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MOVING AND STORAGE HOUSEHOLD GOODS

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MOVING AND STORAGE HOUSEHOLD GOODS

1963

This publication presents the statistics of firms engaged primarily in the moving and storage of household goods. In 1960, firms in this category were removed from the "Motor Carrier-Freight" (Catalogue No. 53-205) and the "Warehousing" (Catalogue No. 53-212) Reports and allocated to this new report.

Anyone desiring to obtain a complete picture of the warehousing and cartage industry, including the moving and storage of household goods, should use the material in Tables 2, 3, and 6 of this report, in conjunction with the "Warehousing, General Merchandise and Refrigerated Goods Report" (Catalogue No. 63-212). Special note should also be made of Table 5 of the Warehousing report which shows the amount of storage service provided by firms primarily engaged in motor carrier-freight operations.

As this publication is intended to cover the operations of firms engaged primarily in the moving and storage of household goods in Canada, the following are excluded:

- (a) Firms whose predominant source of revenue is some other activity and who cannot provide separate data for their household goods moving and storage operations;
- (b) Firms operating predominately in the U.S.A., that cannot provide separate data on their Canadian operations.

Among the factors, which account for fluctuations in the data and the number of firms reporting, are the following:

- (a) Amalgamations,
- (b) Births and deaths in the industry,
- (c) Expansions and contractions due to business conditions,
- (d) Improvement in response due to the intensive follow-up and tracer programme.

It should be noted that the allocation of inter-provincial carriers according to their headquarters location can distort provincial totals to some extent.

SUMMARY TABLES

The following highlights of the household goods moving and storage industry are presented to

provide a concise statistical comparison of its operations for 1962 and 1963.

		1962	1963
Firms reporting	No.	193	227
Total property account (after depreciation)	\$	14,672,891	17,912,318
Total operating revenues	\$	38,482,035	45,860,927
Total operating expenses	\$	36,526,348	44,051,416
Operating ratio ¹	%	94.9	96.0
Net operating revenues	\$	1,955,687	1,809,511
Average number of employees	No.	4,064	4,790
Revenue equipment:	\$		
Trucks	"	1,578	1,874
Road tractors	"	741	824
Semi-trailers	"	780	803
Full trailers	"	59	169
Storage space:			
Households goods	cu. ft.	31,217,234	36,303,850
Average occupancy:			
Household goods	%	71.9	68.9

¹ The proportion of total operating revenues absorbed by total operating expenses.

There were 173 firms which reported in both 1962 and 1963. A comparison is presented below of the main features of these reports, which will

probably give a better indication of how the industry fared in this period.

Comparison Table

		1962	1963	Percentage change
Firms included	No.	173	173	—
Total property account (after depreciation)	\$	13,986,135	14,842,952	+ 6.1
Operating revenues:				
Household goods cartage revenues:				
Long distance	\$	15,073,439	15,975,111	+ 6.0
Local	\$	9,570,421	9,094,425	- 5.0
Household goods storage revenues	\$	4,475,265	4,111,763	- 8.1
All other revenues	\$	7,203,490	8,168,182	+ 13.4
Total operating revenues	\$	36,322,615	37,349,481	+ 2.8
Total operating expenses	\$	34,459,960	35,742,456	+ 3.7
Operating ratio ¹	%	94.9	95.7	—
Net operating revenues	\$	1,862,655	1,607,025	- 13.7
Household goods storage facilities:				
Space available	cu. ft.	30,070,744	32,487,430	+ 8.0
Percentage of occupancy (average for year)	%	72.2	71.0	- 1.7
Revenue equipment:				
Trucks	No.	1,450	1,472	+ 1.5
Road tractors	"	688	696	+ 1.2
Semi-trailers	"	719	682	- 5.1
Full trailers	"	55	95	+ 72.7
Employees:				
Average number of employees	"	3,785	3,888	+ 2.7
Total salaries and wages	\$	15,008,875	16,131,106	+ 7.5

¹ The proportion of total operating revenues absorbed by total operating expenses.

SUMMARY

Because of the co-operation we have received from the industry as a whole and our own efforts to extend the coverage and improve response, the number of firms reporting has increased from 193 in 1962 to 227 in 1963.

Although increases in the numbers of firms were obtained for the Atlantic Provinces, Quebec, Ontario and British Columbia, the net increases in the valuation of the industry's assets and gross revenues were only 22.1 per cent and 19.2 per cent

respectively. Despite the increases in the numbers, assets and gross revenues of the firms reporting, net operating revenues declined by 7.5 per cent between 1962 and 1963, while the operating ratio of the 173 firms reporting in both years fell slightly from 94.9 to 95.7, reflecting the 13.7 per cent decrease in net operating revenues. Although total storage facilities available increased by 16.3 per cent, 2.4 million cubic feet or 47.5 per cent of the increase can be attributed to the expansion of the storage facilities of the 173 firms reporting in both years, with the 34 added firms contributing only slightly more than an average of 100,000 cubic feet each.

The Summary Table, on page 5, shows that, although the total operating revenues of the 227 reporting firms increased by 19.2 per cent from the 1962 total for 193 firms, operating expenses showed an even greater increase of 20.6 per cent, producing a decline in the net operating revenues of 7.5 per cent and a fall in the operation ratio from 94.9 to 96.0. On a firm average basis, an average gross operating revenue increase of 1.3 per cent was offset by a 2.5 per cent increase in average operating

expenses, producing a drop of 21.3 per cent in average net operating revenues.

The Comparison Table, on page 6, which presents a more precise picture of developments in the industry, since it compares the statistics of the 173 firms reporting for both years, indicates that although operating revenues rose by 2.8 per cent the 3.7 per cent increase in operating expenses produced a less favourable operating situation, with the operating ratio changing slightly from 94.9 in 1962 to 95.7 in 1963. Between 1962 and 1963, these same 173 firms representing 76.2 per cent of firms reporting, earning 81.4 per cent of reported revenues and operating 82.9 per cent of the reported property and equipment, increased their net investment in land, buildings and equipment by 6.1 per cent. At the same time their storage space available rose by 8.0 per cent, although the percentage of occupancy fell slightly from 72.2 to 71.0 per cent.

Based on the depreciated value of their property, the net operating revenue per investment dollar of the 173 firms fell from 13.3 cents in 1962 to 11.0 cents in 1963.

TABLE 1. Assets and Liabilities, 1963

No.		Canada	Atlantic Provinces
		dollars	
1	<i>Carriers reporting</i> <i>No.</i>	227	14
	Assets		
	Current assets:		
2	Cash on hand	2,013,093	216,186
3	Accounts receivable	6,966,997	567,776
4	Materials and supplies	494,425	90,150
5	Other current assets	1,232,917	112,392
6	Total current assets	10,707,432	986,504
	Fixed assets:		
7	Land and land rights	2,631,588	91,868
8	Buildings	11,688,597	1,093,159
9	Revenue equipment - Trucks, tractors, trailers	18,685,429	1,044,511
10	Other automotive equipment, service equipment, etc.	592,532	25,717
11	Shop and garage equipment	827,135	62,697
12	Furniture and office equipment	1,302,788	141,352
13	Other operating equipment	801,853	68,837
14	Total fixed assets	36,529,922	2,528,141
15	Less reserve for depreciation	18,617,604	1,235,098
16	Value at year end	17,912,318	1,293,043
17	Other assets (investments, intangibles, etc.)	5,949,919	405,998
18	Total assets	34,569,669	2,685,545
	Liabilities		
	Current liabilities:		
19	Loans and notes payable	4,983,724	170,387
20	Accounts payable	4,086,482	401,050
21	Other current liabilities	1,114,175	69,523
22	Total current liabilities	10,184,381	640,960
23	Mortgage, equipment notes payable and other long term debt	7,422,115	643,659
24	Other liabilities	801,610	124,298
25	Capital stock and investment	7,261,233	186,327
26	Surplus	8,900,330	1,090,301
27	Total liabilities	34,569,669	2,685,545

TABLE 1. Assets and Liabilities, 1963

Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia	No.
dollars						
32	86	11	14	19	51	1
336,194	899,003	92,753	113,061	72,147	283,749	2
1,133,249	2,254,493	1,022,726	258,072	634,467	1,096,214	3
35,278	210,432	25,554	11,112	44,352	77,547	4
165,202	587,469	52,650	89,581	39,164	186,459	5
1,669,923	3,951,397	1,193,683	471,826	790,130	1,643,969	6
796,006	546,977	57,019	91,315	647,415	400,988	7
2,542,574	3,088,051	384,058	1,074,521	2,072,585	1,433,649	8
3,935,207	6,409,284	1,704,245	1,166,054	1,402,788	3,013,340	9
86,560	238,563	22,345	42,134	56,103	121,110	10
54,773	532,810	14,635	60,124	46,024	56,072	11
203,016	444,111	46,434	91,166	143,486	233,223	12
104,030	257,470	3,400	8,305	15,499	344,312	13
7,722,166	11,517,266	2,232,136	2,533,619	4,393,900	5,602,694	14
3,723,995	6,178,647	1,538,155	1,274,720	1,487,803	3,179,186	15
3,998,171	5,338,619	693,981	1,258,899	2,906,097	2,423,508	16
497,131	1,746,763	92,276	70,414	1,958,998	1,178,339	17
6,165,225	11,036,779	1,979,940	1,801,139	5,655,225	5,245,816	18
609,579	2,828,480	113,403	181,733	398,104	682,038	19
558,232	1,201,816	739,092	103,650	436,806	645,836	20
167,989	590,832	32,751	32,091	93,657	127,332	21
1,335,800	4,621,128	885,246	317,474	928,567	1,455,206	22
1,916,720	1,920,330	166,090	197,123	1,760,553	817,640	23
61,587	150,665	89,155	36,903	47,978	291,024	24
1,025,743	2,202,077	495,567	308,371	2,437,764	605,384	25
1,825,375	2,142,579	343,882	941,268	480,363	2,076,562	26
6,165,225	11,036,779	1,979,940	1,801,139	5,655,225	5,245,816	27

TABLE 2. Operating and Income Accounts, 1963

No.		dollars	
		Canada	Atlantic Provinces
1	Carriers reporting No.	227	14
	Operating revenues:		
	Household goods cartage revenues:		
2	Long distance	19,033,065	1,386,135
3	Local	12,019,276	332,345
	Storage and warehousing revenues:		
4	Household goods	4,746,517	341,787
5	General merchandise	1,142,382	270,792
6	Refrigerated goods	3,025	1,825
7	Other warehouse revenue (including office and storage space rentals)	660,306	33,894
8	Packing revenues	4,101,846	224,867
	Other motor carrier freight revenues:		
9	Long distance	855,390	147,393
10	Local	1,306,089	72,518
11	Other operating revenues	1,993,031	564,405
12	Total operating revenues	45,860,927	3,375,961
	Operating expenses:		
13	Maintenance of buildings, service and revenue equipment	3,224,772	197,891
14	Tires and tubes	491,647	52,517
15	Salaries and wages, charged to operations	13,209,333	808,857
16	Fuel, oil and grease (including taxes)	2,747,718	140,034
17	Operating licences	778,909	38,643
18	Purchased transportation	1,663,324	110,279
19	Insurance, claims and safety expenses	1,836,380	150,690
20	Other cartage expenses	3,790,376	342,163
21	Other warehouse expenses	2,602,250	281,677
22	Sales salaries and expenses	2,372,410	110,802
23	Administration salaries and general expenses	8,324,602	814,934
24	Depreciation	2,354,194	203,091
25	Interest	655,501	24,704
26	Total operating expenses	44,051,416	3,275,782
	Income account:		
27	Net operating revenues	1,809,511	100,179
28	Other non-operating income	167,171	80,076
29	Net income before income taxes	1,976,682	180,255
30	Provision for income taxes	463,959	41,801
31	Net income transferred to earned surplus	1,512,723	138,454

TABLE 2. Operating and Income Accounts, 1963

Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia	No.
dollars						
32	86	11	14	19	51	1
3,815,082	7,453,100	1,245,000	783,668	1,992,213	2,357,867	2
2,221,233	4,246,860	1,123,455	497,562	584,310	3,013,511	3
936,843	2,109,744	315,950	138,950	383,809	519,434	4
205,180	221,220	—	215,433	6,339	223,418	5
—	—	—	1,200	—	—	6
4,294	138,234	—	2,550	326,892	154,442	7
788,365	1,984,451	320,363	133,452	224,174	426,174	8
53,160	279,800	—	128,083	92,170	154,784	9
314,697	382,049	71,233	105,973	40,000	319,619	10
164,781	663,506	176,516	126,673	53,514	243,636	11
8,503,635	17,478,964	3,252,517	2,133,544	3,703,421	7,412,885	12
694,032	1,168,432	229,142	137,013	279,460	519,302	13
97,200	164,560	28,038	17,039	38,596	93,697	14
2,818,780	4,781,763	1,005,282	577,453	877,687	2,339,511	15
537,578	1,088,172	220,099	128,747	228,681	404,407	16
157,168	274,201	55,146	44,852	64,187	144,712	17
114,774	752,675	175,840	99,582	195,133	215,041	18
448,594	722,106	103,362	58,791	154,674	198,163	19
678,901	1,426,293	201,710	163,869	221,361	756,079	20
454,451	981,473	165,276	156,525	233,598	329,250	21
328,676	1,104,932	135,969	84,631	233,447	373,953	22
1,342,644	3,206,138	535,064	464,890	648,273	1,312,659	23
494,885	799,840	122,036	109,251	259,444	365,647	24
97,464	152,515	140,998	16,351	152,979	70,490	25
8,265,147	16,623,100	3,117,962	2,058,994	3,587,520	7,122,911	26
238,488	855,864	134,555	74,550	115,901	289,974	27
52,555	Dr. 32,910	Dr. 36,158	5,123	3,411	95,074	28
291,043	822,954	98,397	79,673	119,312	385,048	29
41,672	238,354	13,172	25,216	24,016	79,728	30
249,371	584,600	85,225	54,457	95,296	305,320	31

TABLE 3. Employees and their Compensation, 1963

No.		Canada		Atlantic Provinces		Quebec	
		Average number employed ¹	Salaries and wages	Average number employed ¹	Salaries and wages	Average number employed ¹	Salaries and wages
			\$		\$		\$
1	Highway drivers.....	925	4,382,888	57	248,783	179	892,563
2	Local drivers and helpers	1,842	6,353,167	115	297,411	416	1,516,438
3	Packers.....	285	1,147,502	10	26,728	46	214,053
4	Warehousemen	302	1,330,175	58	235,821	38	195,851
5	Administration, sales and other employees	1,436	6,545,144	118	596,374	209	1,106,660
6	Totals	4,790	19,758,876	358	1,405,117	888	3,925,565

¹ Based on counts made at February 28 and August 31.

TABLE 4. Canadian Taxes, 1963

No.		Canada	Atlantic Provinces
		dollars	
1	Gasoline fuel tax.....	915,377	52,734
2	Diesel fuel tax	92,644	950
3	Operating licences (commercial, P.C.V. etc.)	774,840	38,643
4	All other taxes (except income taxes)	599,001	19,222
5	Total Canadian taxes (except income taxes)	2,381,862	111,549

TABLE 5. Fuel Consumed, 1963

No.		Canada	Atlantic Provinces
		'000	
	Fuel consumed:		
1	Gasoline (Imp. gal.)	6,791	322
2	Diesel oil (Imp. gal.)	1,144.8	5
3	Liquefied petroleum gases (propane, butane, etc.) (Imp. gal.)	0.6	—

TABLE 6. Storage Facilities, 1963

No.	Storage space (available for occupancy)	Canada	Atlantic Provinces
	Owned warehouses:		
1	Household goods cu. ft.	18,989,560	2,070,000
2	General merchandise..... "	6,222,148	686,000
3	Refrigerated goods	4,800	—
	Leased warehouses:		
4	Household goods "	17,314,290	203,555
5	General merchandise..... "	3,492,750	1,463,000
6	Refrigerated goods	6,083	6,083
	Total storage space:		
7	Household goods "	36,303,850	2,273,555
8	General merchandise..... "	9,714,898	2,149,000
9	Refrigerated goods	10,883	6,083
	Percentage of occupancy (average for year):		
10	Household goods %	68.9	75.1
11	General merchandise..... %	66.6	69.8
12	Refrigerated goods	19.6	2.2
	Storage space leased to others:		
13	Household goods cu. ft.	153,800	—
14	General merchandise..... "	365,000	40,000
15	Refrigerated goods	—	—

TABLE 3. Employees and their Compensation, 1963

Ontario		Manitoba		Saskatchewan		Alberta		British Columbia		No.
Average number employed ¹	Salaries and wages	Average number employed ¹	Salaries and wages	Average number employed ¹	Salaries and wages	Average number employed ¹	Salaries and wages	Average number employed ¹	Salaries and wages	
	\$		\$		\$		\$		\$	
404	1,904,881	52	223,970	53	218,424	83	456,111	97	438,156	1
608	1,900,577	143	606,919	83	208,481	80	254,853	397	1,568,488	2
121	534,763	34	113,797	13	46,427	16	54,089	45	157,645	3
106	452,723	15	85,693	25	104,122	26	94,403	34	161,562	4
588	2,768,462	143	325,270	82	379,802	90	406,254	206	962,322	5
1,827	7,561,406	387	1,355,649	256	957,256	295	1,265,710	779	3,288,173	6

TABLE 4. Canadian Taxes, 1963

Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia	No.
dollars						
175,033	361,545	90,930	44,256	63,474	127,405	1
34,970	25,884	11	1,443	12,219	17,167	2
155,745	274,201	55,146	44,852	64,187	142,066	3
151,674	257,096	47,001	34,597	34,955	54,456	4
517,422	918,726	193,088	125,148	174,835	341,094	5

TABLE 5. Fuel Consumed, 1963

Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia	No.
'000						
1,231	2,714	656	309	528	1,031	1
165	739	0.8	8	96	131	2
—	0.6	—	—	—	—	3

TABLE 6. Storage Facilities, 1963

Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia	No.
4,085,050	8,093,630	1,136,445	907,860	678,350	2,018,225	1
1,928,000	1,439,550	—	982,498	41,600	1,144,500	2
—	—	—	800	—	4,000	3
2,296,200	9,185,097	1,629,508	228,500	1,315,330	2,456,100	4
853,000	29,700	—	138,550	120,000	888,500	5
—	—	—	—	—	—	6
6,381,250	17,278,727	2,765,953	1,136,360	1,993,680	4,474,325	7
2,781,000	1,469,250	—	1,121,048	161,600	2,033,000	8
—	—	—	800	—	4,000	9
69.1	68.4	69.5	75.0	71.2	64.4	10
50.0	57.3	—	90.0	48.2	73.5	11
—	—	—	100.0	—	—	12
2,000	65,000	—	—	—	86,800	13
8,000	16,000	—	16,000	11,000	274,000	14
—	—	—	—	—	—	15

TABLE 7. Revenue Equipment Operated at Close of 1963

No.		Canada		Atlantic Provinces	
		Owned	Leased	Owned	Leased
		number			
	By model year				
	Trucks:				
1	Prior to 1950	243	6	3	—
2	1950-1955	564	11	18	3
3	1956-1960	613	16	43	13
4	1961	113	6	10	4
5	1962	136	3	8	1
6	1963	115	6	12	1
7	1964	40	2	3	—
8	Totals	1,824	50	97	22
	Road tractors:				
9	Prior to 1950	26	—	—	—
10	1950-1955	220	3	1	—
11	1956-1960	335	21	16	2
12	1961	62	13	2	1
13	1962	58	5	4	—
14	1963	48	2	3	—
15	1964	30	1	2	—
16	Totals	779	45	28	3
	Semi-trailers:				
17	Prior to 1950	164	1	1	—
18	1950-1955	252	3	4	1
19	1956-1960	222	5	13	2
20	1961	42	—	3	—
21	1962	41	3	2	1
22	1963	46	1	5	—
23	1964	23	—	7	—
24	Totals	790	13	35	4
	Full trailers:				
25	Prior to 1950	16	—	—	—
26	1950-1955	45	—	—	—
27	1956-1960	48	1	—	1
28	1961	5	—	—	—
29	1962	21	—	—	—
30	1963	16	—	—	—
31	1964	17	—	10	—
32	Totals	168	1	10	1
	Type of engine				
	Trucks:				
33	Gasoline	1,796	50	96	22
34	Diesel	28	—	1	—
35	Totals	1,824	50	97	22
	Road tractors:				
36	Gasoline	711	41	28	3
37	Diesel	68	4	—	—
38	Totals	779	45	28	3

TABLE 7. Revenue Equipment Operated at Close of 1963

Quebec		Ontario		Manitoba		Saskatchewan		Alberta		British Columbia		No.
Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased	
number												
40	—	66	—	29	—	26	6	24	—	55	—	1
70	—	173	3	76	1	31	4	51	—	145	—	2
126	—	207	2	59	1	26	—	33	—	119	—	3
37	—	38	1	11	1	6	—	—	—	11	—	4
37	—	41	1	11	1	12	—	7	—	20	—	5
28	—	45	3	9	—	6	—	3	—	12	2	6
9	—	14	2	3	—	3	—	1	—	7	—	7
347	—	584	12	198	4	110	10	119	—	369	2	8
5	—	14	—	3	—	—	—	—	—	4	—	9
24	—	91	3	24	—	16	—	26	—	38	—	10
61	—	135	14	30	1	20	—	31	4	42	—	11
11	—	36	9	3	2	2	—	5	1	3	—	12
14	—	24	5	1	—	5	—	4	—	6	—	13
15	—	17	1	5	—	2	—	3	—	3	1	14
4	—	11	1	1	—	—	—	2	—	10	—	15
134	—	328	33	67	3	45	—	71	5	106	1	16
18	—	95	1	14	—	5	—	4	—	27	—	17
46	—	93	—	33	—	21	—	29	2	26	—	18
48	—	98	1	15	—	9	—	27	2	12	—	19
16	—	18	—	1	—	—	—	1	—	3	—	20
18	—	12	2	1	—	4	—	2	—	2	—	21
18	—	10	1	3	—	3	—	3	—	4	—	22
8	—	7	—	—	—	—	—	1	—	—	—	23
172	—	333	5	67	—	42	—	67	4	74	—	24
5	—	3	—	—	—	5	—	—	—	3	—	25
2	—	13	—	8	—	5	—	2	—	15	—	26
6	—	22	—	8	—	3	—	3	—	6	—	27
—	—	1	—	1	—	—	—	—	—	3	—	28
—	—	6	—	1	—	1	—	1	—	12	—	29
1	—	7	—	1	—	—	—	2	—	5	—	30
1	—	3	—	1	—	—	—	—	—	2	—	31
15	—	55	—	20	—	14	—	8	—	46	—	32
330	—	580	12	195	4	108	8	119	2	368	2	33
17	—	4	—	3	—	2	—	—	—	1	—	34
347	—	584	12	198	4	110	8	119	2	369	2	35
121	—	310	30	67	3	44	—	54	4	87	1	36
13	—	18	3	—	—	1	—	17	1	19	—	37
134	—	328	33	67	3	45	—	71	5	106	1	38

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