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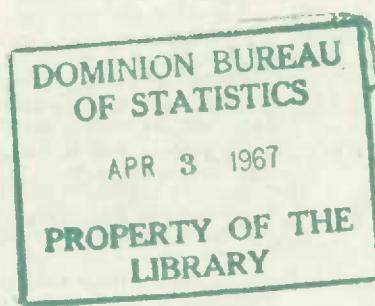
53-221

ANNUAL



MOVING AND STORAGE HOUSEHOLD GOODS

1965



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ROAD TRANSPORT

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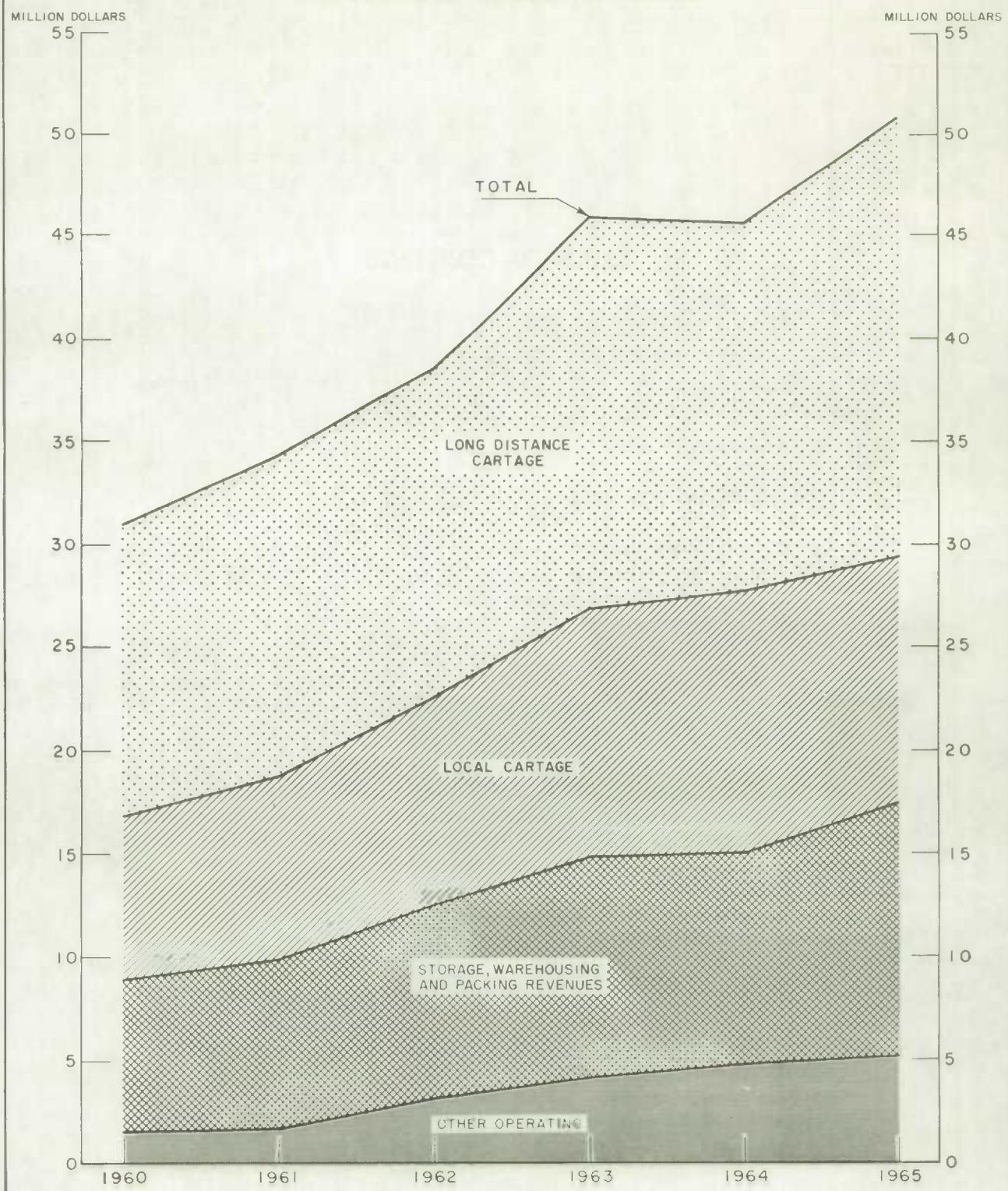
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MOVING AND STORAGE HOUSEHOLD GOODS REVENUES



MOVING AND STORAGE HOUSEHOLD GOODS

1965

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 from some other activity and that 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 comparative items in the following table comprise the statistical highlights in the moving and storage of household goods.

		1964	1965
Firms reporting	No.	228	222
Total property account (after depreciation)	\$	16,844,365	18,359,657
Total operating revenues	\$	45,565,248	50,829,107
Total operating expenses	\$	43,395,634	47,918,103
Operating ratio ¹	%	95.2	94.3
Net operating revenues	\$	2,169,614	2,911,004
Average number of employees	No.	4,450	4,864
Revenue equipment:			
Trucks	"	1,718	1,785
Road tractors	"	797	848
Semi-trailers	"	867	898
Full trailers	"	26	39
Storage space:			
Households goods	cu. ft.	33,888,412	35,333,750
Average occupancy:			
Household goods	%	70.6	71.5

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

There were 173 firms which reported in both 1964 and 1965. A comparison is presented below of the main features of their reports.

Comparison Table

		1964	1965	Percentage change
Firms included	No.	173	173	-
Total property account (after depreciation)	\$	14,401,279	15,824,293	+ 9.9
Operating revenues:				
Household goods cartage revenues:				
Long distance	\$	14,339,294	17,978,776	+ 25.4
Local	\$	9,216,620	10,799,577	+ 17.2
Household goods storage revenues	\$	3,658,342	4,174,390	+ 14.1
All other revenues	\$	9,956,711	10,889,074	+ 9.4
Total operating revenues	\$	37,170,967	43,841,817	+ 17.9
Total operating expenses	\$	35,449,360	41,145,756	+ 16.1
Operating ratio ¹	%	95.4	93.8	- 1.6
Net operating revenues	\$	1,721,607	2,696,061	+ 56.6
Household goods storage facilities:				
Space	cu. ft.	28,349,982	30,280,110	+ 6.8
Percentage of occupancy (average for year)	%	71.1	71.5	+ 0.4
Revenue equipment:				
Trucks	No.	1,407	1,515	+ 7.7
Road tractors	"	637	730	+ 14.6
Semi-trailers	"	696	773	+ 11.1
Full trailers	"	24	29	+ 20.8
Employees:				
Average number of employees	"	3,694	4,126	+ 11.7
Total salaries and wages	\$	16,092,772	18,605,362	+ 15.6

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

SUMMARY

The number of firms reporting decreased from 228 in 1964 to 173 in 1965. Decreases were: Quebec (3), Ontario (5), Saskatchewan (1), and British Columbia (5). The Atlantic Provinces, however, showed an increase of 6 firms while Manitoba and Alberta had an increase of 1 firm each during 1965.

The total property account (after depreciation) increased 9.0 per cent. This is attributed to a 4.1 per cent increase in revenue equipment and a 21.3 per cent increase in owned warehouse space at the

close of 1965, despite a decrease in the overall number of firms reporting.

Total operating revenues increased 11.6 per cent and total operating expenses increased 10.4 per cent from 1964. The operating ratio, which is the proportion of total operating revenues absorbed by operating expenses for all firms, improved by 0.9 per cent, from 95.2 per cent in 1964 to 94.3 per cent in 1965. Net operating revenues increased by 34.2 per cent.

Household goods storage space increased 4.3 per cent, while the average occupancy increased 0.9 per cent, from 70.6 per cent in 1964 to 71.5 per cent in 1965.

The Comparison Table on page 6 gives the progress of 173 firms from 1964 to 1965. The total property account (after depreciation) increased by 9.9 per cent. This is attributed to a 6.8 per cent increase in owned household goods storage space and a 11.4 per cent increase in owned revenue equipment at the close of 1965. Operating revenues increased considerably—long distance movement of household goods increased by 25.4 per cent, and local cartage increased by 17.2 per cent. Household goods storage revenues increased by 14.1 per cent. All other operating revenues increased 9.4 per cent

from 1964. In 1965, the net operating revenues increased 56.6 per cent, and the operating ratio improved by 1.6 per cent over 1964. The 173 firms that reported in both years accounted for 30.3 million cubic feet, or 85.7 per cent of the total household goods storage space in 1965: the remaining 49 firms reporting in 1965 accounted for 5.0 million cubic feet.

The average number of employees increased by 11.7 per cent and the total salaries and wages paid during 1965 increased 15.6 per cent.

Based on depreciated property values, the net operating revenue per investment dollar of the 173 firms increased from 11.9 cents in 1964 to 17.0 cents in 1965.

TABLE 1. Assets and Liabilities, 1965

No.		Canada	Atlantic Provinces
			dollars
1	<i>Carriers reporting</i>	222	20
	Assets		
	Current assets:		
2	Cash on hand	2,057,858	218,765
3	Accounts receivable	7,612,840	698,523
4	Materials and supplies	442,948	70,425
5	Other current assets	2,758,050	169,802
6	Total current assets	12,871,696	1,157,515
	Fixed assets:		
7	Land and land rights	2,570,461	105,783
8	Buildings	11,892,602	1,368,707
9	Revenue equipment - Trucks, tractors, trailers	19,048,418	1,377,866
10	Other automotive equipment, service equipment, etc.	608,276	84,864
11	Shop and garage equipment	600,219	33,099
12	Furniture and office equipment	1,506,338	214,425
13	Other operating equipment	451,011	70,871
14	Total fixed assets	36,677,325	3,255,615
15	Less reserve for depreciation	18,317,668	1,592,543
16	Value at year end	18,359,657	1,663,072
17	Other assets (investments, intangibles, etc.)	5,290,037	376,650
18	Total assets	36,521,390	3,197,237
	Liabilities		
	Current liabilities:		
19	Loans and notes payable	4,594,969	253,411
20	Accounts payable	4,014,036	494,704
21	Other current liabilities	3,107,665	92,483
22	Total current liabilities	11,716,670	840,598
23	Mortgage, equipment notes payable and other long term debt	7,389,192	669,064
24	Other liabilities	1,116,844	84,233
25	Capital stock and investment	6,465,266	205,570
26	Surplus	9,833,418	1,397,772
27	Total liabilities	36,521,390	3,197,237

TABLE 1. Assets and Liabilities, 1965

Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia	No.
dollars						
32	81	13	14	19	43	1
235,137	902,961	186,210	121,854	158,200	234,731	2
1,222,142	2,769,984	759,266	299,128	1,202,160	661,637	3
51,426	167,029	35,065	21,710	65,196	32,097	4
270,754	612,149	1,375,712	92,573	149,641	87,419	5
1,779,459	4,452,123	2,356,253	535,265	1,575,197	1,015,884	6
802,631	537,939	91,686	78,701	715,665	238,056	7
2,744,942	3,300,349	506,132	476,436	2,335,792	1,160,244	8
3,297,963	7,282,730	2,637,355	1,203,657	1,605,231	1,643,616	9
88,389	234,253	11,825	25,225	76,097	87,623	10
199,240	215,765	24,183	58,686	37,224	32,022	11
157,224	692,572	61,214	77,977	186,400	106,526	12
30,396	286,935	11,572	24,529	8,075	18,633	13
7,330,785	12,550,543	3,343,967	1,945,211	4,964,484	3,286,720	14
3,291,004	6,945,760	2,120,834	1,099,109	1,640,168	1,628,250	15
4,039,781	5,604,783	1,223,133	846,102	3,324,316	1,658,470	16
461,125	1,552,010	98,508	138,392	1,801,130	862,222	17
6,280,365	11,608,916	3,677,894	1,519,759	6,700,643	3,536,576	18
399,424	2,923,386	200,555	115,911	349,712	352,570	19
571,458	1,571,750	262,616	165,375	593,120	355,013	20
447,480	720,583	1,402,208	59,739	137,342	247,830	21
1,418,362	5,215,719	1,865,379	341,025	1,080,174	955,413	22
1,914,357	1,762,080	302,615	150,382	2,175,766	414,928	23
25,830	142,234	184,345	231,054	236,528	212,620	24
781,077	2,235,641	269,481	211,757	2,338,064	423,676	25
2,140,739	2,253,242	1,056,074	585,541	870,111	1,529,939	26
6,280,365	11,608,916	3,677,894	1,519,759	6,700,643	3,536,576	27

TABLE 2. Operating and Income Accounts, 1965

No.		Canada	Atlantic Provinces
		dollars	
1	<i>Carriers reporting</i>	No.	222
Operating revenues:			
	Household goods cartage revenues:		
2	Long distance	21,397,481	1,510,723
3	Local	12,008,145	615,052
	Storage and warehousing revenues:		
4	Household goods	4,970,027	471,202
5	General merchandise	1,287,303	457,448
6	Refrigerated goods	4,257	—
7	Other warehouse revenue (including office and storage space rentals)	455,013	36,280
8	Packing revenues	5,432,317	736,733
	Other motor carrier freight revenues:		
9	Long distance	569,452	88,135
10	Local	2,103,212	45,853
11	Other operating revenues	2,601,900	171,754
12	Total operating revenues	50,829,107	4,133,180
Operating expenses:			
13	Maintenance of buildings, service and revenue equipment	3,412,197	236,218
14	Tires and tubes	442,949	53,195
15	Salaries and wages, charged to operations	16,437,937	1,220,467
16	Fuel, oil and grease (including taxes)	2,994,509	203,670
17	Operating licences	792,532	51,837
18	Purchased transportation	2,598,586	163,494
19	Insurance, claims and safety expenses	2,026,707	171,561
20	Other cartage expenses	3,117,692	167,427
21	Other warehouse expenses	2,865,304	414,814
22	Sales salaries and expenses	2,701,865	120,534
23	Administration salaries and general expenses	7,485,906	860,708
24	Depreciation	2,498,631	215,626
25	Interest	543,288	66,633
26	Total operating expenses	47,918,103	3,946,184
Income account:			
27	Net operating revenues	2,911,004	186,996
28	Other non-operating income	Dr. 187,853	35,652
29	Net income before income taxes	2,723,151	222,648
30	Provision for income taxes	611,294	59,587
31	Net income transferred to earned surplus	2,111,857	163,061

TABLE 2. Operating and Income Accounts, 1965

Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia	No.
dollars						
32	81	13	14	19	43	1
3,302,818	8,751,241	1,832,277	816,736	3,106,640	2,077,046	2
2,951,231	4,655,607	1,252,104	442,746	571,197	1,520,208	3
638,351	2,433,398	391,773	193,049	392,568	449,686	4
385,252	116,641	498	146,085	100,190	81,189	5
-	4,257	-	-	-	-	6
32,395	209,616	47,002	5,863	33,074	90,783	7
961,687	2,357,283	491,132	139,922	389,917	355,643	8
1,852	181,396	14,137	121,327	111,261	51,344	9
358,038	774,294	353,061	91,364	267,756	212,846	10
177,848	1,085,600	364,391	113,765	538,840	149,702	11
8,809,472	20,569,333	4,746,375	2,070,857	5,511,443	4,988,447	12
569,321	1,425,766	298,955	143,686	331,107	307,144	13
79,183	179,839	32,913	19,491	44,302	34,026	14
3,053,027	6,475,952	1,487,665	722,363	1,503,089	1,975,374	15
472,260	1,278,557	319,020	135,596	318,445	266,961	16
132,616	304,876	81,697	43,243	85,160	93,103	17
321,942	856,089	437,429	81,042	582,451	156,139	18
408,407	822,076	188,609	74,974	180,572	180,508	19
540,527	1,606,271	204,970	108,979	290,871	198,647	20
350,899	1,140,088	258,108	158,876	316,950	225,569	21
384,255	1,386,560	248,935	58,252	315,440	187,889	22
1,280,466	2,979,554	524,816	340,813	726,680	772,869	23
476,813	910,388	239,599	86,552	324,981	244,672	24
130,525	136,347	24,701	8,560	126,597	49,925	25
8,300,241	19,502,363	4,347,417	1,982,427	5,146,645	4,692,826	26
509,231	1,066,970	398,958	88,430	364,798	295,621	27
Dr. 92,631	6,896	Dr. 30,858	17,833	Dr. 82,976	Dr. 41,769	28
415,600	1,073,866	368,100	106,263	281,822	253,852	29
34,633	322,193	25,680	12,225	67,130	59,846	30
351,967	751,673	342,420	94,038	214,692	194,006	31

TABLE 3. Employees and their Compensation, 1965

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	959	5,031,851	87	377,998	212	1,046,976
2	Local drivers and helpers	1,938	7,090,299	124	336,585	321	1,389,337
3	Packers	294	1,343,670	12	46,761	60	261,743
4	Warehousemen	280	1,255,558	57	216,436	39	198,965
5	Administration, sales and other employees	1,393	7,004,356	118	594,027	210	1,044,027
6	Totals	4,864	21,725,734	398	1,571,807	842	3,941,048

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

TABLE 4. Canadian Taxes, 1965

No.		Canada	Atlantic Provinces	
				dollars
1	Gasoline fuel tax	1,053,453		85,576
2	Diesel fuel tax	99,516		3,360
3	Operating licences (commercial, P.C.V. etc.)	792,532		51,837
4	All other taxes (except income taxes)	567,937		22,087
5	Total Canadian taxes (except income taxes)	2,513,438		162,860

TABLE 5. Fuel Consumed, 1965

No.		Canada	Atlantic Provinces	
				'000
	Fuel consumed:			
1	Gasoline (Imp. gal.)	7,053		457
2	Diesel oil (Imp. gal.)	568		16
3	Liquefied petroleum gases (propane, butane, etc.) (Imp. gal.)	—		—

TABLE 6. Storage Facilities, 1965

No.	Storage space (available for occupancy)	cu. ft.	Canada	Atlantic Provinces	
	Owned warehouses:				
1	Household goods	"	18,741,135		2,353,082
2	General merchandise	"	8,440,630		1,052,000
3	Refrigerated goods	"	6,350		—
	Leased warehouses:				
4	Household goods	"	16,592,615		809,200
5	General merchandise	"	4,183,700		1,711,000
6	Refrigerated goods		—		—
	Total storage space:				
7	Household goods	cu. ft.	35,333,750		3,162,282
8	General merchandise	"	12,624,330		2,763,000
9	Refrigerated goods	"	6,350		—
	Percentage of occupancy (average for year):				
10	Household goods	%	71.5		79.1
11	General merchandise	%	62.8		89.8
12	Refrigerated goods	%	24.9		—
	Storage space leased to others:				
13	Household goods	cu. ft.	1,907,380		18,000
14	General merchandise	"	2,430,390		49,000
15	Refrigerated goods		—		—

TABLE 3. Employees and their Compensation, 1965

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	No.
	\$		\$		\$		\$		\$	
392	2,213,865	63	322,118	39	190,665	83	470,768	83	409,461	1
700	2,609,531	236	802,209	66	238,548	186	588,984	305	1,125,105	2
108	582,647	52	174,199	10	37,103	23	113,726	29	127,491	3
96	472,507	21	90,134	22	75,057	22	87,038	23	115,421	4
587	3,044,932	122	531,747	74	361,140	137	719,657	145	708,826	5
1,883	8,923,482	494	1,920,407	211	902,513	451	1,980,173	585	2,486,304	6

TABLE 4. Canadian Taxes, 1965

Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia	No.
dollars						
188,425	452,601	123,074	44,939	78,132	80,706	1
16,623	42,068	6,827	3,868	21,711	5,059	2
132,616	304,876	81,697	43,243	85,160	93,103	3
95,046	270,465	69,262	34,333	40,832	35,912	4
432,710	1,070,010	280,860	126,383	225,835	214,780	5

TABLE 5. Fuel Consumed, 1965

Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia	No.
'000						
1,184	3,050	760	322	658	622	1
75	224	35	19	153	46	2
—	—	—	—	—	—	3

TABLE 6. Storage Facilities, 1965

Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia	No.
3,838,000	6,768,673	1,546,880	757,800	1,421,000	2,055,700	1
1,500,000	1,781,800	36,920	207,730	3,473,180	389,000	2
—	1,000	—	—	—	5,350	3
1,438,370	8,173,677	1,785,108	610,600	2,173,380	1,602,280	4
719,000	421,000	48,000	852,050	100,000	332,650	5
—	—	—	—	—	—	6
5,276,370	14,942,350	3,331,988	1,368,400	3,594,380	3,657,980	7
2,219,000	2,202,800	84,920	1,059,780	3,573,180	721,650	8
—	1,000	—	—	—	5,350	9
75.4	69.0	76.5	71.3	54.5	81.2	10
81.9	75.7	75.0	83.6	12.4	79.7	11
—	50.0	—	—	—	20.2	12
—	805,500	—	25,000	865,730	193,150	13
8,000	69,640	8,700	—	2,290,800	4,250	14
—	—	—	—	—	—	15

TABLE 7. Revenue Equipment Operated at Close of 1965

No.		Canada		Atlantic Provinces		
		Owned	Leased	Owned	Leased	
number						
By model year						
Trucks:						
1	Prior to 1956	515	11	7	-	
2	1956 - 1961	691	8	74	1	
3	1962	115	1	6	-	
4	1963	128	2	14	1	
5	1964	122	11	14	2	
6	1965	137	5	20	2	
7	1966	37	2	3	-	
8	Totals	1,745	40	138	6	
Road tractors:						
9	Prior to 1956	178	7	1	-	
10	1956 - 1961	299	17	12	1	
11	1962	47	8	2	-	
12	1963	63	7	5	1	
13	1964	88	13	11	1	
14	1965	74	10	6	-	
15	1966	35	2	1	-	
16	Totals	784	64	38	3	
Semi-trailers:						
17	Prior to 1956	348	9	7	-	
18	1956 - 1961	262	8	19	2	
19	1962	49	3	4	1	
20	1963	59	3	4	-	
21	1964	70	4	4	-	
22	1965	54	8	2	-	
23	1966	17	4	-	-	
24	Totals	859	39	40	3	
Full trailers:						
25	Prior to 1956	26	-	-	-	
26	1956 - 1961	7	-	-	-	
27	1962	3	-	-	-	
28	1963	1	-	-	-	
29	1964	2	-	-	-	
30	1965	-	-	-	-	
31	1966	-	-	-	-	
32	Totals	39	-	-	-	
Type of engine						
Trucks:						
33	Gasoline	1,738	40	136	6	
34	Diesel	7	-	2	-	
35	Totals	1,745	40	138	6	
Road tractors:						
36	Gasoline	685	46	35	3	
37	Diesel	99	18	3	-	
38	Totals	784	64	38	3	

TABLE 7. Revenue Equipment Operated at Close of 1965

Quebec		Ontario		Manitoba		Saskatchewan		Alberta		British Columbia		No.
Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased	
number												
51	1	138	4	71	—	41	6	63	—	144	—	1
137	—	228	4	83	—	31	1	48	1	90	1	2
31	—	43	1	4	—	8	—	8	—	15	—	3
40	—	36	1	7	—	9	—	13	—	9	—	4
27	—	41	8	10	—	8	1	10	—	12	—	5
19	—	50	—	32	—	3	—	5	1	8	2	6
—	—	25	2	3	—	1	—	—	—	5	—	7
305	1	561	20	210	—	101	8	147	2	283	3	8
21	1	68	2	14	—	16	3	38	1	20	—	9
42	—	157	8	42	1	10	3	19	4	17	—	10
7	—	29	3	1	2	3	1	4	1	1	1	11
15	1	27	2	6	2	2	—	5	1	3	—	12
19	—	40	4	7	4	2	—	6	1	3	3	13
19	—	27	3	5	4	4	—	9	1	4	2	14
5	—	25	—	1	2	2	—	—	—	1	—	15
128	2	373	22	76	15	39	7	81	9	49	6	16
51	—	144	5	45	—	27	4	47	—	27	—	17
38	—	132	1	31	2	7	3	17	—	18	—	18
8	—	23	2	6	—	1	—	3	—	4	—	19
12	2	22	1	9	—	3	—	8	—	1	—	20
12	—	34	4	4	—	3	—	10	—	3	—	21
15	—	12	7	5	—	1	—	12	1	7	—	22
2	—	12	4	2	—	—	—	—	—	1	—	23
138	2	379	24	102	2	42	7	97	1	61	—	24
5	—	13	—	3	—	1	—	3	—	1	—	25
4	—	1	—	2	—	—	—	—	—	—	—	26
—	—	—	—	3	—	—	—	—	—	—	—	27
—	—	1	—	—	—	—	—	—	—	—	—	28
1	—	1	—	—	—	—	—	—	—	—	—	29
—	—	—	—	—	—	—	—	—	—	—	—	30
—	—	—	—	—	—	—	—	—	—	—	—	31
10	—	16	—	8	—	1	—	3	—	1	—	32
304	1	561	20	208	—	101	8	147	2	281	3	33
1	—	—	—	2	—	—	—	—	—	2	—	34
305	1	561	20	210	—	101	8	147	2	283	3	35
115	2	341	21	66	3	33	7	54	9	41	1	36
13	—	32	1	10	12	6	—	27	—	8	5	37
128	2	373	22	76	15	39	7	81	9	49	6	38

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