%

Percentage of export sales to other U.S. customers . .

C020305

%

100 %

Export Sales to:

Central America, the Caribbean, and South America

C020306

\$

.00

United Kingdom.

C020307

\$

.00

Europe other than United Kingdom
(including Eastern and Western Europe)

C020308

\$

.00

Asia and Oceania

C020309

\$

.00

Middle East and Africa

C020310

\$

.00

B4. What were this business’s total sales of goods and services from its Canadian operations for each of the following classes of goods and services?

- Notes:**
- These categories cover many different industries. Some categories may not apply to your business. Report “0” for those categories where your business had no sales.
 - Refer to the reporting guide for detailed definitions.
 - Please report all dollar amounts in **Canadian Dollars**.

Goods and Services	Total Sales
DEFENCE	
Ammunition and Other Munitions	C020401 \$.00
Missiles and Rockets	C020402 \$.00
Firearms and Other Weapons	C020403 \$.00
Military Systems Deployed in Space, Space Launch Vehicles, Land-based Systems for the Operation, Command and Control of Space Launch Vehicles or Systems Deployed in Space and Related Components	C020404 \$.00
Primarily Airborne Electro-Optical, Radar, Sonar and Other Sensor/Information Collection Systems; Fire Control, Warning and Countermeasures Systems and Related Components.	C020405 \$.00
Primarily Land-Based or Man-Portable Electro-Optical, Radar, Sonar and Other Sensor/Information Collection Systems; Fire Control, Warning and Countermeasures Systems and Related Components.	C020406 \$.00
Primarily Airborne Communications and Navigation Systems; and Other Information Systems (Including Processing and Dissemination), Software, Electronics and Components.	C020407 \$.00
Primarily Land-Based, Man-Portable or Non-Platform Specific Communications and Navigation Systems; and Other Information Systems (Including Processing and Dissemination), Software, Electronics and Components.	C020408 \$.00
Naval Ship-Borne Systems (i.e., Mission Systems) and Components.	C020409 \$.00
Naval Ship Fabrication, Structures and Components	C020410 \$.00
Naval Ship Maintenance, Repair and Overhaul	C020411 \$.00
Combat Vehicles and Components	C020412 \$.00
Combat Vehicles Maintenance, Repair and Overhaul	C020413 \$.00
Aircraft Fabrication, Structures and Components	C020414 \$.00
Military Aircraft Maintenance, Repair and Overhaul Services	C020415 \$.00
Unmanned Aerial Systems/Vehicles (UAS/V) and Components	C020416 \$.00
Simulation Systems for Aircraft	C020417 \$.00
Simulation Systems for Naval Vessels	C020418 \$.00
Simulation Systems for Land Vehicles or Other Applications	C020419 \$.00
Live Personnel and Combat Training Services	C020420 \$.00
Troop Support	C020421 \$.00
Other Defence (Please specify)	C020422 C020423 \$.00

CIVIL AEROSPACE	
Aircraft (Fixed-Wing, Tilt, and Rotorcraft).	C020424 \$.00
Aircraft Structures and Components	C020425 \$.00
Unmanned Aerial Systems/Vehicles (UAS/V).	C020426 \$.00

[illegible]

COMMERCIAL AND CIVIL MARINE

[illegible]

- Personal pleasure craft, speed boats, canoes, and yachts for recreational uses, etc.
- Marine transportation services (transporting persons or goods).
- Towing and other tugboat related services.
- Other docking/port/harbour services.
- Fuels and fuel delivery for ships.
- Port/harbour administration, buildings, infrastructure (e.g., piers) and related maintenance and repair services.
- Financial services/insurance services for marine vessels and operators.

ALL OTHER SALES

All Other Sales

Exclude: Defence, Aerospace, and Commercial and Civil Marine Sector sales reported above

[illegible][illegible]

Section E: Machinery and Equipment and Research and Development (R&D)

E1. Did this business have machinery and equipment expenditures?

Include: Gross expenditures on machinery and equipment, both new and used, which normally have a life of more than one year and are charged to fixed assets accounts, whether for your own use or for lease or rent to others.
Refer to the reporting guide for detailed definitions.

C050101

1

☐

Yes

▶

Continue to question E2.

3

☐

No

▶

Go to question E3.

E2. How much did this business spend on machinery and equipment?

Please report all dollar amounts in **Canadian Dollars**.
Include: Gross expenditures on machinery and equipment, both new and used, which normally have a life of more than one year and are charged to fixed assets accounts, whether for your own use or for lease or rent to others.
Refer to the reporting guide for detailed definitions.

Expenditures on Machinery and Equipment

in Domestic Facilities

C050201

\$

.00

in Foreign Facilities

C050202

\$

.00

E3. Did this business have in-house R&D expenditures?

Research and development (R&D) is systematic investigation carried out by means of experiment or analysis to achieve a scientific or technological advance.
Research is original investigation undertaken on a systematic basis to gain new knowledge.
Development is systematic work, drawing on existing knowledge gained from research and/or practical experience, which is directed to producing new materials, products or devices, to installing new processes, systems and services, or to improving substantially those already produced or installed.
Exclude: Payments for outsourced (contracted out) R&D.

C050301

1

☐

Yes

▶

Continue to question E4.

3

☐

No

▶

Go to question E6.

E4. What were the in-house R&D expenditures in Canada of this business?

Please report all dollar amounts in **Canadian Dollars**.
Exclude: Payments for outsourced (contracted out) R&D.

R&D expenditures

C050401

\$

.00

E5. How were this business's in-house R&D expenditures in Canada distributed by nature of R&D?

Refer to the reporting guide for detailed definitions.

Share of R&D in %

Basic research

C050501

%

Applied research

C050502

%

Experimental development

C050503

%

Total in-house R&D expenditures in Canada

100 %

E6. Are this business's investment plans in Canada influenced by expected Canadian market demands?
If yes, over what time period(s)?

Include: Investment plans relating to machinery and equipment and investment plans relating to R&D in Canada.

C050601

1

☐

Yes

▶

Over what time period(s)? Mark all that apply.

a. Over the next five years

C050602

☐

b. Over the next six to ten years

C050603

☐

c. More than 10 years from now

C050604

☐

3

☐

No

E7. Are this business's investment plans in Canada influenced by expected foreign market demands?
If yes, over what time period(s)?

Include: Investment plans relating to machinery and equipment and investment plans relating to R&D in Canada.

C050701

1

☐

Yes

▶

Over what time period(s)? Mark all that apply.

a. Over the next five years

C050702

☐

b. Over the next six to ten years

C050703

☐

c. More than 10 years from now

C050704

☐

3

☐

No

Section F: Business Decisions

F1. Please indicate the country in which the parent company was located.

- Notes:
- Refer to the reporting guide for detailed definitions.
 - Mark one only.

C060101

1

☐

Canada

► Go to question F3.

2

☐

United States

► Continue to question F2.

C060102

3

☐

Other country, please specify:

► Continue to question F2.

4

☐

No Parent company

► Go to question F3.

F2. Please indicate where the following types of major decisions were undertaken for this business’s operations in Canada. Check only one option for each type of decision.

Type of Decision	Undertaken Primarily by the Canadian Head Office	Undertaken Primarily by the Foreign Parent	Not Undertaken by this Business	Not Applicable
Decisions on the location of research and development (R&D) facilities	C060201 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Decisions on the focus of R&D activities	C060202 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Decisions on the location of global product mandate R&D activities	C060203 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Decisions on the location of production facilities	C060204 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Decisions on the location of global product mandate production activities	C060205 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Decisions on the location of service facilities	C060206 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Decisions related to machinery and equipment investment	C060207 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Decisions on whether to bid on a government contract	C060208 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Decisions on whether to bid on a private sector contract	C060209 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>

F3. What is the relative importance of each of the following factors to the domestic and international competitiveness of this business’s Canadian operations? Check only one option for each type of factor.

	Low Importance	Medium Importance	High Importance	Not Applicable
Developing new products and services to be produced in Canada	C060301 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Improving the quality of products and services produced in Canada	C060302 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Improving the productivity of operations in Canada	C060303 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Lowering the cost of production in Canada	C060304 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
Improving the logistics, delivery, and distribution methods of operations in Canada	C060305 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>

F4. Which of the following collaborative business activities did this business’s Canadian operations undertake during the last three fiscal years (2012-2014)? Check all that apply for each business activity.

Type of collaborative business activity	2012-2014 Check all that apply for each business activity.			
	Undertook Activity in Canada with a Partner in Canada	Undertook Activity in Canada with a Partner Outside of Canada	Undertook Activity Outside of Canada	Did Not Undertake Activity at All
Collaborative R&D with suppliers	C060401 <input type="checkbox"/>	C060402 <input type="checkbox"/>	C060403 <input type="checkbox"/>	C060404 <input type="checkbox"/>
Collaborative R&D with customers	C060405 <input type="checkbox"/>	C060406 <input type="checkbox"/>	C060407 <input type="checkbox"/>	C060408 <input type="checkbox"/>
Collaborative R&D with businesses which are neither suppliers nor customers	C060409 <input type="checkbox"/>	C060410 <input type="checkbox"/>	C060411 <input type="checkbox"/>	C060412 <input type="checkbox"/>
Collaborative R&D with universities and colleges	C060413 <input type="checkbox"/>	C060414 <input type="checkbox"/>	C060415 <input type="checkbox"/>	C060416 <input type="checkbox"/>
Collaborative R&D with government organizations	C060417 <input type="checkbox"/>	C060418 <input type="checkbox"/>	C060419 <input type="checkbox"/>	C060420 <input type="checkbox"/>
Collaboration with suppliers to enhance operational efficiency/productivity	C060421 <input type="checkbox"/>	C060422 <input type="checkbox"/>	C060423 <input type="checkbox"/>	C060424 <input type="checkbox"/>
Collaboration with customers to enhance operational efficiency/productivity	C060425 <input type="checkbox"/>	C060426 <input type="checkbox"/>	C060427 <input type="checkbox"/>	C060428 <input type="checkbox"/>
Supply chain participation collaborative activities with suppliers	C060429 <input type="checkbox"/>	C060430 <input type="checkbox"/>	C060431 <input type="checkbox"/>	C060432 <input type="checkbox"/>
Supply chain participation collaborative activities with customers	C060433 <input type="checkbox"/>	C060434 <input type="checkbox"/>	C060435 <input type="checkbox"/>	C060436 <input type="checkbox"/>

F5. Did this business gain access to intellectual property (IP) from other organizations during the last three fiscal years (2012-2014)?

Intellectual property is a distinct form of creative endeavour such as an invention, literary or artistic work, image or design that may be protected by formal legislation or the common law (e.g., a patent, trademark, copyright, industrial design, integrated circuit topography, plant breeders’ rights), or that is provided commercial value (e.g., know-how, trade secrets).

- Include:**
- Any access to IP by this business whether or not it involved payment.
 - Access gained through purchase, licensing, non-disclosure agreements or through other means.
- Exclude:** Off-the-shelf software and software for which this business did not have access to the source-code.

- C060501

1

☐

Yes

▶

Continue to question F6.
- 3

☐

No

▶

Go to question F9.

F6. Please indicate the source of this IP.
Check all that apply.

- a. A business in Canada

C060601

☐
- b. A business in the United States

C060602

☐
- c. A business in another country

C060603

☐
- d. A Canadian university

C060604

☐
- e. A government lab in Canada (federal, provincial or territorial)

C060605

☐
- C060606

f. Other (Please specify)

C060607

☐

F7. Did this business gain access to associated IP rights allowing it to exploit this IP to serve both domestic and foreign markets?

Include:

Any access to IP by this business whether or not it involved payment.

Access gained through purchase, licensing, non-disclosure agreements or through other means.

Exclude:

Off-the-shelf software and software for which this business did not have access to the source-code.

C060701

1

Yes

▶

Continue to question F8.

3

No

▶

Go to question F9.

F8. Did this business secure rights permitting it to develop foreground IP?

Foreground IP includes results, including information, materials and knowledge, generated in a given project, whether or not they can be protected. It includes intellectual property rights (such as rights resulting from copyright protection, related rights, design rights, patent rights, plant variety rights, rights of creators of topographies of semiconductor products), similar forms of protections (e.g., sui generis right for databases) and unprotected know-how (e.g., confidential material). Thus, foreground IP includes the tangible (e.g., prototypes, micro-organisms, source-code and processed earth observation images) and intangible IP results of a project.

C060801

1

Yes

3

No

F9. Did this business sell any intermediate goods?

Intermediate goods are goods that are normally integrated (as parts or components) into other goods.

C060901

1

Yes

▶

Continue to question F10.

3

No

▶

Go to question F12.

F10. What percentage of this business’s total sales was of intermediate goods?

C061001

%

F11. What percentage of sales of intermediate goods were integrated into each category of good?

a. Goods in the earlier phase of their expected lifespan

C061101

%

b. Goods around the mid-point of their expected lifespan

C061102

%

c. Goods nearing the end of their expected lifespan

C061103

%

100 %

OR

d. Do not know

C061104

F12. Did this business have any sales of maintenance, repair and overhaul services?

C061201

1

Yes

▶

Continue to question F13.

3

No

▶

Go to section G.

F13. What percentage of sales of maintenance, repair and overhaul services were provided for each category of good?

a. Goods in the earlier phase of their expected lifespan

C061301

%

b. Goods around the mid-point of their expected lifespan

C061302

%

c. Goods nearing the end of their expected lifespan

C061303

%

100 %

OR

d. Do not know

C061304

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Section G: Locations of Operations

Report only for this business’s defence, aerospace and commercial and civil marine operations.

G1. In which Canadian cities did **this business** have operations that produced or provided defence, aerospace or commercial and civil marine goods and services?

Include: Production and assembly facilities/factories; research facilities; software development and programming facilities; and maintenance, repair and overhaul facilities.

Exclude: Locations in Canada that only engage in marketing, wholesale and retail trade, and sales.

C070101

City

C070102

City

C070103

City

C070104

City

C070105

City

C070106

City

C070107

City

C070108

City

(If more locations, please list them in the Comments section at the end of the questionnaire.)

Contact person

Name of person to contact about this questionnaire:

First name

Last name

Title

Email address

Telephone number

Extension number

Fax number

hours

minutes

How long did you spend collecting the data and completing the questionnaire?

:

Please return the questionnaire within 15 days.
Please mail the completed questionnaire in the enclosed envelope
or fax it to Statistics Canada at 1-888-883-7999.

Comments

We invite your comments below.

If necessary, please attach a separate sheet.

Please be assured that we review all comments with the intent of improving the survey.

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