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**TABLE 1. Selected operating ratios, in percent of sales, 1986  
Canada, Logging Industry (SIC 0411)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	551					
Low sales value (\$000's)	(1)	(1)	22	40	118	
High sales value (\$000's)	(1)	22	40	118	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Depreciation	11.7	13.8	13.3	11.3	8.6	83.1	14.1	17.8	16.2	14.1	9.3
Repairs & maintenance	21.3	28.9	32.3	14.9	9.8	95.0	22.4	33.2	32.5	15.4	10.2
Heat, light & telephone	0.8	1.2	1.0	0.6	0.6	52.4	1.6	6.9	1.8	1.1	0.8
Rent	0.3	0.3	0.5	0.1	0.2	13.1	2.3	2.4	3.4	3.2	1.3
<b>Personnel expenses</b>	<b>19.1</b>	<b>6.2</b>	<b>8.1</b>	<b>29.3</b>	<b>31.4</b>	<b>66.4</b>	<b>28.8</b>	<b>17.1</b>	<b>15.4</b>	<b>38.1</b>	<b>32.5</b>
<b>Financial expenses</b>	<b>5.8</b>	<b>8.3</b>	<b>5.7</b>	<b>5.4</b>	<b>4.1</b>	<b>89.4</b>	<b>6.5</b>	<b>11.4</b>	<b>6.6</b>	<b>5.6</b>	<b>4.1</b>
Interest & bank charges	4.0	5.1	4.5	3.7	2.9	77.8	5.1	8.0	8.4	3.9	2.9
Professional fees	1.8	3.2	1.2	1.8	1.2	84.4	2.1	5.1	1.4	1.9	1.3
<b>Other expenses</b>	<b>32.8</b>	<b>46.2</b>	<b>24.1</b>	<b>26.4</b>	<b>36.5</b>	<b>99.3</b>	<b>33.0</b>	<b>46.2</b>	<b>24.4</b>	<b>26.8</b>	<b>36.5</b>
<b>Profit (loss)</b>	<b>8.1</b>	<b>-4.9</b>	<b>14.9</b>	<b>12.0</b>	<b>8.8</b>	<b>98.5</b>	<b>8.3</b>	<b>-5.1</b>	<b>15.1</b>	<b>12.0</b>	<b>8.9</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**  
 - zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high end low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 0411 - Logging Industry**

Businesses primarily engaged in harvesting hardwood and softwood trees on an own-account basis. Included are businesses primarily engaged in the combined activities of driving, booming, sorting and rafting and towing of wood. Barking mills are also included.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Logging Industry (SIC 0411)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	551				
Low sales value (\$000's)	(1)	(1)	22	40	118
High sales value (\$000's)	(1)	22	40	118	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	10	1	4	3	31
Accounts and notes receivable	5	-	-	2	18
Inventory	3	-	-	1	10
Other current assets	2	-	-	1	7
Total current assets	20	1	5	7	66
Fixed assets	73	8	11	39	230
Less: Accum. dep. on fixed assets	36	3	7	19	114
Other assets	8	-	-	1	29
<b>Total assets</b>	<b>64</b>	<b>6</b>	<b>10</b>	<b>28</b>	<b>212</b>
<b>Liabilities and equity</b>					
Current loans	12	2	1	6	39
Other current liabilities	13	1	1	6	43
Total current liabilities	25	3	2	12	82
Mortgages payable	1	-	1	-	4
Long term debt	17	2	1	8	57
Other liabilities	2	2	-	1	7
<b>Total liabilities</b>	<b>46</b>	<b>7</b>	<b>3</b>	<b>21</b>	<b>150</b>
<b>Total equity</b>	<b>18</b>	<b>-1</b>	<b>6</b>	<b>7</b>	<b>61</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Logging Industry (SIC 0411)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	277				
Low sales value (\$000's)	(1)	(1)	49	146	288
High sales value (\$000's)	(1)	49	146	288	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.3	3.6	2.7	1.3	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-9.9	-10.7	-5.1	4.2	-28.9
Interest coverage ratio (times)	29.9	33.5	2.3	26.9	54.7
Debt ratio (times)	0.8	1.0	0.9	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	200				
Low sales value (\$000's)	(1)	(1)	56	142	310
High sales value (\$000's)	(1)	56	142	310	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	11	-3	6	11	31
Depreciation	27	6	12	30	59
Other	6	-4	-3	1	30
<b>Dividends</b>	-4	-5	-3	-4	-3
<b>Investment activities</b>					
Disposal of fixed assets	22	2	17	34	35
Purchase of fixed assets	-58	-2	-28	-75	-124
Increase in investment	-4	-	-4	-	-12
Decrease in investment	1	1	1	1	3
<b>Financing activities</b>					
Increase in long term debt	30	4	17	36	61
Repayment of long term debt	-23	-2	-13	-23	-54
Loans from shareholders	4	-	3	10	2
Repayment of loans from shareholders	-9	-4	-3	-16	-14
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-	-2	-3	-1
Other	-1	1	-1	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	1	-7	-1	1	13
<b>Cash &amp; equivalents-Beginning of the year</b>	22	24	15	16	32
<b>Cash &amp; equivalents - End of the year</b>	23	18	13	16	45

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Logging Industry (SIC 0411)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>959</b>	<b>173,918</b>	<b>6,155</b>	<b>99</b>	<b>114</b>
less than 20	909	69,153	2,353	99	114
20 - 99	42	47,326	1,648	-	-
100 - 499	8	57,439	2,154	-	-
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>1,094</b>	<b>196,774</b>	<b>6,511</b>	<b>110</b>	<b>...</b>
less than 20	1,047	83,807	2,707	106	...
20 - 99	35	41,113	1,313	3	...
100 - 499	11	X	1,918	1	...
500 and over	1	X	573	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Logging Industry (SIC 0411)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	2,702				
Average sales \$	132,157	16,426	32,448	74,328	405,425
Average expense \$	120,347	14,224	27,291	63,813	376,061
Average net profit (loss) \$	11,810	2,202	5,157	10,515	29,364
<b>Businesses reporting a profit (No.)</b>	<b>2,223</b>				
Average sales \$	137,772	16,462	32,576	74,702	427,348
Average expense \$	119,969	11,703	23,874	60,775	383,525
Average net profit \$	17,803	4,759	8,702	13,927	43,823
<b>Businesses reporting a loss (No.)</b>	<b>479</b>				
Average sales \$	112,183	16,328	31,898	71,735	328,769
Average expense \$	124,565	21,309	42,080	84,908	349,964
Average net loss \$	-12,382	-4,981	-10,182	-13,173	-21,195
<b>1985</b>					
Number of observations in sample	1,845				
Average sales \$	116,034	15,973	29,317	66,214	352,632
Average expense \$	105,093	14,662	25,850	56,697	323,161
Average net profit (loss) \$	10,941	1,311	3,467	9,517	29,471
<b>Businesses reporting a profit (No.)</b>	<b>1,478</b>				
Average sales \$	116,553	16,103	29,741	65,698	354,669
Average expense \$	100,541	11,203	22,819	51,643	316,500
Average net profit \$	16,012	4,900	6,922	14,055	38,169
<b>Businesses reporting a loss (No.)</b>	<b>367</b>				
Average sales \$	113,390	15,756	28,197	69,230	340,377
Average expense \$	125,931	20,427	33,854	86,222	363,220
Average net loss \$	-12,541	-4,671	-5,657	-16,992	-22,843
<b>1986</b>					
Number of observations in sample	2,290				
Average sales \$	118,136	16,091	30,177	65,828	360,447
Average expense \$	110,761	13,686	26,122	64,583	338,653
Average net profit (loss) \$	7,375	2,405	4,055	1,245	21,794
<b>Businesses reporting a profit (No.)</b>	<b>1,827</b>				
Average sales \$	117,330	16,302	30,589	65,800	356,628
Average expense \$	100,674	9,814	22,090	50,303	320,490
Average net profit \$	16,656	6,488	8,499	15,497	36,138
<b>Businesses reporting a loss (No.)</b>	<b>463</b>				
Average sales \$	120,657	15,527	29,338	65,939	371,825
Average expense \$	142,895	23,998	34,326	120,487	392,767
Average net loss \$	-22,238	-8,471	-4,988	-54,548	-20,942

1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

**TABLE 1. Selected operating ratios, in percent of sales, 1986**  
**Canada, Single Family Housing Contractors (SIC 4011)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	847											
Low sales value (\$000's)	(1)	(1)	62	167	468							468
High sales value (\$000's)	(1)				(1)							(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	44.7	18.4	47.0	46.4	65.0	80.2	55.7	36.5	59.4	49.8	68.2	
Occupancy expenses	7.2	13.8	10.6	3.6	1.8	93.5	7.7	16.0	11.1	3.7	1.8	
Depreciation	3.4	4.7	7.3	1.1	0.6	71.7	4.7	7.3	13.4	1.4	0.7	
Repairs & maintenance	2.4	5.3	2.5	1.5	0.5	81.7	2.9	7.8	2.9	1.7	0.6	
Heat, light & telephone	0.8	1.8	0.6	0.6	0.4	67.5	1.2	3.1	1.3	0.8	0.4	
Rent	0.7	2.0	0.2	0.3	0.2	32.7	2.0	7.9	1.0	0.8	0.6	
Personnel expenses	16.6	19.9	22.5	15.3	9.1	86.4	19.2	29.6	26.4	16.0	9.5	
Financial expenses	3.3	5.6	2.7	2.6	2.5	96.1	3.4	5.9	2.9	2.6	2.5	
Interest & bank charges	2.0	3.9	1.5	1.5	1.2	87.6	2.3	4.6	2.1	1.5	1.2	
Professional fees	1.3	1.7	1.2	1.1	1.3	91.0	1.4	1.9	1.3	1.2	1.3	
Other expenses	19.2	16.9	14.5	28.0	16.7	99.5	19.3	17.1	14.5	28.2	16.7	
Profit (loss)	9.0	25.6	2.7	4.2	5.0	98.8	9.1	25.6	2.8	4.2	5.0	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):****SIC 4011 - Single Family Housing Contractors**

Businesses primarily engaged in the development and construction of single detached and single attached dwellings such as: cottages, single duplexes, garden homes, semi-detached houses, single attached houses, single detached houses, erecting prefabricated homes, row houses (exc. row duplexes), single residences and summer homes.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Single Family Housing Contractors (SIC 4011)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	847				
Low sales value (\$000's)	(1)	(1)	62	167	468
High sales value (\$000's)	(1)	62	167	468	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	19	2	8	25	40
Accounts and notes receivable	25	3	8	18	72
Inventory	69	2	10	46	213
Other current assets	18	15	12	7	38
Total current assets	131	21	39	96	362
Fixed assets	38	17	42	34	57
Less: Accum. dep. on fixed assets	14	3	22	12	19
Other assets	16	6	3	7	48
<b>Total assets</b>	<b>171</b>	<b>41</b>	<b>62</b>	<b>124</b>	<b>448</b>
<b>Liabilities and equity</b>					
Current loans	35	6	19	31	84
Other current liabilities	52	2	7	29	167
Total current liabilities	87	8	25	60	252
Mortgages payable	14	14	2	6	32
Long term debt	30	3	10	30	75
Other liabilities	4	-	1	3	12
<b>Total liabilities</b>	<b>135</b>	<b>25</b>	<b>39</b>	<b>98</b>	<b>371</b>
<b>Total equity</b>	<b>36</b>	<b>16</b>	<b>23</b>	<b>26</b>	<b>77</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Single Family Housing Contractors (SIC 4011)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	631				
Low sales value (\$000's)	(1)	(1)	118	256	648
High sales value (\$000's)	(1)	118	256	648	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	7.3	20.9	2.6	4.4	2.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	...	-2.1	181.6	...	10.8
Interest coverage ratio (times)	70.9	-2.7	67.7	137.0	69.9
Debt ratio (times)	1.8	4.7	0.9	0.8	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Single Family Housing Contractors (SIC 4011)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	440				
Low sales value (\$000's)	(1)	(1)	127	323	694
High sales value (\$000's)	(1)	127	323	694	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	21	8	15	18	42
Depreciation	5	3	4	5	10
Other	-16	-8	-26	-6	-22
<b>Dividends</b>	-11	-21	-5	-5	-11
<b>Investment activities</b>					
Disposal of fixed assets	13	26	2	3	18
Purchase of fixed assets	-13	-6	-7	-21	-19
Increase in investment	-11	-11	-2	-12	-21
Decrease in investment	11	11	3	20	10
<b>Financing activities</b>					
Increase in long term debt	14	1	23	16	17
Repayment of long term debt	-13	-4	-6	-8	-35
Loans from shareholders	18	20	7	8	39
Repayment of loans from shareholders	-12	-10	-6	-7	-26
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-1	-	-3	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>5</b>	<b>8</b>	<b>-</b>	<b>9</b>	<b>3</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>4</b>	<b>-15</b>	<b>17</b>	<b>-1</b>	<b>14</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>9</b>	<b>-7</b>	<b>16</b>	<b>8</b>	<b>17</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Single Family Housing Contractors (SIC 4011)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>8,942</b>	<b>772,863</b>	<b>33,469</b>	<b>1,260</b>	<b>1,364</b>
less than 20	8,744	404,290	17,528	1,243	1,343
20 - 99	122	87,879	3,951	12	18
100 - 499	54	130,084	5,726	4	2
500 and over	22	150,610	6,264	1	1
<b>1986</b>					
<b>Total</b>	<b>12,480</b>	<b>1,055,533</b>	<b>43,423</b>	<b>2,393</b>	<b>...</b>
less than 20	12,175	657,256	27,373	2,347	...
20 - 99	229	169,088	6,949	35	...
100 - 499	60	157,037	6,435	7	...
500 and over	16	72,152	2,666	4	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Single Family Housing Contractors (SIC 4011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>4,788</b>				
Average sales \$	294,752	34,646	107,881	238,933	797,549
Average expense \$	283,616	32,697	103,100	228,580	770,088
Average net profit (loss) \$	11,136	1,949	4,781	10,353	27,461
<b>Businesses reporting a profit (No.)</b>	<b>3,564</b>				
Average sales \$	299,235	33,249	107,581	241,289	814,822
Average expense \$	274,269	26,924	94,920	220,956	754,276
Average net profit \$	24,966	6,325	12,661	20,333	60,546
<b>Businesses reporting a loss (No.)</b>	<b>1,224</b>				
Average sales \$	280,720	37,911	108,593	232,899	743,477
Average expense \$	309,097	46,183	122,511	248,106	819,586
Average net loss \$	-28,377	-8,272	-13,918	-15,207	-76,109
<b>1985</b>					
<b>Number of observations in sample</b>	<b>3,976</b>				
Average sales \$	303,096	33,596	102,409	245,451	830,928
Average expense \$	292,057	53,544	92,007	235,005	787,671
Average net profit (loss) \$	11,039	-19,948	10,402	10,446	43,257
<b>Businesses reporting a profit (No.)</b>	<b>3,084</b>				
Average sales \$	307,660	32,679	100,603	253,359	843,999
Average expense \$	278,910	22,684	81,469	228,998	782,489
Average net profit \$	28,750	9,995	19,134	24,361	61,510
<b>Businesses reporting a loss (No.)</b>	<b>892</b>				
Average sales \$	287,146	36,365	107,408	227,926	776,886
Average expense \$	331,322	146,694	121,184	248,316	809,095
Average net loss \$	-44,176	-110,329	-13,776	-20,390	-32,209
<b>1986</b>					
<b>Number of observations in sample</b>	<b>4,543</b>				
Average sales \$	338,957	32,064	110,624	284,361	928,779
Average expense \$	323,698	26,193	106,576	270,960	891,061
Average net profit (loss) \$	15,259	5,871	4,048	13,401	37,718
<b>Businesses reporting a profit (No.)</b>	<b>3,507</b>				
Average sales \$	340,677	32,108	112,215	282,207	936,177
Average expense \$	314,912	21,909	97,619	259,921	880,198
Average net profit \$	25,765	10,199	14,596	22,286	55,979
<b>Businesses reporting a loss (No.)</b>	<b>1,036</b>				
Average sales \$	331,995	31,942	107,364	291,391	897,281
Average expense \$	351,848	38,173	124,926	306,985	937,309
Average net loss \$	-19,853	-6,231	-17,562	-15,594	-40,028

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Residential Renovation Contractors (SIC 4013)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)						
Businesses in sample (No.)	444												
Low sales value (\$000's)	(1)	(1)	21	42	123								(1)
High sales value (\$000's)	(1)	21	42	123	(1)								(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)						
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		
	Percent of sales						Percent of sales						
Cost of sales	32.2	20.6	29.0	38.0	41.0	80.0	40.3	38.5	34.8	41.0	45.5		
Occupancy expenses	10.1	14.7	14.8	7.1	4.1	98.1	10.3	15.3	14.8	7.3	4.1		
Depreciation	4.2	6.9	6.4	2.4	1.3	82.7	5.1	9.4	7.4	3.0	1.4		
Repairs & maintenance	3.5	5.4	4.3	2.9	1.6	87.5	4.0	6.7	4.3	3.8	1.7		
Heat, light & telephone	1.0	0.8	1.7	1.0	0.7	66.3	1.6	1.4	2.7	1.4	0.9		
Rent	1.3	1.5	2.4	0.8	0.6	33.9	4.0	6.3	8.0	2.2	1.4		
Personnel expenses	15.9	8.6	14.6	18.4	21.7	68.4	23.2	16.9	33.6	23.0	22.1		
Financial expenses	3.2	2.0	4.4	4.5	1.9	89.2	3.6	2.7	4.9	4.7	1.9		
Interest & bank charges	1.4	0.6	1.7	2.2	0.8	77.7	1.7	1.1	2.0	2.7	1.0		
Professional fees	1.8	1.4	2.6	2.3	1.0	79.8	2.3	2.4	3.4	2.6	1.1		
Other expenses	22.8	27.1	21.1	18.2	25.0	99.4	23.0	27.1	21.1	18.6	25.0		
Profit (loss)	15.8	27.1	16.1	13.8	6.4	96.3	16.4	30.9	16.5	13.8	6.4		
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...		

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4013 - Residential Renovation Contractors

Businesses primarily engaged in residential additions, major improvements and repairs, renovation, rehabilitation, retro-fitting and conversions involving more than one trade.



**TABLE 2. Balance sheet profile for 1986**  
**Canada, Residential Renovation Contractors (SIC 4013)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	444				
Low sales value (\$000's)	(1)	(1)	21	42	123
High sales value (\$000's)	(1)	21	42	123	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	5	-	1	2	15
Accounts and notes receivable	9	-	-	2	33
Inventory	3	-	-	1	12
Other current assets	7	-	-	1	27
Total current assets	24	-	2	6	86
Fixed assets	12	1	3	13	28
Less: Accum. dep. on fixed assets	4	-	1	6	8
Other assets	2	-	1	2	5
<b>Total assets</b>	<b>33</b>	<b>2</b>	<b>5</b>	<b>16</b>	<b>111</b>
<b>Liabilities and equity</b>					
Current loans	5	-	1	2	15
Other current liabilities	9	-	-	3	32
Total current liabilities	14	1	1	5	47
Mortgages payable	2	-	-	5	4
Long term debt	4	1	4	4	8
Other liabilities	-	-	-	-	-
<b>Total liabilities</b>	<b>20</b>	<b>2</b>	<b>5</b>	<b>14</b>	<b>60</b>
<b>Total equity</b>	<b>13</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>51</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Residential Renovation Contractors (SIC 4013)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	274				
Low sales value (\$000's)	(1)	(1)	52	124	231
High sales value (\$000's)	(1)	52	124	231	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	4.1	1.6	3.5	3.5	7.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	27.9	17.2	1.8	-0.9	90.2
Interest coverage ratio (times)	21.3	-8.9	38.0	20.1	37.2
Debt ratio (times)	0.9	1.3	0.8	0.6	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Residential Renovation Contractors (SIC 4013)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	149				
Low sales value (\$000's)	(1)	(1)	42	124	218
High sales value (\$000's)	(1)	42	124	218	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	-5	-	5	34
Depreciation	3	1	1	3	5
Other	-4	3	-1	-5	-10
<b>Dividends</b>	-7	-2	-1	-19	-5
<b>Investment activities</b>					
Disposal of fixed assets	4	9	2	3	3
Purchase of fixed assets	-4	-	-3	-4	-10
Increase in investment	-1	-	-1	-1	-3
Decrease in investment	1	2	-	1	2
<b>Financing activities</b>					
Increase in long term debt	2	-	3	1	3
Repayment of long term debt	-2	-3	-1	-	-4
Loans from shareholders	3	3	1	6	2
Repayment of loans from shareholders	-3	-1	-3	-	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	2
Decrease in equity	-	-	-	-	-
Other	-3	-7	-	-2	-2
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	-1	-2	-12	9
<b>Cash &amp; equivalents-Beginning of the year</b>	15	6	6	37	12
<b>Cash &amp; equivalents - End of the year</b>	14	5	4	25	21

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Residential Renovation Contractors (SIC 4013)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>2,778</b>	<b>96,576</b>	<b>4,288</b>	<b>602</b>	<b>751</b>
less than 20	2,766	92,270	4,076	594	745
20 - 99	12	4,306	212	8	6
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>5,516</b>	<b>232,286</b>	<b>9,666</b>	<b>1,728</b>	<b>...</b>
less than 20	5,476	204,951	8,501	1,717	...
20 - 99	39	X	971	11	...
100 - 499	1	X	194	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, Residential Renovation Contractors (SIC 4013)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>2,014</b>				
Average sales \$	101,378	16,189	32,947	70,149	286,227
Average expense \$	92,183	11,928	26,399	59,932	270,471
Average net profit (loss) \$	9,195	4,261	6,548	10,217	15,756
<b>Businesses reporting a profit (No.)</b>	<b>1,748</b>				
Average sales \$	101,184	16,329	32,550	71,695	284,162
Average expense \$	88,831	10,446	24,201	58,096	262,582
Average net profit \$	12,353	5,883	8,349	13,599	21,580
<b>Businesses reporting a loss (No.)</b>	<b>266</b>				
Average sales \$	102,637	15,486	35,305	61,865	297,892
Average expense \$	110,911	19,378	39,466	69,770	315,029
Average net loss \$	-8,274	-3,892	-4,161	-7,905	-17,137
<b>1985</b>					
<b>Number of observations in sample</b>	<b>2,166</b>				
Average sales \$	118,021	16,281	36,858	81,082	337,864
Average expense \$	107,089	12,316	26,727	70,615	318,699
Average net profit (loss) \$	10,932	3,965	10,131	10,467	19,165
<b>Businesses reporting a profit (No.)</b>	<b>1,836</b>				
Average sales \$	119,994	16,545	36,896	81,569	344,967
Average expense \$	105,192	10,649	23,635	68,422	318,060
Average net profit \$	14,802	5,896	13,261	13,147	26,907
<b>Businesses reporting a loss (No.)</b>	<b>330</b>				
Average sales \$	108,873	15,235	36,666	78,142	305,450
Average expense \$	116,709	18,907	42,455	83,859	321,616
Average net loss \$	-7,836	-3,672	-5,789	-5,717	-16,166
<b>1986</b>					
<b>Number of observations in sample</b>	<b>2,688</b>				
Average sales \$	110,202	15,445	32,911	73,019	319,433
Average expense \$	100,630	10,925	26,220	62,873	302,502
Average net profit (loss) \$	9,572	4,520	6,691	10,146	16,931
<b>Businesses reporting a profit (No.)</b>	<b>2,103</b>				
Average sales \$	113,077	15,414	33,260	73,807	329,828
Average expense \$	98,591	8,773	23,370	59,516	302,705
Average net profit \$	14,486	6,641	9,890	14,291	27,123
<b>Businesses reporting a loss (No.)</b>	<b>585</b>				
Average sales \$	100,147	15,563	31,647	70,139	283,238
Average expense \$	108,154	19,138	36,549	75,132	301,797
Average net loss \$	-8,007	-3,575	-4,902	-4,993	-18,559

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**

**Canada, Excavating and Grading Contractors (SIC 4214)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	633					
Low sales value (\$000's)	(1)	(1)	37	81	164	
High sales value (\$000's)	(1)	37	81	164	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Cost of sales</b>	<b>8.0</b>	<b>2.0</b>	<b>9.9</b>	<b>8.2</b>	<b>11.6</b>	<b>38.8</b>	<b>20.6</b>	<b>18.2</b>	<b>24.3</b>	<b>20.9</b>	<b>18.5</b>
<b>Occupancy expenses</b>	<b>30.4</b>	<b>40.2</b>	<b>28.2</b>	<b>30.4</b>	<b>23.5</b>	<b>99.4</b>	<b>30.6</b>	<b>41.2</b>	<b>28.2</b>	<b>30.4</b>	<b>23.5</b>
Depreciation	13.8	23.5	10.4	11.2	10.2	93.4	14.8	26.2	11.7	11.6	10.4
Repairs & maintenance	13.5	13.8	12.2	16.5	11.7	89.7	15.0	18.8	13.9	16.8	11.8
Heat, light & telephone	2.4	1.9	5.2	1.5	1.1	86.1	2.8	2.5	6.3	1.6	1.1
Rent	0.8	1.0	0.4	1.2	0.5	37.5	2.1	2.2	2.5	2.9	1.1
<b>Personnel expenses</b>	<b>16.5</b>	<b>6.7</b>	<b>14.2</b>	<b>20.6</b>	<b>24.2</b>	<b>73.1</b>	<b>22.6</b>	<b>23.6</b>	<b>19.7</b>	<b>22.7</b>	<b>24.2</b>
<b>Financial expenses</b>	<b>6.4</b>	<b>11.0</b>	<b>5.0</b>	<b>4.4</b>	<b>5.2</b>	<b>96.3</b>	<b>6.6</b>	<b>11.9</b>	<b>5.3</b>	<b>4.5</b>	<b>5.2</b>
Interest & bank charges	4.3	8.7	2.9	3.1	2.7	91.4	4.7	10.2	3.4	3.1	2.8
Professional fees	2.1	2.3	2.1	1.4	2.4	87.3	2.4	2.9	2.5	1.6	2.4
<b>Other expenses</b>	<b>28.7</b>	<b>37.0</b>	<b>23.0</b>	<b>26.1</b>	<b>28.9</b>	<b>100.0</b>	<b>28.7</b>	<b>37.0</b>	<b>23.0</b>	<b>26.1</b>	<b>28.9</b>
<b>Profit (loss)</b>	<b>10.0</b>	<b>3.1</b>	<b>19.8</b>	<b>10.3</b>	<b>6.7</b>	<b>96.3</b>	<b>10.4</b>	<b>3.1</b>	<b>22.7</b>	<b>10.4</b>	<b>6.8</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 4214 - Excavating and Grading Contractors**

Businesses primarily engaged in construction site excavating and grading.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Excavating and Grading Contractors (SIC 4214)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	633				
Low sales value (\$000's)	(1)	(1)	37	81	164
High sales value (\$000's)	(1)	37	81	164	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	13	2	3	8	39
Accounts and notes receivable	21	2	2	7	69
Inventory	2	-	-	-	8
Other current assets	4	1	-	2	13
Total current assets	41	4	5	17	129
Fixed assets	117	17	26	79	331
Less: Accum. dep. on fixed assets	66	6	14	37	198
Other assets	9	-	-	1	32
<b>Total assets</b>	<b>100</b>	<b>15</b>	<b>18</b>	<b>59</b>	<b>294</b>
<b>Liabilities and equity</b>					
Current loans	15	2	3	9	44
Other current liabilities	21	-	2	12	64
Total current liabilities	36	2	5	21	109
Mortgages payable	2	-	1	3	3
Long term debt	25	6	3	16	71
Other liabilities	5	-	-	3	16
<b>Total liabilities</b>	<b>67</b>	<b>8</b>	<b>10</b>	<b>42</b>	<b>199</b>
<b>Total equity</b>	<b>33</b>	<b>7</b>	<b>8</b>	<b>17</b>	<b>95</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Excavating and Grading Contractors (SIC 4214)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	393				
Low sales value (\$000's)	(1)	(1)	86	164	369
High sales value (\$000's)	(1)	86	164	369	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.1	2.6	1.2	2.7	2.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	39.5	-6.5	22.5	24.7	115.6
Interest coverage ratio (times)	44.1	2.8	106.0	50.6	12.6
Debt ratio (times)	1.2	2.3	0.8	0.8	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Excavating and Grading Contractors (SIC 4214)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	275				
Low sales value (\$000's)	(1)	(1)	86	177	398
High sales value (\$000's)	(1)	86	177	398	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	15	3	-2	14	45
Depreciation	33	7	34	23	68
Other	-4	-3	-6	-	-8
<b>Dividends</b>	-2	-	-	-4	-2
<b>Investment activities</b>					
Disposal of fixed assets	18	3	7	11	50
Purchase of fixed assets	-67	-8	-69	-39	-148
Increase in investment	-2	-1	-	-	-7
Decrease in investment	1	-	-	-	4
<b>Financing activities</b>					
Increase in long term debt	37	4	43	20	78
Repayment of long term debt	-29	-5	-32	-16	-61
Loans from shareholders	5	2	2	6	8
Repayment of loans from shareholders	-5	-3	-6	-5	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-1	-	-	-4	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-2	-29	5	18
<b>Cash &amp; equivalents-Beginning of the year</b>	22	13	34	5	37
<b>Cash &amp; equivalents - End of the year</b>	20	11	5	10	55

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Excavating and Grading Contractors (SIC 4214)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>3,114</b>	<b>208,994</b>	<b>8,426</b>	<b>460</b>	<b>522</b>
less than 20	3,068	159,530	6,482	459	518
20 - 99	39	34,753	1,354	1	3
100 - 499	7	14,711	590	-	1
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>4,515</b>	<b>356,183</b>	<b>13,917</b>	<b>849</b>	<b>...</b>
less than 20	4,397	243,088	9,567	836	...
20 - 99	108	89,046	3,413	12	...
100 - 499	10	24,049	937	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used were determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Excavating and Grading Contractors (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>3,605</b>				
Average sales \$	140,061	18,819	45,959	93,303	402,163
Average expense \$	128,570	15,147	37,239	81,841	380,051
Average net profit (loss) \$	11,491	3,672	8,720	11,462	22,112
<b>Businesses reporting a profit (No.)</b>	<b>2,937</b>				
Average sales \$	140,715	19,380	45,962	92,283	405,235
Average expense \$	121,651	12,519	34,101	75,662	364,321
Average net profit \$	19,064	6,861	11,861	16,621	40,914
<b>Businesses reporting a loss (No.)</b>	<b>668</b>				
Average sales \$	137,967	17,207	45,944	97,511	391,205
Average expense \$	155,256	22,693	54,838	107,335	436,158
Average net loss \$	-17,289	-5,486	-8,894	-9,824	-44,953
<b>1985</b>					
<b>Number of observations in sample</b>	<b>3,766</b>				
Average sales \$	155,822	21,751	50,975	100,964	449,596
Average expense \$	141,427	19,485	42,270	88,211	415,743
Average net profit (loss) \$	14,395	2,266	8,705	12,753	33,853
<b>Businesses reporting a profit (No.)</b>	<b>3,128</b>				
Average sales \$	157,404	21,795	50,724	100,490	456,608
Average expense \$	135,892	13,562	38,673	82,944	408,389
Average net profit \$	21,512	8,233	12,051	17,546	48,219
<b>Businesses reporting a loss (No.)</b>	<b>638</b>				
Average sales \$	150,079	21,658	52,201	103,512	422,945
Average expense \$	163,047	32,147	59,811	116,536	443,695
Average net loss \$	-12,968	-10,489	-7,610	-13,024	-20,750
<b>1986</b>					
<b>Number of observations in sample</b>	<b>3,843</b>				
Average sales \$	172,033	20,311	52,150	112,581	503,090
Average expense \$	158,144	17,287	41,621	101,814	471,855
Average net profit (loss) \$	13,889	3,024	10,529	10,767	31,235
<b>Businesses reporting a profit (No.)</b>	<b>3,032</b>				
Average sales \$	173,724	20,757	52,539	112,500	509,100
Average expense \$	152,208	13,785	37,498	94,707	462,843
Average net profit \$	21,516	6,972	15,041	17,793	46,257
<b>Businesses reporting a loss (No.)</b>	<b>811</b>				
Average sales \$	165,577	19,129	50,570	112,844	479,765
Average expense \$	179,186	26,576	58,392	124,944	506,832
Average net loss \$	-13,609	-7,447	-7,822	-12,100	-27,067

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**

**Canada, Landscape Contractors (SIC 4219)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	326					
Low sales value (\$000's)	(1)	(1)	22	44	116	
High sales value (\$000's)	(1)	22	44	116	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	24.6	22.2	20.5	24.4	31.3	76.6	32.2	31.3	35.1	30.1	32.9
Occupancy expenses	14.4	19.3	13.7	14.2	10.5	100.0	14.4	19.3	13.7	14.2	10.5
Depreciation	4.9	7.3	5.1	4.1	3.1	87.2	5.6	8.6	5.9	5.2	3.1
Repairs & maintenance	7.0	8.8	7.1	7.8	4.2	96.4	7.2	9.9	7.2	7.8	4.3
Heat, light & telephone	1.3	1.0	0.8	0.9	2.7	70.4	1.9	1.8	1.2	1.3	3.0
Rent	1.2	2.2	0.8	1.4	0.5	30.8	4.0	20.4	2.9	3.4	1.2
Personnel expenses	21.7	10.4	18.7	21.4	35.6	75.7	28.6	23.9	28.4	22.7	36.7
Financial expenses	2.8	4.7	1.6	3.0	2.0	88.9	3.2	5.4	2.3	3.1	2.1
Interest & bank charges	2.1	4.2	0.8	1.9	1.4	78.7	2.6	6.5	1.4	2.1	1.4
Professional fees	0.8	0.5	0.8	1.0	0.7	67.9	1.1	0.9	1.5	1.7	0.7
Other expenses	19.7	23.0	21.4	19.2	15.6	100.0	19.7	23.0	21.4	19.2	15.6
Profit (loss)	16.8	20.4	24.1	17.8	5.0	99.4	16.9	20.4	24.1	17.8	5.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 4219 - Landscape Contractors**

Businesses primarily engaged in site work involving the purchase and installation of nursery stock and sod.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Landscape Contractors (SIC 4219)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	326				
Low sales value (\$000's)	(1)	(1)	22	44	116
High sales value (\$000's)	(1)	22	44	116	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	3	-	1	2	10
Accounts and notes receivable	8	-	-	2	30
Inventory	2	-	-	1	8
Other current assets	1	-	-	-	2
Total current assets	14	-	1	5	50
Fixed assets	28	4	4	13	92
Less: Accum. dep. on fixed assets	15	1	2	5	51
Other assets	1	-	-	1	4
<b>Total assets</b>	<b>29</b>	<b>3</b>	<b>3</b>	<b>14</b>	<b>95</b>
<b>Liabilities and equity</b>					
Current loans	5	-	1	2	18
Other current liabilities	8	1	1	2	29
Total current liabilities	13	1	1	4	47
Mortgages payable	1	-	-	1	1
Long term debt	7	1	-	5	20
Other liabilities	1	-	-	-	2
<b>Total liabilities</b>	<b>21</b>	<b>2</b>	<b>1</b>	<b>10</b>	<b>70</b>
<b>Total equity</b>	<b>8</b>	<b>1</b>	<b>2</b>	<b>4</b>	<b>25</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Landscape Contractors (SIC 4219)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	200				
Low sales value (\$000's)	(1)	(1)	74	146	309
High sales value (\$000's)	(1)	74	146	309	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.9	0.7	3.9	1.2	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	86.1	...	3.4	5.3	0.5
Interest coverage ratio (times)	7.0	-0.4	13.5	5.5	7.6
Debt ratio (times)	0.9	1.3	0.8	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Landscape Contractors (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	108				
Low sales value (\$000's)	(1)	(1)	84	157	363
High sales value (\$000's)	(1)	84	157	363	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	-8	4	5	30
Depreciation	20	34	6	10	28
Other	12	56	-2	8	-18
<b>Dividends</b>	-1	-	-1	-2	-2
<b>Investment activities</b>					
Disposal of fixed assets	4	5	8	1	7
Purchase of fixed assets	-41	-48	-9	-22	-78
Increase in investment	-1	-	-1	-	-1
Decrease in investment	-	-	1	-	-
<b>Financing activities</b>					
Increase in long term debt	12	1	5	8	33
Repayment of long term debt	-6	-	-3	-3	-16
Loans from shareholders	3	4	1	4	1
Repayment of loans from shareholders	-10	-33	-2	-1	-3
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-2	-	-
Other	-1	-6	-2	-	3
<b>Increase(decrease) in cash &amp; equivalents</b>	-	6	1	7	-16
<b>Cash &amp; equivalents-Beginning of the year</b>	8	-8	1	9	26
<b>Cash &amp; equivalents - End of the year</b>	8	-2	2	16	10

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Landscape Contractors (SIC 4219)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>1,902</b>	<b>114,139</b>	<b>4,715</b>	<b>335</b>	<b>473</b>
less than 20	1,879	74,328	3,055	335	468
20 - 99	13	9,693	429	-	5
100 - 499	-	-	-	-	-
500 and over	10	30,118	1,231	-	-
<b>1986</b>					
<b>Total</b>	<b>3,417</b>	<b>194,488</b>	<b>7,694</b>	<b>847</b>	<b>...</b>
less than 20	3,381	145,740	5,731	845	...
20 - 99	26	18,470	773	2	...
100 - 499	-	-	-	-	...
500 and over	10	30,278	1,190	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

## Canada, Landscape Contractors (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,299</b>				
Average sales \$	108,388	17,139	38,140	77,242	301,030
Average expense \$	98,730	12,030	30,410	65,557	286,923
Average net profit (loss) \$	9,658	5,109	7,730	11,685	14,107
<b>Businesses reporting a profit (No.)</b>	<b>1,115</b>				
Average sales \$	105,366	17,496	39,101	77,877	286,990
Average expense \$	90,883	10,619	28,294	62,462	262,156
Average net profit \$	14,483	6,877	10,807	15,415	24,834
<b>Businesses reporting a loss (No.)</b>	<b>184</b>				
Average sales \$	119,338	15,170	34,624	74,123	353,434
Average expense \$	129,519	19,820	38,146	80,751	379,357
Average net loss \$	-10,181	-4,650	-3,522	-6,628	-25,923
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,324</b>				
Average sales \$	121,909	17,880	37,725	80,915	351,116
Average expense \$	109,075	13,205	29,779	71,095	322,220
Average net profit (loss) \$	12,834	4,675	7,946	9,820	28,896
<b>Businesses reporting a profit (No.)</b>	<b>1,153</b>				
Average sales \$	121,702	18,375	37,977	82,238	348,216
Average expense \$	104,983	11,611	27,541	67,627	313,154
Average net profit \$	16,719	6,764	10,436	14,611	35,062
<b>Businesses reporting a loss (No.)</b>	<b>171</b>				
Average sales \$	125,079	15,212	35,985	75,630	373,487
Average expense \$	136,033	21,787	45,229	84,951	392,163
Average net loss \$	-10,954	-6,575	-9,244	-9,321	-18,676
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,474</b>				
Average sales \$	112,575	14,493	30,188	75,839	329,778
Average expense \$	101,451	10,500	21,901	63,704	309,699
Average net profit (loss) \$	11,124	3,993	8,287	12,135	20,079
<b>Businesses reporting a profit (No.)</b>	<b>1,226</b>				
Average sales \$	108,122	14,891	30,220	74,507	312,870
Average expense \$	94,121	9,167	21,390	59,755	286,172
Average net profit \$	14,001	5,724	8,830	14,752	26,698
<b>Businesses reporting a loss (No.)</b>	<b>248</b>				
Average sales \$	137,782	13,095	29,352	83,803	424,878
Average expense \$	144,986	15,193	35,421	87,306	442,024
Average net loss \$	-7,204	-2,098	-6,069	-3,503	-17,146

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Masonry Contractors (SIC 4231)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)						
Businesses in sample (No.)	333												
Low sales value (\$000's)	(1)	(1)	31	76	138								
High sales value (\$000's)	(1)	31	76	138	(1)								

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)						
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		
	Percent of sales						Percent of sales						
<b>Cost of sales</b>	19.5	12.4	20.3	17.6	26.4	69.2	28.1	22.6	31.3	26.1	30.0		
<b>Occupancy expenses</b>	9.5	18.9	9.4	5.3	6.1	99.8	9.5	18.9	9.4	5.4	6.1		
Depreciation	3.3	8.1	2.2	1.9	2.1	84.5	3.9	10.7	2.9	2.1	2.2		
Repairs & maintenance	4.8	8.6	5.8	2.8	2.4	94.3	5.0	9.5	6.0	2.9	2.6		
Heat, light & telephone	0.8	1.8	0.7	0.4	0.6	57.9	1.4	3.6	1.1	0.9	0.8		
Rent	0.6	0.5	0.7	0.3	0.9	28.4	2.1	3.3	2.3	2.1	1.8		
<b>Personnel expenses</b>	31.0	10.6	19.5	45.9	46.0	83.3	37.2	20.4	25.1	46.1	46.2		
<b>Financial expenses</b>	2.1	2.6	2.1	2.1	1.8	94.1	2.3	3.0	2.2	2.2	1.8		
Interest & bank charges	0.8	1.0	0.5	0.6	1.1	80.6	1.0	2.3	0.6	0.7	1.1		
Professional fees	1.3	1.6	1.6	1.5	0.7	89.3	1.5	1.9	1.7	1.7	0.7		
<b>Other expenses</b>	14.9	14.4	18.6	12.4	13.6	98.9	15.0	15.2	18.6	12.4	13.6		
<b>Profit (loss)</b>	23.0	41.2	30.1	16.7	6.2	98.4	23.4	41.2	30.5	17.5	6.2		
<b>Total</b>	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...		

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4231 - Masonry Contractors

Businesses primarily engaged in conventional or specialty masonry work, except interior marble work. Installation of architectural stone, blocklaying, brick or stone lining (chimney, kiln, boiler, etc.) bricklaying, installation of granite (exterior work), installation of marble (exterior work), masonry work, installation of ornamental stone, pointing masonry, installation of slate (exterior work), stone cutting and setting and installation of veneer facing stone or brick.

TABLE 2. Balance sheet profile for 1986

## Canada, Masonry Contractors (SIC 4231)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	333				
Low sales value (\$000's)	(1)	(1)	31	76	138
High sales value (\$000's)	(1)	31	76	138	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	7	3	2	5	21
Accounts and notes receivable	14	-	1	2	51
Inventory	6	-	-	1	23
Other current assets	2	-	-	1	5
Total current assets	29	3	3	8	101
Fixed assets	27	30	9	9	64
Less: Accum. dep. on fixed assets	10	10	5	3	24
Other assets	2	3	-	-	5
<b>Total assets</b>	<b>48</b>	<b>26</b>	<b>8</b>	<b>15</b>	<b>146</b>
<b>Liabilities and equity</b>					
Current loans	8	1	1	5	26
Other current liabilities	17	1	1	4	61
Total current liabilities	25	2	2	9	87
Mortgages payable	1	5	-	-	1
Long term debt	9	4	3	2	28
Other liabilities	-	-	-	-	1
<b>Total liabilities</b>	<b>35</b>	<b>10</b>	<b>5</b>	<b>10</b>	<b>116</b>
<b>Total equity</b>	<b>13</b>	<b>17</b>	<b>2</b>	<b>4</b>	<b>30</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Masonry Contractors (SIC 4231)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	229				
Low sales value (\$000's)	(1)	(1)	89	155	334
High sales value (\$000's)	(1)	89	155	334	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	2.1	1.7	1.9	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	18.4	54.7	30.5	-27.5	13.9
Interest coverage ratio (times)	5.5	-5.5	-61.5	29.1	57.7
Debt ratio (times)	1.2	2.0	1.2	1.0	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Masonry Contractors (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	143				
Low sales value (\$000's)	(1)	(1)	116	195	378
High sales value (\$000's)	(1)	116	195	378	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	9	-	-2	7	28
Depreciation	6	3	2	5	13
Other	-10	-1	7	2	-42
<b>Dividends</b>	-1	-	-1	-1	-1
<b>Investment activities</b>					
Disposal of fixed assets	2	-	1	4	5
Purchase of fixed assets	-11	-3	-5	-12	-23
Increase in investment	-2	-	-	-	-8
Decrease in investment	-	1	-	1	-
<b>Financing activities</b>					
Increase in long term debt	15	2	1	5	50
Repayment of long term debt	-2	-	-1	-2	-6
Loans from shareholders	2	1	2	1	2
Repayment of loans from shareholders	-3	-4	-2	-2	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>4</b>	<b>-4</b>	<b>-</b>	<b>8</b>	<b>13</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>17</b>	<b>24</b>	<b>7</b>	<b>-</b>	<b>33</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>21</b>	<b>20</b>	<b>7</b>	<b>8</b>	<b>46</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Masonry Contractors (SIC 4231)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>2,260</b>	<b>223,708</b>	<b>9,245</b>	<b>376</b>	<b>434</b>
less than 20	2,152	120,179	4,950	371	424
20 - 99	97	82,368	3,409	4	8
100 - 499	11	21,161	886	1	2
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>3,588</b>	<b>421,314</b>	<b>16,405</b>	<b>847</b>	<b>...</b>
less than 20	3,380	206,741	8,069	813	...
20 - 99	192	165,905	6,460	34	...
100 - 499	16	48,668	1,876	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Masonry Contractors (SIC 4231)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,645</b>				
Average sales \$	122,052	17,041	41,352	80,671	349,144
Average expense \$	109,107	12,535	30,123	67,127	326,642
Average net profit (loss) \$	12,945	4,506	11,229	13,544	22,502
<b>Businesses reporting a profit (No.)</b>	<b>1,415</b>				
Average sales \$	120,986	17,100	41,115	81,065	344,664
Average expense \$	104,179	10,665	28,487	65,047	312,517
Average net profit \$	16,807	6,435	12,628	16,018	32,147
<b>Businesses reporting a loss (No.)</b>	<b>230</b>				
Average sales \$	126,881	16,798	43,887	77,252	369,585
Average expense \$	136,030	20,228	47,637	85,176	391,080
Average net loss \$	-9,149	-3,430	-3,750	-7,924	-21,495
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,627</b>				
Average sales \$	150,656	18,777	44,525	94,580	444,742
Average expense \$	135,935	12,764	33,605	79,054	418,315
Average net profit (loss) \$	14,721	6,019	10,920	15,526	26,427
<b>Businesses reporting a profit (No.)</b>	<b>1,427</b>				
Average sales \$	145,621	18,825	44,674	94,944	424,042
Average expense \$	126,428	11,526	32,173	75,745	386,266
Average net profit \$	19,193	7,299	12,501	19,199	37,776
<b>Businesses reporting a loss (No.)</b>	<b>200</b>				
Average sales \$	178,439	18,432	42,945	92,326	560,053
Average expense \$	191,760	21,763	48,886	99,552	596,840
Average net loss \$	-13,321	-3,331	-5,941	-7,226	-36,787
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,859</b>				
Average sales \$	154,040	21,770	52,007	109,645	432,739
Average expense \$	136,880	14,599	39,171	92,140	401,609
Average net profit (loss) \$	17,160	7,171	12,836	17,505	31,130
<b>Businesses reporting a profit (No.)</b>	<b>1,567</b>				
Average sales \$	151,342	21,600	52,775	109,355	421,639
Average expense \$	127,602	12,353	37,231	86,080	374,743
Average net profit \$	23,740	9,247	15,544	23,275	46,896
<b>Businesses reporting a loss (No.)</b>	<b>292</b>				
Average sales \$	163,934	22,696	47,567	110,867	474,606
Average expense \$	174,466	26,813	50,382	117,727	502,943
Average net loss \$	-10,532	-4,117	-2,815	-6,860	-28,337

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	519													
Low sales value (\$000's)	(1)	(1)	41	96	214									
High sales value (\$000's)	(1)	41	96	214	(1)									

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	43.1	36.9	44.2	41.7	49.3	90.9	47.4	47.3	45.5	44.7	52.0
Occupancy expenses	9.0	14.5	9.2	7.1	5.0	99.6	9.0	14.6	9.3	7.1	5.0
Depreciation	3.0	6.1	2.6	1.8	1.6	86.5	3.5	8.9	3.1	1.9	1.6
Repairs & maintenance	3.2	5.3	3.5	2.4	1.7	95.1	3.4	5.5	3.6	2.6	1.8
Heat, light & telephone	1.6	2.0	2.2	1.3	0.9	83.0	1.9	3.5	2.5	1.3	0.9
Rent	1.1	1.1	0.9	1.6	0.9	50.8	2.2	3.3	2.6	2.4	1.3
Personnel expenses	15.1	2.9	10.6	19.9	26.9	78.8	19.2	7.3	12.1	22.8	27.1
Financial expenses	2.8	4.0	2.7	2.3	2.2	98.3	2.9	4.2	2.8	2.3	2.2
Interest & bank charges	1.1	1.7	1.0	0.8	1.0	85.5	1.3	2.1	1.0	1.1	1.0
Professional fees	1.7	2.4	1.7	1.5	1.3	91.4	1.9	2.9	1.9	1.6	1.3
Other expenses	14.3	18.3	14.8	11.7	12.6	99.8	14.4	18.3	14.8	11.7	12.6
Profit (loss)	15.7	23.3	18.4	17.2	3.9	96.0	16.4	26.1	19.3	17.3	3.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4241 - Plumbing Contractors

Businesses primarily engaged in the installation and repair of primary hot and cold water piping systems (i.e. except space heating) such as: installation of waste and vent systems drain, installation of hot water heaters and plumbing tanks, installation of water meters, installation of piping systems, installation of plumbing fixtures, installation of primary hot water, installation of roof drainage systems (exc. eavestroughing), and installation of sanitary ware.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Plumbing Contractors (SIC 4241)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	519				
Low sales value (\$000's)	(1)	(1)	41	96	214
High sales value (\$000's)	(1)	41	96	214	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	12	2	3	15	28
Accounts and notes receivable	29	3	5	14	93
Inventory	12	1	2	5	40
Other current assets	3	1	-	1	9
Total current assets	55	6	10	34	169
Fixed assets	32	19	10	19	82
Less: Accum. dep. on fixed assets	14	8	4	7	35
Other assets	8	9	1	3	21
<b>Total assets</b>	<b>82</b>	<b>26</b>	<b>18</b>	<b>48</b>	<b>236</b>
<b>Liabilities and equity</b>					
Current loans	9	1	3	3	27
Other current liabilities	30	5	5	16	92
Total current liabilities	38	6	8	20	119
Mortgages payable	1	-	-	1	5
Long term debt	10	2	2	9	26
Other liabilities	1	1	-	-	4
<b>Total liabilities</b>	<b>51</b>	<b>9</b>	<b>10</b>	<b>29</b>	<b>154</b>
<b>Total equity</b>	<b>32</b>	<b>17</b>	<b>8</b>	<b>19</b>	<b>83</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Plumbing Contractors (SIC 4241)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	343				
Low sales value (\$000's)	(1)	(1)	95	190	431
High sales value (\$000's)	(1)	95	190	431	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.3	1.7	4.0	1.6	1.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	29.8	121.0	-1.8	0.6	0.2
Interest coverage ratio (times)	42.2	1.6	37.5	27.2	92.1
Debt ratio (times)	2.6	7.8	0.8	1.0	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Plumbing Contractors (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	231				
Low sales value (\$000's)	(1)	(1)	106	188	431
High sales value (\$000's)	(1)	106	188	431	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	8	-2	3	4	27
Depreciation	5	2	4	5	11
Other	-	-	8	-	-6
<b>Dividends</b>	-4	-	-	-6	-7
<b>Investment activities</b>					
Disposal of fixed assets	2	-	3	1	2
Purchase of fixed assets	-10	-4	-6	-7	-21
Increase in investment	-7	-	-6	-	-21
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	6	5	1	6	11
Repayment of long term debt	-4	-1	-2	-3	-10
Loans from shareholders	4	2	5	4	3
Repayment of loans from shareholders	-4	-2	-1	-2	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-2
Other	8	-	-2	-1	32
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>4</b>	<b>-</b>	<b>5</b>	<b>1</b>	<b>9</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>9</b>	<b>1</b>	<b>8</b>	<b>6</b>	<b>20</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>12</b>	<b>1</b>	<b>13</b>	<b>7</b>	<b>29</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Plumbing Contractors (SIC 4241)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average (labour units(1))	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>3,258</b>	<b>409,360</b>	<b>16,698</b>	<b>352</b>	<b>520</b>
less than 20	3,111	219,467	8,976	348	509
20 - 99	133	112,773	4,645	3	10
100 - 499	11	62,814	2,485	-	1
500 and over	3	14,306	592	1	-
<b>1986</b>					
<b>Total</b>	<b>4,657</b>	<b>583,388</b>	<b>22,997</b>	<b>752</b>	<b>...</b>
less than 20	4,461	310,847	12,290	739	...
20 - 99	176	162,795	6,437	11	...
100 - 499	16	63,085	2,484	2	...
500 and over	4	46,661	1,786	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Plumbing Contractors (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>2,939</b>				
Average sales \$	182,931	21,785	58,223	130,460	521,256
Average expense \$	171,786	16,190	49,278	122,098	499,576
Average net profit (loss) \$	11,145	5,595	8,945	8,362	21,680
<b>Businesses reporting a profit (No.)</b>	<b>2,400</b>				
Average sales \$	183,727	22,128	57,458	129,001	526,320
Average expense \$	165,643	14,596	45,773	113,979	488,222
Average net profit \$	18,084	7,532	11,685	15,022	38,098
<b>Businesses reporting a loss (No.)</b>	<b>539</b>				
Average sales \$	181,673	20,025	63,356	136,308	507,001
Average expense \$	195,838	24,368	72,790	154,653	531,540
Average net loss \$	-14,165	-4,343	-9,434	-18,345	-24,539
<b>1985</b>					
<b>Number of observations in sample</b>	<b>2,911</b>				
Average sales \$	185,201	23,372	62,681	137,167	517,582
Average expense \$	173,160	17,728	54,167	125,900	495,445
Average net profit (loss) \$	12,041	5,644	8,514	11,867	22,137
<b>Businesses reporting a profit (No.)</b>	<b>2,420</b>				
Average sales \$	184,991	24,364	61,804	137,203	516,593
Average expense \$	167,492	16,631	50,030	119,171	484,135
Average net profit \$	17,499	7,733	11,774	18,032	32,458
<b>Businesses reporting a loss (No.)</b>	<b>491</b>				
Average sales \$	186,307	18,466	67,843	137,036	521,882
Average expense \$	198,559	23,153	78,500	147,964	544,619
Average net loss \$	-12,252	-4,687	-10,657	-10,928	-22,737
<b>1986</b>					
<b>Number of observations in sample</b>	<b>3,058</b>				
Average sales \$	198,006	20,713	69,054	140,075	568,180
Average expense \$	185,800	14,835	53,571	128,319	546,475
Average net profit (loss) \$	12,206	5,878	9,483	11,756	21,705
<b>Businesses reporting a profit (No.)</b>	<b>2,411</b>				
Average sales \$	199,626	21,071	63,196	139,801	574,437
Average expense \$	181,585	13,265	50,532	123,189	539,352
Average net profit \$	18,041	7,806	12,664	16,612	35,085
<b>Businesses reporting a loss (No.)</b>	<b>647</b>				
Average sales \$	192,638	18,879	62,434	141,276	547,964
Average expense \$	202,500	22,872	66,808	150,826	569,494
Average net loss \$	-9,862	-3,993	-4,374	-9,550	-21,530

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Electrical Contractors (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	651					
Low sales value (\$000's)	(1)	(1)	39	98	230	
High sales value (\$000's)	(1)	39	98	230	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Cost of sales</b>	<b>35.7</b>	<b>31.0</b>	<b>32.6</b>	<b>31.6</b>	<b>47.5</b>	<b>81.6</b>	<b>43.8</b>	<b>48.9</b>	<b>38.7</b>	<b>39.9</b>	<b>48.3</b>
<b>Occupancy expenses</b>	<b>11.1</b>	<b>21.0</b>	<b>11.1</b>	<b>7.7</b>	<b>5.2</b>	<b>98.9</b>	<b>11.3</b>	<b>21.1</b>	<b>11.1</b>	<b>8.0</b>	<b>5.3</b>
Depreciation	3.7	7.5	3.8	2.1	1.6	91.0	4.1	8.9	4.2	2.2	1.7
Repairs & maintenance	4.4	9.0	4.4	2.8	1.9	95.0	4.7	10.0	4.4	2.9	2.0
Heat, light & telephone	1.5	2.7	1.3	1.4	0.8	86.1	1.8	3.6	1.7	1.5	0.9
Rent	1.4	1.9	1.6	1.4	0.9	49.1	2.9	7.6	3.5	2.5	1.3
<b>Personnel expenses</b>	<b>19.7</b>	<b>3.9</b>	<b>11.6</b>	<b>33.2</b>	<b>29.3</b>	<b>81.2</b>	<b>24.2</b>	<b>9.4</b>	<b>13.5</b>	<b>34.3</b>	<b>29.6</b>
<b>Financial expenses</b>	<b>4.8</b>	<b>8.0</b>	<b>6.3</b>	<b>2.7</b>	<b>2.4</b>	<b>94.8</b>	<b>5.1</b>	<b>9.6</b>	<b>6.6</b>	<b>2.7</b>	<b>2.4</b>
Interest & bank charges	1.3	1.1	1.8	1.3	0.8	88.3	1.4	1.6	2.0	1.3	0.9
Professional fees	3.6	7.0	4.5	1.4	1.6	88.7	4.0	10.6	4.8	1.5	1.6
<b>Other expenses</b>	<b>15.8</b>	<b>21.7</b>	<b>17.5</b>	<b>14.7</b>	<b>9.5</b>	<b>99.8</b>	<b>15.8</b>	<b>21.7</b>	<b>17.5</b>	<b>14.7</b>	<b>9.6</b>
<b>Profit (loss)</b>	<b>12.9</b>	<b>14.4</b>	<b>20.9</b>	<b>10.0</b>	<b>6.0</b>	<b>99.0</b>	<b>13.0</b>	<b>14.9</b>	<b>20.9</b>	<b>10.1</b>	<b>6.0</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**  
 - zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 4261- Electrical Contractors**

Businesses primarily engaged in the installation and repair of electrical and communication wiring systems, except transmission and distribution lines.

TABLE 2. Balance sheet profile for 1986

## Canada, Electrical Contractors (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	651				
Low sales value (\$000's)	(1)	(1)	39	98	230
High sales value (\$000's)	(1)	39	98	230	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	11	1	2	10	33
Accounts and notes receivable	27	1	2	17	86
Inventory	10	1	2	7	33
Other current assets	5	-	-	6	15
Total current assets	54	3	6	39	166
Fixed assets	29	5	7	25	77
Less: Accum. dep. on fixed assets	12	2	3	10	35
Other assets	4	-	-	3	12
<b>Total assets</b>	<b>74</b>	<b>6</b>	<b>10</b>	<b>56</b>	<b>221</b>
<b>Liabilities and equity</b>					
Current loans	11	2	2	6	32
Other current liabilities	23	1	3	18	71
Total current liabilities	34	3	5	24	103
Mortgages payable	1	-	-	1	3
Long term debt	9	2	3	8	25
Other liabilities	1	-	-	2	4
<b>Total liabilities</b>	<b>46</b>	<b>5</b>	<b>8</b>	<b>35</b>	<b>135</b>
<b>Total equity</b>	<b>28</b>	<b>2</b>	<b>2</b>	<b>22</b>	<b>86</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Electrical Contractors (SIC 4261)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	459				
Low sales value (\$000's)	(1)	(1)	98	191	385
High sales value (\$000's)	(1)	98	191	385	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.5	1.8	3.8	2.2	2.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	10.2	35.9	-13.9	7.4	12.7
Interest coverage ratio (times)	44.0	12.0	24.4	82.0	59.7
Debt ratio (times)	0.9	1.6	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Electrical Contractors (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	340				
Low sales value (\$000's)	(1)	(1)	97	202	391
High sales value (\$000's)	(1)	97	202	391	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	10	9	4	2	26
Depreciation	6	2	3	7	11
Other	-4	-8	-1	6	-12
<b>Dividends</b>	-3	-	-3	-4	-5
<b>Investment activities</b>					
Disposal of fixed assets	3	7	-	2	4
Purchase of fixed assets	-10	-9	-3	-15	-15
Increase in investment	-1	-	-	-2	-4
Decrease in investment	1	-	-	-	3
<b>Financing activities</b>					
Increase in long term debt	4	3	5	2	5
Repayment of long term debt	-6	-2	-6	-7	-9
Loans from shareholders	5	4	2	6	8
Repayment of loans from shareholders	-3	-2	-2	-3	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-5
Other	-	-	-	-1	-1
Increase(decrease) in cash & equivalents	-	4	-	-6	2
Cash & equivalents-Beginning of the year	19	19	9	28	18
Cash & equivalents - End of the year	19	23	9	22	20

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Electrical Contractors (SIC 4261)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>12,032</b>	<b>1,560,054</b>	<b>63,407</b>	<b>1,220</b>	<b>1,386</b>
less than 20	11,553	667,474	27,623	1,194	1,349
20 - 99	320	273,942	11,057	16	23
100 - 499	96	245,913	9,813	8	11
500 and over	63	372,725	14,914	2	3
<b>1986</b>					
<b>Total</b>	<b>14,229</b>	<b>1,922,571</b>	<b>75,953</b>	<b>1,710</b>	<b>...</b>
less than 20	13,552	905,885	36,005	1,656	...
20 - 99	492	421,507	16,594	32	...
100 - 499	129	284,081	11,086	19	...
500 and over	56	311,098	12,268	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

## Canada, Electrical Contractors (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>4,305</b>				
Average sales \$	186,362	21,476	56,450	132,200	535,321
Average expense \$	174,306	17,156	49,094	121,158	509,814
Average net profit (loss) \$	12,056	4,320	7,356	11,042	25,507
<b>Businesses reporting a profit (No.)</b>	<b>3,554</b>				
Average sales \$	183,525	21,964	56,483	130,915	524,736
Average expense \$	164,476	14,968	45,134	113,075	484,725
Average net profit \$	19,049	6,996	11,349	17,840	40,011
<b>Businesses reporting a loss (No.)</b>	<b>751</b>				
Average sales \$	200,139	19,834	56,326	136,631	587,764
Average expense \$	217,930	24,533	64,035	149,028	634,123
Average net loss \$	-17,791	-4,699	-7,709	-12,397	-46,359
<b>1985</b>					
<b>Number of observations in sample</b>	<b>4,284</b>				
Average sales \$	195,969	23,010	66,618	147,931	546,315
Average expense \$	182,178	18,300	56,741	135,577	518,095
Average net profit (loss) \$	13,791	4,710	9,877	12,354	28,220
<b>Businesses reporting a profit (No.)</b>	<b>3,624</b>				
Average sales \$	200,267	23,409	65,819	147,970	563,871
Average expense \$	180,503	15,597	52,612	131,394	522,407
Average net profit \$	19,764	7,812	13,207	16,576	41,464
<b>Businesses reporting a loss (No.)</b>	<b>660</b>				
Average sales \$	179,405	21,863	70,329	147,726	477,700
Average expense \$	190,238	26,066	75,930	157,711	501,244
Average net loss \$	-10,833	-4,203	-5,601	-9,985	-23,544
<b>1986</b>					
<b>Number of observations in sample</b>	<b>4,505</b>				
Average sales \$	198,198	22,897	64,082	150,453	555,360
Average expense \$	185,641	17,585	54,935	139,233	530,809
Average net profit (loss) \$	12,557	5,312	9,147	11,220	24,551
<b>Businesses reporting a profit (No.)</b>	<b>3,581</b>				
Average sales \$	199,760	23,409	63,674	150,711	561,247
Average expense \$	179,271	15,231	50,567	133,143	518,143
Average net profit \$	20,489	8,178	13,107	17,568	43,104
<b>Businesses reporting a loss (No.)</b>	<b>924</b>				
Average sales \$	192,014	20,960	65,583	149,667	531,844
Average expense \$	209,174	26,485	70,965	157,842	581,405
Average net loss \$	-17,160	-5,525	-5,382	-8,175	-49,561

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Drywall Installation Contractors (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	290					
Low sales value (\$000's)	(1)	(1)	23	35	58	
High sales value (\$000's)	(1)	23	35	58	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	12.4	0.8	16.5	4.2	27.7	48.3	25.7	8.1	22.3	15.8	34.1
Occupancy expenses	8.5	13.5	8.3	8.0	4.3	98.4	8.6	13.5	8.4	8.0	4.6
Depreciation	2.9	6.2	2.0	2.4	1.1	79.0	3.7	8.8	2.7	2.7	1.3
Repairs & maintenance	4.0	5.1	4.9	4.0	2.2	87.9	4.6	6.1	6.5	4.0	2.4
Heat, light & telephone	0.8	1.8	0.5	0.6	0.5	51.5	1.6	3.3	1.0	1.5	0.7
Rent	0.7	0.5	0.9	1.0	0.6	27.4	2.7	7.4	2.8	3.4	1.4
Personnel expenses	10.6	4.1	4.2	15.2	18.7	56.3	18.9	9.7	8.5	29.4	23.1
Financial expenses	1.6	1.5	1.8	0.9	2.1	78.2	2.0	2.8	2.1	1.1	2.2
Interest & bank charges	0.9	1.0	1.0	0.7	0.8	53.7	1.6	2.9	2.1	1.1	1.1
Professional fees	0.7	0.5	0.9	0.2	1.2	68.6	1.0	0.9	1.0	0.5	1.5
Other expenses	19.6	20.0	15.6	15.8	27.1	98.8	19.9	20.0	15.6	15.8	28.5
Profit (loss)	47.3	60.1	53.6	55.9	20.1	99.7	47.4	60.1	53.6	55.9	20.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4272 - Drywall Installation Contractors

Businesses primarily engaged in the installation of drywall sheets or panels, including related taping of joints, sanding and other drywall finishing.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Drywall Installation Contractors (SIC 4272)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	290				
Low sales value (\$000's)	(1)	(1)	23	35	58
High sales value (\$000's)	(1)	23	35	58	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	3	-	-	4	9
Accounts and notes receivable	9	-	-	-	34
Inventory	2	-	-	-	9
Other current assets	2	-	-	-	6
Total current assets	16	-	-	4	59
Fixed assets	4	1	-	1	14
Less: Accum. dep. on fixed assets	2	-	-	-	7
Other assets	2	-	-	-	6
<b>Total assets</b>	<b>20</b>	<b>1</b>	<b>-</b>	<b>5</b>	<b>71</b>
<b>Liabilities and equity</b>					
Current loans	2	-	-	-	8
Other current liabilities	9	-	-	-	34
Total current liabilities	11	-	-	-	42
Mortgages payable	-	-	-	-	-
Long term debt	3	-	-	-	11
Other liabilities	-	-	-	-	-
<b>Total liabilities</b>	<b>14</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>54</b>
<b>Total equity</b>	<b>6</b>	<b>1</b>	<b>-</b>	<b>5</b>	<b>17</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Drywall Installation Contractors (SIC 4272)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	162				
Low sales value (\$000's)	(1)	(1)	81	288	655
High sales value (\$000's)	(1)	81	288	655	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	1.3	2.7	1.7	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	22.6	-0.9	31.4	60.2	4.0
Interest coverage ratio (times)	13.5	-8.4	32.3	6.2	19.8
Debt ratio (times)	1.1	1.4	0.9	1.3	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Drywall Installation Contractors (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	90				
Low sales value (\$000's)	(1)	(1)	110	305	818
High sales value (\$000's)	(1)	110	305	818	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	2	3	5	-13	11
Depreciation	4	2	3	3	7
Other	3	4	13	12	-17
<b>Dividends</b>	<b>-4</b>	<b>-</b>	<b>-6</b>	<b>-3</b>	<b>-7</b>
<b>Investment activities</b>					
Disposal of fixed assets	16	1	3	55	7
Purchase of fixed assets	-7	-2	-8	-8	-12
Increase in investment	-1	-	-1	-	-1
Decrease in investment	4	-	-	4	11
<b>Financing activities</b>					
Increase in long term debt	2	1	3	1	4
Repayment of long term debt	-11	-	-2	-38	-4
Loans from shareholders	12	1	3	32	12
Repayment of loans from shareholders	-3	-2	-2	-1	-9
Advances & loans from government	1	-	-	3	-
Increase in equity	-	-	-	-	-
Decrease in equity	-2	-	-	-	-6
Other	-1	-	-1	3	-6
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>15</b>	<b>7</b>	<b>11</b>	<b>50</b>	<b>-10</b>
Cash & equivalents-Beginning of the year	2	5	6	-21	17
Cash & equivalents - End of the year	16	12	17	29	7

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Drywall Installation Contractors (SIC 4272)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>1,106</b>	<b>127,694</b>	<b>5,107</b>	<b>186</b>	<b>215</b>
less than 20	1,044	59,977	2,420	183	209
20 - 99	57	49,709	1,984	3	5
100 - 499	5	18,008	703	-	1
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>1,701</b>	<b>179,124</b>	<b>7,055</b>	<b>403</b>	<b>...</b>
less than 20	1,609	92,524	3,653	390	...
20 - 99	83	65,989	2,589	10	...
100 - 499	9	20,611	813	3	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Drywall Installation Contractors (SIC 4272)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,271</b>				
Average sales \$	89,935	15,762	25,041	40,974	277,961
Average expense \$	76,920	7,495	13,321	24,486	262,377
Average net profit (loss) \$	13,015	8,267	11,720	16,488	15,584
<b>Businesses reporting a profit (No.)</b>	<b>1,143</b>				
Average sales \$	85,011	15,737	25,130	40,760	258,415
Average expense \$	69,303	7,259	12,268	23,174	234,511
Average net profit \$	15,708	8,478	12,862	17,586	23,904
<b>Businesses reporting a loss (No.)</b>	<b>128</b>				
Average sales \$	118,610	17,097	23,442	45,756	388,145
Average expense \$	131,473	20,430	32,243	53,754	419,464
Average net loss \$	-12,863	-3,333	-8,801	-7,998	-31,319
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,427</b>				
Average sales \$	106,725	16,123	28,432	45,384	336,960
Average expense \$	92,412	7,788	13,741	28,716	319,402
Average net profit (loss) \$	14,313	8,335	14,691	16,668	17,558
<b>Businesses reporting a profit (No.)</b>	<b>1,308</b>				
Average sales \$	101,123	16,162	28,443	45,193	314,695
Average expense \$	84,319	7,347	13,260	27,679	288,990
Average net profit \$	16,804	8,815	15,183	17,514	25,705
<b>Businesses reporting a loss (No.)</b>	<b>119</b>				
Average sales \$	138,659	15,065	27,905	51,648	460,016
Average expense \$	151,583	19,728	36,481	62,641	487,483
Average net loss \$	-12,924	-4,663	-8,576	-10,993	-27,467
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,443</b>				
Average sales \$	99,125	16,740	29,291	44,622	305,846
Average expense \$	83,848	8,150	15,508	23,706	288,028
Average net profit (loss) \$	15,277	8,590	13,783	20,916	17,820
<b>Businesses reporting a profit (No.)</b>	<b>1,273</b>				
Average sales \$	91,903	16,751	29,475	44,651	276,734
Average expense \$	73,339	8,043	13,906	23,362	248,044
Average net profit \$	18,564	8,708	15,569	21,289	28,680
<b>Businesses reporting a loss (No.)</b>	<b>170</b>				
Average sales \$	135,507	15,719	26,243	42,685	457,381
Average expense \$	150,509	17,744	41,898	46,252	496,141
Average net loss \$	-15,002	-2,025	-15,655	-3,567	-38,760

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Finish Carpentry Contractors (SIC 4274)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	596										
Low sales value (\$000's)	(1)	(1)	20	33	72						(1)
High sales value (\$000's)	(1)	20	33	72	(1)						

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Cost of sales</b>	21.0	12.9	11.6	24.6	34.6	63.0	33.3	28.2	25.3	34.7	38.7
<b>Occupancy expenses</b>	10.9	13.7	13.4	10.8	5.7	97.6	11.2	14.7	13.4	10.8	5.9
Depreciation	4.2	4.7	5.6	4.9	1.8	78.2	5.4	7.9	7.0	5.5	2.1
Repairs & maintenance	4.3	6.4	4.5	3.9	2.3	85.9	5.0	8.4	5.1	4.3	2.6
Heat, light & telephone	1.2	1.3	1.3	1.4	0.8	62.7	1.9	2.9	2.1	1.9	1.1
Rent	1.2	1.4	2.1	0.6	0.8	29.0	4.2	7.5	6.8	1.9	2.4
<b>Personnel expenses</b>	10.0	3.1	4.7	10.9	21.1	50.8	19.6	16.7	15.6	17.3	23.1
<b>Financial expenses</b>	1.7	1.2	2.0	2.4	1.4	82.9	2.1	1.8	2.8	2.5	1.4
Interest & bank charges	1.1	0.9	1.6	1.4	0.7	61.1	1.9	2.4	2.9	2.1	0.8
Professional fees	0.6	0.3	0.4	1.0	0.7	66.7	0.9	0.7	0.8	1.2	0.7
<b>Other expenses</b>	17.8	19.4	17.9	16.7	17.3	99.5	17.9	19.6	17.9	16.7	17.5
<b>Profit (loss)</b>	38.6	49.7	50.4	34.7	19.9	99.2	38.9	49.7	50.4	34.8	20.4
<b>Total</b>	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4274 - Finish Carpentry Contractors

Businesses primarily engaged in on-site cabinetry, millwork installation, pre-fabricated sash and door installation, garage door installation, exterior and interior trimming and miscellaneous hardware installation.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Finish Carpentry Contractors (SIC 4274)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	596				
Low sales value (\$000's)	(1)	(1)	20	33	72
High sales value (\$000's)	(1)	20	33	72	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	2	-	1	1	7
Accounts and notes receivable	4	-	-	1	15
Inventory	1	-	-	1	5
Other current assets	1	-	-	-	2
Total current assets	8	-	1	3	28
Fixed assets	7	-	3	4	20
Less: Accum. dep. on fixed assets	2	-	-	1	6
Other assets	1	-	-	-	4
<b>Total assets</b>	<b>14</b>	<b>-</b>	<b>3</b>	<b>5</b>	<b>46</b>
<b>Liabilities and equity</b>					
Current loans	2	-	-	-	7
Other current liabilities	5	-	-	-	17
Total current liabilities	6	-	-	1	25
Mortgages payable	-	-	1	-	1
Long term debt	2	-	-	2	5
Other liabilities	-	-	-	-	1
<b>Total liabilities</b>	<b>9</b>	<b>-</b>	<b>1</b>	<b>2</b>	<b>31</b>
<b>Total equity</b>	<b>5</b>	<b>-</b>	<b>2</b>	<b>3</b>	<b>15</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Finish Carpentry Contractors (SIC 4274)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	213				
Low sales value (\$000's)	(1)	(1)	64	129	267
High sales value (\$000's)	(1)	64	129	267	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.1	2.9	3.2	1.0	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	31.2	0.2	73.1	20.4	26.2
Interest coverage ratio (times)	26.6	39.3	24.2	5.2	42.6
Debt ratio (times)	1.1	1.9	1.0	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Finish Carpentry Contractors (SIC 4274)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	97				
Low sales value (\$000's)	(1)	(1)	64	139	240
High sales value (\$000's)	(1)	64	139	240	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	14	3	4	9	37
Depreciation	4	2	1	3	9
Other	5	-	-4	12	10
<b>Dividends</b>	-4	-3	-1	-1	-10
<b>Investment activities</b>					
Disposal of fixed assets	1	-	-	-	1
Purchase of fixed assets	-9	-1	-3	-14	-17
Increase in investment	-1	-	-	-2	-
Decrease in investment	-	-	-	1	-
<b>Financing activities</b>					
Increase in long term debt	2	-	2	1	5
Repayment of long term debt	-1	-1	-	-1	-3
Loans from shareholders	2	1	3	2	2
Repayment of loans from shareholders	-2	-2	-1	-3	-2
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>11</b>	<b>1</b>	<b>1</b>	<b>9</b>	<b>30</b>
Cash & equivalents-Beginning of the year	-	4	2	-9	6
Cash & equivalents - End of the year	11	5	2	1	35

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Finish Carpentry Contractors (SIC 4274)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>2,211</b>	<b>88,713</b>	<b>3,707</b>	<b>540</b>	<b>593</b>
less than 20	2,193	75,768	3,169	536	590
20 - 99	18	12,945	538	4	3
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>4,278</b>	<b>190,928</b>	<b>7,518</b>	<b>1,284</b>	<b>...</b>
less than 20	4,247	165,354	6,515	1,279	...
20 - 99	31	25,574	1,003	5	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Finish Carpentry Contractors (SIC 4274)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	3,440				
Average sales \$	61,001	13,572	22,969	41,756	165,708
Average expense \$	46,039	7,001	13,207	28,424	143,523
Average net profit (loss) \$	12,962	6,571	9,762	13,332	22,185
Businesses reporting a profit (No.)	3,238				
Average sales \$	61,123	13,507	22,943	41,827	166,213
Average expense \$	47,000	6,288	12,029	27,321	142,363
Average net profit \$	14,123	7,219	10,914	14,506	23,850
Businesses reporting a loss (No.)	202				
Average sales \$	58,716	14,440	23,310	40,574	156,539
Average expense \$	64,202	16,494	28,671	47,033	164,610
Average net loss \$	-5,486	-2,054	-5,361	-6,459	-8,071
<b>1985</b>					
Number of observations in sample	3,909				
Average sales \$	62,808	13,724	23,643	42,658	171,207
Average expense \$	50,756	7,084	14,252	29,140	152,546
Average net profit (loss) \$	12,052	6,640	9,391	13,518	18,661
Businesses reporting a profit (No.)	3,620				
Average sales \$	60,600	13,808	23,752	42,300	162,541
Average expense \$	46,859	6,499	12,709	27,409	140,819
Average net profit \$	13,741	7,309	11,043	14,891	21,722
Businesses reporting a loss (No.)	289				
Average sales \$	84,321	12,610	22,593	47,163	254,918
Average expense \$	90,191	14,877	29,164	50,894	265,830
Average net loss \$	-5,870	-2,267	-6,571	-3,731	-10,912
<b>1986</b>					
Number of observations in sample	4,065				
Average sales \$	73,936	14,357	25,315	46,936	209,135
Average expense \$	59,694	7,403	13,383	32,276	185,712
Average net profit (loss) \$	14,242	6,954	11,932	14,660	23,423
Businesses reporting a profit (No.)	3,682				
Average sales \$	72,482	14,396	25,322	46,701	203,508
Average expense \$	56,175	6,764	12,724	30,427	174,785
Average net profit \$	16,307	7,632	12,598	16,274	28,723
Businesses reporting a loss (No.)	383				
Average sales \$	82,294	13,750	25,149	49,704	240,571
Average expense \$	86,643	17,176	28,626	54,011	246,758
Average net loss \$	-4,349	-3,426	-3,477	-4,307	-6,187

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Painters and Decorators (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	504											
Low sales value (\$000's)	(1)	(1)	20	35	82							
High sales value (\$000's)	(1)	20	35	82	(1)							
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	16.9	12.1	10.3	19.0	25.8	68.4	24.8	26.4	17.5	24.5	28.8	
Occupancy expenses	9.3	13.0	8.9	8.4	7.2	94.4	9.8	15.4	9.6	8.4	7.2	
Depreciation	3.1	4.7	1.9	3.1	2.9	78.6	4.0	8.2	2.5	3.6	3.2	
Repairs & maintenance	4.0	5.8	5.3	2.8	2.1	82.4	4.8	7.8	6.3	3.3	2.4	
Heat, light & telephone	1.2	1.6	0.7	1.1	1.2	69.8	1.7	3.1	1.4	1.2	1.5	
Rent	1.0	0.9	1.0	1.3	0.9	37.0	2.8	3.4	5.1	2.7	1.7	
Personnel expenses	18.2	7.3	13.8	20.4	30.2	64.9	28.1	21.4	20.2	32.4	33.1	
Financial expenses	2.0	1.2	1.6	2.1	2.8	86.6	2.3	1.8	1.9	2.3	2.8	
Interest & bank charges	0.9	0.6	0.8	1.0	1.3	64.2	1.4	1.8	1.4	1.3	1.5	
Professional fees	1.0	0.6	0.8	1.1	1.5	72.7	1.4	1.3	1.1	1.3	1.9	
Other expenses	19.9	23.8	20.4	17.7	17.9	98.9	20.1	24.9	20.4	17.7	17.9	
Profit (loss)	33.7	42.6	45.0	32.5	16.2	99.9	33.8	42.6	45.0	32.5	16.2	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4275 - Painters and Decorators

Businesses primarily engaged in painting, paperhanging and decorating in buildings and painting of heavy (engineering) structures. Included are establishments primarily engaged in paint or paper stripping and parking lot or road surface marking.

TABLE 2. Balance sheet profile for 1986

## Canada, Painters and Decorators (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	504	(1)	20	35	82
Low sales value (\$000's)	(1)	(1)	20	35	82
High sales value (\$000's)	(1)	(1)	20	35	82
Average (\$000's)					
<b>Assets</b>					
Cash	4	-	-	1	13
Accounts and notes receivable	8	-	-	1	29
Inventory	1	-	-	-	5
Other current assets	1	-	-	-	4
Total current assets	14	-	1	2	51
Fixed assets	14	-	2	3	48
Less: Accum. dep. on fixed assets	4	-	-	1	15
Other assets	8	-	-	-	31
<b>Total assets</b>	<b>32</b>	<b>-</b>	<b>3</b>	<b>4</b>	<b>115</b>
<b>Liabilities and equity</b>					
Current loans	3	-	1	1	10
Other current liabilities	7	-	-	1	24
Total current liabilities	10	-	1	2	34
Mortgages payable	-	-	-	-	-
Long term debt	3	-	-	1	11
Other liabilities	-	-	-	-	-
<b>Total liabilities</b>	<b>13</b>	<b>-</b>	<b>1</b>	<b>3</b>	<b>45</b>
<b>Total equity</b>	<b>19</b>	<b>-</b>	<b>2</b>	<b>1</b>	<b>70</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Painters and Decorators (SIC 4275)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	279	(1)	61	135	243
Low sales value (\$000's)	(1)	(1)	61	135	243
High sales value (\$000's)	(1)	(1)	61	135	243
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.0	2.9	1.5	1.5	2.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-16.6	-43.1	-12.9	-12.8	0.6
Interest coverage ratio (times)	132.6	89.5	6.3	32.0	...
Debt ratio (times)	0.9	1.3	1.2	0.7	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Painters and Decorators (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	172				
Low sales value (\$000's)	(1)	(1)	59	125	243
High sales value (\$000's)	(1)	59	125	243	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	2	-2	9	20
Depreciation	6	1	5	6	11
Other	1	-1	-	6	-2
<b>Dividends</b>	-2	-	-	-1	-5
<b>Investment activities</b>					
Disposal of fixed assets	3	3	1	4	4
Purchase of fixed assets	-11	-3	-7	-14	-20
Increase in investment	-3	-	-	-6	-5
Decrease in investment	1	-	3	-	2
<b>Financing activities</b>					
Increase in long term debt	4	1	5	3	7
Repayment of long term debt	-3	-	-2	-4	-5
Loans from shareholders	4	1	5	4	4
Repayment of loans from shareholders	-6	-1	-12	-8	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-2	-1	-	-
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-	1	-5	-	6
<b>Cash &amp; equivalents-Beginning of the year</b>	7	-	6	8	13
<b>Cash &amp; equivalents - End of the year</b>	7	1	1	8	19

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Painters and Decorators (SIC 4275)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>2,711</b>	<b>188,545</b>	<b>7,848</b>	<b>493</b>	<b>670</b>
less than 20	2,644	126,232	5,171	488	665
20 - 99	60	43,937	1,779	4	5
100 - 499	7	18,376	898	1	-
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>4,541</b>	<b>287,430</b>	<b>11,492</b>	<b>1,120</b>	<b>...</b>
less than 20	4,434	210,980	8,341	1,098	...
20 - 99	101	65,425	2,576	21	...
100 - 499	6	11,025	575	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, Painters and Decorators (SIC 4275)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>2,912</b>				
Average sales \$	84,711	14,397	26,530	50,859	247,057
Average expense \$	72,110	7,713	16,766	38,535	225,427
Average net profit (loss) \$	12,601	6,684	9,764	12,324	21,630
<b>Businesses reporting a profit (No.)</b>	<b>2,610</b>				
Average sales \$	84,083	14,377	26,498	50,277	245,180
Average expense \$	68,985	7,112	15,479	35,675	217,674
Average net profit \$	15,098	7,265	11,019	14,602	27,506
<b>Businesses reporting a loss (No.)</b>	<b>302</b>				
Average sales \$	89,553	14,829	26,925	57,271	259,187
Average expense \$	99,852	20,877	32,906	70,065	275,558
Average net loss \$	-10,299	-6,048	-5,981	-12,794	-16,371
<b>1985</b>					
<b>Number of observations in sample</b>	<b>2,981</b>				
Average sales \$	90,204	14,847	26,844	54,550	264,573
Average expense \$	77,258	9,080	16,677	41,547	241,727
Average net profit (loss) \$	12,946	5,767	10,167	13,003	22,846
<b>Businesses reporting a profit (No.)</b>	<b>2,734</b>				
Average sales \$	88,388	14,874	26,903	53,914	257,859
Average expense \$	73,118	8,095	15,814	38,770	229,792
Average net profit \$	15,270	6,779	11,089	15,144	28,067
<b>Businesses reporting a loss (No.)</b>	<b>247</b>				
Average sales \$	103,098	14,534	25,861	59,961	312,036
Average expense \$	110,749	20,547	31,175	65,186	326,087
Average net loss \$	-7,651	-6,013	-5,314	-5,225	-14,051
<b>1986</b>					
<b>Number of observations in sample</b>	<b>2,999</b>				
Average sales \$	86,525	14,870	28,022	54,785	248,421
Average expense \$	72,103	9,149	16,512	39,251	223,498
Average net profit (loss) \$	14,422	5,721	11,510	15,534	24,923
<b>Businesses reporting a profit (No.)</b>	<b>2,582</b>				
Average sales \$	87,464	14,800	27,830	54,602	252,625
Average expense \$	69,858	7,840	15,533	36,107	219,952
Average net profit \$	17,606	6,960	12,297	18,495	32,673
<b>Businesses reporting a loss (No.)</b>	<b>417</b>				
Average sales \$	82,926	15,503	31,525	56,122	228,552
Average expense \$	89,495	21,161	34,352	62,208	240,258
Average net loss \$	-6,569	-5,658	-2,827	-6,086	-11,706

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	23										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	44.0	--	--	--	--	98.3	44.8	--	--	--	--
Occupancy expenses	10.8	--	--	--	--	100.0	10.8	--	--	--	--
Depreciation	2.2	--	--	--	--	95.2	2.4	--	--	--	--
Repairs & maintenance	3.7	--	--	--	--	97.2	3.8	--	--	--	--
Heat, light & telephone	1.6	--	--	--	--	95.5	1.7	--	--	--	--
Rent	3.3	--	--	--	--	93.9	3.5	--	--	--	--
Personnel expenses	17.2	--	--	--	--	90.1	19.1	--	--	--	--
Financial expenses	1.9	--	--	--	--	100.0	1.9	--	--	--	--
Interest & bank charges	0.7	--	--	--	--	100.0	0.7	--	--	--	--
Professional fees	1.2	--	--	--	--	98.3	1.2	--	--	--	--
Other expenses	17.4	--	--	--	--	100.0	17.4	--	--	--	--
Profit (loss)	8.8	--	--	--	--	96.0	9.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4292 - Ornamental and Miscellaneous Fabricated Metal Installers

Businesses primarily engaged in the installation and repair of standard or custom fabricated sheet metal components (except for roofing and duct work), decorative iron or steel work, ornamental or architectural metal work.

TABLE 2. Balance sheet profile for 1986

## Canada, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	13	--	--	--	--
Accounts and notes receivable	10	--	--	--	--
Inventory	4	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	29	--	--	--	--
Fixed assets	20	--	--	--	--
Less: Accum. dep. on fixed assets	8	--	--	--	--
Other assets	8	--	--	--	--
<b>Total assets</b>	<b>50</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	7	--	--	--	--
Other current liabilities	11	--	--	--	--
Total current liabilities	18	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	-	--	--	--	--
<b>Total liabilities</b>	<b>21</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>29</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-0.1	--	--	--	--
Interest coverage ratio (times)	32.2	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	22	--	--	--	--
Depreciation	5	--	--	--	--
Other	-22	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	5	--	--	--	--
Purchase of fixed assets	-18	--	--	--	--
Increase in investment	-8	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	7	--	--	--	--
Repayment of long term debt	-3	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-1	--	--	--	--
Other	7	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>-8</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Cash &amp; equivalents—Beginning of the year</b>	<b>15</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>7</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>95</b>	<b>10,548</b>	<b>423</b>	<b>16</b>	<b>22</b>
less than 20	90	6,267	252	15	22
20 - 99	5	4,281	171	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>173</b>	<b>17,752</b>	<b>687</b>	<b>34</b>	<b>...</b>
less than 20	167	11,753	458	33	...
20 - 99	6	5,999	229	1	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>61</b>				
Average sales \$	105,013	16,853	40,417	72,104	290,677
Average expense \$	87,633	11,316	31,235	57,557	250,422
Average net profit (loss) \$	17,380	5,537	9,182	14,547	40,255
<b>Businesses reporting a profit (No.)</b>	<b>56</b>				
Average sales \$	104,745	16,853	37,990	72,104	292,032
Average expense \$	86,238	11,316	26,821	57,557	249,259
Average net profit \$	18,507	5,537	11,169	14,547	42,773
<b>Businesses reporting a loss (No.)</b>	<b>5</b>				
Average sales \$	158,021	-	58,044	-	257,997
Average expense \$	170,879	-	63,295	-	278,463
Average net loss \$	-12,858	-	-5,251	-	-20,466
<b>1985</b>					
<b>Number of observations in sample</b>	<b>79</b>				
Average sales \$	181,596	15,866	31,891	60,442	618,185
Average expense \$	166,769	14,375	23,401	57,800	571,498
Average net profit (loss) \$	14,827	1,491	8,490	2,642	46,687
<b>Businesses reporting a profit (No.)</b>	<b>65</b>				
Average sales \$	190,017	14,848	31,880	52,383	660,957
Average expense \$	171,705	8,122	23,301	46,504	608,894
Average net profit \$	18,312	6,726	8,579	5,879	52,063
<b>Businesses reporting a loss (No.)</b>	<b>14</b>				
Average sales \$	79,557	17,467	34,000	86,620	180,142
Average expense \$	87,554	24,206	43,000	94,490	188,520
Average net loss \$	-7,997	-6,739	-9,000	-7,870	-8,378
<b>1986</b>					
<b>Number of observations in sample</b>	<b>90</b>				
Average sales \$	137,187	28,388	47,145	108,815	364,399
Average expense \$	120,473	24,478	35,400	95,108	326,904
Average net profit (loss) \$	16,714	3,910	11,745	13,707	37,495
<b>Businesses reporting a profit (No.)</b>	<b>79</b>				
Average sales \$	137,089	28,353	46,711	108,794	364,497
Average expense \$	119,339	23,680	33,303	93,764	326,608
Average net profit \$	17,750	4,673	13,408	15,030	37,889
<b>Businesses reporting a loss (No.)</b>	<b>11</b>				
Average sales \$	135,284	29,114	51,563	109,034	351,424
Average expense \$	143,251	40,925	56,711	109,197	366,171
Average net loss \$	-7,967	-11,811	-5,148	-163	-14,747

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**

**Canada, Truck Transport Industry (SIC 456)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	2,680					
Low sales value (\$000's)	(1)	(1)	37	71	130	
High sales value (\$000's)	(1)	37	71	130	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Vehicle expenses</b>	<b>43.3</b>	<b>43.1</b>	<b>44.4</b>	<b>46.6</b>	<b>39.1</b>	<b>98.8</b>	<b>43.8</b>	<b>45.1</b>	<b>44.5</b>	<b>46.6</b>	<b>39.2</b>
Depreciation	9.2	8.9	9.6	9.3	8.9	85.6	10.7	12.0	11.3	10.2	9.6
Repairs & maintenance	15.1	16.5	15.8	15.2	12.9	96.6	15.6	17.7	16.0	15.7	13.2
Fuel expense	19.0	17.7	19.0	22.0	17.2	93.3	20.4	20.0	20.7	22.4	18.3
<b>Personnel expenses</b>	<b>14.4</b>	<b>7.6</b>	<b>10.0</b>	<b>15.7</b>	<b>24.4</b>	<b>70.7</b>	<b>20.4</b>	<b>17.2</b>	<b>16.0</b>	<b>19.3</b>	<b>25.8</b>
<b>Financial expenses</b>	<b>6.3</b>	<b>5.2</b>	<b>5.9</b>	<b>6.1</b>	<b>8.1</b>	<b>95.2</b>	<b>6.6</b>	<b>6.0</b>	<b>6.2</b>	<b>6.2</b>	<b>8.1</b>
Interest & bank charges	3.4	2.8	3.7	3.7	3.2	83.2	4.0	4.4	4.5	4.0	3.4
Professional fees	3.0	2.3	2.2	2.5	4.8	85.8	3.5	3.3	2.7	2.6	5.1
<b>Other expenses</b>	<b>19.1</b>	<b>17.9</b>	<b>18.0</b>	<b>19.2</b>	<b>21.1</b>	<b>99.7</b>	<b>19.1</b>	<b>18.0</b>	<b>18.1</b>	<b>19.3</b>	<b>21.1</b>
<b>Profit (loss)</b>	<b>16.9</b>	<b>26.2</b>	<b>21.7</b>	<b>12.4</b>	<b>7.4</b>	<b>99.0</b>	<b>17.1</b>	<b>26.6</b>	<b>21.8</b>	<b>12.5</b>	<b>7.4</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**  
 - zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 456 - Truck Transport Industry**

Businesses primarily engaged in the provision of all types of trucking, transfer and related services. Truck "broker-operators" are included in this industry.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Truck Transport Industry (SIC 456)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,680				
Low sales value (\$000's)	(1)	(1)	37	71	130
High sales value (\$000's)	(1)	37	71	130	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	7	-	4	6	18
Accounts and notes receivable	11	-	2	4	36
Inventory	1	-	-	-	2
Other current assets	3	-	1	2	9
Total current assets	21	1	7	12	64
Fixed assets	69	5	16	38	218
Less: Accum. dep. on fixed assets	33	3	5	16	107
Other assets	4	-	-	1	16
<b>Total assets</b>	<b>62</b>	<b>3</b>	<b>18</b>	<b>35</b>	<b>191</b>
<b>Liabilities and equity</b>					
Current loans	11	1	2	5	34
Other current liabilities	11	-	2	7	36
Total current liabilities	22	1	5	12	70
Mortgages payable	1	-	-	1	3
Long term debt	18	-	7	12	54
Other liabilities	3	-	1	2	9
<b>Total liabilities</b>	<b>44</b>	<b>1</b>	<b>13</b>	<b>27</b>	<b>135</b>
<b>Total equity</b>	<b>17</b>	<b>2</b>	<b>5</b>	<b>8</b>	<b>55</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Truck Transport Industry (SIC 456)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	677				
Low sales value (\$000's)	(1)	(1)	93	154	363
High sales value (\$000's)	(1)	93	154	363	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	3.2	6.2	3.5	1.9	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	37.4	0.4	21.9	54.4	70.3
Interest coverage ratio (times)	53.0	31.5	18.1	12.5	146.7
Debt ratio (times)	0.9	1.1	1.0	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Truck Transport Industry (SIC 456)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	512				
Low sales value (\$000's)	(1)	(1)	97	154	370
High sales value (\$000's)	(1)	97	154	370	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	14	-	11	11	34
Depreciation	25	8	13	24	56
Other	-4	-	-7	1	-12
<b>Dividends</b>	-3	-2	-2	-3	-5
<b>Investment activities</b>					
Disposal of fixed assets	19	8	13	26	30
Purchase of fixed assets	-55	-11	-33	-55	-118
Increase in investment	-3	-	-	-4	-8
Decrease in investment	2	-	-	1	6
<b>Financing activities</b>					
Increase in long term debt	25	9	15	27	50
Repayment of long term debt	-19	-9	-10	-22	-36
Loans from shareholders	8	3	2	9	19
Repayment of loans from shareholders	-6	-3	-3	-4	-14
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-1	-	-2	-3
Other	-	-	-	-2	1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>3</b>	<b>-1</b>	<b>7</b>	<b>1</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>8</b>	<b>8</b>	<b>12</b>	<b>1</b>	<b>12</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>8</b>	<b>13</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Truck Transport Industry (SIC 456)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>13,388</b>	<b>2,291,604</b>	<b>105,624</b>	<b>2,080</b>	<b>2,790</b>
less than 20	12,445	671,876	30,585	2,025	2,719
20 - 99	633	490,673	22,667	36	54
100 - 499	215	501,310	22,783	11	14
500 and over	95	627,745	29,589	8	3
<b>1986</b>					
<b>Total</b>	<b>20,645</b>	<b>3,045,256</b>	<b>129,758</b>	<b>4,320</b>	<b>...</b>
less than 20	19,351	972,014	40,826	4,209	...
20 - 99	877	684,508	29,182	68	...
100 - 499	309	714,341	29,834	32	...
500 and over	108	674,393	29,916	11	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
 (2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>7,637</b>				
Average sales \$	120,974	20,044	45,637	87,637	330,579
Average expense \$	107,859	15,916	34,774	73,413	307,332
Average net profit (loss) \$	13,115	4,128	10,863	14,224	23,247
<b>Businesses reporting a profit (No.)</b>	<b>6,797</b>				
Average sales \$	119,236	20,272	45,723	87,868	323,080
Average expense \$	102,145	13,409	32,860	70,388	291,921
Average net profit \$	17,091	6,863	12,863	17,480	31,159
<b>Businesses reporting a loss (No.)</b>	<b>840</b>				
Average sales \$	130,167	19,181	44,870	86,054	370,562
Average expense \$	140,195	25,403	51,763	94,103	389,509
Average net loss \$	-10,028	-6,222	-6,893	-8,049	-18,947
<b>1985</b>					
<b>Number of observations in sample</b>	<b>7,381</b>				
Average sales \$	130,337	21,258	50,145	93,070	356,876
Average expense \$	116,501	17,127	39,187	78,417	331,273
Average net profit (loss) \$	13,836	4,131	10,958	14,653	25,603
<b>Businesses reporting a profit (No.)</b>	<b>6,545</b>				
Average sales \$	128,894	21,971	50,187	93,391	350,026
Average expense \$	110,054	14,434	36,754	75,272	313,756
Average net profit \$	18,840	7,537	13,433	18,119	36,270
<b>Businesses reporting a loss (No.)</b>	<b>836</b>				
Average sales \$	137,151	19,176	49,852	90,931	388,643
Average expense \$	148,249	24,997	56,112	99,382	412,503
Average net loss \$	-11,098	-5,821	-6,260	-8,451	-23,860
<b>1986</b>					
<b>Number of observations in sample</b>	<b>8,595</b>				
Average sales \$	133,902	22,222	51,991	98,914	362,481
Average expense \$	120,471	16,309	40,787	84,705	340,081
Average net profit (loss) \$	13,431	5,913	11,204	14,209	22,400
<b>Businesses reporting a profit (No.)</b>	<b>7,578</b>				
Average sales \$	133,774	22,307	52,135	98,753	361,902
Average expense \$	115,069	13,896	37,742	81,089	327,547
Average net profit \$	18,705	8,411	14,393	17,664	34,355
<b>Businesses reporting a loss (No.)</b>	<b>1,017</b>				
Average sales \$	134,378	21,841	51,151	99,994	364,527
Average expense \$	144,777	27,124	58,617	109,057	384,309
Average net loss \$	-10,399	-5,283	-7,466	-9,063	-19,782

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	286											
Low sales value (\$000's)	(1)	(1)	35	71	141							
High sales value (\$000's)	(1)	35	71	141	(1)							
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
<b>Vehicle expenses</b>	<b>48.9</b>	<b>53.2</b>	<b>50.5</b>	<b>48.7</b>	<b>43.5</b>	<b>100.0</b>	<b>49.0</b>	<b>53.3</b>	<b>50.5</b>	<b>48.7</b>	<b>43.5</b>	
Depreciation	10.0	7.0	10.1	11.7	10.9	85.6	11.7	10.8	11.7	12.4	11.4	
Repairs & maintenance	19.7	26.0	19.3	19.0	14.6	98.8	19.9	26.2	19.6	19.3	14.7	
Fuel expense	19.3	20.2	21.1	18.0	18.0	96.6	20.0	21.8	21.7	18.0	18.7	
<b>Personnel expenses</b>	<b>12.8</b>	<b>11.2</b>	<b>6.2</b>	<b>12.0</b>	<b>21.5</b>	<b>67.6</b>	<b>18.9</b>	<b>21.0</b>	<b>13.7</b>	<b>16.8</b>	<b>21.7</b>	
<b>Financial expenses</b>	<b>6.3</b>	<b>8.4</b>	<b>6.1</b>	<b>4.8</b>	<b>5.9</b>	<b>93.3</b>	<b>6.7</b>	<b>10.1</b>	<b>6.7</b>	<b>4.8</b>	<b>6.0</b>	
Interest & bank charges	3.7	4.6	3.3	3.1	3.8	79.7	4.7	6.8	4.4	4.0	4.0	
Professional fees	2.6	3.8	2.8	1.6	2.1	83.4	3.1	5.2	3.5	2.0	2.2	
<b>Other expenses</b>	<b>18.9</b>	<b>16.2</b>	<b>14.9</b>	<b>21.6</b>	<b>22.5</b>	<b>99.0</b>	<b>19.1</b>	<b>16.2</b>	<b>15.5</b>	<b>21.6</b>	<b>22.5</b>	
<b>Profit (loss)</b>	<b>13.1</b>	<b>11.0</b>	<b>22.3</b>	<b>12.8</b>	<b>6.7</b>	<b>97.4</b>	<b>13.5</b>	<b>11.0</b>	<b>22.5</b>	<b>12.8</b>	<b>7.3</b>	
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4564 - Dry Bulk Materials Trucking Industry

Businesses primarily engaged in transporting, usually by dump-trucks, such dry bulk materials as cement, fill, sand and debris including snow as for example: dry materials bulk hopper truck service, dry bulk truck transporting service, bulk tank truck service of dry chemicals, dump truck transporting service (fill, sand, debris), snow hauling truck service, and dry bulk tank truck transporting service.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Dry Bulk Materials Trucking Industry (SIC 4564)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	286				
Low sales value (\$000's)	(1)	(1)	35	71	141
High sales value (\$000's)	(1)	35	71	141	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	8	-	3	7	21
Accounts and notes receivable	9	1	1	6	28
Inventory	1	-	-	-	3
Other current assets	3	1	-	1	10
Total current assets	21	2	5	14	61
Fixed assets	95	23	18	54	281
Less: Accum. dep. on fixed assets	50	13	7	30	147
Other assets	3	-	-	1	13
<b>Total assets</b>	<b>69</b>	<b>12</b>	<b>17</b>	<b>38</b>	<b>208</b>
<b>Liabilities and equity</b>					
Current loans	13	4	4	5	38
Other current liabilities	12	3	2	8	33
Total current liabilities	24	7	5	13	71
Mortgages payable	1	-	-	-	3
Long term debt	22	7	6	14	60
Other liabilities	2	-	-	2	4
<b>Total liabilities</b>	<b>48</b>	<b>14</b>	<b>11</b>	<b>29</b>	<b>138</b>
<b>Total equity</b>	<b>21</b>	<b>-2</b>	<b>5</b>	<b>9</b>	<b>70</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Dry Bulk Materials Trucking Industry (SIC 4564)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	158				
Low sales value (\$000's)	(1)	(1)	87	159	255
High sales value (\$000's)	(1)	87	159	255	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.7	3.9	1.4	1.1	4.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	40.7	3.5	6.5	39.6	101.6
Interest coverage ratio (times)	30.4	7.2	21.9	-20.8	96.6
Debt ratio (times)	0.9	1.3	1.0	0.8	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	152				
Low sales value (\$000's)	(1)	(1)	97	165	306
High sales value (\$000's)	(1)	97	165	306	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	16	-	4	24	35
Depreciation	27	9	15	22	61
Other	2	2	2	1	1
<b>Dividends</b>	-1	-	-3	-1	-1
<b>Investment activities</b>					
Disposal of fixed assets	19	11	18	25	22
Purchase of fixed assets	-55	-15	-30	-72	-100
Increase in investment	-4	-	-	-	-14
Decrease in investment	1	-	1	-	1
<b>Financing activities</b>					
Increase in long term debt	19	6	19	28	20
Repayment of long term debt	-20	-7	-25	-23	-23
Loans from shareholders	4	6	5	1	6
Repayment of loans from shareholders	-4	-4	-1	-5	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-3	-2	-	-	-9
Other	-	-	-	1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	6	4	-	-6
<b>Cash &amp; equivalents-Beginning of the year</b>	17	2	14	25	25
<b>Cash &amp; equivalents - End of the year</b>	18	8	18	26	19

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Truck Transport Industry (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	13,388	2,291,604	105,624	2,080	2,790
less than 20	12,445	671,876	30,585	2,025	2,719
20 - 99	633	490,673	22,667	36	54
100 - 499	215	501,310	22,783	11	14
500 and over	95	627,745	29,589	8	3
<b>1986</b>					
<b>Total</b>	20,645	3,045,256	129,758	4,320	...
less than 20	19,351	972,014	40,826	4,209	...
20 - 99	877	684,508	29,182	68	...
100 - 499	309	714,341	29,834	32	...
500 and over	108	674,393	29,916	11	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>498</b>				
Average sales \$	103,062	18,264	35,582	65,190	293,212
Average expense \$	92,228	16,684	26,896	51,104	274,226
Average net profit (loss) \$	10,834	1,580	8,686	14,086	18,986
<b>Businesses reporting a profit (No.)</b>	<b>443</b>				
Average sales \$	102,004	18,190	35,880	65,328	286,619
Average expense \$	87,864	13,614	26,067	49,968	261,808
Average net profit \$	14,140	4,576	9,813	15,360	26,811
<b>Businesses reporting a loss (No.)</b>	<b>55</b>				
Average sales \$	107,197	18,591	31,614	62,444	316,137
Average expense \$	119,539	30,361	37,938	73,640	336,215
Average net loss \$	-12,342	-11,770	-6,324	-11,196	-20,078
<b>1985</b>					
<b>Number of observations in sample</b>	<b>607</b>				
Average sales \$	127,925	21,004	41,978	72,074	376,643
Average expense \$	113,745	19,097	32,513	57,868	345,500
Average net profit (loss) \$	14,180	1,907	9,465	14,206	31,143
<b>Businesses reporting a profit (No.)</b>	<b>540</b>				
Average sales \$	126,724	21,684	42,082	72,442	370,686
Average expense \$	109,288	15,793	31,162	55,767	334,429
Average net profit \$	17,436	5,891	10,920	16,675	36,257
<b>Businesses reporting a loss (No.)</b>	<b>67</b>				
Average sales \$	142,366	19,606	40,809	69,092	439,958
Average expense \$	152,885	25,886	47,621	74,854	463,177
Average net loss \$	-10,519	-6,280	-6,812	-5,762	-23,219
<b>1986</b>					
<b>Number of observations in sample</b>	<b>835</b>				
Average sales \$	136,908	21,246	48,703	96,303	381,380
Average expense \$	123,181	17,856	37,735	83,847	353,286
Average net profit (loss) \$	13,727	3,390	10,968	12,456	28,094
<b>Businesses reporting a profit (No.)</b>	<b>667</b>				
Average sales \$	134,386	21,667	49,037	95,894	370,946
Average expense \$	115,924	15,802	35,645	80,381	331,868
Average net profit \$	18,462	5,865	13,392	15,513	39,078
<b>Businesses reporting a loss (No.)</b>	<b>168</b>				
Average sales \$	148,017	19,595	46,254	99,046	427,173
Average expense \$	158,345	25,900	53,068	107,123	447,288
Average net loss \$	-10,328	-6,305	-6,814	-8,077	-20,115

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	371										
Low sales value (\$000's)	(1)	(1)				16		20			27
High sales value (\$000's)	(1)		16			20		27			(1)

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Vehicle expenses</b>	<b>36.3</b>	<b>40.7</b>	<b>37.8</b>	<b>39.9</b>	<b>26.9</b>	<b>97.5</b>	<b>37.2</b>	<b>42.0</b>	<b>38.8</b>	<b>39.9</b>	<b>28.2</b>
Depreciation	6.5	6.0	7.4	8.0	4.6	65.0	10.0	11.6	12.1	10.8	6.3
Repairs & maintenance	11.4	14.1	9.0	12.3	10.3	90.2	12.7	15.5	10.8	12.7	11.4
Fuel expense	18.4	20.7	21.5	19.6	11.9	91.3	20.2	22.6	22.9	20.2	14.5
<b>Personnel expenses</b>	<b>6.3</b>	<b>0.6</b>	<b>3.7</b>	<b>1.8</b>	<b>18.7</b>	<b>23.8</b>	<b>26.3</b>	<b>6.0</b>	<b>26.9</b>	<b>15.1</b>	<b>31.7</b>
<b>Financial expenses</b>	<b>6.8</b>	<b>7.5</b>	<b>4.2</b>	<b>7.1</b>	<b>8.4</b>	<b>83.6</b>	<b>8.1</b>	<b>8.9</b>	<b>5.6</b>	<b>8.5</b>	<b>9.1</b>
Interest & bank charges	1.9	2.3	1.7	1.8	1.7	39.1	4.8	7.2	4.8	4.7	3.4
Professional fees	4.9	5.2	2.5	5.3	6.6	77.0	6.4	6.5	4.0	7.0	7.4
<b>Other expenses</b>	<b>24.6</b>	<b>22.8</b>	<b>24.9</b>	<b>23.7</b>	<b>27.0</b>	<b>98.4</b>	<b>25.0</b>	<b>23.7</b>	<b>24.9</b>	<b>23.7</b>	<b>27.6</b>
<b>Profit (loss)</b>	<b>26.0</b>	<b>28.4</b>	<b>29.3</b>	<b>27.5</b>	<b>19.0</b>	<b>98.9</b>	<b>26.3</b>	<b>28.4</b>	<b>29.7</b>	<b>27.5</b>	<b>19.6</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4581 - Taxicab Industry

Businesses primarily engaged in providing passenger transportation by automobiles not operated on regular schedules or between fixed terminals. Taxicab fleet owners and organizations are included regardless of whether drivers are hired, rent their cabs or are otherwise compensated. Also included are those who own and operate their own taxicabs, taxi dispatching, road motor vehicle taxi service, and taxicab service.

TABLE 2. Balance sheet profile for 1986

## Canada, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	371				
Low sales value (\$000's)	(1)	(1)	16	20	27
High sales value (\$000's)	(1)	16	20	27	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	1
Accounts and notes receivable	1	-	-	-	4
Inventory	-	-	-	-	-
Other current assets	1	-	-	-	4
Total current assets	2	-	-	-	9
Fixed assets	6	-	1	3	19
Less: Accum. dep. on fixed assets	2	-	-	1	7
Other assets	4	-	-	-	16
<b>Total assets</b>	<b>10</b>	<b>-</b>	<b>1</b>	<b>3</b>	<b>37</b>
<b>Liabilities and equity</b>					
Current loans	3	-	-	-	11
Other current liabilities	2	-	-	1	7
Total current liabilities	5	-	1	1	18
Mortgages payable	-	-	-	-	-
Long term debt	3	-	-	-	11
Other liabilities	-	-	-	-	1
<b>Total liabilities</b>	<b>8</b>	<b>-</b>	<b>1</b>	<b>1</b>	<b>31</b>
<b>Total equity</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>7</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Taxicab Industry (SIC 4581)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	--	--	--	--
Interest coverage ratio (times)	91.3	--	--	--	--
Debt ratio (times)	1.2	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Taxicab Industry (SIC 4581)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	-2	--	--	--	--
Depreciation	11	--	--	--	--
Other	-8	--	--	--	--
<b>Dividends</b>	-1	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	5	--	--	--	--
Purchase of fixed assets	-11	--	--	--	--
Increase in investment	-7	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	8	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-4	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	11	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	1	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	-	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	1	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Taxicab Industry (SIC 4581)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>1,432</b>	<b>80,457</b>	<b>7,131</b>	<b>240</b>	<b>362</b>
less than 20	1,349	43,343	3,853	237	361
20 - 99	78	29,824	2,647	3	1
100 - 499	5	7,290	631	-	-
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>2,249</b>	<b>121,290</b>	<b>10,190</b>	<b>537</b>	<b>...</b>
less than 20	2,147	62,928	5,163	530	...
20 - 99	92	42,459	3,677	5	...
100 - 499	10	15,903	1,350	2	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Taxicab Industry (SIC 4581)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,118</b>				
Average sales \$	35,880	13,205	17,739	22,729	89,848
Average expense \$	29,687	9,496	11,954	16,053	81,243
Average net profit (loss) \$	6,193	3,709	5,785	6,676	8,605
<b>Businesses reporting a profit (No.)</b>	<b>1,035</b>				
Average sales \$	33,985	13,321	17,723	22,761	82,135
Average expense \$	26,605	9,043	11,419	15,501	70,455
Average net profit \$	7,380	4,278	6,304	7,260	11,680
<b>Businesses reporting a loss (No.)</b>	<b>83</b>				
Average sales \$	50,747	11,874	18,045	22,123	150,947
Average expense \$	57,499	14,671	22,000	26,633	166,693
Average net loss \$	-6,752	-2,797	-3,955	-4,510	-15,746
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,130</b>				
Average sales \$	35,458	13,159	17,894	23,263	87,516
Average expense \$	29,282	9,465	12,695	16,254	78,715
Average net profit (loss) \$	6,176	3,694	5,199	7,009	8,801
<b>Businesses reporting a profit (No.)</b>	<b>1,049</b>				
Average sales \$	34,167	13,229	17,918	23,283	82,236
Average expense \$	27,038	8,984	12,360	16,096	70,713
Average net profit \$	7,129	4,245	5,558	7,187	11,523
<b>Businesses reporting a loss (No.)</b>	<b>81</b>				
Average sales \$	42,516	12,402	17,379	21,897	118,384
Average expense \$	46,876	14,683	19,809	27,512	125,501
Average net loss \$	-4,360	-2,281	-2,430	-5,615	-7,117
<b>1986</b>					
<b>Number of observations in sample</b>	<b>718</b>				
Average sales \$	38,737	12,996	18,294	23,793	99,864
Average expense \$	32,712	9,723	12,558	17,566	91,002
Average net profit (loss) \$	6,025	3,273	5,736	6,227	8,862
<b>Businesses reporting a profit (No.)</b>	<b>640</b>				
Average sales \$	34,944	13,067	18,460	23,711	84,539
Average expense \$	27,592	9,098	11,613	16,605	73,050
Average net profit \$	7,352	3,969	6,847	7,106	11,489
<b>Businesses reporting a loss (No.)</b>	<b>78</b>				
Average sales \$	67,576	12,378	16,740	24,680	216,504
Average expense \$	73,048	15,167	21,395	27,997	227,631
Average net loss \$	-5,472	-2,789	-4,655	-3,317	-11,127

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Pharmacies (SIC 6031)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	733											
Low sales value (\$000's)	(1)	(1)										954
High sales value (\$000's)	(1)	319										(1)
	Percent of sales						Percent of sales					
Cost of sales	65.3	60.1	65.5	67.1	68.4	98.8	66.1	63.1	65.5	67.1	68.4	
Occupancy expenses	6.0	10.1	5.3	4.7	4.2	99.2	6.1	10.4	5.3	4.7	4.2	
Depreciation	1.1	1.9	0.9	0.9	0.9	91.5	1.3	2.2	1.0	1.0	1.0	
Repairs & maintenance	0.6	0.8	0.7	0.6	0.5	91.1	0.7	0.9	0.8	0.6	0.5	
Heat, light & telephone	0.9	1.2	1.0	0.8	0.6	95.4	0.9	1.4	1.0	0.8	0.6	
Rent	3.4	6.3	2.7	2.4	2.2	85.6	3.9	7.4	3.0	2.7	2.7	
Personnel expenses	16.8	19.9	16.0	16.5	14.8	97.8	17.2	21.7	16.1	16.5	14.8	
Financial expenses	2.7	3.6	2.8	2.0	2.5	99.8	2.7	3.6	2.8	2.0	2.5	
Interest & bank charges	1.0	1.4	0.8	0.9	0.8	93.7	1.0	1.4	0.8	0.9	0.8	
Professional fees	1.7	2.3	2.0	1.1	1.6	98.1	1.8	2.3	2.0	1.2	1.7	
Other expenses	4.4	5.4	3.7	3.8	4.6	99.2	4.4	5.5	3.7	3.8	4.6	
Profit (loss)	4.8	0.8	6.8	6.0	5.4	98.7	4.8	0.9	6.8	6.2	5.4	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6031 - Pharmacies

Businesses primarily engaged in retail dealing in drugs, pharmaceuticals and patent medicines and drug sundries. Prescribed medicines must be sold but are not necessarily the source of greatest revenue. They may be secondarily engaged in selling other lines such as cosmetics, toiletries, tobacco products, confectionery, stationery, giftware and novelty merchandise.

TABLE 2. Balance sheet profile for 1986

## Canada, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	733				
Low sales value (\$000's)	(1)	(1)	319	602	954
High sales value (\$000's)	(1)	319	602	954	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	29	14	28	25	47
Accounts and notes receivable	33	11	28	39	53
Inventory	123	43	85	157	205
Other current assets	10	7	6	8	20
Total current assets	194	75	146	229	325
Fixed assets	70	38	40	66	137
Less: Accum. dep. on fixed assets	33	17	19	37	59
Other assets	32	13	13	34	68
<b>Total assets</b>	<b>263</b>	<b>109</b>	<b>180</b>	<b>291</b>	<b>470</b>
<b>Liabilities and equity</b>					
Current loans	32	12	22	50	46
Other current liabilities	75	25	43	96	135
Total current liabilities	107	37	65	145	181
Mortgages payable	3	2	2	3	6
Long term debt	32	35	29	29	35
Other liabilities	3	-	4	2	6
<b>Total liabilities</b>	<b>145</b>	<b>74</b>	<b>99</b>	<b>178</b>	<b>228</b>
<b>Total equity</b>	<b>118</b>	<b>35</b>	<b>80</b>	<b>113</b>	<b>243</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Pharmacies (SIC 6031)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	653				
Low sales value (\$000's)	(1)	(1)	370	622	1,021
High sales value (\$000's)	(1)	370	622	1,021	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	3.4	5.2	3.2	2.6	2.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	...	154.6	...	...	257.1
Interest coverage ratio (times)	67.4	14.3	117.5	85.3	48.9
Debt ratio (times)	0.8	1.4	0.6	0.5	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Pharmacies (SIC 6031)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	580				
Low sales value (\$000's)	(1)	(1)	382	624	1,039
High sales value (\$000's)	(1)	382	624	1,039	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	41	15	28	47	72
Depreciation	9	5	6	9	15
Other	-9	-	-18	-	-20
<b>Dividends</b>	-6	-	-4	-10	-10
<b>Investment activities</b>					
Disposal of fixed assets	2	2	1	4	2
Purchase of fixed assets	-25	-38	-5	-12	-43
Increase in investment	-6	-5	-2	-8	-10
Decrease in investment	2	1	1	4	2
<b>Financing activities</b>					
Increase in long term debt	11	20	4	7	12
Repayment of long term debt	-8	-7	-3	-9	-11
Loans from shareholders	7	3	2	5	16
Repayment of loans from shareholders	-15	-9	-9	-21	-20
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-2	-1	-	-3	-4
Other	-	-	-	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-	-13	1	11	1
<b>Cash &amp; equivalents-Beginning of the year</b>	25	26	21	22	32
<b>Cash &amp; equivalents - End of the year</b>	25	13	22	32	33

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Pharmacies (SIC 6031)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>3,808</b>	<b>584,836</b>	<b>45,489</b>	<b>261</b>	<b>320</b>
less than 20	3,282	281,966	22,038	233	275
20 - 99	486	187,866	14,740	27	42
100 - 499	30	45,625	3,672	1	3
500 and over	10	69,379	5,039	-	-
<b>1986</b>					
<b>Total</b>	<b>4,578</b>	<b>889,874</b>	<b>65,947</b>	<b>412</b>	<b>...</b>
less than 20	3,715	342,180	25,296	319	...
20 - 99	802	328,366	24,304	87	...
100 - 499	45	79,806	5,974	4	...
500 and over	16	139,522	10,373	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
 (2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Pharmacies (SIC 6031)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>864</b>				
Average sales \$	615,270	137,205	399,025	664,159	1,260,691
Average expense \$	570,702	121,649	364,981	611,262	1,184,915
Average net profit (loss) \$	44,568	15,556	34,044	52,897	75,776
<b>Businesses reporting a profit (No.)</b>	<b>799</b>				
Average sales \$	621,563	145,929	403,063	666,764	1,270,496
Average expense \$	569,840	124,892	362,201	607,171	1,185,095
Average net profit \$	51,723	21,037	40,862	59,593	85,401
<b>Businesses reporting a loss (No.)</b>	<b>65</b>				
Average sales \$	560,122	104,665	371,840	636,721	1,127,263
Average expense \$	582,518	109,552	383,701	654,360	1,182,459
Average net loss \$	-22,396	-4,887	-11,861	-17,639	-55,196
<b>1985</b>					
<b>Number of observations in sample</b>	<b>982</b>				
Average sales \$	725,129	161,063	500,778	827,007	1,411,669
Average expense \$	680,329	145,967	464,579	771,114	1,339,654
Average net profit (loss) \$	44,800	15,096	36,199	55,893	72,015
<b>Businesses reporting a profit (No.)</b>	<b>902</b>				
Average sales \$	730,899	177,830	501,415	819,867	1,424,485
Average expense \$	677,564	150,960	462,108	758,580	1,338,607
Average net profit \$	53,335	26,870	39,307	61,287	85,878
<b>Businesses reporting a loss (No.)</b>	<b>80</b>				
Average sales \$	711,562	114,605	486,182	929,583	1,315,877
Average expense \$	737,990	132,131	521,178	951,173	1,347,478
Average net loss \$	-26,428	-17,526	-34,996	-21,590	-31,601
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,192</b>				
Average sales \$	684,145	196,708	449,770	731,699	1,358,402
Average expense \$	650,291	190,634	423,527	695,515	1,291,489
Average net profit (loss) \$	33,854	6,074	26,243	36,184	66,913
<b>Businesses reporting a profit (No.)</b>	<b>1,005</b>				
Average sales \$	685,270	199,875	450,400	728,861	1,361,945
Average expense \$	637,974	177,415	416,342	682,314	1,275,826
Average net profit \$	47,296	22,460	34,058	46,547	86,119
<b>Businesses reporting a loss (No.)</b>	<b>187</b>				
Average sales \$	681,308	191,651	446,232	749,420	1,337,927
Average expense \$	708,897	211,746	463,882	777,944	1,382,015
Average net loss \$	-27,589	-20,095	-17,650	-28,524	-44,088

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	363									
Low sales value (\$000's)	(1)	(1)	35		112					
High sales value (\$000's)	(1)	35	112		227					

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	59.9	56.0	57.8	62.0	63.4	95.9	62.4	66.1	58.2	62.0	64.3
Occupancy expenses	11.7	11.9	15.2	10.4	9.2	93.6	12.5	16.4	15.2	10.4	9.2
Depreciation	1.2	1.3	1.1	1.1	1.3	75.7	1.6	3.0	1.5	1.3	1.4
Repairs & maintenance	1.3	1.4	2.3	1.0	0.6	74.3	1.8	2.3	2.7	1.3	0.9
Heat, light & telephone	2.0	2.8	2.6	1.7	1.1	88.5	2.3	3.8	3.1	1.7	1.2
Rent	7.1	6.4	9.3	6.6	6.1	78.8	9.1	10.6	12.9	7.2	6.7
Personnel expenses	10.8	2.1	11.3	14.3	14.8	85.3	12.7	3.3	14.1	14.9	14.9
Financial expenses	4.8	9.6	3.8	3.3	3.0	98.6	4.9	10.0	3.8	3.3	3.0
Interest & bank charges	2.4	3.5	1.9	2.4	1.9	91.4	2.6	4.1	2.2	2.5	2.0
Professional fees	2.5	6.1	1.9	1.0	1.1	92.0	2.7	7.1	2.1	1.0	1.1
Other expenses	15.2	35.5	11.7	6.7	8.1	99.1	15.3	35.9	11.7	6.9	8.1
Profit (loss)	-2.4	-15.1	0.1	3.3	1.4	100.0	-2.4	-15.1	0.1	3.3	1.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- = zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6141 - Miscellaneous Clothing Stores

Businesses primarily engaged in retail dealing in a combination of men's, women's and children's clothing and accessories. Included in this industry are firms primarily engaged in retailing fur goods. Businesses may be described by product line such as: retail children's and infants' clothing, children's clothing stores, retail children's coats, combination clothing stores (men's, women's and children's), retail children's dresses, blouses and shirts, family clothing stores, retail fur goods, retail children's hosiery, retail infants and toddler's clothing, retail children's pants and slacks, retail children's skirts, retail children's sleepwear, retail children's suits, retail children's sweaters and retail children's underwear.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Miscellaneous Clothing Stores (SIC 6141)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	363	(1)	35	112	227
Low sales value (\$000's)	(1)	35	112	227	(1)
High sales value (\$000's)	(1)				
Average (\$000's)					
<b>Assets</b>					
Cash	8	1	4	3	21
Accounts and notes receivable	5	-	-	2	17
Inventory	48	2	17	35	131
Other current assets	8	12	1	2	15
Total current assets	69	15	23	42	184
Fixed assets	24	-	11	14	64
Less: Accum. dep. on fixed assets	9	-	4	5	26
Other assets	6	-	-	1	19
<b>Total assets</b>	<b>89</b>	<b>15</b>	<b>30</b>	<b>52</b>	<b>242</b>
<b>Liabilities and equity</b>					
Current loans	20	14	3	16	46
Other current liabilities	27	2	5	16	79
Total current liabilities	47	15	8	32	125
Mortgages payable	1	-	1	1	1
Long term debt	19	1	11	9	52
Other liabilities	2	-	3	1	5
<b>Total liabilities</b>	<b>69</b>	<b>16</b>	<b>23</b>	<b>43</b>	<b>183</b>
<b>Total equity</b>	<b>19</b>	<b>-2</b>	<b>7</b>	<b>9</b>	<b>58</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Miscellaneous Clothing Stores (SIC 6141)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	239	(1)	69	180	386
Low sales value (\$000's)	(1)	69	180	386	(1)
High sales value (\$000's)	(1)				
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	3.6	6.4	1.7	4.0	2.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	11.5	-2.5	-19.4	8.5	48.3
Interest coverage ratio (times)	7.0	-7.8	1.2	1.3	30.5
Debt ratio (times)	1.0	1.3	1.1	1.0	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Miscellaneous Clothing Stores (SIC 6141)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	165				
Low sales value (\$000's)	(1)	(1)	98	207	418
High sales value (\$000's)	(1)	98	207	418	(1)
	Average (\$000's) <sup>1</sup>				
<b>Operating activities</b>					
Cash from operations	3	-	-	-1	11
Depreciation	6	1	6	5	11
Other	6	3	8	-7	19
<b>Dividends</b>	<b>-6</b>	<b>-</b>	<b>-1</b>	<b>-2</b>	<b>-20</b>
<b>Investment activities</b>					
Disposal of fixed assets	2	1	-	-	5
Purchase of fixed assets	-8	-1	-2	-5	-24
Increase in investment	-12	-	-	-	-45
Decrease in investment	1	-	2	-	1
<b>Financing activities</b>					
Increase in long term debt	8	2	2	8	20
Repayment of long term debt	-7	-2	-7	-2	-15
Loans from shareholders	6	1	3	6	16
Repayment of loans from shareholders	-2	-2	-1	-2	-3
Advances & loans from government	-	-	-	-	-
Increase in equity	4	-	-	-	18
Decrease in equity	-1	-	-	-	-4
Other	-1	-	-	-	-5
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>-1</b>	<b>4</b>	<b>10</b>	<b>-2</b>	<b>-16</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>7</b>	<b>16</b>	<b>-1</b>	<b>-2</b>	<b>14</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>6</b>	<b>20</b>	<b>9</b>	<b>-4</b>	<b>-2</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Miscellaneous Clothing Stores (SIC 6141)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>2,542</b>	<b>205,218</b>	<b>21,288</b>	<b>179</b>	<b>211</b>
less than 20	2,363	84,440	8,847	169	202
20 - 99	140	49,650	5,154	5	4
100 - 499	14	17,831	1,975	-	-
500 and over	25	53,297	5,312	5	5
<b>1986</b>					
<b>Total</b>	<b>3,073</b>	<b>281,300</b>	<b>26,161</b>	<b>485</b>	<b>...</b>
less than 20	2,845	99,240	9,317	465	...
20 - 99	153	55,072	5,164	9	...
100 - 499	36	37,628	3,624	7	...
500 and over	39	89,360	8,056	4	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Miscellaneous Clothing Stores (SIC 6141)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>574</b>				
Average sales \$	217,026	26,638	75,867	169,217	596,382
Average expense \$	204,864	26,498	70,796	146,121	576,041
Average net profit (loss) \$	12,162	140	5,071	23,096	20,341
<b>Businesses reporting a profit (No.)</b>	<b>456</b>				
Average sales \$	222,331	29,873	76,875	169,352	613,222
Average expense \$	201,288	24,543	66,585	139,642	574,381
Average net profit \$	21,043	5,330	10,290	29,710	38,841
<b>Businesses reporting a loss (No.)</b>	<b>118</b>				
Average sales \$	199,302	23,104	73,635	168,482	531,988
Average expense \$	218,123	28,632	80,123	181,346	582,389
Average net loss \$	-18,821	-5,528	-6,488	-12,864	-50,401
<b>1985</b>					
<b>Number of observations in sample</b>	<b>537</b>				
Average sales \$	259,349	30,800	91,993	225,982	688,620
Average expense \$	247,696	28,800	86,225	220,020	655,738
Average net profit (loss) \$	11,653	2,000	5,768	5,962	32,882
<b>Businesses reporting a profit (No.)</b>	<b>414</b>				
Average sales \$	267,528	35,436	90,253	225,427	718,997
Average expense \$	246,666	28,506	79,385	213,431	665,343
Average net profit \$	20,862	6,930	10,868	11,996	53,654
<b>Businesses reporting a loss (No.)</b>	<b>123</b>				
Average sales \$	231,926	23,975	97,262	227,487	578,981
Average expense \$	248,785	29,232	106,938	237,899	621,070
Average net loss \$	-16,859	-5,257	-9,676	-10,412	-42,089
<b>1986</b>					
<b>Number of observations in sample</b>	<b>798</b>				
Average sales \$	208,741	24,758	66,234	165,458	578,515
Average expense \$	204,875	25,447	68,861	160,684	564,507
Average net profit (loss) \$	3,866	-689	-2,627	4,774	14,008
<b>Businesses reporting a profit (No.)</b>	<b>535</b>				
Average sales \$	214,054	25,109	65,374	165,344	600,389
Average expense \$	199,806	17,325	55,659	154,981	571,260
Average net profit \$	14,248	7,784	9,715	10,363	29,129
<b>Businesses reporting a loss (No.)</b>	<b>263</b>				
Average sales \$	196,425	24,464	67,222	165,725	528,287
Average expense \$	209,852	32,267	84,047	174,092	549,001
Average net loss \$	-13,427	-7,803	-16,825	-8,367	-20,714

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Fabric and Yarn Stores (SIC 6151)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
Businesses in sample (No.)	302													
Low sales value (\$000's)	(1)	(1)	29					76			152			(1)
High sales value (\$000's)	(1)	29	76					152			(1)			
	Percent of sales						Percent of sales							
Cost of sales	60.7	61.5	65.2	56.4	59.9	97.8	62.1	67.6	65.2	56.4	59.9			
Occupancy expenses	13.6	15.6	17.1	12.5	9.3	98.3	13.8	16.7	17.1	12.5	9.3			
Depreciation	1.3	0.6	1.2	2.0	1.2	71.2	1.8	1.4	2.1	2.2	1.3			
Repairs & maintenance	0.8	0.8	0.6	1.2	0.8	66.8	1.2	2.0	0.9	1.5	0.9			
Heat, light & telephone	2.3	2.3	3.0	2.4	1.5	88.7	2.6	3.8	3.1	2.5	1.5			
Rent	9.2	11.9	12.3	6.9	5.7	81.3	11.3	13.7	15.3	9.0	7.2			
Personnel expenses	11.5	6.5	9.3	14.4	15.5	85.3	13.5	10.1	10.6	15.2	16.5			
Financial expenses	4.6	6.0	4.0	5.3	3.0	97.9	4.6	6.0	4.2	5.3	3.0			
Interest & bank charges	3.1	3.2	3.1	4.2	1.8	94.8	3.2	3.6	3.3	4.2	1.9			
Professional fees	1.5	2.8	0.8	1.1	1.2	84.5	1.7	3.3	1.2	1.2	1.3			
Other expenses	9.8	15.1	7.9	9.0	7.1	100.0	9.8	15.1	7.9	9.0	7.1			
Profit (loss)	-0.1	-4.6	-3.5	2.5	5.2	98.0	-0.1	-4.9	-3.6	2.5	5.3			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...			

## Symbols

- 0 zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

Total weighted expenditure on a given item

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

Total weighted expenditure on a given item

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6151 - Fabric and Yarn Stores

Businesses primarily engaged in retail dealing in yard goods; yarns and related merchandise such as: dry goods and notions stores, fabric stores, retail knitting yarn and accessories, mill-end stores (textile fabric), retail piece goods (textile fabric), retail sewing thread, retail textile fabrics, retail yarn goods (textile fabric), and retail yarn.

TABLE 2. Balance sheet profile for 1986

## Canada, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	302				
Low sales value (\$000's)	(1)	(1)	29	76	152
High sales value (\$000's)	(1)	29	76	152	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	6	1	2	3	17
Accounts and notes receivable	4	-	-	2	11
Inventory	43	4	15	45	107
Other current assets	2	-	1	1	6
Total current assets	55	5	18	52	142
Fixed assets	23	1	5	32	52
Less: Accum. dep. on fixed assets	8	-	1	9	22
Other assets	2	1	1	2	4
<b>Total assets</b>	<b>71</b>	<b>7</b>	<b>24</b>	<b>76</b>	<b>176</b>
<b>Liabilities and equity</b>					
Current loans	9	1	9	7	18
Other current liabilities	17	-	3	14	49
Total current liabilities	25	1	12	21	67
Mortgages payable	3	-	-	9	4
Long term debt	17	5	7	22	32
Other liabilities	1	-	1	1	2
<b>Total liabilities</b>	<b>46</b>	<b>6</b>	<b>20</b>	<b>53</b>	<b>105</b>
<b>Total equity</b>	<b>25</b>	<b>1</b>	<b>4</b>	<b>23</b>	<b>71</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Fabric and Yarn Stores (SIC 6151)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	220				
Low sales value (\$000's)	(1)	(1)	53	106	222
High sales value (\$000's)	(1)	53	106	222	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	5.2	9.3	6.9	3.0	2.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	27.4	1.4	0.6	97.5	6.7
Interest coverage ratio (times)	4.7	-2.6	7.5	7.8	6.2
Debt ratio (times)	0.9	1.4	0.9	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	123				
Low sales value (\$000's)	(1)	(1)	70	130	263
High sales value (\$000's)	(1)	70	130	263	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	4	1	2	17
Depreciation	3	2	2	3	6
Other	-7	-9	2	-4	-17
<b>Dividends</b>	-1	-1	-	-	-2
<b>Investment activities</b>					
Disposal of fixed assets	1	2	-	1	2
Purchase of fixed assets	-3	-1	-1	-3	-8
Increase in investment	-	-1	-	-	-
Decrease in investment	-	1	-	1	-
<b>Financing activities</b>					
Increase in long term debt	4	-	1	3	10
Repayment of long term debt	-3	-3	-3	-4	-2
Loans from shareholders	5	11	2	3	7
Repayment of loans from shareholders	-4	-6	-3	-3	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-4
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	1	-	2	-3	4
Cash & equivalents-Beginning of the year	8	6	4	3	21
Cash & equivalents - End of the year	9	5	5	-	26

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Fabric and Yarn Stores (SIC 6151)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>877</b>	<b>43,339</b>	<b>4,628</b>	<b>202</b>	<b>230</b>
less than 20	841	19,802	2,111	200	223
20 - 99	22	8,826	942	2	7
100 - 499	14	14,711	1,575	-	-
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>1,425</b>	<b>60,991</b>	<b>5,924</b>	<b>288</b>	<b>...</b>
less than 20	1,371	29,496	2,871	284	...
20 - 99	37	13,250	1,273	1	...
100 - 499	17	18,245	1,780	3	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>366</b>				
Average sales \$	103,664	18,739	46,382	81,219	268,315
Average expense \$	97,782	18,772	45,807	79,127	247,421
Average net profit (loss) \$	5,882	-33	575	2,092	20,894
<b>Businesses reporting a profit (No.)</b>	<b>290</b>				
Average sales \$	105,239	19,621	45,817	79,387	276,131
Average expense \$	94,217	16,908	40,426	69,103	250,429
Average net profit \$	11,022	2,713	5,391	10,284	25,702
<b>Businesses reporting a loss (No.)</b>	<b>76</b>				
Average sales \$	87,318	16,680	47,239	86,078	199,276
Average expense \$	100,918	23,126	53,974	105,725	220,846
Average net loss \$	-13,600	-6,446	-6,735	-19,647	-21,570
<b>1985</b>					
<b>Number of observations in sample</b>	<b>358</b>				
Average sales \$	133,551	22,349	50,023	97,025	364,807
Average expense \$	128,186	23,454	47,601	95,013	345,674
Average net profit (loss) \$	5,365	-1,105	2,422	1,012	19,133
<b>Businesses reporting a profit (No.)</b>	<b>279</b>				
Average sales \$	132,127	23,928	51,561	94,461	358,557
Average expense \$	119,954	20,513	44,367	83,268	331,667
Average net profit \$	12,173	3,415	7,194	11,193	26,890
<b>Businesses reporting a loss (No.)</b>	<b>79</b>				
Average sales \$	139,550	20,920	47,265	100,903	389,112
Average expense \$	148,740	26,119	53,400	115,290	400,151
Average net loss \$	-9,190	-5,199	-6,135	-14,387	-11,039
<b>1986</b>					
<b>Number of observations in sample</b>	<b>556</b>				
Average sales \$	126,544	20,367	49,413	98,426	337,969
Average expense \$	122,618	23,641	49,697	94,220	322,912
Average net profit (loss) \$	3,926	-3,274	-284	4,206	15,057
<b>Businesses reporting a profit (No.)</b>	<b>379</b>				
Average sales \$	125,900	23,185	48,706	97,194	334,516
Average expense \$	115,708	19,626	43,341	87,450	312,414
Average net profit \$	10,192	3,559	5,365	9,744	22,102
<b>Businesses reporting a loss (No.)</b>	<b>177</b>				
Average sales \$	131,152	19,221	50,225	101,346	353,815
Average expense \$	140,905	25,273	56,995	110,271	371,079
Average net loss \$	-9,753	-6,052	-6,770	-8,925	-17,264

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**  
**Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	520										
Low sales value (\$000's)	(1)	(1)	30	82	262						262
High sales value (\$000's)	(1)	30	82	262	(1)						(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Cost of sales</b>	<b>50.4</b>	<b>45.0</b>	<b>39.9</b>	<b>53.1</b>	<b>63.2</b>	<b>94.4</b>	<b>53.3</b>	<b>48.5</b>	<b>45.1</b>	<b>54.6</b>	<b>63.9</b>
<b>Occupancy expenses</b>	<b>11.6</b>	<b>14.1</b>	<b>15.6</b>	<b>9.7</b>	<b>7.3</b>	<b>98.3</b>	<b>11.8</b>	<b>14.8</b>	<b>15.7</b>	<b>9.7</b>	<b>7.4</b>
Depreciation	3.1	3.4	4.7	1.7	2.4	78.8	3.9	5.0	6.1	2.4	2.5
Repairs & maintenance	1.3	1.2	2.1	1.0	0.8	62.3	2.0	2.8	3.7	1.5	1.0
Heat, light & telephone	3.3	5.5	3.7	2.3	1.6	89.2	3.7	7.1	4.2	2.4	1.7
Rent	4.1	3.9	5.2	4.6	2.6	71.6	5.7	7.7	7.3	5.6	3.1
<b>Personnel expenses</b>	<b>13.9</b>	<b>13.7</b>	<b>11.1</b>	<b>15.4</b>	<b>15.4</b>	<b>70.2</b>	<b>19.8</b>	<b>36.0</b>	<b>22.2</b>	<b>16.5</b>	<b>15.6</b>
<b>Financial expenses</b>	<b>3.4</b>	<b>2.9</b>	<b>3.6</b>	<b>4.6</b>	<b>2.6</b>	<b>93.5</b>	<b>3.7</b>	<b>3.6</b>	<b>3.7</b>	<b>4.7</b>	<b>2.7</b>
Interest & bank charges	2.2	1.5	2.0	3.5	1.7	84.8	2.6	2.4	2.3	3.7	1.8
Professional fees	1.3	1.4	1.6	1.2	0.9	82.6	1.5	2.4	2.0	1.2	1.0
<b>Other expenses</b>	<b>16.4</b>	<b>24.2</b>	<b>19.6</b>	<b>13.4</b>	<b>8.9</b>	<b>100.0</b>	<b>16.4</b>	<b>24.2</b>	<b>19.6</b>	<b>13.4</b>	<b>8.9</b>
<b>Profit (loss)</b>	<b>4.2</b>	<b>0.1</b>	<b>10.3</b>	<b>3.8</b>	<b>2.5</b>	<b>99.2</b>	<b>4.2</b>	<b>0.1</b>	<b>10.4</b>	<b>3.8</b>	<b>2.5</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):****SIC 622 - Appliance, Television, Radio and Stereo Stores**

Businesses primarily engaged in retail dealing in major household appliances, small electrical appliances, television, radio and sound equipment. Repair shops for such appliances are included in this industry group.

TABLE 2. Balance sheet profile for 1986

## Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	520	(1)	30	82	262
Low sales value (\$000's)	(1)	30	82	262	(1)
High sales value (\$000's)	(1)				
Average (\$000's)					
<b>Assets</b>					
Cash	7	1	3	4	21
Accounts and notes receivable	12	-	1	9	37
Inventory	39	2	4	39	110
Other current assets	5	-	-	1	18
Total current assets	63	4	9	52	185
Fixed assets	34	1	12	21	101
Less: Accum. dep. on fixed assets	12	-	3	5	40
Other assets	5	-	3	3	16
<b>Total assets</b>	<b>91</b>	<b>5</b>	<b>20</b>	<b>71</b>	<b>262</b>
<b>Liabilities and equity</b>					
Current loans	21	4	2	29	49
Other current liabilities	29	2	3	20	87
Total current liabilities	50	6	5	49	136
Mortgages payable	2	-	2	-	4
Long term debt	17	-	6	14	48
Other liabilities	-	-	-	1	1
<b>Total liabilities</b>	<b>69</b>	<b>7</b>	<b>13</b>	<b>65</b>	<b>189</b>
<b>Total equity</b>	<b>21</b>	<b>-2</b>	<b>7</b>	<b>6</b>	<b>73</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	245	(1)	82	217	621
Low sales value (\$000's)	(1)	82	217	621	(1)
High sales value (\$000's)	(1)				
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.8	6.0	1.7	1.9	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-17.2	-14.4	-50.2	3.8	-8.0
Interest coverage ratio (times)	-6.4	-49.3	9.2	2.3	8.9
Debt ratio (times)	1.1	1.6	1.0	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	154				
Low sales value (\$000's)	(1)	(1)	92	306	699
High sales value (\$000's)	(1)	92	306	699	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	8	-4	-1	10	27
Depreciation	10	1	3	16	21
Other	-14	-42	1	-7	-12
<b>Dividends</b>	-5	-1	-5	-5	-10
<b>Investment activities</b>					
Disposal of fixed assets	2	-	2	2	5
Purchase of fixed assets	-18	-3	-4	-24	-42
Increase in investment	-1	-	-	-1	-3
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	6	-	3	9	10
Repayment of long term debt	-6	-	-2	-7	-15
Loans from shareholders	6	3	1	11	8
Repayment of loans from shareholders	-4	-	-1	-8	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	2
Decrease in equity	-	-1	-	-	-
Other	-	-1	-1	-	2
<b>Increase(decrease) in cash &amp; equivalents</b>	-16	-48	-4	-5	-13
<b>Cash &amp; equivalents-Beginning of the year</b>	11	2	3	8	30
<b>Cash &amp; equivalents - End of the year</b>	-5	-45	-1	3	18

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>6,321</b>	<b>481,569</b>	<b>32,826</b>	<b>1,099</b>	<b>1,163</b>
less than 20	6,068	273,970	18,809	1,084	1,149
20 - 99	208	95,243	6,392	15	13
100 - 499	22	28,074	1,898	-	1
500 and over	23	84,282	5,727	-	-
<b>1986</b>					
<b>Total</b>	<b>8,814</b>	<b>741,517</b>	<b>45,950</b>	<b>1,389</b>	<b>...</b>
less than 20	8,430	407,875	25,373	1,350	...
20 - 99	321	156,024	9,698	31	...
100 - 499	39	60,299	3,488	7	...
500 and over	24	117,319	7,391	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

\*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,383</b>				
Average sales \$	200,933	18,684	47,596	135,600	601,851
Average expense \$	189,464	15,787	39,594	126,151	576,323
Average net profit (loss) \$	11,469	2,897	8,002	9,449	25,528
<b>Businesses reporting a profit (No.)</b>	<b>1,155</b>				
Average sales \$	204,112	19,618	48,084	136,241	612,503
Average expense \$	187,301	13,540	36,052	122,122	577,489
Average net profit \$	16,811	6,078	12,032	14,119	35,014
<b>Businesses reporting a loss (No.)</b>	<b>228</b>				
Average sales \$	186,451	16,479	45,426	132,789	551,109
Average expense \$	197,754	21,095	55,333	143,821	570,768
Average net loss \$	-11,303	-4,616	-9,907	-11,032	-19,659
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,284</b>				
Average sales \$	211,656	21,820	56,829	133,164	634,809
Average expense \$	202,210	17,579	47,754	127,362	616,146
Average net profit (loss) \$	9,446	4,241	9,075	5,802	18,663
<b>Businesses reporting a profit (No.)</b>	<b>1,073</b>				
Average sales \$	221,788	22,194	57,042	134,015	673,899
Average expense \$	204,963	15,587	44,078	122,061	636,124
Average net profit \$	16,825	6,607	12,964	11,954	35,775
<b>Businesses reporting a loss (No.)</b>	<b>211</b>				
Average sales \$	181,774	20,530	56,008	130,657	519,899
Average expense \$	195,218	24,440	61,909	142,982	551,539
Average net loss \$	-13,444	-3,910	-5,901	-12,325	-31,640
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,050</b>				
Average sales \$	225,336	18,920	53,210	139,059	690,154
Average expense \$	218,387	17,871	48,468	132,199	675,010
Average net profit (loss) \$	6,949	1,049	4,742	6,860	15,144
<b>Businesses reporting a profit (No.)</b>	<b>847</b>				
Average sales \$	229,570	19,010	53,529	142,271	703,468
Average expense \$	213,171	13,867	43,127	125,484	670,207
Average net profit \$	16,399	5,143	10,402	16,787	33,261
<b>Businesses reporting a loss (No.)</b>	<b>203</b>				
Average sales \$	212,640	18,750	52,489	131,180	648,142
Average expense \$	231,195	25,403	60,539	148,673	690,165
Average net loss \$	-18,555	-6,653	-8,050	-17,493	-42,023

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	1,720									
Low sales value (\$000's)	(1)	(1)	80	343	776					(1)
High sales value (\$000's)	(1)	80	343	776	(1)					

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	60.5	20.6	57.3	79.6	83.9	90.4	66.9	30.4	61.2	79.7	83.9
Occupancy expenses	7.7	16.0	7.9	4.1	3.1	99.6	7.7	16.0	7.9	4.1	3.1
Depreciation	1.2	1.6	1.7	0.9	0.7	74.3	1.6	4.6	2.3	1.0	0.7
Repairs & maintenance	2.1	4.7	2.1	0.9	0.6	85.0	2.4	8.9	2.3	0.9	0.6
Heat, light & telephone	2.0	3.9	2.3	1.1	0.7	97.3	2.1	4.0	2.4	1.1	0.7
Rent	2.4	5.8	1.7	1.1	1.1	52.1	4.6	10.9	4.4	2.2	1.7
Personnel expenses	15.9	23.4	22.0	9.9	8.4	93.9	16.9	28.2	23.3	10.0	8.4
Financial expenses	2.3	4.6	2.2	1.4	1.0	98.6	2.3	4.7	2.2	1.5	1.0
Interest & bank charges	1.8	4.1	1.4	1.0	0.7	95.3	1.9	4.2	1.5	1.0	0.7
Professional fees	0.5	0.6	0.8	0.5	0.3	80.9	0.7	1.4	0.8	0.5	0.3
Other expenses	6.7	16.1	5.7	2.9	2.3	99.6	6.8	16.1	5.8	2.9	2.3
Profit (loss)	6.9	19.3	5.0	2.1	1.3	99.4	6.9	19.3	5.1	2.1	1.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**  
 - zero or no observations  
 -- too small too be expressed  
 ... not applicable  
 x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 6331 - Gasoline Service Stations**

Businesses primarily engaged in retail dealing in gasoline, lubricating oils and greases. Included in this industry are firms primarily engaged in lubricating motor vehicles. This group industry includes firms described as: retail diesel fuel, filling stations, gas bars, gasoline service stations, retail gasoline, motor vehicles lubrication services, and self-serve gasoline stations.

**TABLE 2. Balance sheet profile for 1986  
Canada, Gasoline Service Stations (SIC 6331)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,720	(1)	80	343	776
Low sales value (\$000's)	(1)	80	343	776	(1)
High sales value (\$000's)	(1)	80	343	776	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	11	1	5	12	26
Accounts and notes receivable	8	-	5	10	18
Inventory	17	1	10	20	36
Other current assets	3	-	1	4	7
Total current assets	39	1	21	45	87
Fixed assets	53	15	33	67	96
Less: Accum. dep. on fixed assets	16	2	12	20	32
Other assets	5	-	4	5	9
<b>Total assets</b>	<b>80</b>	<b>15</b>	<b>46</b>	<b>98</b>	<b>159</b>
<b>Liabilities and equity</b>					
Current loans	10	-	4	13	22
Other current liabilities	17	-	10	20	36
Total current liabilities	27	-	14	34	58
Mortgages payable	6	5	1	10	10
Long term debt	20	-	17	26	36
Other liabilities	2	-	2	2	3
<b>Total liabilities</b>	<b>55</b>	<b>5</b>	<b>34</b>	<b>71</b>	<b>107</b>
<b>Total equity</b>	<b>25</b>	<b>10</b>	<b>13</b>	<b>26</b>	<b>52</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986  
Canada, Gasoline Service Stations (SIC 6331)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	556	(1)	398	739	1,186
Low sales value (\$000's)	(1)	398	739	1,186	(1)
High sales value (\$000's)	(1)	398	739	1,186	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	4.6	5.6	1.9	2.3	8.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	84.4	12.0	-2.2	3.5	...
Interest coverage ratio (times)	15.1	12.3	17.7	7.1	22.5
Debt ratio (times)	0.8	0.9	0.9	0.7	1.0

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	362				
Low sales value (\$000's)	(1)	(1)	457	798	1,202
High sales value (\$000's)	(1)	457	798	1,202	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	11	4	5	10	26
Depreciation	8	6	7	9	10
Other	-4	-	-8	-3	-6
<b>Dividends</b>	-2	-	-1	-1	-5
<b>Investment activities</b>					
Disposal of fixed assets	3	2	2	3	3
Purchase of fixed assets	-14	-9	-12	-17	-19
Increase in investment	-1	-	-2	-	-1
Decrease in investment	2	1	4	-	2
<b>Financing activities</b>					
Increase in long term debt	9	4	8	16	8
Repayment of long term debt	-11	-7	-8	-13	-15
Loans from shareholders	5	3	5	4	7
Repayment of loans from shareholders	-3	-3	-3	-2	-5
Advances & loans from government	-	-	-	-	1
Increase in equity	-	-	-	1	-
Decrease in equity	-	-	-	-1	-1
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>2</b>	<b>1</b>	<b>-3</b>	<b>6</b>	<b>3</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>13</b>	<b>8</b>	<b>12</b>	<b>9</b>	<b>21</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>15</b>	<b>9</b>	<b>10</b>	<b>15</b>	<b>24</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Gasoline Service Stations (SIC 6331)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>9,570</b>	<b>611,054</b>	<b>56,888</b>	<b>1,246</b>	<b>1,379</b>
less than 20	9,337	465,525	43,547	1,233	1,357
20 - 99	198	62,199	5,897	12	14
100 - 499	11	14,917	1,002	-	7
500 and over	24	68,413	6,442	1	1
<b>1986</b>					
<b>Total</b>	<b>12,744</b>	<b>852,296</b>	<b>65,662</b>	<b>1,949</b>	<b>...</b>
less than 20	12,462	648,898	50,324	1,926	...
20 - 99	230	84,356	6,508	21	...
100 - 499	30	36,719	2,427	2	...
500 and over	22	82,323	6,403	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, Gasoline Service Stations (SIC 6331)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>6,426</b>				
Average sales \$	505,560	50,205	249,403	563,091	1,159,542
Average expense \$	493,186	42,104	238,502	550,337	1,141,799
Average net profit (loss) \$	12,374	8,101	10,901	12,754	17,743
<b>Businesses reporting a profit (No.)</b>	<b>5,586</b>				
Average sales \$	507,803	51,161	253,395	563,265	1,163,389
Average expense \$	490,783	40,053	237,048	546,155	1,139,876
Average net profit \$	17,020	11,108	16,347	17,110	23,513
<b>Businesses reporting a loss (No.)</b>	<b>840</b>				
Average sales \$	495,708	46,057	235,430	562,214	1,139,131
Average expense \$	504,482	51,002	243,593	571,327	1,152,006
Average net loss \$	-8,774	-4,945	-8,163	-9,113	-12,875
<b>1985</b>					
<b>Number of observations in sample</b>	<b>6,048</b>				
Average sales \$	540,793	53,782	276,559	601,117	1,231,715
Average expense \$	529,169	44,623	267,314	590,305	1,214,432
Average net profit (loss) \$	11,624	9,159	9,245	10,812	17,283
<b>Businesses reporting a profit (No.)</b>	<b>5,174</b>				
Average sales \$	538,808	54,215	276,068	602,905	1,222,043
Average expense \$	521,555	41,496	261,894	584,755	1,198,073
Average net profit \$	17,253	12,719	14,174	18,150	23,970
<b>Businesses reporting a loss (No.)</b>	<b>874</b>				
Average sales \$	551,701	51,688	278,485	595,803	1,280,826
Average expense \$	563,158	59,742	288,587	606,801	1,297,501
Average net loss \$	-11,457	-8,054	-10,102	-10,998	-16,675
<b>1986</b>					
<b>Number of observations in sample</b>	<b>4,952</b>				
Average sales \$	479,053	29,240	174,943	518,473	1,193,557
Average expense \$	468,627	22,804	165,164	508,001	1,178,538
Average net profit (loss) \$	10,426	6,436	9,779	10,472	15,019
<b>Businesses reporting a profit (No.)</b>	<b>4,161</b>				
Average sales \$	478,258	29,160	171,998	513,658	1,198,215
Average expense \$	461,736	20,023	157,073	496,419	1,173,430
Average net profit \$	16,522	9,137	14,925	17,239	24,785
<b>Businesses reporting a loss (No.)</b>	<b>791</b>				
Average sales \$	482,146	29,640	186,767	532,750	1,179,428
Average expense \$	492,677	36,684	197,648	542,345	1,194,031
Average net loss \$	-10,531	-7,044	-10,881	-9,595	-14,603

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**  
**Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	469										
Low sales value (\$000's)	(1)	(1)	121	252	576						
High sales value (\$000's)	(1)	121	252	576	(1)						
	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Cost of sales</b>	<b>60.5</b>	<b>53.1</b>	<b>59.1</b>	<b>64.3</b>	<b>65.4</b>	<b>99.3</b>	<b>60.9</b>	<b>54.6</b>	<b>59.1</b>	<b>64.3</b>	<b>65.4</b>
<b>Occupancy expenses</b>	<b>9.5</b>	<b>17.1</b>	<b>9.1</b>	<b>6.5</b>	<b>5.3</b>	<b>99.5</b>	<b>9.6</b>	<b>17.5</b>	<b>9.1</b>	<b>6.5</b>	<b>5.3</b>
Depreciation	2.0	3.4	1.7	1.5	1.5	88.6	2.3	5.1	1.9	1.5	1.5
Repairs & maintenance	2.3	5.4	1.9	1.1	1.0	92.1	2.5	5.9	2.2	1.1	1.1
Heat, light & telephone	2.0	2.9	2.1	1.7	1.3	93.9	2.1	3.8	2.1	1.7	1.3
Rent	3.1	5.4	3.4	2.2	1.5	66.5	4.7	9.9	4.5	3.2	2.3
<b>Personnel expenses</b>	<b>16.0</b>	<b>14.0</b>	<b>14.7</b>	<b>17.6</b>	<b>17.7</b>	<b>91.3</b>	<b>17.5</b>	<b>17.6</b>	<b>17.1</b>	<b>17.7</b>	<b>17.7</b>
<b>Financial expenses</b>	<b>2.9</b>	<b>3.5</b>	<b>3.2</b>	<b>2.6</b>	<b>2.3</b>	<b>96.8</b>	<b>3.0</b>	<b>4.0</b>	<b>3.2</b>	<b>2.6</b>	<b>2.3</b>
Interest & bank charges	1.8	1.9	1.8	1.9	1.6	93.5	1.9	2.5	1.8	1.9	1.6
Professional fees	1.1	1.6	1.4	0.7	0.7	91.9	1.2	2.1	1.5	0.7	0.7
<b>Other expenses</b>	<b>8.7</b>	<b>13.7</b>	<b>8.1</b>	<b>7.2</b>	<b>5.7</b>	<b>100.0</b>	<b>8.7</b>	<b>13.7</b>	<b>8.1</b>	<b>7.2</b>	<b>5.7</b>
<b>Profit (loss)</b>	<b>2.4</b>	<b>-1.5</b>	<b>5.7</b>	<b>1.8</b>	<b>3.6</b>	<b>99.8</b>	<b>2.4</b>	<b>-1.5</b>	<b>5.7</b>	<b>1.8</b>	<b>3.6</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):****SIC 6342 - Tire, Battery, Parts and Accessories Stores**

Businesses primarily engaged in retail dealing in new or used tires, tubes batteries and other automobile parts and accessories separately or in combination. These establishments may be secondarily engaged in tire installation and repair as well as in automobile repair. This industry includes the following types of retail operations: retail automotive batteries, retail automotive parts and accessories, retail automotive cassettes and 8-track tape recorders, retail motor vehicle radios (inc. C.B. or GRS), retail motor vehicle stereos, retail motor vehicle tape decks and retail tires and tubes.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Tire, Battery, Parts and Accessories Stores (SIC 5342)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	469				
Low sales value (\$000's)	(1)	(1)	121	252	576
High sales value (\$000's)	(1)	121	252	576	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	13	3	6	11	31
Accounts and notes receivable	30	3	12	30	74
Inventory	63	6	32	64	148
Other current assets	3	1	1	3	8
Total current assets	109	13	51	107	262
Fixed assets	73	10	38	64	179
Less: Accum. dep. on fixed assets	32	2	14	26	87
Other assets	8	2	2	11	17
<b>Total assets</b>	<b>158</b>	<b>23</b>	<b>78</b>	<b>155</b>	<b>372</b>
<b>Liabilities and equity</b>					
Current loans	25	3	8	28	62
Other current liabilities	42	4	19	48	96
Total current liabilities	67	7	27	76	158
Mortgages payable	5	1	1	6	11
Long term debt	31	12	27	30	56
Other liabilities	2	-	1	1	7
<b>Total liabilities</b>	<b>106</b>	<b>20</b>	<b>56</b>	<b>113</b>	<b>232</b>
<b>Total equity</b>	<b>52</b>	<b>4</b>	<b>22</b>	<b>42</b>	<b>139</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Tire, Battery, Parts and Accessories Stores (SIC 5342)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	412				
Low sales value (\$000's)	(1)	(1)	160	369	666
High sales value (\$000's)	(1)	160	369	666	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	3.4	7.5	2.9	2.2	2.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	...	-0.8	...	7.2	7.6
Interest coverage ratio (times)	27.6	14.5	12.9	67.5	14.3
Debt ratio (times)	0.7	0.9	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	327				
Low sales value (\$000's)	(1)	(1)	174	397	658
High sales value (\$000's)	(1)	174	397	658	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	12	6	6	11	24
Depreciation	7	2	7	7	13
Other	-2	-6	-	-3	-1
<b>Dividends</b>	-3	-	-4	-5	-5
<b>Investment activities</b>					
Disposal of fixed assets	5	5	4	2	11
Purchase of fixed assets	-12	-2	-12	-10	-23
Increase in investment	-2	-4	-1	-2	-1
Decrease in investment	-	1	-	-	1
<b>Financing activities</b>					
Increase in long term debt	9	1	11	10	14
Repayment of long term debt	-9	-4	-7	-8	-18
Loans from shareholders	4	3	3	1	7
Repayment of loans from shareholders	-4	-1	-3	-4	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-2
Other	-	-	-	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	3	-1	4	-1	11
<b>Cash &amp; equivalents-Beginning of the year</b>	-1	2	1	-4	-4
<b>Cash &amp; equivalents - End of the year</b>	2	1	4	-5	8

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>1,707</b>	<b>142,767</b>	<b>10,069</b>	<b>237</b>	<b>314</b>
less than 20	1,642	103,953	7,218	231	311
20 - 99	58	27,185	1,968	6	3
100 - 499	7	11,629	883	-	-
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>2,482</b>	<b>222,488</b>	<b>13,979</b>	<b>413</b>	<b>...</b>
less than 20	2,369	152,738	9,573	392	...
20 - 99	104	44,843	2,957	20	...
100 - 499	9	24,907	1,449	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the *Survey of Employment, Payroll and Hours*, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>505</b>				
Average sales \$	330,479	39,133	139,873	306,464	836,447
Average expense \$	317,706	40,012	136,404	298,617	795,792
Average net profit (loss) \$	12,773	-879	3,469	7,847	40,655
<b>Businesses reporting a profit (No.)</b>	<b>410</b>				
Average sales \$	340,917	43,290	140,114	312,755	867,507
Average expense \$	318,168	35,982	128,044	294,688	813,958
Average net profit \$	22,749	7,308	12,070	18,067	53,549
<b>Businesses reporting a loss (No.)</b>	<b>95</b>				
Average sales \$	289,537	34,663	139,164	292,206	692,115
Average expense \$	306,058	44,346	160,892	307,522	711,372
Average net loss \$	-16,521	-9,683	-21,828	-15,316	-19,257
<b>1985</b>					
<b>Number of observations in sample</b>	<b>539</b>				
Average sales \$	374,918	51,097	169,047	352,270	927,257
Average expense \$	359,105	43,046	165,452	344,482	883,441
Average net profit (loss) \$	15,813	8,051	3,595	7,788	43,816
<b>Businesses reporting a profit (No.)</b>	<b>446</b>				
Average sales \$	374,227	53,482	167,472	352,047	923,906
Average expense \$	349,612	40,650	154,710	334,550	868,536
Average net profit \$	24,615	12,832	12,762	17,497	55,370
<b>Businesses reporting a loss (No.)</b>	<b>93</b>				
Average sales \$	379,008	43,407	171,789	352,954	947,881
Average expense \$	396,257	50,772	184,152	374,912	975,192
Average net loss \$	-17,249	-7,365	-12,363	-21,958	-27,311
<b>1986</b>					
<b>Number of observations in sample</b>	<b>706</b>				
Average sales \$	365,139	47,379	154,804	367,771	890,603
Average expense \$	355,314	44,891	149,226	365,075	862,064
Average net profit (loss) \$	9,825	2,488	5,578	2,696	28,539
<b>Businesses reporting a profit (No.)</b>	<b>514</b>				
Average sales \$	368,966	53,793	155,345	367,449	899,276
Average expense \$	349,198	45,066	144,883	348,184	858,659
Average net profit \$	19,768	8,727	10,462	19,265	40,617
<b>Businesses reporting a loss (No.)</b>	<b>192</b>				
Average sales \$	351,238	37,469	152,599	368,187	846,695
Average expense \$	369,421	44,620	166,945	386,818	879,302
Average net loss \$	-18,183	-7,151	-14,346	-18,631	-32,607

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	361											
Low sales value (\$000's)	(1)	(1)	92	177	397							
High sales value (\$000's)	(1)	92	177	397	(1)							
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	77.5	74.6	73.1	79.8	81.7	100.0	77.5	74.6	73.1	79.8	81.7	
Occupancy expenses	8.3	16.2	8.7	5.0	3.8	100.0	8.3	16.2	8.7	5.0	3.8	
Depreciation	2.6	6.2	1.7	1.4	1.2	87.0	3.0	7.9	2.2	1.5	1.2	
Repairs & maintenance	1.5	2.7	1.8	0.8	0.9	94.1	1.6	3.1	1.9	0.9	0.9	
Heat, light & telephone	2.7	5.0	2.9	1.7	1.2	97.6	2.7	5.5	2.9	1.7	1.2	
Rent	1.5	2.3	2.2	1.1	0.5	28.8	5.2	11.2	5.5	3.8	1.9	
Personnel expenses	6.3	4.3	6.6	6.5	7.9	84.0	7.5	7.2	7.8	6.9	8.2	
Financial expenses	3.2	7.7	1.9	2.1	1.2	99.5	3.2	7.7	1.9	2.2	1.3	
Interest & bank charges	2.2	5.4	1.1	1.6	0.9	87.5	2.6	8.0	1.2	1.7	0.9	
Professional fees	1.0	2.3	0.7	0.5	0.4	93.2	1.1	2.5	0.9	0.6	0.4	
Other expenses	6.3	11.9	8.0	3.2	2.6	100.0	6.3	11.9	8.0	3.2	2.6	
Profit (loss)	-1.6	-14.7	1.8	3.3	2.8	99.9	-1.6	-14.7	1.8	3.3	2.8	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6412 - General Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis, the most important of which is food. Other merchandise sold usually includes ready-to-wear apparel, toiletries, cosmetics, hardware, farm supplies and housewares. Businesses may be described as: country general stores and general stores.

TABLE 2. Balance sheet profile for 1986

## Canada, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	361				
Low sales value (\$000's)	(1)	(1)	92	177	397
High sales value (\$000's)	(1)	92	177	397	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	9	4	2	8	21
Accounts and notes receivable	11	-	14	5	24
Inventory	44	11	24	49	89
Other current assets	3	2	2	2	4
Total current assets	66	17	42	64	139
Fixed assets	55	21	19	51	126
Less: Accum. dep. on fixed assets	20	5	6	16	53
Other assets	6	2	1	4	18
<b>Total assets</b>	<b>108</b>	<b>35</b>	<b>56</b>	<b>103</b>	<b>230</b>
<b>Liabilities and equity</b>					
Current loans	11	1	15	10	20
Other current liabilities	16	2	11	12	40
Total current liabilities	27	3	25	21	60
Mortgages payable	5	7	1	5	8
Long term debt	29	11	23	36	43
Other liabilities	2	-	-	2	6
<b>Total liabilities</b>	<b>63</b>	<b>21</b>	<b>49</b>	<b>64</b>	<b>118</b>
<b>Total equity</b>	<b>44</b>	<b>14</b>	<b>8</b>	<b>40</b>	<b>112</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, General Stores (SIC 6412)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	201				
Low sales value (\$000's)	(1)	(1)	177	457	819
High sales value (\$000's)	(1)	177	457	819	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	6.0	5.5	11.4	4.2	3.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-71.1	...	2.6	0.7	1.8
Interest coverage ratio (times)	17.7	-1.2	15.3	18.0	35.6
Debt ratio (times)	0.6	1.0	0.6	0.6	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	137				
Low sales value (\$000's)	(1)	(1)	170	454	846
High sales value (\$000's)	(1)	170	454	846	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	12	12	6	11	18
Depreciation	9	7	5	8	17
Other	-13	-6	-	-4	-40
<b>Dividends</b>	-1	-	-2	-2	-1
<b>Investment activities</b>					
Disposal of fixed assets	6	17	1	-	4
Purchase of fixed assets	-9	-4	-4	-11	-15
Increase in investment	-4	-	-1	-1	-14
Decrease in investment	2	-	-	1	5
<b>Financing activities</b>					
Increase in long term debt	20	-	2	10	68
Repayment of long term debt	-23	-25	-5	-7	-54
Loans from shareholders	10	17	6	2	14
Repayment of loans from shareholders	-5	-	-5	-2	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-	-	-5	-
Other	1	-	-1	-1	6
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>4</b>	<b>18</b>	<b>3</b>	<b>-1</b>	<b>-3</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>10</b>	<b>64</b>	<b>14</b>	<b>2</b>	<b>-35</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>14</b>	<b>82</b>	<b>16</b>	<b>1</b>	<b>-38</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, General Stores (SIC 6412)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>641</b>	<b>111,912</b>	<b>10,165</b>	<b>137</b>	<b>133</b>
less than 20	602	25,262	2,371	135	133
20 - 99	28	11,226	1,099	1	-
100 - 499	8	14,773	1,350	-	-
500 and over	3	60,651	5,345	1	-
<b>1986</b>					
<b>Total</b>	<b>960</b>	<b>148,503</b>	<b>12,583</b>	<b>186</b>	<b>...</b>
less than 20	909	35,553	3,030	176	...
20 - 99	33	12,194	1,077	6	...
100 - 499	11	16,920	1,371	2	...
500 and over	7	83,836	7,105	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, General Stores (SIC 6412)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>900</b>				
Average sales \$	298,992	46,995	142,351	285,219	721,404
Average expense \$	291,462	47,660	137,980	275,138	705,068
Average net profit (loss) \$	7,530	-665	4,371	10,081	16,336
<b>Businesses reporting a profit (No.)</b>	<b>754</b>				
Average sales \$	300,796	50,446	141,347	289,581	721,810
Average expense \$	286,306	45,645	132,665	275,625	691,289
Average net profit \$	14,490	4,801	8,682	13,956	30,521
<b>Businesses reporting a loss (No.)</b>	<b>146</b>				
Average sales \$	292,442	43,358	145,429	261,347	719,634
Average expense \$	310,426	49,783	154,266	272,473	765,180
Average net loss \$	-17,984	-6,425	-8,837	-11,126	-45,546
<b>1985</b>					
<b>Number of observations in sample</b>	<b>758</b>				
Average sales \$	309,694	55,232	146,039	296,529	740,975
Average expense \$	299,525	53,292	141,144	282,416	721,247
Average net profit (loss) \$	10,169	1,940	4,895	14,113	19,728
<b>Businesses reporting a profit (No.)</b>	<b>639</b>				
Average sales \$	308,507	54,717	150,355	296,853	732,102
Average expense \$	294,668	49,258	140,956	281,284	707,173
Average net profit \$	13,839	5,459	9,399	15,569	24,929
<b>Businesses reporting a loss (No.)</b>	<b>119</b>				
Average sales \$	322,483	56,060	135,286	291,741	806,846
Average expense \$	331,566	59,779	141,612	299,152	825,720
Average net loss \$	-9,083	-3,719	-6,326	-7,411	-18,874
<b>1986</b>					
<b>Number of observations in sample</b>	<b>842</b>				
Average sales \$	305,010	40,581	131,758	258,183	789,516
Average expense \$	298,712	44,245	129,315	249,001	772,288
Average net profit (loss) \$	6,298	-3,664	2,443	9,182	17,228
<b>Businesses reporting a profit (No.)</b>	<b>630</b>				
Average sales \$	311,786	52,006	122,354	261,118	811,667
Average expense \$	298,502	45,952	114,470	247,667	785,920
Average net profit \$	13,284	6,054	7,884	13,451	25,747
<b>Businesses reporting a loss (No.)</b>	<b>212</b>				
Average sales \$	283,328	33,699	142,498	247,114	710,002
Average expense \$	291,718	43,217	146,266	254,034	723,355
Average net loss \$	-8,390	-9,518	-3,768	-6,920	-13,353

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Industry average(2)						Percent of sales				
	Percent of sales						Percent of sales				
Businesses in sample (No.)	330										
Low sales value (\$000's)	(1)	(1)	105	197	367						
High sales value (\$000's)	(1)	105	197	367	(1)						
<b>Cost of sales</b>	<b>71.5</b>	<b>62.3</b>	<b>72.2</b>	<b>74.4</b>	<b>76.9</b>	<b>97.8</b>	<b>73.0</b>	<b>67.8</b>	<b>72.2</b>	<b>74.8</b>	<b>76.9</b>
<b>Occupancy expenses</b>	<b>8.5</b>	<b>13.6</b>	<b>8.0</b>	<b>7.2</b>	<b>5.4</b>	<b>98.6</b>	<b>8.7</b>	<b>14.4</b>	<b>8.0</b>	<b>7.2</b>	<b>5.4</b>
Depreciation	1.3	1.4	1.4	1.4	1.0	71.6	1.8	2.7	2.0	1.9	1.1
Repairs & maintenance	1.1	1.1	1.3	1.1	0.8	90.7	1.2	1.5	1.4	1.2	0.8
Heat, light & telephone	1.7	2.4	2.1	1.3	1.1	96.8	1.8	2.6	2.1	1.3	1.1
Rent	4.4	8.6	3.2	3.4	2.6	60.5	7.3	16.4	6.4	4.9	3.6
<b>Personnel expenses</b>	<b>7.8</b>	<b>9.5</b>	<b>4.8</b>	<b>7.1</b>	<b>9.8</b>	<b>78.0</b>	<b>10.0</b>	<b>15.6</b>	<b>7.7</b>	<b>8.0</b>	<b>9.8</b>
<b>Financial expenses</b>	<b>2.8</b>	<b>4.2</b>	<b>3.1</b>	<b>1.7</b>	<b>2.3</b>	<b>96.5</b>	<b>2.9</b>	<b>4.8</b>	<b>3.1</b>	<b>1.7</b>	<b>2.3</b>
Interest & bank charges	2.0	2.9	2.3	1.1	1.5	92.6	2.1	3.7	2.4	1.2	1.5
Professional fees	0.8	1.3	0.8	0.5	0.8	91.2	0.9	1.7	0.8	0.6	0.8
<b>Other expenses</b>	<b>4.4</b>	<b>7.4</b>	<b>3.9</b>	<b>3.0</b>	<b>3.4</b>	<b>98.2</b>	<b>4.5</b>	<b>8.0</b>	<b>3.9</b>	<b>3.0</b>	<b>3.4</b>
<b>Profit (loss)</b>	<b>5.0</b>	<b>3.0</b>	<b>8.1</b>	<b>6.7</b>	<b>2.2</b>	<b>99.7</b>	<b>5.0</b>	<b>3.0</b>	<b>8.1</b>	<b>6.7</b>	<b>2.2</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6413 - General Merchandise Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis including ready-to-wear apparel, toiletries, cosmetics, hardware and housewares, where food and household furniture are not normally commodity lines and where no one commodity line accounts for more than 50% of total revenue.

TABLE 2. Balance sheet profile for 1986

## Canada, General Merchandise Stores (SIC 5413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	330				
Low sales value (\$000's)	(1)	(1)	105	197	367
High sales value (\$000's)	(1)	105	197	367	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	6	1	3	9	9
Accounts and notes receivable	3	-	1	3	7
Inventory	48	29	16	28	118
Other current assets	3	-	1	6	4
Total current assets	60	31	22	46	139
Fixed assets	43	8	38	43	81
Less: Accum. dep. on fixed assets	13	2	5	13	31
Other assets	14	1	13	20	20
<b>Total assets</b>	<b>103</b>	<b>38</b>	<b>68</b>	<b>96</b>	<b>209</b>
<b>Liabilities and equity</b>					
Current loans	20	33	3	5	38
Other current liabilities	18	2	7	11	53
Total current liabilities	38	35	10	16	91
Mortgages payable	8	-	13	7	12
Long term debt	17	2	13	15	40
Other liabilities	1	1	-	-	2
<b>Total liabilities</b>	<b>65</b>	<b>38</b>	<b>37</b>	<b>39</b>	<b>145</b>
<b>Total equity</b>	<b>38</b>	<b>-</b>	<b>31</b>	<b>57</b>	<b>63</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, General Merchandise Stores (SIC 5413)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	163				
Low sales value (\$000's)	(1)	(1)	277	480	780
High sales value (\$000's)	(1)	277	480	780	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	5.0	5.1	12.3	2.1	2.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	7.8	21.7	-24.2	4.0
Interest coverage ratio (times)	-1.9	-5.6	-12.9	5.7	3.9
Debt ratio (times)	0.8	1.2	0.6	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, General Merchandise Stores (SIC 6413)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	104				
Low sales value (\$000's)	(1)	(1)	265	498	780
High sales value (\$000's)	(1)	265	498	780	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	-1	-8	-2	-1	5
Depreciation	6	3	8	9	6
Other	9	18	5	-3	14
<b>Dividends</b>	-2	-	-	-2	-5
<b>Investment activities</b>					
Disposal of fixed assets	20	6	62	1	10
Purchase of fixed assets	-13	-3	-19	-17	-14
Increase in investment	-3	-11	-	-	-3
Decrease in investment	1	1	-	3	1
<b>Financing activities</b>					
Increase in long term debt	10	4	12	18	5
Repayment of long term debt	-24	-8	-74	-5	-8
Loans from shareholders	1	1	2	1	1
Repayment of loans from shareholders	-3	-2	-4	-1	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-2	-	-6	-2	-1
Other	-	-	1	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-	-16	-1	8
<b>Cash &amp; equivalents-Beginning of the year</b>	-	2	11	-9	-4
<b>Cash &amp; equivalents - End of the year</b>	-2	2	-5	-9	4

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, General Merchandise Stores (SIC 6413)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>496</b>	<b>193,216</b>	<b>17,688</b>	<b>143</b>	<b>202</b>
less than 20	449	13,832	1,281	141	201
20 - 99	25	8,230	757	2	1
100 - 499	11	17,552	1,506	-	-
500 and over	11	159,602	14,144	-	-
<b>1986</b>					
<b>Total</b>	<b>1,048</b>	<b>239,543</b>	<b>20,251</b>	<b>303</b>	<b>...</b>
less than 20	996	27,358	2,323	294	...
20 - 99	24	8,659	728	2	...
100 - 499	9	14,453	1,133	2	...
500 and over	19	189,073	16,067	5	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, General Merchandise Stores (SIC 5413)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>992</b>				
Average sales \$	249,886	44,415	120,764	212,600	621,766
Average expense \$	238,764	41,338	115,674	202,122	595,920
Average net profit (loss) \$	11,122	3,077	5,090	10,478	25,846
<b>Businesses reporting a profit (No.)</b>	<b>842</b>				
Average sales \$	251,339	45,856	120,368	214,168	624,964
Average expense \$	236,152	36,655	110,474	201,849	595,630
Average net profit \$	15,187	9,201	9,894	12,319	29,334
<b>Businesses reporting a loss (No.)</b>	<b>150</b>				
Average sales \$	238,658	42,282	121,937	199,847	590,564
Average expense \$	245,612	48,269	131,088	204,336	598,753
Average net loss \$	-6,954	-5,987	-9,151	-4,489	-8,189
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,013</b>				
Average sales \$	250,282	43,175	119,265	222,168	616,521
Average expense \$	239,274	41,435	113,056	208,850	593,754
Average net profit (loss) \$	11,008	1,740	6,209	13,318	22,767
<b>Businesses reporting a profit (No.)</b>	<b>847</b>				
Average sales \$	260,745	45,269	122,597	223,493	651,621
Average expense \$	244,173	37,344	111,162	208,581	619,603
Average net profit \$	16,572	7,925	11,435	14,912	32,018
<b>Businesses reporting a loss (No.)</b>	<b>166</b>				
Average sales \$	209,066	40,509	112,241	204,226	479,286
Average expense \$	217,220	46,643	117,047	212,498	492,692
Average net loss \$	-8,154	-6,134	-4,806	-8,272	-13,406
<b>1986</b>					
<b>Number of observations in sample</b>	<b>843</b>				
Average sales \$	270,441	43,186	128,813	249,114	660,652
Average expense \$	260,822	39,569	121,865	236,479	645,376
Average net profit (loss) \$	9,619	3,617	6,948	12,635	15,276
<b>Businesses reporting a profit (No.)</b>	<b>672</b>				
Average sales \$	265,223	43,130	129,885	249,479	638,396
Average expense \$	249,430	34,900	119,243	231,683	611,892
Average net profit \$	15,793	8,230	10,642	17,796	26,504
<b>Businesses reporting a loss (No.)</b>	<b>171</b>				
Average sales \$	291,993	43,298	124,948	247,216	752,508
Average expense \$	306,282	48,793	131,322	261,435	783,577
Average net loss \$	-14,289	-5,495	-6,374	-14,219	-31,069

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	464										
Low sales value (\$000's)	(1)	(1)	111	229	478						
High sales value (\$000's)	(1)	111	229	478	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	65.7	57.7	67.0	70.1	68.1	98.5	66.7	59.6	67.0	70.1	69.9
Occupancy expenses	6.9	11.2	7.1	5.0	4.6	100.0	6.9	11.2	7.1	5.0	4.6
Depreciation	1.7	3.3	1.3	1.1	1.1	89.3	1.9	4.3	1.4	1.3	1.1
Repairs & maintenance	0.7	0.9	0.7	0.5	0.5	76.0	0.9	1.4	1.0	0.7	0.6
Heat, light & telephone	1.8	3.2	1.7	1.3	1.1	99.3	1.8	3.2	1.8	1.3	1.1
Rent	2.8	3.7	3.4	2.1	1.9	57.3	4.8	9.0	5.0	3.5	3.1
Personnel expenses	11.5	8.6	11.4	12.5	13.6	86.0	13.4	14.7	13.1	12.5	13.9
Financial expenses	3.5	4.8	3.7	3.2	2.5	99.7	3.6	4.9	3.7	3.2	2.5
Interest & bank charges	2.6	3.1	2.8	2.6	1.9	93.8	2.8	3.4	3.3	2.7	1.9
Professional fees	0.9	1.7	0.9	0.6	0.6	94.2	1.0	1.9	0.9	0.6	0.6
Other expenses	7.7	10.1	8.6	6.5	5.6	99.5	7.7	10.3	8.6	6.5	5.6
Profit (loss)	4.6	7.6	2.2	2.8	5.6	99.5	4.6	7.6	2.2	2.8	5.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

(1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".

(2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.

(3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6531 - Hardware Stores

Businesses primarily engaged in retail dealing in any combination of the basic lines of hardware, such as hand and power tools, builders' hardware, fasteners, electrical and plumbing supplies. These businesses may be secondarily engaged in retailing housewares, electrical appliances, paint, sporting goods, etc.

TABLE 2. Balance sheet profile for 1986

## Canada, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	464				
Low sales value (\$000's)	(1)	(1)	111	229	478
High sales value (\$000's)	(1)	111	229	478	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	14	4	4	7	40
Accounts and notes receivable	15	1	4	17	37
Inventory	89	16	53	88	195
Other current assets	3	1	1	2	6
Total current assets	120	21	62	115	278
Fixed assets	61	21	34	66	121
Less: Accum. dep. on fixed assets	19	3	9	11	50
Other assets	17	1	5	14	49
<b>Total assets</b>	<b>179</b>	<b>40</b>	<b>91</b>	<b>184</b>	<b>397</b>
<b>Liabilities and equity</b>					
Current loans	27	4	25	20	59
Other current liabilities	37	7	16	35	88
Total current liabilities	64	11	41	55	147
Mortgages payable	6	3	5	9	6
Long term debt	49	18	30	78	67
Other liabilities	5	-	-	3	15
<b>Total liabilities</b>	<b>123</b>	<b>32</b>	<b>76</b>	<b>145</b>	<b>235</b>
<b>Total equity</b>	<b>57</b>	<b>8</b>	<b>15</b>	<b>39</b>	<b>162</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Hardware Stores (SIC 6531)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	293				
Low sales value (\$000's)	(1)	(1)	174	347	643
High sales value (\$000's)	(1)	174	347	643	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	3.2	3.7	2.8	3.4	2.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	95.0	...	29.3	24.8	-16.4
Interest coverage ratio (times)	26.4	47.1	2.4	17.5	42.3
Debt ratio (times)	0.8	0.9	1.0	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Hardware Stores (SIC 6531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	210				
Low sales value (\$000's)	(1)	(1)	171	347	680
High sales value (\$000's)	(1)	171	347	680	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	11	-6	1	16	33
Depreciation	6	6	3	5	10
Other	-6	-2	-5	-1	-16
<b>Dividends</b>	-1	-	-	-2	-2
<b>Investment activities</b>					
Disposal of fixed assets	3	2	2	2	8
Purchase of fixed assets	-9	-6	-7	-7	-15
Increase in investment	-6	-6	-2	-6	-9
Decrease in investment	1	-	-	1	3
<b>Financing activities</b>					
Increase in long term debt	8	7	2	4	22
Repayment of long term debt	-12	-1	-4	-12	-32
Loans from shareholders	5	6	1	7	5
Repayment of loans from shareholders	-4	-1	-4	-3	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-2	-	-	-1	-5
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-4	-	-14	2	-6
<b>Cash &amp; equivalents-Beginning of the year</b>	2	4	5	-2	1
<b>Cash &amp; equivalents - End of the year</b>	-2	4	-9	-	-4

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Hardware, Paint, Glass and Wallpaper Stores (SIC 653)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>3,415</b>	<b>237,578</b>	<b>18,904</b>	<b>340</b>	<b>446</b>
less than 20	3,283	166,979	13,541	324	436
20 - 99	110	40,551	3,280	8	10
100 - 499	20	X	1,363	7	-
500 and over	2	X	720	1	-
<b>1986</b>					
<b>Total</b>	<b>4,435</b>	<b>335,218</b>	<b>23,888</b>	<b>594</b>	<b>...</b>
less than 20	4,240	228,476	16,372	579	...
20 - 99	179	74,562	5,346	14	...
100 - 499	14	X	1,459	1	...
500 and over	2	X	711	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

## Canada, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>781</b>				
Average sales \$	320,026	38,914	131,609	288,745	820,837
Average expense \$	308,670	36,157	124,251	283,470	790,800
Average net profit (loss) \$	11,356	2,757	7,358	5,275	30,037
<b>Businesses reporting a profit (No.)</b>	<b>652</b>				
Average sales \$	318,967	40,237	133,569	285,190	816,873
Average expense \$	300,751	33,412	121,444	269,527	778,620
Average net profit \$	18,216	6,825	12,125	15,663	38,253
<b>Businesses reporting a loss (No.)</b>	<b>129</b>				
Average sales \$	326,612	36,375	126,160	298,804	845,108
Average expense \$	340,450	41,422	132,059	322,929	865,388
Average net loss \$	-13,838	-5,047	-5,899	-24,125	-20,280
<b>1985</b>					
<b>Number of observations in sample</b>	<b>749</b>				
Average sales \$	350,635	63,616	145,822	321,413	871,687
Average expense \$	339,045	61,597	141,031	313,239	840,311
Average net profit (loss) \$	11,590	2,019	4,791	8,174	31,376
<b>Businesses reporting a profit (No.)</b>	<b>627</b>				
Average sales \$	355,717	72,651	146,312	324,516	879,387
Average expense \$	335,182	64,228	133,721	304,482	838,297
Average net profit \$	20,535	8,423	12,591	20,034	41,090
<b>Businesses reporting a loss (No.)</b>	<b>122</b>				
Average sales \$	332,479	47,870	144,307	313,790	823,948
Average expense \$	352,048	57,010	163,628	334,749	852,803
Average net loss \$	-19,569	-9,140	-19,321	-20,959	-28,855
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,101</b>				
Average sales \$	326,609	44,656	145,350	297,862	818,566
Average expense \$	315,472	43,911	141,564	290,305	786,106
Average net profit (loss) \$	11,137	745	3,786	7,557	32,460
<b>Businesses reporting a profit (No.)</b>	<b>804</b>				
Average sales \$	330,019	44,205	143,612	300,266	831,991
Average expense \$	309,911	36,343	132,317	285,088	785,894
Average net profit \$	20,108	7,862	11,295	15,178	46,097
<b>Businesses reporting a loss (No.)</b>	<b>297</b>				
Average sales \$	311,370	45,209	149,500	291,125	759,647
Average expense \$	327,197	53,179	163,641	304,934	787,034
Average net loss \$	-15,827	-7,970	-14,141	-13,809	-27,387

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Sporting Goods Stores (SIC 6541)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)					
Businesses in sample (No.)	530											
Low sales value (\$000's)	(1)	(1)	43	149	323							
High sales value (\$000's)	(1)	43	149	323	(1)							
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	61.1	54.5	60.9	62.1	66.6	92.2	66.3	74.2	64.6	62.2	66.6	
Occupancy expenses	9.6	14.9	8.6	8.7	6.5	99.7	9.6	14.9	8.7	8.7	6.5	
Depreciation	1.7	2.0	1.6	2.0	1.1	82.8	2.0	3.6	2.1	2.0	1.1	
Repairs & maintenance	1.1	1.8	0.9	1.3	0.5	75.1	1.5	3.4	1.3	1.5	0.6	
Heat, light & telephone	2.2	3.8	1.7	2.2	1.3	92.4	2.4	4.4	1.9	2.3	1.3	
Rent	4.6	7.3	4.3	3.2	3.6	71.4	6.4	11.1	6.7	4.5	4.3	
Personnel expenses	13.3	4.4	16.2	17.9	14.1	80.2	16.6	12.1	19.8	18.0	14.1	
Financial expenses	4.1	4.7	5.3	3.4	3.0	99.2	4.1	4.8	5.3	3.4	3.0	
Interest & bank charges	2.4	2.6	2.4	2.4	2.1	93.4	2.6	3.4	2.4	2.5	2.1	
Professional fees	1.7	2.1	2.9	1.0	0.9	90.3	1.9	2.4	3.3	1.1	0.9	
Other expenses	10.1	15.1	10.6	8.1	7.0	99.5	10.2	15.5	10.6	8.1	7.0	
Profit (loss)	1.8	6.3	-1.5	-0.2	2.9	99.4	1.8	6.4	-1.5	-0.2	2.9	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6541 - Sporting Goods Stores

Businesses primarily engaged in retail dealing in sporting goods, playground and gymnasium equipment. Businesses may be described by product line such as: retail archery equipment, retail athletic clothing (inc. uniforms), retail athletic footwear, retail baseball equipment, retail bowling equipment, retail camping equipment (exc. tent trailers), retail sports and fishing tackle, retail football equipment, retail golf equipment, retail hockey equipment, retail hunting equipment, retail playground equipment, retail skiing equipment, retail soccer equipment, retail softball equipment, sporting goods stores, retail tennis equipment, and retail track and field equipment.

TABLE 2. Balance sheet profile for 1986

## Canada, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	530				
Low sales value (\$000's)	(1)	(1)	43	149	323
High sales value (\$000's)	(1)	43	149	323	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	9	1	4	6	25
Accounts and notes receivable	8	3	3	7	19
Inventory	78	7	44	77	183
Other current assets	2	-	1	2	6
Total current assets	98	10	51	92	233
Fixed assets	31	5	12	42	65
Less: Accum. dep. on fixed assets	13	1	4	20	25
Other assets	6	4	2	5	13
<b>Total assets</b>	<b>122</b>	<b>18</b>	<b>61</b>	<b>119</b>	<b>286</b>
<b>Liabilities and equity</b>					
Current loans	26	3	17	34	46
Other current liabilities	35	6	12	37	82
Total current liabilities	60	9	30	72	128
Mortgages payable	2	2	1	1	5
Long term debt	28	6	16	29	60
Other liabilities	1	-	-	-	3
<b>Total liabilities</b>	<b>91</b>	<b>17</b>	<b>46</b>	<b>103</b>	<b>196</b>
<b>Total equity</b>	<b>31</b>	<b>1</b>	<b>14</b>	<b>16</b>	<b>90</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Sporting Goods Stores (SIC 6541)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	423				
Low sales value (\$000's)	(1)	(1)	139	277	466
High sales value (\$000's)	(1)	139	277	466	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	3.8	4.5	2.6	2.2	6.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-8.1	-8.1	-18.5	-1.2	-4.2
Interest coverage ratio (times)	5.5	-6.6	8.8	7.6	11.6
Debt ratio (times)	0.8	0.9	0.9	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	289				
Low sales value (\$000's)	(1)	(1)	132	253	464
High sales value (\$000's)	(1)	132	253	464	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	7	4	2	3	20
Depreciation	6	4	4	6	9
Other	1	-4	2	8	-
<b>Dividends</b>	-2	-1	-	-2	-4
<b>Investment activities</b>					
Disposal of fixed assets	2	1	1	1	5
Purchase of fixed assets	-12	-4	-3	-16	-24
Increase in investment	-2	-3	-	-1	-3
Decrease in investment	-	-	1	-	-
<b>Financing activities</b>					
Increase in long term debt	6	5	3	10	6
Repayment of long term debt	-5	-4	-5	-4	-8
Loans from shareholders	4	4	2	5	5
Repayment of loans from shareholders	-4	-2	-2	-7	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>2</b>	<b>-1</b>	<b>5</b>	<b>2</b>	<b>3</b>
Cash & equivalents—Beginning of the year	7	6	-	1	20
Cash & equivalents - End of the year	9	5	5	3	22

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Sporting Goods Stores (SIC 6541)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>1,602</b>	<b>89,162</b>	<b>7,565</b>	<b>266</b>	<b>350</b>
less than 20	1,555	65,231	5,551	262	339
20 - 99	42	16,887	1,434	4	6
100 - 499	5	7,044	580	-	1
500 and over	-	-	-	-	4
<b>1986</b>					
<b>Total</b>	<b>2,486</b>	<b>155,899</b>	<b>11,591</b>	<b>445</b>	<b>...</b>
less than 20	2,403	105,288	7,806	438	...
20 - 99	71	31,004	2,322	8	...
100 - 499	7	9,976	761	-	...
500 and over	5	9,631	702	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours. Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, Sporting Goods Stores (SIC 6541)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>495</b>				
Average sales \$	261,120	25,136	98,695	236,083	684,567
Average expense \$	255,631	25,223	104,784	226,064	666,451
Average net profit (loss) \$	5,489	-87	-6,089	10,019	18,116
<b>Businesses reporting a profit (No.)</b>	<b>374</b>				
Average sales \$	264,982	25,058	104,508	236,904	693,459
Average expense \$	248,174	20,913	97,985	220,058	653,741
Average net profit \$	16,808	4,145	6,523	16,846	39,718
<b>Businesses reporting a loss (No.)</b>	<b>121</b>				
Average sales \$	249,539	25,199	85,468	233,055	654,433
Average expense \$	276,669	28,659	120,252	248,241	709,522
Average net loss \$	-27,130	-3,460	-34,784	-15,186	-55,089
<b>1985</b>					
<b>Number of observations in sample</b>	<b>706</b>				
Average sales \$	229,845	21,508	81,026	205,606	611,238
Average expense \$	224,427	22,083	78,331	199,581	597,712
Average net profit (loss) \$	5,418	-575	2,695	6,025	13,526
<b>Businesses reporting a profit (No.)</b>	<b>542</b>				
Average sales \$	235,056	24,220	80,322	212,158	623,523
Average expense \$	221,307	18,948	74,316	196,009	595,953
Average net profit \$	13,749	5,272	6,006	16,149	27,570
<b>Businesses reporting a loss (No.)</b>	<b>164</b>				
Average sales \$	217,069	18,816	82,972	194,464	572,024
Average expense \$	230,902	25,196	89,429	205,656	603,325
Average net loss \$	-13,833	-6,380	-6,457	-11,192	-31,301
<b>1986</b>					
<b>Number of observations in sample</b>	<b>799</b>				
Average sales \$	246,283	26,315	82,324	224,161	652,332
Average expense \$	240,646	28,302	81,196	220,690	632,397
Average net profit (loss) \$	5,637	-1,987	1,128	3,471	19,935
<b>Businesses reporting a profit (No.)</b>	<b>541</b>				
Average sales \$	259,680	29,756	86,809	239,805	682,349
Average expense \$	242,673	21,582	79,641	221,952	647,516
Average net profit \$	17,007	8,174	7,168	17,853	34,833
<b>Businesses reporting a loss (No.)</b>	<b>258</b>				
Average sales \$	216,001	24,882	73,467	201,819	563,836
Average expense \$	230,521	31,102	84,267	218,886	587,827
Average net loss \$	-14,520	-6,220	-10,800	-17,067	-23,991

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	478					
Low sales value (\$000's)	(1)	(1)	23	63	163	
High sales value (\$000's)	(1)	23	63	163	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	50.3	40.7	57.3	48.3	54.9	96.1	52.4	46.0	59.7	48.5	54.9
Occupancy expenses	17.5	28.0	17.3	13.3	11.6	99.3	17.6	28.0	17.3	13.3	11.9
Depreciation	2.2	3.8	2.0	1.8	1.2	72.3	3.0	8.1	2.8	2.0	1.4
Repairs & maintenance	1.2	1.5	1.3	0.9	1.0	63.5	1.9	3.1	2.4	1.4	1.1
Heat, light & telephone	3.3	5.8	3.7	2.2	1.4	91.8	3.6	6.5	4.1	2.3	1.6
Rent	10.9	17.0	10.2	8.4	8.0	79.2	13.7	28.1	12.6	9.4	9.4
Personnel expenses	13.9	7.9	7.7	23.4	16.4	75.6	18.4	20.8	10.5	25.2	17.0
Financial expenses	3.2	2.8	3.0	3.4	3.6	95.4	3.4	3.3	3.1	3.4	3.7
Interest & bank charges	2.2	2.0	1.8	2.4	2.4	87.7	2.5	2.4	2.0	2.8	2.6
Professional fees	1.1	0.8	1.2	1.0	1.2	76.7	1.4	1.7	1.6	1.2	1.3
Other expenses	13.0	20.2	12.6	10.6	8.6	100.0	13.0	20.2	12.6	10.6	8.6
Profit (loss)	2.0	0.3	2.1	0.9	4.8	99.2	2.1	0.3	2.1	0.9	4.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 658 - Toy, Hobby, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in toys, hobby supplies, gifts, novelties and souvenirs.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	478				
Low sales value (\$000's)	(1)	(1)	23	63	163
High sales value (\$000's)	(1)	23	63	163	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	5	-	1	6	12
Accounts and notes receivable	5	-	1	3	15
Inventory	37	3	13	19	110
Other current assets	1	-	-	1	4
Total current assets	47	4	15	28	141
Fixed assets	20	5	5	13	55
Less: Accum. dep. on fixed assets	7	2	2	5	19
Other assets	3	-	1	3	9
<b>Total assets</b>	<b>63</b>	<b>7</b>	<b>18</b>	<b>39</b>	<b>186</b>
<b>Liabilities and equity</b>					
Current loans	14	1	4	8	40
Other current liabilities	15	-	2	8	48
Total current liabilities	28	1	6	16	89
Mortgages payable	1	-	-	1	2
Long term debt	19	1	6	14	54
Other liabilities	1	-	-	-	4
<b>Total liabilities</b>	<b>49</b>	<b>2</b>	<b>12</b>	<b>32</b>	<b>149</b>
<b>Total equity</b>	<b>14</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>37</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	277				
Low sales value (\$000's)	(1)	(1)	78	168	289
High sales value (\$000's)	(1)	78	168	289	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	4.2	3.5	7.2	3.6	3.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	33.0	76.5	56.8	-2.3	5.3
Interest coverage ratio (times)	11.0	34.2	1.0	1.9	6.7
Debt ratio (times)	1.1	1.6	1.0	1.0	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	215				
Low sales value (\$000's)	(1)	(1)	65	138	265
High sales value (\$000's)	(1)	65	138	265	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	11	5	1	8	27
Depreciation	3	1	3	3	7
Other	-5	-10	-1	-2	-9
<b>Dividends</b>	-3	-	-	-1	-11
<b>Investment activities</b>					
Disposal of fixed assets	1	-	-	1	2
Purchase of fixed assets	-4	-	-1	-4	-11
Increase in investment	-	-	-	-	-1
Decrease in investment	1	-	-	1	2
<b>Financing activities</b>					
Increase in long term debt	5	6	1	-	13
Repayment of long term debt	-3	-	-1	-3	-6
Loans from shareholders	3	2	1	2	6
Repayment of loans from shareholders	-5	-1	-1	-3	-15
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>2</b>	<b>1</b>	<b>3</b>	<b>2</b>	<b>4</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>6</b>	<b>2</b>	<b>10</b>	<b>7</b>	<b>5</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>9</b>	<b>4</b>	<b>13</b>	<b>9</b>	<b>8</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>10,182</b>	<b>580,583</b>	<b>48,314</b>	<b>984</b>	<b>1,345</b>
less than 20	9,676	342,914	28,278	964	1,327
20 - 99	402	144,806	12,303	8	10
100 - 499	102	X	6,640	12	8
500 and over	2	X	1,093	-	-
<b>1986</b>					
<b>Total</b>	<b>13,140</b>	<b>848,820</b>	<b>60,704</b>	<b>2,263</b>	<b>...</b>
less than 20	12,477	439,226	31,675	2,203	...
20 - 99	489	211,771	15,539	37	...
100 - 499	152	156,958	10,838	21	...
500 and over	22	40,865	2,652	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>855</b>				
Average sales \$	117,224	14,546	36,595	89,110	328,643
Average expense \$	111,491	14,735	36,113	82,039	313,078
Average net profit (loss) \$	5,733	-189	482	7,071	15,565
<b>Businesses reporting a profit (No.)</b>	<b>622</b>				
Average sales \$	116,952	15,080	37,051	91,010	324,668
Average expense \$	105,422	11,565	30,716	79,537	299,870
Average net profit \$	11,530	3,515	6,335	11,473	24,798
<b>Businesses reporting a loss (No.)</b>	<b>233</b>				
Average sales \$	120,410	13,912	36,031	82,577	349,119
Average expense \$	133,263	18,503	42,796	90,641	381,113
Average net loss \$	-12,853	-4,591	-6,765	-8,064	-31,994
<b>1985</b>					
<b>Number of observations in sample</b>	<b>800</b>				
Average sales \$	120,665	15,455	37,437	90,110	339,658
Average expense \$	117,258	16,147	35,896	89,087	327,903
Average net profit (loss) \$	3,407	-692	1,541	1,023	11,755
<b>Businesses reporting a profit (No.)</b>	<b>582</b>				
Average sales \$	124,758	15,270	39,303	94,703	349,754
Average expense \$	114,006	10,701	33,107	85,240	326,977
Average net profit \$	10,752	4,569	6,196	9,463	22,777
<b>Businesses reporting a loss (No.)</b>	<b>218</b>				
Average sales \$	108,874	15,669	34,202	79,683	305,942
Average expense \$	122,992	22,422	40,731	97,819	330,994
Average net loss \$	-14,118	-6,753	-6,529	-18,136	-25,052
<b>1986</b>					
<b>Number of observations in sample</b>	<b>982</b>				
Average sales \$	127,746	15,721	40,649	96,336	358,277
Average expense \$	123,021	16,173	39,684	92,970	343,258
Average net profit (loss) \$	4,725	-452	965	3,366	15,019
<b>Businesses reporting a profit (No.)</b>	<b>667</b>				
Average sales \$	129,385	15,308	40,661	98,115	363,456
Average expense \$	118,004	11,121	34,466	87,080	339,349
Average net profit \$	11,381	4,187	6,195	11,035	24,107
<b>Businesses reporting a loss (No.)</b>	<b>315</b>				
Average sales \$	121,100	16,231	40,631	93,115	334,423
Average expense \$	133,753	22,419	47,698	103,635	361,260
Average net loss \$	-12,653	-6,188	-7,067	-10,520	-26,837

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**  
**Canada, Gift, Novelty and Souvenir Stores (SIC 6582)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)				
Businesses in sample (No.)	410	(1)	23	57	154						
Low sales value (\$000's)	(1)	23	57	154	(1)						
High sales value (\$000's)	(1)										
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Cost of sales</b>	51.4	39.7	56.3	54.0	54.9	95.4	53.9	46.8	58.3	54.2	54.9
<b>Occupancy expenses</b>	18.4	29.8	17.1	15.4	12.1	99.2	18.6	29.8	17.1	15.4	12.4
Depreciation	2.4	4.7	2.0	1.9	1.2	73.0	3.3	8.9	2.7	2.4	1.5
Repairs & maintenance	1.2	1.6	1.3	0.9	1.0	60.2	2.0	3.7	2.5	1.6	1.1
Heat, light & telephone	3.1	5.3	3.8	2.1	1.5	89.7	3.5	6.2	4.1	2.3	1.6
Rent	11.6	18.2	9.9	10.5	8.4	79.0	14.7	28.8	12.4	11.9	10.0
<b>Personnel expenses</b>	11.4	5.4	8.3	16.1	15.3	74.2	15.3	15.6	11.4	17.8	15.9
<b>Financial expenses</b>	3.4	2.9	3.0	3.7	3.9	96.8	3.5	3.1	3.0	3.8	4.0
Interest & bank charges	2.2	2.0	1.8	2.5	2.7	89.8	2.5	2.3	2.0	3.1	2.7
Professional fees	1.1	0.9	1.2	1.2	1.3	78.3	1.4	1.7	1.5	1.4	1.3
<b>Other expenses</b>	13.7	22.6	13.2	10.5	9.2	100.0	13.8	22.6	13.2	10.5	9.2
<b>Profit (loss)</b>	1.7	-0.5	2.2	0.4	4.6	99.0	1.7	-0.5	2.2	0.4	4.8
<b>Total</b>	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 6582 - Gift, Novelty and Souvenir Stores**

Businesses primarily engaged in retail dealing in gifts, novelty merchandise and souvenirs such as: retail carvings and artwork, retail handicraft ceramics, retail seasonal and holiday decorations, retail handicraft d'coupage, retail eskimo carvings, retail gift wrap supplies, gift shops, retail handcrafted goods (novelties, souvenirs), joke shops, retail handicraft macramé, retail handicraft metalwork, retail novelty merchandise, retail handicraft pottery, and retail souvenirs.

**TABLE 2. Balance sheet profile for 1986  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	410				
Low sales value (\$000's)	(1)	(1)	23	57	154
High sales value (\$000's)	(1)	23	57	154	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	5	-	1	6	13
Accounts and notes receivable	4	-	1	2	13
Inventory	36	3	11	21	108
Other current assets	1	-	-	1	3
Total current assets	46	4	14	29	137
Fixed assets	21	6	5	15	59
Less: Accum. dep. on fixed assets	8	3	2	6	20
Other assets	3	-	1	3	7
<b>Total assets</b>	<b>63</b>	<b>8</b>	<b>17</b>	<b>41</b>	<b>183</b>
<b>Liabilities and equity</b>					
Current loans	15	1	5	7	45
Other current liabilities	12	-	1	8	39
Total current liabilities	27	2	6	16	83
Mortgages payable	1	-	-	1	3
Long term debt	21	-	5	18	59
Other liabilities	1	-	-	-	3
<b>Total liabilities</b>	<b>49</b>	<b>2</b>	<b>11</b>	<b>34</b>	<b>148</b>
<b>Total equity</b>	<b>13</b>	<b>6</b>	<b>5</b>	<b>6</b>	<b>34</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	251				
Low sales value (\$000's)	(1)	(1)	69	171	275
High sales value (\$000's)	(1)	69	171	275	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	4.6	3.4	7.9	4.2	3.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	37.3	164.1	-20.5	-3.1	6.1
Interest coverage ratio (times)	11.9	38.5	0.9	1.9	7.1
Debt ratio (times)	1.2	1.8	1.0	1.1	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Gift, Novelty and Souvenir Stores (SIC 6582)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	199				
Low sales value (\$000's)	(1)	(1)	64	135	263
High sales value (\$000's)	(1)	64	135	263	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	9	1	-	7	26
Depreciation	4	1	3	3	7
Other	-3	-6	-1	-3	-4
<b>Dividends</b>	-3	-	-	-2	-9
<b>Investment activities</b>					
Disposal of fixed assets	1	-	-	1	2
Purchase of fixed assets	-4	-	-1	-2	-13
Increase in investment	-1	-	-	-1	-1
Decrease in investment	1	-	-	1	1
<b>Financing activities</b>					
Increase in long term debt	6	6	1	1	15
Repayment of long term debt	-3	-	-2	-5	-6
Loans from shareholders	3	1	1	4	7
Repayment of loans from shareholders	-5	-1	-1	-2	-15
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	4	1	1	3	10
<b>Cash &amp; equivalents-Beginning of the year</b>	6	2	10	10	1
<b>Cash &amp; equivalents - End of the year</b>	10	3	11	14	11

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Gift, Novelty and Souvenir Stores (SIC 6582)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>10,182</b>	<b>580,583</b>	<b>48,314</b>	<b>984</b>	<b>1,345</b>
less than 20	9,676	342,914	28,278	964	1,327
20 - 99	402	144,906	12,303	8	10
100 - 499	102	X	6,640	12	8
500 and over	2	X	1,093	-	-
<b>1986</b>					
<b>Total</b>	<b>13,140</b>	<b>848,820</b>	<b>60,704</b>	<b>2,263</b>	<b>...</b>
less than 20	12,477	439,226	31,675	2,203	...
20 - 99	489	211,771	15,539	37	...
100 - 499	152	156,958	10,838	21	...
500 and over	22	40,865	2,652	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>701</b>				
Average sales \$	116,438	15,421	39,767	93,595	316,969
Average expense \$	110,093	15,888	37,963	86,121	300,401
Average net profit (loss) \$	6,345	-467	1,804	7,474	16,568
<b>Businesses reporting a profit (No.)</b>	<b>519</b>				
Average sales \$	117,828	15,360	40,104	95,634	320,212
Average expense \$	105,971	11,568	33,299	83,508	295,507
Average net profit \$	11,857	3,792	6,805	12,126	24,705
<b>Businesses reporting a loss (No.)</b>	<b>182</b>				
Average sales \$	110,281	15,505	39,252	86,581	299,787
Average expense \$	122,086	21,792	45,105	95,113	326,335
Average net loss \$	-11,805	-6,287	-5,853	-8,532	-26,548
<b>1985</b>					
<b>Number of observations in sample</b>	<b>656</b>				
Average sales \$	116,739	15,624	37,620	89,615	324,097
Average expense \$	113,966	16,780	35,893	89,047	314,142
Average net profit (loss) \$	2,773	-1,156	1,727	568	9,955
<b>Businesses reporting a profit (No.)</b>	<b>481</b>				
Average sales \$	122,446	15,195	39,296	94,025	341,327
Average expense \$	112,120	11,612	33,009	84,097	319,763
Average net profit \$	10,326	3,523	6,287	9,928	21,564
<b>Businesses reporting a loss (No.)</b>	<b>175</b>				
Average sales \$	101,881	16,238	34,493	80,620	276,174
Average expense \$	115,549	23,270	41,274	99,146	298,507
Average net loss \$	-13,668	-7,032	-6,781	-18,526	-22,333
<b>1986</b>					
<b>Number of observations in sample</b>	<b>855</b>				
Average sales \$	121,945	15,461	37,292	91,207	343,818
Average expense \$	116,304	16,466	36,078	88,083	324,588
Average net profit (loss) \$	5,641	-1,005	1,214	3,124	19,230
<b>Businesses reporting a profit (No.)</b>	<b>579</b>				
Average sales \$	126,340	14,687	36,856	94,850	358,966
Average expense \$	114,528	10,671	29,969	83,762	333,711
Average net profit \$	11,812	4,016	6,887	11,088	25,255
<b>Businesses reporting a loss (No.)</b>	<b>276</b>				
Average sales \$	100,547	16,296	37,899	85,400	262,593
Average expense \$	109,484	22,716	44,574	94,971	275,675
Average net loss \$	-8,937	-6,420	-6,675	-9,571	-13,082

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)				
Businesses in sample (No.)	477	(1)	17	32	94						
Low sales value (\$000's)	(1)	17	32	94	(1)						
High sales value (\$000's)	(1)	17	32	94	(1)						

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	51.4	37.6	48.1	49.3	70.4	75.1	68.4	71.8	66.0	62.9	73.1
Occupancy expenses	12.8	19.0	17.6	10.2	4.6	96.1	13.4	22.3	17.8	10.2	4.7
Depreciation	3.3	4.1	5.5	2.3	1.1	66.1	4.9	5.1	7.6	3.8	1.3
Repairs & maintenance	5.2	8.5	5.7	4.9	1.8	84.2	6.2	11.2	6.5	5.9	2.0
Heat, light & telephone	1.3	2.0	1.1	1.2	0.8	55.3	2.3	4.5	2.8	1.7	1.2
Rent	3.1	4.3	5.4	1.8	0.9	40.1	7.7	12.2	11.7	4.6	2.3
Personnel expenses	5.2	2.9	3.0	7.2	7.5	48.3	10.7	12.4	8.0	11.9	10.5
Financial expenses	2.4	3.0	2.9	2.3	1.3	85.4	2.8	4.5	3.2	2.6	1.3
Interest & bank charges	1.3	1.5	1.9	1.1	0.7	63.2	2.0	3.3	2.9	1.7	0.9
Professional fees	1.1	1.5	1.0	1.2	0.6	73.8	1.5	2.5	1.4	1.6	0.7
Other expenses	18.3	27.3	18.8	19.6	7.6	99.2	18.4	28.2	18.8	19.6	7.6
Profit (loss)	10.0	10.2	9.7	11.4	8.6	99.4	10.0	10.4	9.7	11.4	8.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6921 - Direct Sellers

Businesses primarily engaged in retail dealing in a variety of products such as dairy products, beverages, cosmetics and kitchenware by means of telephone, door-to-door canvassing or parties arranged in customers' homes. The salespeople involved normally work on a commission basis and each salesperson is considered to be a separate business. Mail-order houses are included here.

TABLE 2. Balance sheet profile for 1986

## Canada, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	477				
Low sales value (\$000's)	(1)	(1)	17	32	94
High sales value (\$000's)	(1)	17	32	94	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	2	-	-	-	7
Accounts and notes receivable	2	-	-	-	9
Inventory	2	-	-	-	6
Other current assets	-	-	-	-	1
Total current assets	6	-	-	1	23
Fixed assets	4	-	1	2	12
Less: Accum. dep. on fixed assets	1	-	-	1	5
Other assets	1	-	1	1	5
<b>Total assets</b>	<b>10</b>	<b>-</b>	<b>2</b>	<b>3</b>	<b>36</b>
<b>Liabilities and equity</b>					
Current loans	1	-	1	-	4
Other current liabilities	3	-	-	1	11
Total current liabilities	4	-	1	1	15
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	2	6
Other liabilities	-	-	-	-	-
<b>Total liabilities</b>	<b>7</b>	<b>-</b>	<b>1</b>	<b>3</b>	<b>22</b>
<b>Total equity</b>	<b>4</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>14</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Direct Sellers (SIC 6921)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	87				
Low sales value (\$000's)	(1)	(1)	47	164	275
High sales value (\$000's)	(1)	47	164	275	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	3.0	1.1	2.9	3.2	4.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	0.1	1.1	11.9	-8.4	0.9
Interest coverage ratio (times)	10.5	-17.0	-8.8	44.7	8.5
Debt ratio (times)	0.7	0.7	0.6	0.7	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	87	160	339
High sales value (\$000's)	(1)	87	160	339	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	2	3	9	-11	13
Depreciation	6	1	2	2	17
Other	-1	-3	4	-2	-
<b>Dividends</b>	-2	-3	-	-	-3
<b>Investment activities</b>					
Disposal of fixed assets	-	-	1	-	-
Purchase of fixed assets	-7	-1	-1	-1	-24
Increase in investment	-4	-5	-	-	-10
Decrease in investment	-	1	-	-	-
<b>Financing activities</b>					
Increase in long term debt	7	3	-	-	24
Repayment of long term debt	-4	-2	-	-1	-13
Loans from shareholders	5	4	-	7	7
Repayment of loans from shareholders	-5	-	-12	-2	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-1	-	-	-	-4
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-2	4	-6	-1
<b>Cash &amp; equivalents-Beginning of the year</b>	4	1	15	-7	12
<b>Cash &amp; equivalents - End of the year</b>	2	-1	20	-13	12

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Direct Sellers (SIC 6921)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>399</b>	<b>43,095</b>	<b>3,759</b>	<b>105</b>	<b>164</b>
less than 20	353	12,460	1,028	102	158
20 - 99	29	10,975	922	1	6
100 - 499	9	11,468	1,029	1	-
500 and over	8	8,192	780	1	-
<b>1986</b>					
<b>Total</b>	<b>841</b>	<b>66,807</b>	<b>4,847</b>	<b>241</b>	<b>...</b>
less than 20	781	24,767	1,761	226	...
20 - 99	48	18,263	1,317	12	...
100 - 499	6	13,878	1,004	1	...
500 and over	6	9,899	765	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,418</b>				
Average sales \$	77,600	13,171	22,717	49,403	225,109
Average expense \$	72,144	12,663	20,766	43,070	212,075
Average net profit (loss) \$	5,456	508	1,951	6,333	13,034
<b>Businesses reporting a profit (No.)</b>	<b>1,068</b>				
Average sales \$	77,549	13,021	22,635	50,455	224,083
Average expense \$	68,426	9,177	16,413	40,226	207,886
Average net profit \$	9,123	3,844	6,222	10,229	16,197
<b>Businesses reporting a loss (No.)</b>	<b>350</b>				
Average sales \$	78,861	13,358	22,833	46,473	232,780
Average expense \$	84,574	16,993	26,935	50,993	243,374
Average net loss \$	-5,713	-3,635	-4,102	-4,520	-10,594
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,250</b>				
Average sales \$	84,704	13,565	24,323	56,281	244,646
Average expense \$	77,591	11,750	20,121	50,217	228,274
Average net profit (loss) \$	7,113	1,815	4,202	6,064	16,372
<b>Businesses reporting a profit (No.)</b>	<b>1,016</b>				
Average sales \$	85,742	13,640	24,768	56,192	248,368
Average expense \$	75,153	9,513	17,049	45,938	228,112
Average net profit \$	10,589	4,127	7,719	10,254	20,256
<b>Businesses reporting a loss (No.)</b>	<b>234</b>				
Average sales \$	77,610	13,435	23,214	56,604	217,187
Average expense \$	84,668	15,614	27,765	65,822	229,471
Average net loss \$	-7,058	-2,179	-4,551	-9,218	-12,284
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,161</b>				
Average sales \$	88,446	13,347	24,177	54,709	261,549
Average expense \$	81,695	12,107	20,929	48,709	245,034
Average net profit (loss) \$	6,751	1,240	3,248	6,000	16,515
<b>Businesses reporting a profit (No.)</b>	<b>956</b>				
Average sales \$	88,782	13,309	24,174	55,490	262,156
Average expense \$	78,061	9,750	16,454	44,762	241,279
Average net profit \$	10,721	3,559	7,720	10,728	20,877
<b>Businesses reporting a loss (No.)</b>	<b>205</b>				
Average sales \$	86,516	13,457	24,183	52,458	255,965
Average expense \$	97,193	19,070	30,042	60,073	279,586
Average net loss \$	-10,677	-5,613	-5,859	-7,615	-23,621

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$20,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	1,685									
Low sales value (\$000's)	(1)	(1)	26	62	160					
High sales value (\$000's)	(1)	26	62	160	(1)					

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	<b>28.2</b>	<b>32.1</b>	<b>30.6</b>	<b>25.7</b>	<b>24.4</b>	<b>97.0</b>	<b>29.1</b>	<b>33.9</b>	<b>31.7</b>	<b>26.3</b>	<b>24.7</b>
Depreciation	14.3	17.5	18.0	11.5	10.1	85.7	16.6	22.5	20.4	13.6	10.9
Repairs & maintenance	6.4	6.7	5.8	6.8	6.5	70.9	9.1	11.5	8.9	9.0	7.6
Heat, light & telephone	6.2	6.6	5.6	5.8	6.9	65.1	9.5	12.6	9.3	8.3	8.9
Rent	1.3	1.4	1.3	1.6	0.9	11.7	11.0	19.1	12.9	16.2	4.5
<b>Personnel expenses</b>	<b>11.2</b>	<b>8.7</b>	<b>10.4</b>	<b>12.7</b>	<b>13.2</b>	<b>44.0</b>	<b>25.5</b>	<b>38.2</b>	<b>32.1</b>	<b>23.3</b>	<b>19.9</b>
<b>Financial expenses</b>	<b>35.6</b>	<b>36.0</b>	<b>39.3</b>	<b>34.7</b>	<b>32.3</b>	<b>98.5</b>	<b>36.1</b>	<b>37.2</b>	<b>39.7</b>	<b>34.7</b>	<b>32.9</b>
Interest & bank charges	28.4	25.9	32.4	28.4	27.1	90.3	31.5	32.3	34.8	30.3	28.7
Professional fees	7.1	10.1	6.9	6.4	5.2	93.6	7.6	11.5	7.3	6.7	5.4
<b>Other expenses</b>	<b>19.3</b>	<b>23.1</b>	<b>18.0</b>	<b>18.2</b>	<b>17.8</b>	<b>97.4</b>	<b>19.8</b>	<b>24.0</b>	<b>18.6</b>	<b>18.6</b>	<b>18.0</b>
<b>Profit (loss)</b>	<b>5.7</b>	<b>0.1</b>	<b>1.7</b>	<b>8.7</b>	<b>12.2</b>	<b>93.2</b>	<b>6.1</b>	<b>0.1</b>	<b>1.8</b>	<b>9.4</b>	<b>12.2</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 751 - Operators of Buildings and Dwellings

Businesses primarily engaged in the operating or in owning and operating buildings and dwellings.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Operators of Buildings and Dwellings (SIC 751)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,685				
Low sales value (\$000's)	(1)	(1)	26	62	160
High sales value (\$000's)	(1)	26	62	160	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	30	4	18	30	67
Accounts and notes receivable	18	4	5	13	48
Inventory	12	2	3	9	32
Other current assets	23	6	8	9	69
Total current assets	82	17	34	62	215
Fixed assets	575	145	232	420	1,500
Less: Accum. dep. on fixed assets	104	19	38	69	290
Other assets	97	62	31	72	224
<b>Total assets</b>	<b>650</b>	<b>204</b>	<b>259</b>	<b>485</b>	<b>1,649</b>
<b>Liabilities and equity</b>					
Current loans	55	20	41	41	117
Other current liabilities	37	12	14	27	94
Total current liabilities	91	31	55	68	211
Mortgages payable	240	37	64	157	700
Long term debt	165	59	89	144	366
Other liabilities	23	5	4	14	68
<b>Total liabilities</b>	<b>519</b>	<b>133</b>	<b>212</b>	<b>383</b>	<b>1,345</b>
<b>Total equity</b>	<b>131</b>	<b>71</b>	<b>47</b>	<b>102</b>	<b>304</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Operators of Buildings and Dwellings (SIC 751)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,569				
Low sales value (\$000's)	(1)	(1)	28	64	165
High sales value (\$000's)	(1)	28	64	165	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	4.0	2.7	6.7	3.6	2.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	...	...	5.2	-40.4	-24.9
Interest coverage ratio (times)	54.9	18.8	28.4	89.9	77.3
Debt ratio (times)	0.9	1.1	0.8	0.9	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Operators of Buildings and Dwellings (SIC 751)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	873				
Low sales value (\$000's)	(1)	(1)	28	62	158
High sales value (\$000's)	(1)	28	62	158	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	21	-6	6	18	65
Depreciation	16	5	7	14	41
Other	-5	5	-4	-9	-13
<b>Dividends</b>	<b>-14</b>	<b>-1</b>	<b>-12</b>	<b>-7</b>	<b>-34</b>
<b>Investment activities</b>					
Disposal of fixed assets	35	2	13	57	66
Purchase of fixed assets	-53	-11	-35	-54	-111
Increase in investment	-28	-2	-1	-18	-90
Decrease in investment	16	5	5	5	49
<b>Financing activities</b>					
Increase in long term debt	65	12	33	32	182
Repayment of long term debt	-55	-13	-27	-33	-145
Loans from shareholders	26	10	25	11	58
Repayment of loans from shareholders	-27	-6	-16	-10	-75
Advances & loans from government	-	-	-	-	-
Increase in equity	7	-	13	2	12
Decrease in equity	-3	-	-5	-2	-5
Other	1	-1	1	-1	6
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>4</b>	<b>-1</b>	<b>3</b>	<b>5</b>	<b>8</b>
Cash & equivalents-Beginning of the year	22	9	27	14	38
Cash & equivalents - End of the year	26	9	29	20	46

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Operators of Buildings and Dwellings (SIC 751)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>15,643</b>	<b>1,640,991</b>	<b>93,118</b>	<b>2,051</b>	<b>2,336</b>
less than 20	14,722	638,029	35,946	1,980	2,261
20 - 99	679	401,678	23,096	57	52
100 - 499	168	299,564	16,907	11	20
500 and over	74	301,720	17,169	3	3
<b>1986</b>					
<b>Total</b>	<b>20,912</b>	<b>2,250,523</b>	<b>106,196</b>	<b>3,344</b>	<b>...</b>
less than 20	19,817	919,115	43,225	3,202	...
20 - 99	798	542,066	25,690	105	...
100 - 499	223	434,107	20,635	35	...
500 and over	74	355,235	16,646	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, Operators of Buildings and Dwellings (SIC 751)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,763</b>				
Average sales \$	143,492	18,046	40,871	88,278	426,773
Average expense \$	118,039	16,923	31,416	78,450	345,366
Average net profit (loss) \$	25,453	1,123	9,455	9,828	81,407
<b>Businesses reporting a profit (No.)</b>	<b>1,211</b>				
Average sales \$	145,966	18,048	41,341	88,572	435,902
Average expense \$	94,191	12,282	21,653	58,636	284,193
Average net profit \$	51,775	5,766	19,688	29,936	151,709
<b>Businesses reporting a loss (No.)</b>	<b>552</b>				
Average sales \$	137,077	18,041	39,715	87,817	402,733
Average expense \$	174,537	26,670	55,463	109,574	506,440
Average net loss \$	-37,460	-8,629	-15,748	-21,757	-103,707
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,716</b>				
Average sales \$	137,745	17,267	37,858	84,793	411,062
Average expense \$	110,489	18,911	27,043	60,649	395,351
Average net profit (loss) \$	27,256	-1,644	10,815	24,144	75,711
<b>Businesses reporting a profit (No.)</b>	<b>1,205</b>				
Average sales \$	142,972	17,691	37,804	86,258	430,136
Average expense \$	88,737	9,324	15,382	42,253	287,387
Average net profit \$	54,235	7,767	22,422	44,005	142,749
<b>Businesses reporting a loss (No.)</b>	<b>511</b>				
Average sales \$	125,520	16,402	37,974	81,520	366,185
Average expense \$	159,952	37,272	52,578	101,756	448,200
Average net loss \$	-34,432	-20,870	-14,604	-20,236	-82,015
<b>1986</b>					
<b>Number of observations in sample</b>	<b>2,502</b>				
Average sales \$	146,504	17,643	41,876	97,014	429,481
Average expense \$	134,253	19,171	41,352	96,421	380,066
Average net profit (loss) \$	12,251	-1,528	524	593	49,415
<b>Businesses reporting a profit (No.)</b>	<b>1,603</b>				
Average sales \$	147,112	17,341	41,424	96,321	433,360
Average expense \$	111,702	12,691	31,343	73,393	329,381
Average net profit \$	35,410	4,650	10,081	22,928	103,979
<b>Businesses reporting a loss (No.)</b>	<b>899</b>				
Average sales \$	144,838	17,981	42,473	98,268	420,628
Average expense \$	178,693	26,442	54,561	138,033	495,734
Average net loss \$	-33,855	-8,461	-12,088	-39,765	-75,106

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	826													
Low sales value (\$000's)	(1)	(1)	30	63	177									
High sales value (\$000's)	(1)	30	63	177	(1)									

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	28.3	27.9	31.0	29.2	25.1	96.5	29.3	31.2	32.0	29.4	25.1
Depreciation	16.5	17.1	22.4	12.8	13.6	89.1	18.5	21.0	24.6	14.3	14.4
Repairs & maintenance	4.9	3.6	2.9	7.6	5.4	62.5	7.8	7.3	5.9	10.7	6.8
Heat, light & telephone	4.7	4.4	4.3	5.5	4.4	57.6	8.1	9.9	8.4	7.9	6.9
Rent	2.3	2.8	1.4	3.3	1.7	14.1	16.3	22.2	13.3	30.3	7.7
<b>Personnel expenses</b>	11.1	10.9	10.8	11.3	11.6	39.4	28.2	42.2	37.4	25.8	19.7
<b>Financial expenses</b>	34.0	36.5	33.0	31.7	34.7	98.4	34.5	37.4	33.9	31.7	35.1
Interest & bank charges	26.9	24.3	28.8	26.0	28.5	90.2	29.8	29.0	33.3	27.7	29.6
Professional fees	7.0	12.2	4.1	5.7	6.1	93.2	7.5	19.3	4.8	5.9	6.2
<b>Other expenses</b>	18.3	20.9	18.7	18.6	15.0	95.8	19.1	21.7	20.9	18.7	15.3
<b>Profit (loss)</b>	8.4	3.9	6.6	9.2	13.6	95.1	8.8	4.5	6.8	9.4	13.8
<b>Total</b>	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7512 - Operators of Non-Residential Buildings

Businesses primarily engaged in operating, or owning and operating buildings and dwellings such as: arena operating, conference/convention centre operating, leasing non-residential buildings, meeting hall operating, office building rental, real estate operating - non-residential buildings, shopping centre operating, stadium operating and theatre building operating.

TABLE 2. Balance sheet profile for 1986

## Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	826				
Low sales value (\$000's)	(1)	(1)	30	63	177
High sales value (\$000's)	(1)	30	63	177	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	26	6	14	32	50
Accounts and notes receivable	20	7	11	7	52
Inventory	1	1	1	1	2
Other current assets	23	6	6	11	67
Total current assets	69	20	31	51	172
Fixed assets	655	160	237	450	1,734
Less: Accum. dep. on fixed assets	124	26	52	87	324
Other assets	103	14	68	88	235
<b>Total assets</b>	<b>703</b>	<b>169</b>	<b>285</b>	<b>503</b>	<b>1,817</b>
<b>Liabilities and equity</b>					
Current loans	55	23	36	42	116
Other current liabilities	39	16	14	25	97
Total current liabilities	93	39	50	67	213
Mortgages payable	260	37	64	154	769
Long term debt	187	59	73	161	446
Other liabilities	21	4	6	8	67
<b>Total liabilities</b>	<b>562</b>	<b>138</b>	<b>194</b>	<b>390</b>	<b>1,495</b>
<b>Total equity</b>	<b>141</b>	<b>30</b>	<b>92</b>	<b>113</b>	<b>322</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	791				
Low sales value (\$000's)	(1)	(1)	31	66	177
High sales value (\$000's)	(1)	31	66	177	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	4.4	2.5	8.5	4.9	1.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.2	-43.7	14.9	30.3	1.3
Interest coverage ratio (times)	85.7	54.1	20.5	131.7	129.2
Debt ratio (times)	0.9	0.7	0.9	1.0	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Operators of Non-Residential Buildings (SIC 7512)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	470				
Low sales value (\$000's)	(1)	(1)	30	66	169
High sales value (\$000's)	(1)	30	66	169	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	25	-	-	7	92
Depreciation	20	4	7	15	52
Other	-19	7	3	-6	-78
<b>Dividends</b>	-13	-1	-4	-6	-43
<b>Investment activities</b>					
Disposal of fixed assets	37	6	8	91	43
Purchase of fixed assets	-64	-9	-30	-95	-123
Increase in investment	-27	-1	-1	-20	-84
Decrease in investment	12	-	5	3	40
<b>Financing activities</b>					
Increase in long term debt	84	18	27	59	233
Repayment of long term debt	-74	-18	-22	-52	-203
Loans from shareholders	31	2	16	14	91
Repayment of loans from shareholders	-24	-9	-12	-15	-61
Advances & loans from government	-	-	-	-	-
Increase in equity	15	-	1	4	55
Decrease in equity	-2	-	-	-1	-7
Other	4	-1	5	-4	15
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>4</b>	<b>-2</b>	<b>4</b>	<b>-6</b>	<b>21</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>9</b>	<b>3</b>	<b>16</b>	<b>15</b>	<b>-</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>13</b>	<b>1</b>	<b>19</b>	<b>9</b>	<b>21</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Operators of Non-Residential Buildings (SIC 7512)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>15,643</b>	<b>1,640,991</b>	<b>93,118</b>	<b>2,051</b>	<b>2,336</b>
less than 20	14,722	638,029	35,946	1,980	2,261
20 - 99	679	401,678	23,096	57	52
100 - 499	168	299,564	16,907	11	20
500 and over	74	301,720	17,169	3	3
<b>1986</b>					
<b>Total</b>	<b>20,912</b>	<b>2,250,523</b>	<b>106,196</b>	<b>3,344</b>	<b>...</b>
less than 20	19,817	919,115	43,225	3,202	...
20 - 99	798	542,066	25,690	105	...
100 - 499	223	434,107	20,635	35	...
500 and over	74	355,235	16,646	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	<b>535</b>				
Average sales \$	158,500	19,026	43,376	98,019	473,578
Average expense \$	120,189	18,623	21,390	96,614	344,130
Average net profit (loss) \$	38,311	403	21,986	1,405	129,448
<b>Businesses reporting a profit (No.)</b>	<b>380</b>				
Average sales \$	155,834	18,964	43,388	97,763	463,222
Average expense \$	89,841	15,127	9,775	77,753	256,710
Average net profit \$	65,993	3,837	33,613	20,010	206,512
<b>Businesses reporting a loss (No.)</b>	<b>155</b>				
Average sales \$	168,011	19,155	43,341	98,401	511,147
Average expense \$	216,595	25,925	54,344	124,817	661,294
Average net loss \$	-48,584	-6,770	-11,003	-26,416	-150,147
<b>1985</b>					
Number of observations in sample	<b>577</b>				
Average sales \$	146,417	18,589	42,076	93,520	431,483
Average expense \$	110,458	8,107	25,852	65,964	341,908
Average net profit (loss) \$	35,959	10,482	16,224	27,556	89,575
<b>Businesses reporting a profit (No.)</b>	<b>411</b>				
Average sales \$	151,316	19,577	42,344	92,540	450,803
Average expense \$	83,493	2,902	4,718	49,801	282,356
Average net profit \$	67,823	16,675	37,626	42,739	168,447
<b>Businesses reporting a loss (No.)</b>	<b>166</b>				
Average sales \$	135,256	16,227	41,664	96,911	386,223
Average expense \$	174,012	34,400	58,290	121,935	481,421
Average net loss \$	-38,756	-18,173	-16,626	-25,024	-95,198
<b>1986</b>					
Number of observations in sample	<b>1,379</b>				
Average sales \$	159,368	19,215	44,616	104,025	469,617
Average expense \$	143,581	19,286	43,858	106,768	404,411
Average net profit (loss) \$	15,787	-71	758	-2,743	65,206
<b>Businesses reporting a profit (No.)</b>	<b>906</b>				
Average sales \$	159,419	19,816	43,243	101,982	472,634
Average expense \$	116,477	14,020	32,810	74,739	344,338
Average net profit \$	42,942	5,796	10,433	27,243	128,296
<b>Businesses reporting a loss (No.)</b>	<b>473</b>				
Average sales \$	158,817	18,503	47,029	107,462	462,273
Average expense \$	200,032	25,535	63,270	160,645	550,676
Average net loss \$	-41,215	-7,032	-16,241	-53,183	-88,403

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**

**Canada, Insurance and Real Estate Agencies (SIC 7611)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	609													
Low sales value (\$000's)	(1)	(1)	50					110					237	
High sales value (\$000's)	(1)	(1)	50	110				237					(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	<b>13.2</b>	<b>18.2</b>	<b>12.6</b>	<b>12.6</b>	<b>9.6</b>	<b>93.2</b>	<b>14.2</b>	<b>21.1</b>	<b>13.4</b>	<b>13.3</b>	<b>9.7</b>
Depreciation	3.2	3.5	3.3	3.5	2.6	79.5	4.0	6.3	4.1	3.9	2.8
Repairs & maintenance	3.0	5.3	3.1	2.3	1.6	77.0	4.0	7.8	4.3	2.7	1.8
Heat, light & telephone	3.3	5.2	2.6	3.2	2.3	82.8	4.0	7.3	3.3	3.6	2.5
Rent	3.7	4.2	3.6	3.7	3.1	68.3	5.4	8.7	5.5	4.9	3.7
<b>Personnel expenses</b>	<b>42.8</b>	<b>20.9</b>	<b>49.1</b>	<b>47.9</b>	<b>53.1</b>	<b>88.5</b>	<b>48.3</b>	<b>33.8</b>	<b>51.0</b>	<b>49.1</b>	<b>54.1</b>
<b>Financial expenses</b>	<b>9.2</b>	<b>13.9</b>	<b>9.7</b>	<b>7.9</b>	<b>5.4</b>	<b>97.4</b>	<b>9.5</b>	<b>15.4</b>	<b>9.7</b>	<b>7.9</b>	<b>5.4</b>
Interest & bank charges	3.3	5.7	2.7	3.2	1.8	85.2	3.9	7.7	3.1	3.6	1.9
Professional fees	5.9	8.2	6.9	4.8	3.6	95.0	6.2	9.6	7.0	4.9	3.7
<b>Other expenses</b>	<b>21.9</b>	<b>28.4</b>	<b>19.2</b>	<b>21.0</b>	<b>19.1</b>	<b>98.2</b>	<b>22.3</b>	<b>30.4</b>	<b>19.2</b>	<b>21.1</b>	<b>19.1</b>
<b>Profit (loss)</b>	<b>12.8</b>	<b>18.5</b>	<b>9.4</b>	<b>10.5</b>	<b>12.8</b>	<b>97.3</b>	<b>13.2</b>	<b>19.8</b>	<b>9.5</b>	<b>10.9</b>	<b>12.8</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 7611 - Insurance and Real Estate Agencies**

Businesses primarily engaged in either the selling of insurance and pension products as an independent agent or broker or dealing in real estate such as buying and selling for others, managing and appraising real estate for others or whose activities encompass both fields such as: real estate appraisal services, independent insurance claim adjusters, insurance agents and brokers, insurance and real estate agencies, insurance broker services and real estate agencies.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Insurance and Real Estate Agencies (SIC 7611)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	609				
Low sales value (\$000's)	(1)	(1)	50	110	237
High sales value (\$000's)	(1)	50	110	237	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	38	4	19	34	94
Accounts and notes receivable	48	3	20	46	121
Inventory	4	2	-	1	12
Other current assets	20	4	5	13	58
Total current assets	109	12	44	95	285
Fixed assets	52	20	19	44	127
Less: Accum. dep. on fixed assets	17	8	7	12	41
Other assets	49	10	18	38	129
<b>Total assets</b>	<b>194</b>	<b>34</b>	<b>74</b>	<b>164</b>	<b>500</b>
<b>Liabilities and equity</b>					
Current loans	19	9	9	14	42
Other current liabilities	73	8	34	67	184
Total current liabilities	92	16	43	81	225
Mortgages payable	15	8	4	14	32
Long term debt	22	6	9	11	60
Other liabilities	15	-	2	10	48
<b>Total liabilities</b>	<b>143</b>	<b>31</b>	<b>59</b>	<b>116</b>	<b>365</b>
<b>Total equity</b>	<b>50</b>	<b>3</b>	<b>15</b>	<b>48</b>	<b>135</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Insurance and Real Estate Agencies (SIC 7611)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	411				
Low sales value (\$000's)	(1)	(1)	66	144	290
High sales value (\$000's)	(1)	66	144	290	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.1	1.8	2.1	2.5	2.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	49.4	-5.9	15.3	10.2	177.7
Interest coverage ratio (times)	44.9	62.9	23.4	87.9	6.2
Debt ratio (times)	1.1	1.6	1.1	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Insurance and Real Estate Agencies (SIC 7611)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	327				
Low sales value (\$000's)	(1)	(1)	77	146	304
High sales value (\$000's)	(1)	77	146	304	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	25	15	6	19	62
Depreciation	8	2	4	8	17
Other	-	-1	-	-1	-
<b>Dividends</b>	<b>-9</b>	<b>-1</b>	<b>-7</b>	<b>-9</b>	<b>-17</b>
<b>Investment activities</b>					
Disposal of fixed assets	7	3	12	6	5
Purchase of fixed assets	-15	-8	-4	-17	-31
Increase in investment	-9	-7	-1	-9	-22
Decrease in investment	3	2	1	3	8
<b>Financing activities</b>					
Increase in long term debt	8	2	1	7	22
Repayment of long term debt	-8	-1	-10	-5	-18
Loans from shareholders	6	5	2	4	13
Repayment of loans from shareholders	-7	-5	-4	-6	-14
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	5
Decrease in equity	-1	-1	-	-	-2
Other	-	-	-1	-1	2
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>8</b>	<b>5</b>	<b>-1</b>	<b>-1</b>	<b>29</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>43</b>	<b>3</b>	<b>26</b>	<b>56</b>	<b>85</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>51</b>	<b>8</b>	<b>25</b>	<b>55</b>	<b>115</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Insurance and Real Estate Agencies (SIC 7611)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>11,668</b>	<b>1,684,627</b>	<b>86,873</b>	<b>1,620</b>	<b>1,774</b>
less than 20	10,808	699,964	36,054	1,549	1,720
20 - 99	627	390,611	20,224	62	39
100 - 499	149	235,495	12,078	3	12
500 and over	84	358,557	18,517	6	3
<b>1986</b>					
<b>Total</b>	<b>16,338</b>	<b>2,895,693</b>	<b>123,574</b>	<b>2,539</b>	<b>...</b>
less than 20	15,115	1,070,551	45,964	2,437	...
20 - 99	917	711,742	30,029	82	...
100 - 499	213	481,245	20,269	18	...
500 and over	93	632,155	27,312	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
 (2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,057</b>				
Average sales \$	179,988	23,596	65,666	139,981	490,710
Average expense \$	158,033	18,648	54,273	120,092	439,117
Average net profit (loss) \$	21,955	4,948	11,393	19,889	51,593
<b>Businesses reporting a profit (No.)</b>	<b>852</b>				
Average sales \$	180,641	23,669	65,134	137,692	496,069
Average expense \$	147,970	13,098	48,801	108,390	421,589
Average net profit \$	32,671	10,571	16,333	29,302	74,480
<b>Businesses reporting a loss (No.)</b>	<b>205</b>				
Average sales \$	177,010	23,409	67,695	149,026	467,910
Average expense \$	196,957	32,680	75,130	166,338	513,680
Average net loss \$	-19,947	-9,271	-7,435	-17,312	-45,770
<b>1985</b>					
<b>Number of observations in sample</b>	<b>931</b>				
Average sales \$	199,555	28,049	73,146	156,298	540,725
Average expense \$	178,214	21,838	67,943	134,928	488,147
Average net profit (loss) \$	21,341	6,211	5,203	21,370	52,578
<b>Businesses reporting a profit (No.)</b>	<b>751</b>				
Average sales \$	201,136	27,767	73,509	154,724	548,544
Average expense \$	167,352	14,930	58,223	120,712	475,541
Average net profit \$	33,784	12,837	15,286	34,012	73,003
<b>Businesses reporting a loss (No.)</b>	<b>180</b>				
Average sales \$	192,250	28,623	71,975	160,641	507,759
Average expense \$	212,662	35,922	99,272	174,159	541,294
Average net loss \$	-20,412	-7,299	-27,297	-13,518	-33,535
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,238</b>				
Average sales \$	213,935	27,068	80,618	173,450	574,602
Average expense \$	190,498	21,437	70,181	156,622	513,750
Average net profit (loss) \$	23,437	5,631	10,437	16,828	60,852
<b>Businesses reporting a profit (No.)</b>	<b>1,048</b>				
Average sales \$	219,344	26,865	80,545	174,841	595,125
Average expense \$	183,479	15,986	60,438	146,497	510,993
Average net profit \$	35,865	10,879	20,107	28,344	84,132
<b>Businesses reporting a loss (No.)</b>	<b>190</b>				
Average sales \$	192,204	27,639	80,756	169,269	491,152
Average expense \$	209,367	36,735	88,717	187,058	524,959
Average net loss \$	-17,163	-9,096	-7,961	-17,789	-33,807

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	437					
Low sales value (\$000's)	(1)	(1)	20	40	105	
High sales value (\$000's)	(1)	20	40	105	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	<b>16.8</b>	<b>25.2</b>	<b>22.0</b>	<b>9.8</b>	<b>10.3</b>	<b>94.7</b>	<b>17.7</b>	<b>25.8</b>	<b>24.4</b>	<b>10.7</b>	<b>10.4</b>
Depreciation	9.9	15.3	14.6	5.2	4.9	83.0	11.9	18.3	20.3	6.1	5.3
Repairs & maintenance	1.4	0.8	2.4	1.0	1.3	35.0	3.9	2.7	5.6	3.1	3.8
Heat, light & telephone	1.7	2.2	2.2	1.1	1.3	61.3	2.7	4.6	3.3	1.8	1.8
Rent	3.8	6.9	2.8	2.6	2.8	53.5	7.1	12.9	7.9	4.8	4.1
<b>Personnel expenses</b>	<b>27.8</b>	<b>18.0</b>	<b>18.3</b>	<b>37.4</b>	<b>37.1</b>	<b>66.2</b>	<b>42.0</b>	<b>44.2</b>	<b>38.0</b>	<b>47.9</b>	<b>38.3</b>
<b>Financial expenses</b>	<b>5.4</b>	<b>5.8</b>	<b>5.8</b>	<b>4.8</b>	<b>5.1</b>	<b>91.5</b>	<b>5.9</b>	<b>6.7</b>	<b>6.2</b>	<b>5.2</b>	<b>5.4</b>
Interest & bank charges	2.5	3.8	3.3	1.6	1.3	78.8	3.2	5.6	3.9	2.1	1.5
Professional fees	2.9	2.0	2.5	3.1	3.8	73.2	3.9	3.5	3.7	3.8	4.4
<b>Other expenses</b>	<b>30.1</b>	<b>32.0</b>	<b>28.0</b>	<b>25.1</b>	<b>35.5</b>	<b>99.9</b>	<b>30.2</b>	<b>32.1</b>	<b>28.0</b>	<b>25.2</b>	<b>35.5</b>
<b>Profit (loss)</b>	<b>19.9</b>	<b>19.0</b>	<b>26.0</b>	<b>22.9</b>	<b>12.1</b>	<b>96.6</b>	<b>20.7</b>	<b>19.4</b>	<b>26.0</b>	<b>24.4</b>	<b>12.7</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7721 - Computer Services

Businesses primarily engaged in providing computer facilities on a rental, leasing or time sharing basis and such activities as programming, planning and systems work.

TABLE 2. Balance sheet profile for 1986

## Canada, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	437				
Low sales value (\$000's)	(1)	(1)	20	40	105
High sales value (\$000's)	(1)	20	40	105	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	7	3	1	4	18
Accounts and notes receivable	14	3	2	8	42
Inventory	4	1	-	2	12
Other current assets	5	-	1	1	20
Total current assets	30	7	4	15	92
Fixed assets	35	14	28	16	82
Less: Accum. dep. on fixed assets	15	7	8	8	35
Other assets	10	2	6	3	30
<b>Total assets</b>	<b>60</b>	<b>15</b>	<b>30</b>	<b>26</b>	<b>170</b>
<b>Liabilities and equity</b>					
Current loans	10	2	7	2	28
Other current liabilities	17	4	2	12	51
Total current liabilities	27	6	9	14	79
Mortgages payable	-	-	-	-	-
Long term debt	14	6	15	10	26
Other liabilities	1	-	1	-	5
<b>Total liabilities</b>	<b>43</b>	<b>12</b>	<b>25</b>	<b>24</b>	<b>110</b>
<b>Total equity</b>	<b>18</b>	<b>4</b>	<b>5</b>	<b>2</b>	<b>60</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Computer Services (SIC 7721)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	365				
Low sales value (\$000's)	(1)	(1)	26	59	137
High sales value (\$000's)	(1)	26	59	137	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	8.9	2.0	1.7	26.6	1.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	61.1	73.4	25.3	124.2	17.3
Interest coverage ratio (times)	44.3	-17.2	49.3	51.8	83.6
Debt ratio (times)	1.0	1.3	1.1	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	172				
Low sales value (\$000's)	(1)	(1)	25	56	179
High sales value (\$000's)	(1)	25	56	179	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	-	5	10	24
Depreciation	9	2	5	6	22
Other	-	-	-1	1	-
<b>Dividends</b>	-2	-	-	-4	-4
<b>Investment activities</b>					
Disposal of fixed assets	3	3	2	1	5
Purchase of fixed assets	-14	-7	-3	-6	-40
Increase in investment	-13	-32	-	-2	-20
Decrease in investment	1	-	-	-	3
<b>Financing activities</b>					
Increase in long term debt	3	7	-	4	3
Repayment of long term debt	-4	-2	-4	-2	-9
Loans from shareholders	6	5	3	1	14
Repayment of loans from shareholders	-6	-1	-6	-9	-7
Advances & loans from government	-	-	-	-	1
Increase in equity	8	26	-	-	7
Decrease in equity	-	-1	-	-	-
Other	-1	-	-	-	-3
<b>Increase(decrease) in cash &amp; equivalents</b>	-	-	-	1	-3
<b>Cash &amp; equivalents-Beginning of the year</b>	15	2	1	3	52
<b>Cash &amp; equivalents - End of the year</b>	14	2	2	4	49

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Computer Services (SIC 7721)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>1,976</b>	<b>952,482</b>	<b>33,819</b>	<b>510</b>	<b>852</b>
less than 20	1,703	127,546	4,329	481	797
20 - 99	164	112,707	4,042	20	28
100 - 499	73	138,431	5,232	9	25
500 and over	36	573,798	20,216	-	2
<b>1986</b>					
<b>Total</b>	<b>4,364</b>	<b>1,578,073</b>	<b>53,790</b>	<b>1,231</b>	<b>...</b>
less than 20	3,825	270,121	9,122	1,145	...
20 - 99	369	260,034	8,958	67	...
100 - 499	125	255,705	8,663	15	...
500 and over	45	792,213	27,047	4	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	151				
Average sales \$	191,664	22,906	50,678	121,584	571,487
Average expense \$	173,230	19,876	45,653	95,080	532,311
Average net profit (loss) \$	18,434	3,030	5,025	26,504	39,176
<b>Businesses reporting a profit (No.)</b>	<b>114</b>				
Average sales \$	188,275	23,609	46,009	122,364	561,117
Average expense \$	155,145	16,879	34,870	87,910	480,920
Average net profit \$	33,130	6,730	11,139	34,454	80,197
<b>Businesses reporting a loss (No.)</b>	<b>37</b>				
Average sales \$	204,441	21,399	65,267	116,933	614,165
Average expense \$	246,834	26,300	79,347	137,876	743,812
Average net loss \$	-42,393	-4,901	-14,080	-20,943	-129,647
<b>1985</b>					
Number of observations in sample	124				
Average sales \$	190,569	16,757	56,663	115,219	573,638
Average expense \$	181,934	29,443	57,750	91,628	548,914
Average net profit (loss) \$	8,635	-12,686	-1,087	23,591	24,724
<b>Businesses reporting a profit (No.)</b>	<b>96</b>				
Average sales \$	187,130	20,369	57,055	114,285	556,812
Average expense \$	159,792	16,378	45,468	84,708	492,613
Average net profit \$	27,338	3,991	11,587	29,577	64,199
<b>Businesses reporting a loss (No.)</b>	<b>28</b>				
Average sales \$	212,277	14,183	53,458	121,449	660,016
Average expense \$	293,182	38,754	158,266	137,763	837,945
Average net loss \$	-80,905	-24,571	-104,808	-16,314	-177,929
<b>1986</b>					
Number of observations in sample	576				
Average sales \$	128,181	13,925	28,481	64,091	406,226
Average expense \$	111,544	10,343	19,993	47,283	368,558
Average net profit (loss) \$	16,637	3,582	8,488	16,808	37,668
<b>Businesses reporting a profit (No.)</b>	<b>443</b>				
Average sales \$	119,824	13,845	27,697	64,148	373,604
Average expense \$	94,965	8,570	14,153	44,185	312,951
Average net profit \$	24,859	5,275	13,544	19,963	60,653
<b>Businesses reporting a loss (No.)</b>	<b>133</b>				
Average sales \$	178,452	14,254	30,688	63,669	605,197
Average expense \$	207,990	17,655	36,409	70,183	707,713
Average net loss \$	-29,538	-3,401	-5,721	-6,514	-102,516

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes





**TABLE 2. Balance sheet profile for 1986**  
**Canada, Management Consulting Services (SIC 7771)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	578				
Low sales value (\$000's)	(1)	(1)	18	34	82
High sales value (\$000's)	(1)	18	34	82	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	13	2	1	6	41
Accounts and notes receivable	13	1	2	4	44
Inventory	1	-	-	-	3
Other current assets	9	1	2	4	29
Total current assets	35	4	5	14	117
Fixed assets	25	1	7	15	78
Less: Accum. dep. on fixed assets	6	1	2	3	18
Other assets	37	3	6	32	107
<b>Total assets</b>	<b>92</b>	<b>7</b>	<b>16</b>	<b>57</b>	<b>284</b>
<b>Liabilities and equity</b>					
Current loans	11	1	3	7	31
Other current liabilities	16	1	4	6	52
Total current liabilities	26	3	7	13	83
Mortgages payable	9	-	1	4	29
Long term debt	19	6	2	18	51
Other liabilities	1	-	-	-	4
<b>Total liabilities</b>	<b>55</b>	<b>9</b>	<b>10</b>	<b>35</b>	<b>166</b>
<b>Total equity</b>	<b>36</b>	<b>-2</b>	<b>6</b>	<b>22</b>	<b>118</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Management Consulting Services (SIC 7771)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	315				
Low sales value (\$000's)	(1)	(1)	35	68	162
High sales value (\$000's)	(1)	35	68	162	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	4.2	4.6	6.5	3.2	2.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	59.8	82.6	-1.4	136.3	22.5
Interest coverage ratio (times)	177.9	-50.6	158.6	...	177.3
Debt ratio (times)	13.7	53.3	1.0	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Management Consulting Services (SIC 7771)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	147				
Low sales value (\$000's)	(1)	(1)	44	83	178
High sales value (\$000's)	(1)	44	83	178	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	23	5	5	15	66
Depreciation	5	1	3	3	11
Other	-	-2	-10	15	-2
<b>Dividends</b>	<b>-19</b>	<b>-9</b>	<b>-2</b>	<b>-24</b>	<b>-40</b>
<b>Investment activities</b>					
Disposal of fixed assets	4	1	-	1	13
Purchase of fixed assets	-10	-	-18	-5	-13
Increase in investment	-12	-12	-	-2	-35
Decrease in investment	8	13	3	7	12
<b>Financing activities</b>					
Increase in long term debt	33	-	16	1	108
Repayment of long term debt	-3	-	-	-4	-5
Loans from shareholders	8	3	5	7	17
Repayment of loans from shareholders	-39	-3	-3	-14	-130
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	2
Decrease in equity	-2	-	-1	-5	-4
Other	2	5	3	1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>-1</b>	<b>1</b>	<b>-</b>	<b>-4</b>	<b>-2</b>
Cash & equivalents-Beginning of the year	23	7	8	-	74
Cash & equivalents - End of the year	22	8	8	-5	72

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Management Consulting Services (SIC 7771)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>7,276</b>	<b>712,317</b>	<b>35,682</b>	<b>1,489</b>	<b>1,884</b>
less than 20	6,905	360,989	17,349	1,429	1,765
20 - 99	282	165,067	7,998	50	87
100 - 499	66	100,576	5,062	5	21
500 and over	23	85,685	5,273	5	11
<b>1986</b>					
<b>Total</b>	<b>12,575</b>	<b>1,402,896</b>	<b>55,926</b>	<b>3,036</b>	<b>...</b>
less than 20	11,925	677,724	26,439	2,920	...
20 - 99	507	330,559	13,308	95	...
100 - 499	99	176,388	7,406	16	...
500 and over	44	218,225	8,773	5	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
 (2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,407</b>				
Average sales \$	102,947	14,078	29,219	66,477	302,012
Average expense \$	76,245	4,991	13,928	39,686	246,376
Average net profit (loss) \$	26,702	9,087	15,291	26,791	55,636
<b>Businesses reporting a profit (No.)</b>	<b>1,272</b>				
Average sales \$	103,852	14,062	29,073	66,010	306,264
Average expense \$	69,710	2,663	10,575	32,316	233,284
Average net profit \$	34,142	11,399	18,498	33,694	72,980
<b>Businesses reporting a loss (No.)</b>	<b>135</b>				
Average sales \$	98,951	14,185	30,326	69,179	282,114
Average expense \$	112,363	20,153	39,335	82,327	307,636
Average net loss \$	-13,412	-5,968	-9,009	-13,148	-25,522
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,151</b>				
Average sales \$	98,386	13,633	26,648	59,740	293,524
Average expense \$	73,119	4,972	13,578	42,147	231,779
Average net profit (loss) \$	25,267	8,661	13,070	17,593	61,745
<b>Businesses reporting a profit (No.)</b>	<b>1,048</b>				
Average sales \$	99,513	13,675	26,743	60,807	296,825
Average expense \$	67,519	3,677	10,018	37,719	218,662
Average net profit \$	31,994	9,998	16,725	23,088	78,163
<b>Businesses reporting a loss (No.)</b>	<b>103</b>				
Average sales \$	92,099	13,176	26,045	54,436	274,739
Average expense \$	106,494	19,120	36,285	64,147	306,424
Average net loss \$	-14,395	-5,944	-10,240	-9,711	-31,685
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,495</b>				
Average sales \$	81,426	12,603	22,736	47,545	242,820
Average expense \$	58,635	3,927	8,379	27,327	194,907
Average net profit (loss) \$	22,791	8,676	14,357	20,218	47,913
<b>Businesses reporting a profit (No.)</b>	<b>1,356</b>				
Average sales \$	82,163	12,550	22,634	46,869	246,598
Average expense \$	52,670	2,022	6,349	21,047	181,260
Average net profit \$	29,493	10,528	16,285	25,822	65,338
<b>Businesses reporting a loss (No.)</b>	<b>139</b>				
Average sales \$	77,894	13,044	23,740	50,780	224,012
Average expense \$	92,108	19,740	28,436	57,407	262,850
Average net loss \$	-14,214	-6,696	-4,696	-6,627	-38,838

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	428													
Low sales value (\$000's)	(1)	(1)	114	302	625									
High sales value (\$000's)	(1)	114	302	625	(1)									

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	<b>16.2</b>	<b>20.9</b>	<b>15.4</b>	<b>16.2</b>	<b>12.5</b>	<b>100.0</b>	<b>16.2</b>	<b>20.9</b>	<b>15.4</b>	<b>16.2</b>	<b>12.5</b>
Depreciation	4.9	4.0	5.5	6.0	4.1	83.6	5.8	7.9	5.9	6.3	4.3
Repairs & maintenance	3.9	5.5	3.1	3.3	3.7	99.2	3.9	5.6	3.1	3.4	3.7
Heat, light & telephone	6.3	9.9	5.9	5.3	4.3	99.3	6.4	10.0	5.9	5.4	4.3
Rent	1.1	1.6	0.9	1.6	0.4	11.7	9.6	20.8	6.8	12.8	3.2
<b>Personnel expenses</b>	<b>21.5</b>	<b>14.7</b>	<b>22.6</b>	<b>23.4</b>	<b>25.1</b>	<b>95.0</b>	<b>22.6</b>	<b>17.9</b>	<b>22.6</b>	<b>23.7</b>	<b>25.2</b>
<b>Financial expenses</b>	<b>9.9</b>	<b>12.1</b>	<b>8.3</b>	<b>10.5</b>	<b>8.7</b>	<b>99.7</b>	<b>9.9</b>	<b>12.2</b>	<b>8.3</b>	<b>10.5</b>	<b>8.7</b>
Interest & bank charges	8.1	9.9	6.9	8.3	7.4	97.0	8.3	10.9	7.1	8.3	7.4
Professional fees	1.8	2.2	1.4	2.2	1.3	96.7	1.8	2.3	1.5	2.3	1.3
<b>Other expenses</b>	<b>49.7</b>	<b>43.4</b>	<b>53.5</b>	<b>50.3</b>	<b>51.6</b>	<b>100.0</b>	<b>49.7</b>	<b>43.4</b>	<b>53.5</b>	<b>50.3</b>	<b>51.6</b>
<b>Profit (loss)</b>	<b>2.7</b>	<b>8.9</b>	<b>0.2</b>	<b>-0.4</b>	<b>2.0</b>	<b>98.1</b>	<b>2.7</b>	<b>8.9</b>	<b>0.2</b>	<b>-0.4</b>	<b>2.1</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9111 - Hotels and Motor Hotels

Business primarily engaged in providing short term accommodation to the public with or without food, beverage and other services. A hotel-type room has access only from the interior of the building and a motel-hotel type room has access from both the interior and exterior.

TABLE 2. Balance sheet profile for 1986

## Canada, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	428	(1)	114	302	625
Low sales value (\$000's)	(1)	114	302	625	(1)
High sales value (\$000's)	(1)				
Average (\$000's)					
<b>Assets</b>					
Cash	31	2	10	41	69
Accounts and notes receivable	15	-	5	5	50
Inventory	11	2	5	11	24
Other current assets	7	3	1	5	19
Total current assets	64	8	22	62	162
Fixed assets	496	130	213	539	1,097
Less: Accum. dep. on fixed assets	133	19	77	142	294
Other assets	51	2	29	30	143
<b>Total assets</b>	<b>477</b>	<b>121</b>	<b>186</b>	<b>488</b>	<b>1,107</b>
<b>Liabilities and equity</b>					
Current loans	39	4	12	46	93
Other current liabilities	40	5	17	41	97
Total current liabilities	79	10	29	87	189
Mortgages payable	143	37	37	97	398
Long term debt	154	41	76	191	305
Other liabilities	15	1	3	13	42
<b>Total liabilities</b>	<b>391</b>	<b>90</b>	<b>146</b>	<b>388</b>	<b>934</b>
<b>Total equity</b>	<b>86</b>	<b>31</b>	<b>40</b>	<b>100</b>	<b>173</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Hotels and Motor Hotels (SIC 9111)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	199	(1)	250	426	818
Low sales value (\$000's)	(1)	250	426	818	(1)
High sales value (\$000's)	(1)				
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.7	1.1	2.2	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	106.1	16.6	23.8	...	-216.6
Interest coverage ratio (times)	7.2	-3.6	2.4	6.3	23.3
Debt ratio (times)	0.8	0.9	0.8	0.8	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	139				
Low sales value (\$000's)	(1)	(1)	278	459	846
High sales value (\$000's)	(1)	278	459	846	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	17	4	-	17	46
Depreciation	30	8	21	29	60
Other	-9	3	11	-18	-31
<b>Dividends</b>	-7	-5	-4	-5	-12
<b>Investment activities</b>					
Disposal of fixed assets	33	12	77	1	43
Purchase of fixed assets	-57	-2	-100	-66	-58
Increase in investment	-7	-	-11	-4	-11
Decrease in investment	3	-	3	2	9
<b>Financing activities</b>					
Increase in long term debt	48	2	72	76	39
Repayment of long term debt	-46	-9	-70	-39	-64
Loans from shareholders	12	1	11	11	24
Repayment of loans from shareholders	-18	-3	-8	-7	-55
Advances & loans from government	-	-	-	1	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-	-1	-	-3
Other	-1	-	-2	-	-2
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	11	-2	-2	-16
<b>Cash &amp; equivalents-Beginning of the year</b>	32	-4	10	62	60
<b>Cash &amp; equivalents - End of the year</b>	30	7	8	60	44

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Hotels and Motor Hotels (SIC 9111)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>3,058</b>	<b>1,015,619</b>	<b>101,755</b>	<b>307</b>	<b>447</b>
less than 20	2,146	136,807	13,752	243	346
20 - 99	701	301,335	29,672	45	69
100 - 499	139	220,845	22,417	15	25
500 and over	72	356,632	35,914	4	7
<b>1986</b>					
<b>Total</b>	<b>4,231</b>	<b>1,427,167</b>	<b>129,021</b>	<b>687</b>	<b>...</b>
less than 20	3,006	179,974	16,213	511	...
20 - 99	900	386,204	34,767	115	...
100 - 499	221	346,075	31,221	44	...
500 and over	104	514,914	46,820	17	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Hotels and Motor Hotels (SIC 9111)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>723</b>				
Average sales \$	364,536	41,918	141,606	325,906	948,712
Average expense \$	359,512	38,494	136,439	322,390	940,725
Average net profit (loss) \$	5,024	3,424	5,167	3,516	7,987
<b>Businesses reporting a profit (No.)</b>	<b>493</b>				
Average sales \$	351,121	45,964	129,061	314,287	915,172
Average expense \$	321,309	30,390	110,144	296,526	848,175
Average net profit \$	29,812	15,574	18,917	17,761	66,997
<b>Businesses reporting a loss (No.)</b>	<b>230</b>				
Average sales \$	389,153	36,951	163,681	353,917	1,002,061
Average expense \$	425,956	48,440	182,706	384,742	1,087,934
Average net loss \$	-36,803	-11,489	-19,025	-30,825	-85,873
<b>1985</b>					
<b>Number of observations in sample</b>	<b>647</b>				
Average sales \$	450,477	73,773	218,867	433,743	1,075,523
Average expense \$	417,059	70,284	131,293	419,555	1,047,105
Average net profit (loss) \$	33,418	3,489	87,574	14,188	28,418
<b>Businesses reporting a profit (No.)</b>	<b>453</b>				
Average sales \$	447,788	76,971	216,712	424,524	1,072,944
Average expense \$	374,670	67,389	75,268	385,657	970,365
Average net profit \$	73,118	9,582	141,444	38,867	102,579
<b>Businesses reporting a loss (No.)</b>	<b>194</b>				
Average sales \$	455,286	66,995	224,001	449,180	1,080,968
Average expense \$	506,654	76,419	264,782	476,321	1,209,092
Average net loss \$	-51,368	-9,424	-40,781	-27,141	-128,124
<b>1986</b>					
<b>Number of observations in sample</b>	<b>779</b>				
Average sales \$	431,616	53,364	188,142	414,501	1,070,458
Average expense \$	419,764	51,090	176,436	406,400	1,045,129
Average net profit (loss) \$	11,852	2,274	11,706	8,101	25,329
<b>Businesses reporting a profit (No.)</b>	<b>533</b>				
Average sales \$	439,012	61,114	191,520	431,232	1,072,183
Average expense \$	399,629	53,229	171,995	384,759	988,532
Average net profit \$	39,383	7,885	19,525	46,473	83,651
<b>Businesses reporting a loss (No.)</b>	<b>246</b>				
Average sales \$	419,292	40,052	176,813	393,494	1,066,810
Average expense \$	459,278	47,415	191,333	433,573	1,164,790
Average net loss \$	-39,986	-7,363	-14,520	-40,079	-97,980

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**

**Canada, Motels (SIC 9112)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	270					
Low sales value (\$000's)	(1)	(1)	47	120	234	
High sales value (\$000's)	(1)	47	120	234	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	<b>33.1</b>	<b>45.9</b>	<b>37.3</b>	<b>29.8</b>	<b>21.7</b>	<b>100.0</b>	<b>33.1</b>	<b>45.9</b>	<b>37.3</b>	<b>29.8</b>	<b>21.7</b>
Depreciation	8.2	4.0	9.1	10.4	8.0	78.4	10.4	11.4	11.5	10.9	8.5
Repairs & maintenance	9.0	16.4	8.6	7.7	5.1	98.3	9.2	16.9	8.7	7.7	5.3
Heat, light & telephone	14.1	21.0	17.8	10.7	8.2	99.5	14.2	21.0	17.9	10.7	8.3
Rent	1.8	4.5	1.8	1.0	0.3	11.7	15.0	31.7	23.2	9.9	2.0
<b>Personnel expenses</b>	<b>17.5</b>	<b>8.2</b>	<b>11.1</b>	<b>23.4</b>	<b>25.9</b>	<b>80.1</b>	<b>21.8</b>	<b>17.1</b>	<b>15.5</b>	<b>24.8</b>	<b>25.9</b>
<b>Financial expenses</b>	<b>17.6</b>	<b>19.3</b>	<b>19.6</b>	<b>19.3</b>	<b>12.2</b>	<b>97.7</b>	<b>18.0</b>	<b>19.3</b>	<b>20.3</b>	<b>20.1</b>	<b>12.3</b>
Interest & bank charges	15.2	15.7	18.0	16.0	10.8	92.7	16.4	20.7	18.8	16.6	10.9
Professional fees	2.4	3.7	1.5	3.3	1.4	89.6	2.7	5.2	1.6	3.5	1.5
<b>Other expenses</b>	<b>27.1</b>	<b>26.9</b>	<b>26.2</b>	<b>20.4</b>	<b>35.3</b>	<b>100.0</b>	<b>27.1</b>	<b>26.9</b>	<b>26.2</b>	<b>20.4</b>	<b>35.3</b>
<b>Profit (loss)</b>	<b>4.7</b>	<b>-0.2</b>	<b>5.8</b>	<b>7.1</b>	<b>5.0</b>	<b>95.8</b>	<b>4.9</b>	<b>-0.3</b>	<b>6.2</b>	<b>7.1</b>	<b>5.0</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 9112 - Motels**

Businesses primarily engaged in short term accommodation to the public with or without food, beverage and other services. A motel-type room has access from the exterior only and generally has parking facilities in close proximity.

TABLE 2. Balance sheet profile for 1986

## Canada, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	270				
Low sales value (\$000's)	(1)	(1)	47	120	234
High sales value (\$000's)	(1)	47	120	234	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	14	2	11	9	34
Accounts and notes receivable	5	-	-	4	15
Inventory	3	-	1	-	8
Other current assets	6	-	2	12	10
Total current assets	28	2	14	26	68
Fixed assets	362	41	141	346	886
Less: Accum. dep. on fixed assets	95	2	19	101	250
Other assets	16	3	4	8	47
<b>Total assets</b>	<b>311</b>	<b>44</b>	<b>140</b>	<b>279</b>	<b>751</b>
<b>Liabilities and equity</b>					
Current loans	27	1	11	19	75
Other current liabilities	27	9	13	23	62
Total current liabilities	54	10	24	42	137
Mortgages payable	84	3	48	68	206
Long term debt	120	19	46	123	281
Other liabilities	10	11	2	5	23
<b>Total liabilities</b>	<b>269</b>	<b>44</b>	<b>121</b>	<b>239</b>	<b>647</b>
<b>Total equity</b>	<b>42</b>	<b>1</b>	<b>19</b>	<b>40</b>	<b>104</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Motels (SIC 9112)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	118				
Low sales value (\$000's)	(1)	(1)	120	187	443
High sales value (\$000's)	(1)	120	187	443	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.3	1.7	6.8	0.5	0.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	33.3	-9.4	-4.4	8.8	133.0
Interest coverage ratio (times)	1.7	1.2	1.8	1.0	2.8
Debt ratio (times)	0.9	1.1	0.8	1.0	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	75				
Low sales value (\$000's)	(1)	(1)	124	218	521
High sales value (\$000's)	(1)	124	218	521	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	17	-1	12	13	41
Depreciation	31	13	12	28	69
Other	-10	2	-13	-6	-20
<b>Dividends</b>	-2	-	-	-	-7
<b>Investment activities</b>					
Disposal of fixed assets	1	-	-	2	2
Purchase of fixed assets	-77	-2	-8	-102	-181
Increase in investment	-5	-	-	-10	-8
Decrease in investment	2	-	2	5	-
<b>Financing activities</b>					
Increase in long term debt	79	2	10	98	193
Repayment of long term debt	-58	-7	-11	-47	-159
Loans from shareholders	15	3	-	4	52
Repayment of loans from shareholders	-7	-3	-4	-4	-15
Advances & loans from government	2	-	-	-	7
Increase in equity	10	-	-	1	38
Decrease in equity	-	-	-	-	-
Other	-	-	1	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	5	1	-19	11
<b>Cash &amp; equivalents-Beginning of the year</b>	20	15	4	25	37
<b>Cash &amp; equivalents - End of the year</b>	19	20	5	6	47

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Motels (SIC 9112)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>1,858</b>	<b>121,934</b>	<b>12,454</b>	<b>222</b>	<b>303</b>
less than 20	1,733	62,210	6,280	210	291
20 - 99	115	37,930	3,807	12	11
100 - 499	9	X	1,806	-	1
500 and over	1	X	561	-	-
<b>1986</b>					
<b>Total</b>	<b>2,583</b>	<b>178,292</b>	<b>16,354</b>	<b>402</b>	<b>...</b>
less than 20	2,417	96,067	8,702	380	...
20 - 99	149	52,327	4,822	18	...
100 - 499	14	16,709	1,548	4	...
500 and over	3	13,189	1,282	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

## Canada, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>578</b>				
Average sales \$	182,376	24,401	62,091	133,416	509,596
Average expense \$	170,415	23,709	60,419	124,297	473,236
Average net profit (loss) \$	11,961	692	1,672	9,119	36,360
<b>Businesses reporting a profit (No.)</b>	<b>424</b>				
Average sales \$	183,626	25,558	62,775	133,040	513,132
Average expense \$	159,342	17,032	51,668	117,352	451,315
Average net profit \$	24,284	8,526	11,107	15,688	61,817
<b>Businesses reporting a loss (No.)</b>	<b>154</b>				
Average sales \$	179,497	23,028	60,567	135,499	498,895
Average expense \$	203,470	31,624	79,910	162,763	539,583
Average net loss \$	-23,973	-8,596	-19,343	-27,264	-40,688
<b>1985</b>					
<b>Number of observations in sample</b>	<b>593</b>				
Average sales \$	207,888	26,181	68,541	145,099	591,731
Average expense \$	203,175	27,246	69,127	134,887	581,439
Average net profit (loss) \$	4,713	-1,065	-586	10,212	10,292
<b>Businesses reporting a profit (No.)</b>	<b>428</b>				
Average sales \$	217,650	29,897	69,056	149,767	621,881
Average expense \$	193,348	22,837	56,247	127,798	566,509
Average net profit \$	24,302	7,060	12,809	21,969	55,372
<b>Businesses reporting a loss (No.)</b>	<b>165</b>				
Average sales \$	186,284	22,880	67,997	131,168	523,089
Average expense \$	221,336	31,164	82,710	156,040	615,431
Average net loss \$	-35,052	-8,284	-14,713	-24,872	-92,342
<b>1986</b>					
<b>Number of observations in sample</b>	<b>617</b>				
Average sales \$	213,561	27,095	71,057	161,258	594,833
Average expense \$	200,329	27,157	65,047	147,601	561,511
Average net profit (loss) \$	13,232	-62	6,010	13,657	33,322
<b>Businesses reporting a profit (No.)</b>	<b>465</b>				
Average sales \$	225,440	29,809	70,447	161,043	640,459
Average expense \$	199,323	22,974	56,032	134,106	582,180
Average net profit \$	26,117	6,835	12,415	26,937	58,279
<b>Businesses reporting a loss (No.)</b>	<b>152</b>				
Average sales \$	182,270	24,351	72,514	161,854	470,362
Average expense \$	200,827	31,386	81,809	184,987	505,124
Average net loss \$	-18,557	-7,035	-9,295	-23,133	-34,762

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,635					
Low sales value (\$000's)	(1)	(1)	109	232	466	
High sales value (\$000's)	(1)	109	232	466	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	42.2	46.6	41.4	41.1	39.5	98.9	42.6	48.7	41.4	41.2	39.5
Occupancy expenses	16.5	22.4	15.9	14.4	13.4	99.7	16.6	22.6	15.9	14.4	13.4
Depreciation	3.5	4.3	3.7	3.0	3.0	82.4	4.3	6.9	4.6	3.4	3.2
Repairs & maintenance	2.4	2.8	2.3	2.0	2.4	92.6	2.6	3.3	2.5	2.1	2.5
Heat, light & telephone	4.4	6.3	4.6	3.8	2.7	96.5	4.5	7.0	4.7	3.8	2.7
Rent	6.3	9.0	5.3	5.6	5.3	66.7	9.4	15.5	9.3	7.6	6.7
Personnel expenses	26.9	21.5	26.2	30.0	30.0	97.1	27.8	23.6	26.3	30.3	30.5
Financial expenses	5.8	8.5	5.9	4.5	4.5	98.5	5.9	8.9	5.9	4.5	4.5
Interest & bank charges	4.1	6.6	4.3	3.0	2.6	96.4	4.3	7.3	4.4	3.1	2.7
Professional fees	1.7	1.9	1.5	1.5	1.9	94.0	1.8	2.1	1.7	1.5	1.9
Other expenses	10.3	13.2	8.8	9.2	10.1	100.0	10.3	13.2	8.8	9.2	10.1
Profit (loss)	-1.8	-12.2	1.8	0.8	2.4	99.2	-1.8	-12.6	1.8	0.8	2.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9211 - Licensed Restaurants

Businesses primarily engaged in preparing and serving meals for consumption on the premises and licensed to serve alcoholic beverages.

TABLE 2. Balance sheet profile for 1986

## Canada, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,635				
Low sales value (\$000's)	(1)	(1)	109	232	466
High sales value (\$000's)	(1)	109	232	466	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	13	2	6	13	32
Accounts and notes receivable	7	1	4	8	14
Inventory	9	2	5	8	20
Other current assets	5	2	2	6	8
Total current assets	33	7	17	34	74
Fixed assets	156	51	112	153	309
Less: Accum. dep. on fixed assets	51	7	26	56	115
Other assets	21	6	15	20	44
<b>Total assets</b>	<b>160</b>	<b>57</b>	<b>118</b>	<b>150</b>	<b>312</b>
<b>Liabilities and equity</b>					
Current loans	21	8	13	21	43
Other current liabilities	25	5	10	24	60
Total current liabilities	46	13	24	45	103
Mortgages payable	18	12	10	15	36
Long term debt	68	26	71	65	108
Other liabilities	2	-	1	2	6
<b>Total liabilities</b>	<b>135</b>	<b>52</b>	<b>106</b>	<b>127</b>	<b>254</b>
<b>Total equity</b>	<b>25</b>	<b>5</b>	<b>13</b>	<b>23</b>	<b>58</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Licensed Restaurants (SIC 9211)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,078				
Low sales value (\$000's)	(1)	(1)	175	360	606
High sales value (\$000's)	(1)	175	360	606	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.5	1.9	1.3	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	75.1	-68.5	...	30.3	-6.5
Interest coverage ratio (times)	-4.6	-39.9	2.1	12.0	7.1
Debt ratio (times)	1.0	1.4	1.0	0.9	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

- Debt/equity = total liabilities / equity.
- Debt ratio = total liabilities / total assets.
- Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	673				
Low sales value (\$000's)	(1)	(1)	181	354	601
High sales value (\$000's)	(1)	181	354	601	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	8	-10	7	8	28
Depreciation	16	9	9	15	31
Other	2	10	-8	-2	9
<b>Dividends</b>	-4	-1	-2	-5	-7
<b>Investment activities</b>					
Disposal of fixed assets	11	19	10	9	5
Purchase of fixed assets	-19	-6	-15	-14	-41
Increase in investment	-5	-8	-1	-1	-8
Decrease in investment	2	1	-	1	4
<b>Financing activities</b>					
Increase in long term debt	14	13	9	11	24
Repayment of long term debt	-21	-22	-14	-15	-34
Loans from shareholders	7	2	5	7	15
Repayment of loans from shareholders	-8	-7	-4	-6	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	2	-	3
Decrease in equity	-1	-	-	-	-3
Other	-	1	2	-1	-2
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>4</b>	<b>3</b>	<b>-1</b>	<b>5</b>	<b>9</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>9</b>	<b>-2</b>	<b>7</b>	<b>12</b>	<b>18</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>13</b>	<b>1</b>	<b>6</b>	<b>18</b>	<b>27</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Licensed Restaurants (SIC 9211)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>11,903</b>	<b>1,629,833</b>	<b>203,944</b>	<b>1,042</b>	<b>1,342</b>
less than 20	9,520	505,171	62,630	805	1,017
20 - 99	2,163	583,810	73,013	213	300
100 - 499	149	177,000	22,125	20	21
500 and over	71	363,852	46,176	4	4
<b>1986</b>					
<b>Total</b>	<b>14,654</b>	<b>2,259,755</b>	<b>261,790</b>	<b>2,037</b>	<b>...</b>
less than 20	11,223	617,844	71,266	1,497	...
20 - 99	3,127	888,176	103,046	491	...
100 - 499	217	256,601	29,543	43	...
500 and over	87	497,134	57,935	6	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, Licensed Restaurants (SIC 9211)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>2,352</b>				
Average sales \$	370,309	67,028	184,199	350,150	879,859
Average expense \$	361,360	64,612	175,890	355,469	849,469
Average net profit (loss) \$	8,949	2,416	8,309	-5,319	30,390
<b>Businesses reporting a profit (No.)</b>	<b>1,850</b>				
Average sales \$	373,376	67,520	183,927	346,011	896,045
Average expense \$	346,836	58,494	166,123	320,986	841,740
Average net profit \$	26,540	9,026	17,804	25,025	54,305
<b>Businesses reporting a loss (No.)</b>	<b>502</b>				
Average sales \$	359,464	65,954	184,816	357,599	829,486
Average expense \$	391,773	77,943	198,101	417,530	873,519
Average net loss \$	-32,309	-11,989	-13,285	-59,931	-44,033
<b>1985</b>					
<b>Number of observations in sample</b>	<b>2,460</b>				
Average sales \$	356,344	73,796	182,139	339,756	829,685
Average expense \$	348,360	73,643	179,847	332,393	807,555
Average net profit (loss) \$	7,984	153	2,292	7,363	22,130
<b>Businesses reporting a profit (No.)</b>	<b>1,981</b>				
Average sales \$	361,637	74,505	182,978	339,230	849,833
Average expense \$	339,458	65,823	168,850	318,737	804,422
Average net profit \$	22,179	8,682	14,128	20,493	45,411
<b>Businesses reporting a loss (No.)</b>	<b>479</b>				
Average sales \$	341,378	72,752	180,219	340,867	771,672
Average expense \$	366,939	85,172	205,020	361,228	816,576
Average net loss \$	-25,621	-12,420	-24,801	-20,361	-44,904
<b>1986</b>					
<b>Number of observations in sample</b>	<b>3,257</b>				
Average sales \$	346,883	57,247	159,560	326,095	844,631
Average expense \$	338,788	57,436	156,712	319,928	821,077
Average net profit (loss) \$	8,095	-189	2,848	6,167	23,554
<b>Businesses reporting a profit (No.)</b>	<b>2,402</b>				
Average sales \$	353,936	59,241	159,031	323,285	874,186
Average expense \$	330,303	49,151	144,091	302,173	825,795
Average net profit \$	23,633	10,090	14,940	21,112	48,391
<b>Businesses reporting a loss (No.)</b>	<b>855</b>				
Average sales \$	330,898	54,158	160,298	331,248	777,887
Average expense \$	351,869	70,267	174,297	352,486	810,424
Average net loss \$	-20,971	-16,109	-13,999	-21,238	-32,537

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	983					
Low sales value (\$000's)	(1)	(1)	52	97	209	
High sales value (\$000's)	(1)	52	97	209	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	43.4	42.2	45.6	44.6	41.4	95.1	45.6	51.8	45.9	44.7	41.4
Occupancy expenses	17.4	20.9	17.5	15.0	16.3	98.5	17.7	21.7	17.9	15.0	16.3
Depreciation	3.5	4.5	3.0	3.2	3.3	76.8	4.5	8.5	4.2	3.7	3.4
Repairs & maintenance	2.2	3.5	1.8	1.9	1.7	91.0	2.5	4.1	2.0	2.0	1.9
Heat, light & telephone	4.4	5.4	4.8	3.9	3.4	95.6	4.6	6.0	5.0	4.2	3.4
Rent	7.3	7.5	7.8	6.0	7.9	66.9	10.9	13.5	12.4	8.7	9.8
Personnel expenses	22.2	15.5	20.5	23.8	28.8	93.1	23.8	18.4	22.8	24.0	29.0
Financial expenses	4.8	9.1	3.3	3.1	3.8	98.8	4.9	9.3	3.3	3.1	3.8
Interest & bank charges	3.1	6.4	1.6	2.1	2.3	89.6	3.5	7.5	1.9	2.3	2.4
Professional fees	1.7	2.7	1.7	1.0	1.5	90.7	1.9	3.4	1.9	1.1	1.6
Other expenses	9.7	14.2	9.0	6.7	8.9	99.4	9.8	14.2	9.2	6.7	8.9
Profit (loss)	2.5	-1.8	4.2	6.8	0.9	98.9	2.5	-1.8	4.2	6.9	0.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9212 - Unlicensed Restaurants (Including Drive-Ins)

Businesses primarily engaged in preparing and serving meals for consumption on the premises and not licensed to serve alcoholic beverages. Included are businesses commonly referred to as "drive-ins" where food is consumed either in customers' motor vehicles or at tables in or about the premises.

TABLE 2. Balance sheet profile for 1986

## Canada, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	983				
Low sales value (\$000's)	(1)	(1)	52	97	209
High sales value (\$000's)	(1)	52	97	209	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	6	1	4	5	12
Accounts and notes receivable	1	-	-	1	3
Inventory	4	-	2	3	8
Other current assets	2	-	1	1	5
Total current assets	12	1	8	10	28
Fixed assets	80	32	29	92	164
Less: Accum. dep. on fixed assets	23	4	14	20	52
Other assets	12	3	2	10	32
<b>Total assets</b>	<b>81</b>	<b>31</b>	<b>25</b>	<b>93</b>	<b>172</b>
<b>Liabilities and equity</b>					
Current loans	10	7	6	4	21
Other current liabilities	11	1	3	10	30
Total current liabilities	21	8	10	14	52
Mortgages payable	5	8	-	6	5
Long term debt	36	10	10	24	96
Other liabilities	2	-	1	1	8
<b>Total liabilities</b>	<b>64</b>	<b>26</b>	<b>21</b>	<b>45</b>	<b>161</b>
<b>Total equity</b>	<b>17</b>	<b>6</b>	<b>4</b>	<b>48</b>	<b>12</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	575				
Low sales value (\$000's)	(1)	(1)	97	205	346
High sales value (\$000's)	(1)	97	205	346	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.9	1.2	4.0	1.4	0.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	51.5	7.0	41.7	142.0	10.1
Interest coverage ratio (times)	0.7	-14.4	9.1	-2.2	10.0
Debt ratio (times)	2.1	5.8	0.9	1.1	1.0

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Unlicensed Restaurants (including Drive-ins) (SIC 9212)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	335				
Low sales value (\$000's)	(1)	(1)	97	200	366
High sales value (\$000's)	(1)	97	200	366	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	3	5	-	33
Depreciation	11	4	5	10	24
Other	-3	-1	-3	-1	-8
<b>Dividends</b>	-3	-	-2	-3	-6
<b>Investment activities</b>					
Disposal of fixed assets	8	6	5	13	6
Purchase of fixed assets	-23	-40	-2	-10	-37
Increase in investment	-2	-1	-3	-1	-5
Decrease in investment	1	2	-	1	1
<b>Financing activities</b>					
Increase in long term debt	11	11	2	14	16
Repayment of long term debt	-13	-2	-6	-9	-32
Loans from shareholders	8	1	4	13	14
Repayment of loans from shareholders	-6	-3	-5	-4	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-6	-	-	-23	-
Other	-1	-1	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-8	-20	-	-2	-8
<b>Cash &amp; equivalents-Beginning of the year</b>	13	31	4	4	13
<b>Cash &amp; equivalents - End of the year</b>	5	11	4	2	5

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Unlicensed Restaurants (including Drive-ins) (SIC 9212)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>5,373</b>	<b>419,670</b>	<b>52,510</b>	<b>630</b>	<b>1,013</b>
less than 20	4,804	188,462	23,354	575	942
20 - 99	510	142,648	17,999	50	68
100 - 499	41	46,570	5,864	4	3
500 and over	18	41,990	5,293	1	-
<b>1986</b>					
<b>Total</b>	<b>7,310</b>	<b>634,621</b>	<b>73,817</b>	<b>1,148</b>	<b>...</b>
less than 20	6,422	256,563	29,762	1,003	...
20 - 99	787	229,095	26,617	124	...
100 - 499	80	97,680	11,477	17	...
500 and over	21	51,283	5,961	4	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,581</b>				
Average sales \$	178,197	25,895	70,964	140,387	475,541
Average expense \$	172,147	25,240	69,218	137,470	456,660
Average net profit (loss) \$	6,050	655	1,746	2,917	18,881
<b>Businesses reporting a profit (No.)</b>	<b>1,264</b>				
Average sales \$	185,328	27,068	70,501	142,886	500,856
Average expense \$	170,613	21,214	59,615	132,387	469,234
Average net profit \$	14,715	5,854	10,886	10,499	31,622
<b>Businesses reporting a loss (No.)</b>	<b>317</b>				
Average sales \$	157,660	24,060	72,399	133,532	400,647
Average expense \$	175,357	31,538	99,016	151,414	419,460
Average net loss \$	-17,697	-7,478	-26,617	-17,882	-18,813
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,544</b>				
Average sales \$	162,501	24,129	59,339	119,798	446,737
Average expense \$	154,972	23,986	54,622	111,911	429,370
Average net profit (loss) \$	7,529	143	4,717	7,887	17,367
<b>Businesses reporting a profit (No.)</b>	<b>1,216</b>				
Average sales \$	162,074	24,729	59,292	117,614	446,660
Average expense \$	147,692	18,586	48,951	102,557	420,673
Average net profit \$	14,382	6,143	10,341	15,057	25,987
<b>Businesses reporting a loss (No.)</b>	<b>328</b>				
Average sales \$	163,730	23,407	59,443	124,995	447,076
Average expense \$	174,942	30,487	67,342	134,164	467,774
Average net loss \$	-11,212	-7,080	-7,899	-9,169	-20,698
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,838</b>				
Average sales \$	174,699	28,800	71,908	146,286	451,801
Average expense \$	170,318	28,245	70,965	139,390	442,672
Average net profit (loss) \$	4,381	555	943	6,896	9,129
<b>Businesses reporting a profit (No.)</b>	<b>1,342</b>				
Average sales \$	179,878	29,215	71,726	144,390	474,182
Average expense \$	165,977	22,740	62,527	131,623	447,018
Average net profit \$	13,901	6,475	9,199	12,767	27,164
<b>Businesses reporting a loss (No.)</b>	<b>496</b>				
Average sales \$	166,673	28,160	72,232	151,387	414,914
Average expense \$	179,617	36,739	85,924	160,296	435,508
Average net loss \$	-12,944	-8,579	-13,692	-8,909	-20,594

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Take-Out Food Services (SIC 9213)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	876										
Low sales value (\$000's)	(1)	(1)	43					87			177
High sales value (\$000's)	(1)	43	87				177			(1)	
	Percent of sales						Percent of sales				
Cost of sales	43.7	47.6	42.6	43.5	41.1	97.9	44.6	50.0	44.1	43.6	41.1
Occupancy expenses	20.2	28.0	20.3	18.0	14.5	99.0	20.4	29.2	20.4	18.0	14.5
Depreciation	5.3	9.8	4.5	3.7	3.4	77.7	6.9	20.2	5.7	4.3	3.5
Repairs & maintenance	2.3	2.8	2.0	2.1	2.2	85.5	2.7	4.1	2.2	2.4	2.3
Heat, light & telephone	4.3	5.6	4.7	3.6	3.3	93.0	4.6	6.9	5.0	3.7	3.4
Rent	8.3	9.8	9.1	8.7	5.6	72.8	11.4	17.7	11.4	11.0	7.3
Personnel expenses	20.2	12.7	19.1	22.0	26.8	87.7	23.0	20.6	20.9	22.6	26.8
Financial expenses	5.3	9.8	3.7	3.8	4.1	93.0	5.7	13.0	3.7	3.8	4.1
Interest & bank charges	3.2	6.0	2.2	2.3	2.4	85.7	3.7	9.7	2.5	2.3	2.4
Professional fees	2.1	3.8	1.5	1.5	1.7	84.8	2.5	6.6	1.7	1.6	1.7
Other expenses	10.2	15.5	8.4	7.8	9.0	99.9	10.2	15.5	8.4	7.8	9.0
Profit (loss)	0.5	-13.6	5.9	4.9	4.6	98.3	0.5	-13.6	5.9	5.2	4.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9213 - Take-Out Food Services

Businesses primarily engaged in preparing and selling packaged or wrapped food to the public for consumption away from the premises such as: take-out chinese foods, doughnut shops, take-out fish and chips, take-out fried chicken, hot dog stands, ice cream stands, take-out pizzerias, refreshment booths, and prepared food take-out service (exc. caterers and mobile food services).

TABLE 2. Balance sheet profile for 1986

## Canada, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	876	(1)	43	87	177
Low sales value (\$000's)	(1)	43	87	177	(1)
High sales value (\$000's)	(1)				
Average (\$000's)					
<b>Assets</b>					
Cash	9	2	6	4	24
Accounts and notes receivable	3	1	1	6	4
Inventory	2	-	1	2	6
Other current assets	1	-	-	1	4
Total current assets	15	3	8	12	38
Fixed assets	53	10	20	39	142
Less: Accum. dep. on fixed assets	17	4	5	13	47
Other assets	13	-	8	15	27
<b>Total assets</b>	<b>63</b>	<b>9</b>	<b>31</b>	<b>54</b>	<b>160</b>
<b>Liabilities and equity</b>					
Current loans	9	2	3	8	22
Other current liabilities	9	1	3	7	26
Total current liabilities	18	3	6	15	48
Mortgages payable	5	2	1	2	16
Long term debt	23	2	18	24	49
Other liabilities	1	-	-	1	2
<b>Total liabilities</b>	<b>48</b>	<b>8</b>	<b>25</b>	<b>43</b>	<b>115</b>
<b>Total equity</b>	<b>16</b>	<b>1</b>	<b>6</b>	<b>11</b>	<b>46</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Take-Out Food Services (SIC 9213)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	515	(1)	76	155	312
Low sales value (\$000's)	(1)	76	155	312	(1)
High sales value (\$000's)	(1)				
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	2.4	2.2	1.4	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	292.1	-4.4	...	-16.0	1.8
Interest coverage ratio (times)	12.1	9.4	9.9	20.3	15.1
Debt ratio (times)	1.1	1.4	1.3	0.9	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Take-Out Food Services (SIC 9213)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	318				
Low sales value (\$000's)	(1)	(1)	67	173	320
High sales value (\$000's)	(1)	67	173	320	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	12	11	5	5	26
Depreciation	9	2	6	9	20
Other	1	-4	-3	5	7
<b>Dividends</b>	-2	-	-1	-2	-5
<b>Investment activities</b>					
Disposal of fixed assets	-2	2	1	3	1
Purchase of fixed assets	-15	-4	-5	-11	-40
Increase in investment	-3	-2	-	-	-9
Decrease in investment	2	5	1	1	1
<b>Financing activities</b>					
Increase in long term debt	9	-	3	9	23
Repayment of long term debt	-10	-2	-3	-16	-18
Loans from shareholders	3	2	2	3	5
Repayment of loans from shareholders	-3	-2	-3	-2	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>5</b>	<b>9</b>	<b>2</b>	<b>3</b>	<b>5</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>5</b>	<b>1</b>	<b>-6</b>	<b>3</b>	<b>22</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>10</b>	<b>11</b>	<b>-3</b>	<b>5</b>	<b>27</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Take-Out Food Services (SIC 9213)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>2,889</b>	<b>188,416</b>	<b>23,952</b>	<b>485</b>	<b>858</b>
less than 20	2,710	93,007	11,700	475	833
20 - 99	158	42,251	5,354	10	23
100 - 499	18	19,238	2,458	-	2
500 and over	3	33,920	4,440	-	-
<b>1986</b>					
<b>Total</b>	<b>5,739</b>	<b>327,718</b>	<b>38,159</b>	<b>1,665</b>	<b>...</b>
less than 20	5,396	168,859	19,580	1,593	...
20 - 99	305	80,499	9,324	64	...
100 - 499	32	27,211	3,183	7	...
500 and over	6	51,149	6,072	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
 (2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Take-Out Food Services (SIC 9213)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,301</b>				
Average sales \$	152,121	20,473	53,474	118,851	415,684
Average expense \$	144,369	20,406	50,950	110,297	395,822
Average net profit (loss) \$	7,752	67	2,524	8,554	19,862
<b>Businesses reporting a profit (No.)</b>	<b>1,043</b>				
Average sales \$	153,890	21,378	53,082	120,066	421,035
Average expense \$	140,621	16,467	45,374	108,293	392,351
Average net profit \$	13,269	4,911	7,708	11,773	28,684
<b>Businesses reporting a loss (No.)</b>	<b>258</b>				
Average sales \$	142,612	18,923	54,201	112,639	384,683
Average expense \$	156,235	27,156	61,302	120,550	415,932
Average net loss \$	-13,623	-8,233	-7,101	-7,911	-31,249
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,300</b>				
Average sales \$	168,160	24,861	67,853	141,538	438,388
Average expense \$	159,264	26,701	64,297	133,741	412,318
Average net profit (loss) \$	8,896	-1,840	3,556	7,797	26,070
<b>Businesses reporting a profit (No.)</b>	<b>1,029</b>				
Average sales \$	173,682	25,646	67,388	142,460	459,235
Average expense \$	156,904	21,206	58,610	126,135	421,666
Average net profit \$	16,778	4,440	8,778	16,325	37,569
<b>Businesses reporting a loss (No.)</b>	<b>271</b>				
Average sales \$	149,662	23,945	68,839	138,455	367,408
Average expense \$	162,279	33,105	76,361	159,161	380,487
Average net loss \$	-12,617	-9,160	-7,522	-20,706	-13,079
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,816</b>				
Average sales \$	159,484	24,196	66,180	125,610	421,948
Average expense \$	154,235	26,692	66,127	119,645	404,474
Average net profit (loss) \$	5,249	-2,496	53	5,965	17,474
<b>Businesses reporting a profit (No.)</b>	<b>1,375</b>				
Average sales \$	166,146	23,836	67,456	129,665	443,627
Average expense \$	153,032	19,391	59,979	117,263	415,495
Average net profit \$	13,114	4,445	7,477	12,402	28,132
<b>Businesses reporting a loss (No.)</b>	<b>441</b>				
Average sales \$	138,838	24,542	64,383	115,614	350,813
Average expense \$	150,577	33,697	74,784	125,519	368,309
Average net loss \$	-11,739	-9,155	-10,401	-9,905	-17,496

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Taverns, Bars, and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	622										
Low sales value (\$000's)	(1)	(1)	103	193	420						420
High sales value (\$000's)	(1)	103	193	420	(1)						(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	41.6	44.0	44.5	42.3	35.6	99.2	41.9	44.2	44.6	42.4	36.5
Occupancy expenses	14.7	19.8	13.9	13.4	11.6	99.5	14.7	20.2	13.9	13.4	11.6
Depreciation	3.9	4.1	4.6	3.7	3.5	87.3	4.5	5.3	5.2	4.1	3.7
Repairs & maintenance	3.2	3.3	2.9	3.2	3.2	95.0	3.3	3.8	3.0	3.2	3.4
Heat, light & telephone	4.1	5.9	4.6	3.5	2.5	98.6	4.2	6.1	4.6	3.6	2.5
Rent	3.4	6.5	1.8	3.0	2.4	42.2	8.1	11.3	6.6	7.6	5.4
Personnel expenses	18.6	12.8	17.4	19.6	24.3	96.6	19.2	14.8	17.5	19.7	24.3
Financial expenses	6.2	7.2	6.3	5.5	5.9	99.9	6.2	7.2	6.3	5.5	5.9
Interest & bank charges	4.6	5.2	5.0	4.0	4.3	93.8	4.9	5.8	5.1	4.3	4.6
Professional fees	1.6	2.0	1.3	1.5	1.5	96.1	1.6	2.1	1.4	1.5	1.6
Other expenses	14.7	14.6	12.2	14.9	17.2	99.9	14.7	14.6	12.2	14.9	17.2
Profit (loss)	4.2	1.5	5.7	4.2	5.4	98.8	4.3	1.5	5.8	4.3	5.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9221 - Taverns, Bars and Night Clubs

Businesses primarily engaged in selling alcoholic beverages for consumption on the premises. Food may be sold as a secondary activity.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Taverns, Bars, and Night Clubs (SIC 9221)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	622				
Low sales value (\$000's)	(1)	(1)	103	193	420
High sales value (\$000's)	(1)	103	193	420	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	16	4	5	16	38
Accounts and notes receivable	3	3	2	1	7
Inventory	7	4	4	7	14
Other current assets	6	1	7	4	11
Total current assets	32	11	19	27	69
Fixed assets	193	44	125	158	444
Less: Accum. dep. on fixed assets	54	8	34	47	128
Other assets	30	4	15	30	72
<b>Total assets</b>	<b>201</b>	<b>52</b>	<b>125</b>	<b>169</b>	<b>456</b>
<b>Liabilities and equity</b>					
Current loans	22	12	13	17	48
Other current liabilities	22	6	11	14	57
Total current liabilities	45	18	24	32	105
Mortgages payable	46	7	28	39	111
Long term debt	61	22	33	55	134
Other liabilities	5	-	4	3	14
<b>Total liabilities</b>	<b>157</b>	<b>47</b>	<b>88</b>	<b>129</b>	<b>364</b>
<b>Total equity</b>	<b>44</b>	<b>5</b>	<b>37</b>	<b>40</b>	<b>92</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Taverns, Bars, and Night Clubs (SIC 9221)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	475				
Low sales value (\$000's)	(1)	(1)	166	292	557
High sales value (\$000's)	(1)	166	292	557	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	4.1	13.2	1.5	1.2	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	180.1	11.3	126.7	...	...
Interest coverage ratio (times)	17.7	50.8	9.4	2.4	8.0
Debt ratio (times)	0.8	0.9	0.8	0.8	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Taverns, Bars, and Night Clubs (SIC 9221)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	333				
Low sales value (\$000's)	(1)	(1)	172	294	546
High sales value (\$000's)	(1)	172	294	546	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	17	11	7	10	38
Depreciation	17	7	9	18	33
Other	-5	-10	-	-7	-2
<b>Dividends</b>	-5	-	-6	-1	-12
<b>Investment activities</b>					
Disposal of fixed assets	14	15	32	1	7
Purchase of fixed assets	-38	-8	-25	-11	-106
Increase in investment	-5	-1	-13	-	-8
Decrease in investment	2	1	1	4	3
<b>Financing activities</b>					
Increase in long term debt	30	6	15	13	84
Repayment of long term debt	-25	-16	-23	-20	-42
Loans from shareholders	10	4	6	7	23
Repayment of loans from shareholders	-10	-13	-3	-9	-14
Advances & loans from government	1	-	-	-	3
Increase in equity	1	1	-	-	1
Decrease in equity	-	-1	-	-	-1
Other	-1	-	-1	-	-4
<b>Increase(decrease) in cash &amp; equivalents</b>	1	-5	-	5	3
<b>Cash &amp; equivalents-Beginning of the year</b>	17	14	11	19	26
<b>Cash &amp; equivalents - End of the year</b>	18	9	11	24	29

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Taverns, Bars, and Night Clubs (SIC 9221)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>2,852</b>	<b>168,665</b>	<b>20,454</b>	<b>496</b>	<b>718</b>
less than 20	2,617	104,148	12,579	478	673
20 - 99	230	59,423	7,240	18	43
100 - 499	5	5,094	635	-	2
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>4,422</b>	<b>253,359</b>	<b>28,961</b>	<b>828</b>	<b>...</b>
less than 20	4,064	152,192	17,429	768	...
20 - 99	349	91,686	10,481	58	...
100 - 499	9	9,481	1,051	2	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Taverns, Bars, and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>661</b>				
Average sales \$	247,421	46,054	112,517	234,985	596,126
Average expense \$	238,143	45,963	108,754	223,174	574,679
Average net profit (loss) \$	9,278	91	3,763	11,811	21,447
<b>Businesses reporting a profit (No.)</b>	<b>494</b>				
Average sales \$	256,212	47,968	115,443	236,475	624,961
Average expense \$	231,760	33,367	104,417	216,711	572,543
Average net profit \$	24,452	14,601	11,026	19,764	52,418
<b>Businesses reporting a loss (No.)</b>	<b>167</b>				
Average sales \$	228,590	43,612	106,659	225,532	538,557
Average expense \$	255,656	62,042	117,438	264,199	578,944
Average net loss \$	-27,066	-18,430	-10,779	-38,667	-40,387
<b>1985</b>					
<b>Number of observations in sample</b>	<b>645</b>				
Average sales \$	246,221	51,344	120,796	207,604	605,140
Average expense \$	229,169	50,453	116,111	178,484	571,628
Average net profit (loss) \$	17,052	891	4,685	29,120	33,512
<b>Businesses reporting a profit (No.)</b>	<b>485</b>				
Average sales \$	244,270	54,085	121,339	201,234	600,423
Average expense \$	214,549	43,440	111,112	155,646	547,999
Average net profit \$	29,721	10,645	10,227	45,588	52,424
<b>Businesses reporting a loss (No.)</b>	<b>160</b>				
Average sales \$	253,058	46,204	119,688	227,370	618,969
Average expense \$	270,041	63,603	126,314	249,350	640,898
Average net loss \$	-16,983	-17,399	-6,626	-21,980	-21,929
<b>1986</b>					
<b>Number of observations in sample</b>	<b>976</b>				
Average sales \$	303,280	64,334	149,378	268,795	730,613
Average expense \$	289,365	60,280	142,723	258,882	695,573
Average net profit (loss) \$	13,915	4,054	6,655	9,913	35,040
<b>Businesses reporting a profit (No.)</b>	<b>660</b>				
Average sales \$	310,599	66,669	145,938	266,249	763,541
Average expense \$	286,300	57,670	132,175	247,545	707,809
Average net profit \$	24,299	8,999	13,763	18,704	55,732
<b>Businesses reporting a loss (No.)</b>	<b>316</b>				
Average sales \$	283,739	59,797	158,404	276,488	640,268
Average expense \$	297,722	65,353	170,393	293,140	662,000
Average net loss \$	-13,983	-5,556	-11,989	-16,652	-21,732

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	114					
Low sales value (\$000's)	(1)	(1)	15	24	43	
High sales value (\$000's)	(1)	15	24	43	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	<b>26.3</b>	<b>37.2</b>	<b>28.0</b>	<b>23.7</b>	<b>17.4</b>	<b>100.0</b>	<b>26.3</b>	<b>37.2</b>	<b>28.0</b>	<b>23.7</b>	<b>17.4</b>
Depreciation	2.4	6.3	0.2	1.8	1.8	60.1	3.9	10.2	1.1	2.3	2.1
Repairs & maintenance	3.3	5.2	3.4	2.1	2.5	77.3	4.2	8.0	3.9	3.4	2.8
Heat, light & telephone	3.7	3.8	3.8	4.8	2.2	97.1	3.8	4.2	3.8	5.0	2.2
Rent	16.9	21.8	20.6	15.0	10.8	84.6	20.0	27.8	23.8	19.4	11.3
<b>Personnel expenses</b>	<b>15.4</b>	<b>2.7</b>	<b>0.4</b>	<b>21.5</b>	<b>36.1</b>	<b>47.6</b>	<b>32.3</b>	<b>7.0</b>	<b>7.7</b>	<b>37.1</b>	<b>40.0</b>
<b>Financial expenses</b>	<b>2.4</b>	<b>1.4</b>	<b>0.4</b>	<b>1.7</b>	<b>5.9</b>	<b>81.2</b>	<b>2.9</b>	<b>1.7</b>	<b>0.5</b>	<b>2.3</b>	<b>6.0</b>
Interest & bank charges	0.7	0.4	0.1	0.9	1.3	55.0	1.2	0.7	0.4	1.5	1.7
Professional fees	1.7	1.0	0.2	0.9	4.6	64.1	2.6	1.6	0.7	1.3	5.2
<b>Other expenses</b>	<b>12.6</b>	<b>19.3</b>	<b>8.9</b>	<b>12.0</b>	<b>11.0</b>	<b>98.2</b>	<b>12.8</b>	<b>21.0</b>	<b>8.9</b>	<b>12.0</b>	<b>11.0</b>
<b>Profit (loss)</b>	<b>43.5</b>	<b>39.4</b>	<b>62.3</b>	<b>41.0</b>	<b>29.5</b>	<b>100.0</b>	<b>43.5</b>	<b>39.4</b>	<b>62.3</b>	<b>41.0</b>	<b>29.5</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9711 - Barber Shops

Establishments primarily engaged in providing men's barbering and hair styling services.

TABLE 2. Balance sheet profile for 1986

## Canada, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	114				
Low sales value (\$000's)	(1)	(1)	15	24	43
High sales value (\$000's)	(1)	15	24	43	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	1	-	-	-	3
Accounts and notes receivable	-	-	-	-	-
Inventory	-	-	-	-	1
Other current assets	-	-	-	-	1
Total current assets	1	-	-	-	5
Fixed assets	5	-	-	4	17
Less: Accum. dep. on fixed assets	2	-	-	1	6
Other assets	1	-	-	-	3
<b>Total assets</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>20</b>
<b>Liabilities and equity</b>					
Current loans	-	-	-	-	1
Other current liabilities	1	-	-	1	2
Total current liabilities	1	-	-	1	3
Mortgages payable	1	-	-	-	4
Long term debt	1	-	-	2	4
Other liabilities	-	-	-	-	-
<b>Total liabilities</b>	<b>4</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>12</b>
<b>Total equity</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>8</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Barber Shops (SIC 9711)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.5	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-1.1	--	--	--	--
Interest coverage ratio (times)	0.5	--	--	--	--
Debt ratio (times)	1.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Barber Shops (SIC 9711)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
<b>Dividends</b>	X	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	X	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	X	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Barber Shops (SIC 9711)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>11,905</b>	<b>442,211</b>	<b>41,979</b>	<b>2,062</b>	<b>2,670</b>
less than 20	11,652	333,980	31,734	2,042	2,636
20 - 99	224	69,710	6,597	19	32
100 - 499	18	16,821	1,625	1	2
500 and over	11	21,700	2,023	-	-
<b>1986</b>					
<b>Total</b>	<b>19,144</b>	<b>721,218</b>	<b>62,063</b>	<b>3,777</b>	<b>...</b>
less than 20	18,740	536,236	46,076	3,724	...
20 - 99	363	117,517	10,135	47	...
100 - 499	25	24,479	2,100	5	...
500 and over	16	42,986	3,752	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

## Canada, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>433</b>				
Average sales \$	42,513	12,904	19,004	29,102	109,043
Average expense \$	28,357	4,851	7,637	16,051	84,887
Average net profit (loss) \$	14,156	8,053	11,367	13,051	24,156
<b>Businesses reporting a profit (No.)</b>	<b>419</b>				
Average sales \$	43,432	12,910	19,057	29,029	112,731
Average expense \$	28,413	4,745	6,863	15,720	86,322
Average net profit \$	15,019	8,165	12,194	13,309	26,409
<b>Businesses reporting a loss (No.)</b>	<b>14</b>				
Average sales \$	32,029	12,160	18,160	34,158	63,639
Average expense \$	35,748	16,599	20,015	39,164	67,215
Average net loss \$	-3,719	-4,439	-1,855	-5,006	-3,576
<b>1985</b>					
<b>Number of observations in sample</b>	<b>400</b>				
Average sales \$	37,167	12,576	17,121	27,268	91,703
Average expense \$	24,113	5,134	6,462	12,891	71,963
Average net profit (loss) \$	13,054	7,442	10,659	14,377	19,740
<b>Businesses reporting a profit (No.)</b>	<b>388</b>				
Average sales \$	36,049	12,562	17,121	27,307	87,206
Average expense \$	22,454	4,809	6,462	12,297	66,248
Average net profit \$	13,595	7,753	10,659	15,010	20,958
<b>Businesses reporting a loss (No.)</b>	<b>12</b>				
Average sales \$	74,863	12,933	-	26,199	185,456
Average expense \$	78,038	13,896	-	29,116	191,101
Average net loss \$	-3,175	-963	-	-2,917	-5,645
<b>1986</b>					
<b>Number of observations in sample</b>	<b>308</b>				
Average sales \$	42,437	12,977	19,610	31,821	105,338
Average expense \$	28,738	5,973	6,411	17,487	85,081
Average net profit (loss) \$	13,699	7,004	13,199	14,334	20,257
<b>Businesses reporting a profit (No.)</b>	<b>292</b>				
Average sales \$	41,096	12,960	19,618	32,135	99,671
Average expense \$	26,262	5,837	6,307	16,838	76,065
Average net profit \$	14,834	7,123	13,311	15,297	23,606
<b>Businesses reporting a loss (No.)</b>	<b>16</b>				
Average sales \$	55,138	13,963	16,719	26,574	163,294
Average expense \$	65,508	14,012	42,435	26,315	177,270
Average net loss \$	-10,370	-49	-25,716	-1,741	-13,976

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	438											
Low sales value (\$000's)	(1)	(1)	16	33	66							66
High sales value (\$000's)	(1)	16	33	66	(1)							(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
<b>Occupancy expenses</b>	<b>19.8</b>	<b>21.0</b>	<b>21.8</b>	<b>19.1</b>	<b>17.5</b>	<b>97.4</b>	<b>20.4</b>	<b>23.4</b>	<b>21.8</b>	<b>19.2</b>	<b>17.5</b>	
Depreciation	2.9	3.9	3.1	1.9	2.8	77.5	3.8	5.5	4.6	2.4	3.0	
Repairs & maintenance	2.0	2.7	2.0	1.9	1.4	74.8	2.7	5.9	2.5	2.3	1.5	
Heat, light & telephone	4.5	5.1	6.1	3.5	3.3	85.1	5.3	7.1	7.5	4.0	3.3	
Rent	10.5	9.3	10.6	11.8	10.1	76.1	13.7	19.6	14.4	13.1	10.9	
<b>Personnel expenses</b>	<b>24.0</b>	<b>3.1</b>	<b>12.9</b>	<b>30.2</b>	<b>49.2</b>	<b>62.7</b>	<b>38.3</b>	<b>17.6</b>	<b>29.2</b>	<b>33.4</b>	<b>50.8</b>	
<b>Financial expenses</b>	<b>2.6</b>	<b>1.6</b>	<b>2.6</b>	<b>2.6</b>	<b>3.6</b>	<b>88.6</b>	<b>3.0</b>	<b>2.5</b>	<b>2.8</b>	<b>2.7</b>	<b>3.6</b>	
Interest & bank charges	1.6	1.0	1.5	1.5	2.4	74.7	2.1	2.5	2.0	1.7	2.5	
Professional fees	1.0	0.7	1.1	1.1	1.2	73.1	1.4	1.3	1.6	1.4	1.3	
<b>Other expenses</b>	<b>24.8</b>	<b>31.2</b>	<b>26.9</b>	<b>20.0</b>	<b>21.3</b>	<b>100.0</b>	<b>24.8</b>	<b>31.2</b>	<b>26.9</b>	<b>20.0</b>	<b>21.3</b>	
<b>Profit (loss)</b>	<b>28.7</b>	<b>43.1</b>	<b>35.8</b>	<b>28.0</b>	<b>8.3</b>	<b>99.0</b>	<b>29.0</b>	<b>43.1</b>	<b>35.8</b>	<b>28.5</b>	<b>8.5</b>	
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	...	...	...	...	...	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9712 - Beauty Shops

Businesses primarily engaged in providing women's hairdressing and beauty services.

TABLE 2. Balance sheet profile for 1986

## Canada, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	438				
Low sales value (\$000's)	(1)	(1)	16	33	66
High sales value (\$000's)	(1)	16	33	66	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	2	-	-	1	5
Accounts and notes receivable	-	-	-	-	1
Inventory	2	-	1	-	5
Other current assets	1	-	-	2	1
Total current assets	4	-	1	4	12
Fixed assets	14	1	5	6	45
Less: Accum. dep. on fixed assets	5	-	3	2	15
Other assets	1	1	-	1	3
<b>Total assets</b>	<b>15</b>	<b>2</b>	<b>4</b>	<b>9</b>	<b>44</b>
<b>Liabilities and equity</b>					
Current loans	2	-	1	1	7
Other current liabilities	3	-	-	2	10
Total current liabilities	5	-	1	3	17
Mortgages payable	1	-	-	-	3
Long term debt	5	-	3	2	16
Other liabilities	-	-	-	-	1
<b>Total liabilities</b>	<b>12</b>	<b>-</b>	<b>4</b>	<b>5</b>	<b>37</b>
<b>Total equity</b>	<b>3</b>	<b>2</b>	<b>-</b>	<b>4</b>	<b>7</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Beauty Shops (SIC 9712)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	57				
Low sales value (\$000's)	(1)	(1)	76	119	171
High sales value (\$000's)	(1)	76	119	171	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.8	0.8	0.7	0.8	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	268.5	...	-3.9	...	4.0
Interest coverage ratio (times)	3.4	1.9	1.2	2.3	8.1
Debt ratio (times)	1.1	1.1	1.0	1.4	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Beauty Shops (SIC 9712)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	29				
Low sales value (\$000's)	(1)	(1)	60	113	149
High sales value (\$000's)	(1)	60	113	149	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	2	1	2	9	-1
Depreciation	6	1	3	5	12
Other	1	1	-7	1	9
<b>Dividends</b>	-1	-	-	-	-3
<b>Investment activities</b>					
Disposal of fixed assets	-	-	1	-	-
Purchase of fixed assets	-6	-	-5	-7	-10
Increase in investment	-	-	-	-	-1
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	8	1	4	27	1
Repayment of long term debt	-11	-1	-3	-29	-9
Loans from shareholders	3	1	2	-	9
Repayment of loans from shareholders	-3	-3	-1	-2	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>1</b>	<b>-</b>	<b>-4</b>	<b>6</b>	<b>2</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>7</b>	<b>1</b>	<b>5</b>	<b>-1</b>	<b>20</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>8</b>	<b>1</b>	<b>2</b>	<b>6</b>	<b>22</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Beauty Shops (SIC 9712)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>11,905</b>	<b>442,211</b>	<b>41,979</b>	<b>2,062</b>	<b>2,670</b>
less than 20	11,652	333,980	31,734	2,042	2,636
20 - 99	224	69,710	6,597	19	32
100 - 499	18	16,821	1,625	1	2
500 and over	11	21,700	2,023	-	-
<b>1986</b>					
<b>Total</b>	<b>19,144</b>	<b>721,218</b>	<b>62,063</b>	<b>3,777</b>	<b>...</b>
less than 20	18,740	536,236	46,076	3,724	...
20 - 99	363	117,517	10,135	47	...
100 - 499	25	24,479	2,100	5	...
500 and over	16	42,986	3,752	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the *Survey of Employment, Payroll and Hours*, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,129</b>				
Average sales \$	58,675	14,104	25,261	45,450	149,885
Average expense \$	49,529	8,852	17,923	36,431	134,911
Average net profit (loss) \$	9,146	5,252	7,338	9,019	14,974
<b>Businesses reporting a profit (No.)</b>	<b>1,053</b>				
Average sales \$	57,831	14,009	25,235	45,617	146,463
Average expense \$	47,051	7,728	17,273	34,780	128,424
Average net profit \$	10,780	6,281	7,962	10,837	18,039
<b>Businesses reporting a loss (No.)</b>	<b>76</b>				
Average sales \$	64,224	15,064	25,652	43,962	172,217
Average expense \$	69,081	20,235	27,678	51,162	177,249
Average net loss \$	-4,857	-5,171	-2,026	-7,200	-5,032
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,249</b>				
Average sales \$	53,794	13,426	23,392	43,818	134,540
Average expense \$	44,575	8,305	16,331	34,543	119,120
Average net profit (loss) \$	9,219	5,121	7,061	9,275	15,420
<b>Businesses reporting a profit (No.)</b>	<b>1,161</b>				
Average sales \$	53,481	13,395	23,581	44,084	132,863
Average expense \$	42,359	7,642	15,126	33,254	113,415
Average net profit \$	11,122	5,753	8,455	10,830	19,448
<b>Businesses reporting a loss (No.)</b>	<b>88</b>				
Average sales \$	54,950	13,874	21,819	40,783	143,323
Average expense \$	60,646	17,999	26,368	49,220	148,998
Average net loss \$	-5,696	-4,125	-4,549	-8,437	-5,675
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,044</b>				
Average sales \$	59,062	13,487	22,990	44,825	154,945
Average expense \$	49,912	7,878	14,383	34,233	143,155
Average net profit (loss) \$	9,150	5,609	8,607	10,592	11,790
<b>Businesses reporting a profit (No.)</b>	<b>954</b>				
Average sales \$	58,258	13,500	22,888	44,563	152,079
Average expense \$	47,381	7,499	13,379	32,635	136,012
Average net profit \$	10,877	6,001	9,509	11,928	16,067
<b>Businesses reporting a loss (No.)</b>	<b>90</b>				
Average sales \$	63,720	13,146	24,296	47,518	169,919
Average expense \$	69,079	17,882	27,312	50,646	180,475
Average net loss \$	-5,359	-4,736	-3,016	-3,128	-10,556

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**

**Canada, Combination Barber and Beauty Shops (SIC 9713)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	147					
Low sales value (\$000's)	(1)	(1)	24	40	79	
High sales value (\$000's)	(1)	24	40	79	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	<b>23.1</b>	<b>31.9</b>	<b>26.4</b>	<b>19.3</b>	<b>15.3</b>	<b>100.0</b>	<b>23.1</b>	<b>31.9</b>	<b>26.4</b>	<b>19.3</b>	<b>15.3</b>
Depreciation	3.2	5.4	2.6	2.6	2.3	86.4	3.7	5.7	3.2	3.1	2.8
Repairs & maintenance	1.7	3.2	1.3	1.6	0.8	83.6	2.0	3.5	1.7	1.9	0.9
Heat, light & telephone	5.0	8.5	4.8	3.7	3.1	98.5	5.0	8.6	4.8	3.9	3.1
Rent	13.2	14.7	17.7	11.4	9.0	86.1	15.4	26.6	18.8	12.1	9.2
<b>Personnel expenses</b>	<b>32.2</b>	<b>5.9</b>	<b>30.3</b>	<b>38.3</b>	<b>52.3</b>	<b>85.3</b>	<b>37.8</b>	<b>12.8</b>	<b>31.6</b>	<b>39.9</b>	<b>52.4</b>
<b>Financial expenses</b>	<b>4.9</b>	<b>13.5</b>	<b>2.1</b>	<b>3.0</b>	<b>2.0</b>	<b>98.7</b>	<b>5.0</b>	<b>14.2</b>	<b>2.1</b>	<b>3.0</b>	<b>2.0</b>
Interest & bank charges	3.3	11.1	1.0	1.0	0.8	87.9	3.7	12.1	1.1	1.1	0.9
Professional fees	1.6	2.4	1.1	2.0	1.2	93.4	1.8	2.7	1.2	2.0	1.2
<b>Other expenses</b>	<b>23.6</b>	<b>32.9</b>	<b>22.6</b>	<b>20.4</b>	<b>19.2</b>	<b>100.0</b>	<b>23.6</b>	<b>32.9</b>	<b>22.6</b>	<b>20.4</b>	<b>19.2</b>
<b>Profit (loss)</b>	<b>16.2</b>	<b>15.8</b>	<b>18.6</b>	<b>19.1</b>	<b>11.3</b>	<b>100.0</b>	<b>16.2</b>	<b>15.8</b>	<b>18.6</b>	<b>19.1</b>	<b>11.3</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**  
 - zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 9713 - Combination Barber and Beauty Shops**

Businesses primarily engaged in providing men's barbering or hair styling and women's hairdressing and/or beauty services on the same premises.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Combination Barber and Beauty Shops (SIC 9713)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	147	(1)	24	40	79
Low sales value (\$000's)	(1)	24	40	79	(1)
High sales value (\$000's)	(1)				
Average (\$000's)					
<b>Assets</b>					
Cash	2	-	1	3	6
Accounts and notes receivable	1	-	-	-	3
Inventory	2	1	1	5	2
Other current assets	1	-	-	4	-
Total current assets	7	2	1	12	11
Fixed assets	16	12	4	21	29
Less: Accum. dep. on fixed assets	6	1	2	7	12
Other assets	2	-	-	4	5
<b>Total assets</b>	<b>20</b>	<b>13</b>	<b>3</b>	<b>29</b>	<b>33</b>
<b>Liabilities and equity</b>					
Current loans	2	1	1	-	6
Other current liabilities	4	1	-	9	7
Total current liabilities	6	1	1	9	14
Mortgages payable	-	-	-	-	1
Long term debt	7	10	-	8	9
Other liabilities	2	-	-	9	-
<b>Total liabilities</b>	<b>16</b>	<b>12</b>	<b>2</b>	<b>26</b>	<b>24</b>
<b>Total equity</b>	<b>4</b>	<b>1</b>	<b>1</b>	<b>3</b>	<b>10</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Combination Barber and Beauty Shops (SIC 9713)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	23.2	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.2	--	--	--	--
Interest coverage ratio (times)	-2.7	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Combination Barber and Beauty Shops (SIC 9713)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	6	--	--	--	--
Depreciation	10	--	--	--	--
Other	-	--	--	--	--
<b>Dividends</b>	-2	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-20	--	--	--	--
Increase in investment	-3	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	10	--	--	--	--
Repayment of long term debt	-5	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	-3	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	4	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	1	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Combination Barber and Beauty Shops (SIC 9713)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>11,905</b>	<b>442,211</b>	<b>41,979</b>	<b>2,062</b>	<b>2,670</b>
less than 20	11,652	333,980	31,734	2,042	2,636
20 - 99	224	69,710	6,597	19	32
100 - 499	18	16,821	1,625	1	2
500 and over	11	21,700	2,023	-	-
<b>1986</b>					
<b>Total</b>	<b>19,144</b>	<b>721,218</b>	<b>62,063</b>	<b>3,777</b>	<b>...</b>
less than 20	18,740	536,236	46,076	3,724	...
20 - 99	363	117,517	10,135	47	...
100 - 499	25	24,479	2,100	5	...
500 and over	16	42,986	3,752	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

\*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Combination Barber and Beauty Shops (SIC 9713)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>302</b>				
Average sales \$	78,034	14,712	28,972	58,215	210,235
Average expense \$	64,166	8,500	23,068	47,669	177,428
Average net profit (loss) \$	13,868	6,212	5,904	10,546	32,807
<b>Businesses reporting a profit (No.)</b>	<b>270</b>				
Average sales \$	78,937	14,744	29,424	56,954	214,626
Average expense \$	62,237	7,749	20,995	44,823	175,380
Average net profit \$	16,700	6,995	8,429	12,131	39,246
<b>Businesses reporting a loss (No.)</b>	<b>32</b>				
Average sales \$	73,042	14,373	26,997	68,569	181,230
Average expense \$	78,215	16,473	32,133	73,295	190,958
Average net loss \$	-5,173	-2,100	-5,136	-3,726	-9,728
<b>1985</b>					
<b>Number of observations in sample</b>	<b>356</b>				
Average sales \$	86,938	16,473	34,163	66,340	230,774
Average expense \$	75,124	11,052	24,480	52,441	212,523
Average net profit (loss) \$	11,814	5,421	9,683	13,899	18,251
<b>Businesses reporting a profit (No.)</b>	<b>318</b>				
Average sales \$	85,864	16,554	34,397	66,396	226,170
Average expense \$	71,028	9,792	23,061	50,988	200,270
Average net profit \$	14,836	6,762	11,336	15,348	25,900
<b>Businesses reporting a loss (No.)</b>	<b>38</b>				
Average sales \$	89,811	15,804	32,538	66,394	244,506
Average expense \$	94,655	21,516	34,332	73,697	249,075
Average net loss \$	-4,844	-5,712	-1,794	-7,303	-4,569
<b>1986</b>					
<b>Number of observations in sample</b>	<b>373</b>				
Average sales \$	67,566	16,252	30,298	57,451	166,264
Average expense \$	58,896	10,924	24,354	47,275	153,032
Average net profit (loss) \$	8,670	5,328	5,944	10,176	13,232
<b>Businesses reporting a profit (No.)</b>	<b>329</b>				
Average sales \$	66,195	16,280	30,052	56,223	162,224
Average expense \$	54,915	10,075	22,214	42,358	145,012
Average net profit \$	11,280	6,205	7,838	13,865	17,212
<b>Businesses reporting a loss (No.)</b>	<b>44</b>				
Average sales \$	74,608	15,920	31,692	62,501	188,318
Average expense \$	80,437	20,944	36,509	67,490	196,806
Average net loss \$	-5,829	-5,024	-4,817	-4,989	-8,488

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**

**Canada, Laundries and Cleaners (SIC 972)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	280													
Low sales value (\$000's)	(1)	(1)	26					55		116				116
High sales value (\$000's)	(1)	26	55					116		(1)				(1)

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
<b>Occupancy expenses</b>	<b>32.5</b>	<b>33.6</b>	<b>40.6</b>	<b>33.4</b>	<b>22.8</b>	<b>100.0</b>	<b>32.5</b>	<b>33.6</b>	<b>40.6</b>	<b>33.4</b>	<b>22.8</b>			
Depreciation	7.4	8.2	8.4	6.8	6.2	87.8	8.4	9.8	10.5	7.7	6.3			
Repairs & maintenance	5.9	7.3	7.2	5.6	3.7	94.8	6.2	7.4	8.7	5.6	3.8			
Heat, light & telephone	10.6	11.3	15.1	9.4	6.5	92.9	11.4	15.1	15.3	9.4	6.6			
Rent	8.6	6.9	9.9	11.5	6.3	72.0	11.9	11.9	14.4	13.2	8.5			
<b>Personnel expenses</b>	<b>23.0</b>	<b>8.6</b>	<b>22.4</b>	<b>20.4</b>	<b>39.6</b>	<b>74.6</b>	<b>30.8</b>	<b>20.7</b>	<b>35.2</b>	<b>22.0</b>	<b>39.8</b>			
<b>Financial expenses</b>	<b>5.1</b>	<b>6.4</b>	<b>4.2</b>	<b>4.6</b>	<b>5.2</b>	<b>95.0</b>	<b>5.4</b>	<b>7.1</b>	<b>4.5</b>	<b>4.7</b>	<b>5.3</b>			
Interest & bank charges	3.7	4.8	2.8	3.8	3.7	88.3	4.2	6.3	3.2	3.9	3.9			
Professional fees	1.4	1.6	1.4	0.9	1.6	85.2	1.6	2.2	1.7	1.0	1.7			
<b>Other expenses</b>	<b>27.2</b>	<b>34.7</b>	<b>20.9</b>	<b>26.3</b>	<b>27.1</b>	<b>99.2</b>	<b>27.5</b>	<b>34.7</b>	<b>21.6</b>	<b>26.3</b>	<b>27.1</b>			
<b>Profit (loss)</b>	<b>12.2</b>	<b>16.6</b>	<b>12.0</b>	<b>15.3</b>	<b>5.3</b>	<b>94.3</b>	<b>12.9</b>	<b>17.5</b>	<b>12.8</b>	<b>15.3</b>	<b>5.9</b>			
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>			

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of (all) businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 972 - Laundries and Cleaners**

Businesses primarily engaged in providing laundering, dry cleaning, valet, carpet cleaning and linen supply services.

TABLE 2. Balance sheet profile for 1986

## Canada, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	280				
Low sales value (\$000's)	(1)	(1)	26	55	116
High sales value (\$000's)	(1)	26	55	116	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	5	3	-	2	14
Accounts and notes receivable	5	-	-	2	16
Inventory	2	-	-	1	6
Other current assets	1	-	-	1	4
Total current assets	13	3	1	6	40
Fixed assets	64	3	20	38	189
Less: Accum. dep. on fixed assets	31	1	11	13	95
Other assets	15	6	3	12	39
<b>Total assets</b>	<b>62</b>	<b>11</b>	<b>14</b>	<b>43</b>	<b>173</b>
<b>Liabilities and equity</b>					
Current loans	5	1	1	5	14
Other current liabilities	9	1	2	4	29
Total current liabilities	14	2	3	9	42
Mortgages payable	6	-	-	6	19
Long term debt	21	1	10	15	53
Other liabilities	1	-	2	-	2
<b>Total liabilities</b>	<b>43</b>	<b>3</b>	<b>15</b>	<b>31</b>	<b>117</b>
<b>Total equity</b>	<b>19</b>	<b>8</b>	<b>-1</b>	<b>12</b>	<b>55</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Laundries and Cleaners (SIC 972)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	91				
Low sales value (\$000's)	(1)	(1)	52	116	209
High sales value (\$000's)	(1)	52	116	209	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	1.8	1.0	1.1	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	14.9	117.3	-51.5	4.4	11.4
Interest coverage ratio (times)	5.1	4.5	2.9	-1.5	16.4
Debt ratio (times)	1.7	5.1	1.0	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Laundries and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	53				
Low sales value (\$000's)	(1)	(1)	55	135	262
High sales value (\$000's)	(1)	55	135	262	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	5	-5	-3	5	22
Depreciation	17	6	5	15	39
Other	-	-7	3	2	-1
<b>Dividends</b>	-2	-1	-1	-6	-1
<b>Investment activities</b>					
Disposal of fixed assets	5	16	-	1	4
Purchase of fixed assets	-16	-1	-6	-5	-51
Increase in investment	-5	-	-	-7	-10
Decrease in investment	1	5	2	-	-
<b>Financing activities</b>					
Increase in long term debt	15	-	6	5	45
Repayment of long term debt	-18	-8	-4	-20	-38
Loans from shareholders	3	2	1	9	1
Repayment of loans from shareholders	-3	-8	-1	-2	-3
Advances & loans from government	-	-	-	-	1
Increase in equity	-	-	-	-	-
Decrease in equity	-2	-10	-	-	-
Other	-1	1	-	-1	-2
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-9	-	-6	6
<b>Cash &amp; equivalents-Beginning of the year</b>	10	5	-1	23	10
<b>Cash &amp; equivalents - End of the year</b>	8	-4	-	18	16

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Laundries and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>3,360</b>	<b>333,928</b>	<b>28,989</b>	<b>420</b>	<b>530</b>
less than 20	3,125	132,853	11,692	415	504
20 - 99	188	81,177	7,139	4	19
100 - 499	37	74,588	6,287	-	5
500 and over	10	45,310	3,871	1	2
<b>1986</b>					
<b>Total</b>	<b>4,603</b>	<b>455,122</b>	<b>35,109</b>	<b>771</b>	<b>...</b>
less than 20	4,298	176,419	13,840	738	...
20 - 99	235	111,939	8,682	22	...
100 - 499	59	108,284	8,197	10	...
500 and over	11	58,480	4,390	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Laundries and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>720</b>				
Average sales \$	106,422	17,114	36,928	73,420	298,225
Average expense \$	95,914	15,075	30,370	65,439	272,770
Average net profit (loss) \$	10,508	2,039	6,558	7,981	25,455
<b>Businesses reporting a profit (No.)</b>	<b>594</b>				
Average sales \$	105,304	17,589	36,828	74,261	292,536
Average expense \$	90,759	12,428	26,017	62,235	262,357
Average net profit \$	14,545	5,161	10,811	12,026	30,179
<b>Businesses reporting a loss (No.)</b>	<b>126</b>				
Average sales \$	116,306	16,032	37,230	70,121	341,842
Average expense \$	123,802	21,108	43,484	78,009	352,606
Average net loss \$	-7,496	-5,076	-6,254	-7,888	-10,764
<b>1985</b>					
<b>Number of observations in sample</b>	<b>680</b>				
Average sales \$	100,861	18,010	38,392	75,223	271,817
Average expense \$	90,649	14,711	31,949	66,633	249,303
Average net profit (loss) \$	10,212	3,299	6,443	8,590	22,514
<b>Businesses reporting a profit (No.)</b>	<b>552</b>				
Average sales \$	106,481	18,765	38,241	76,969	291,950
Average expense \$	90,610	12,404	27,820	64,744	257,471
Average net profit \$	15,871	6,361	10,421	12,225	34,479
<b>Businesses reporting a loss (No.)</b>	<b>128</b>				
Average sales \$	85,054	15,909	39,090	69,298	215,920
Average expense \$	92,950	21,129	51,002	73,041	226,626
Average net loss \$	-7,896	-5,220	-11,912	-3,743	-10,706
<b>1986</b>					
<b>Number of observations in sample</b>	<b>602</b>				
Average sales \$	111,134	17,858	36,374	78,797	311,505
Average expense \$	103,904	16,902	30,462	71,888	296,365
Average net profit (loss) \$	7,230	956	5,912	6,909	15,140
<b>Businesses reporting a profit (No.)</b>	<b>502</b>				
Average sales \$	110,346	17,643	36,829	79,664	307,247
Average expense \$	97,254	13,681	26,950	66,819	281,526
Average net profit \$	13,092	3,962	9,839	12,845	25,721
<b>Businesses reporting a loss (No.)</b>	<b>100</b>				
Average sales \$	113,553	18,310	35,030	75,275	325,596
Average expense \$	125,585	23,688	40,704	92,469	345,479
Average net loss \$	-12,032	-5,378	-5,674	-17,194	-19,883

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**  
**Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	18	105	274
High sales value (\$000's)	(1)	18	105	274	(1)

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Depreciation	21.0	31.3	23.3	12.8	18.0	88.3	23.8	31.3	37.0	14.3	18.0
Repairs & maintenance	6.6	0.2	10.8	5.2	9.9	62.2	10.7	1.3	19.9	6.2	11.2
Heat, light & telephone	0.9	-	0.6	1.4	1.4	51.8	1.7	2.5	1.5	1.7	1.8
Rent	0.9	-	0.8	1.0	1.8	32.4	2.8	4.2	12.2	2.3	2.4
<b>Personnel expenses</b>	<b>13.1</b>	<b>2.7</b>	<b>1.1</b>	<b>22.8</b>	<b>23.6</b>	<b>49.0</b>	<b>26.6</b>	<b>34.2</b>	<b>11.4</b>	<b>28.2</b>	<b>26.2</b>
<b>Financial expenses</b>	<b>18.8</b>	<b>35.4</b>	<b>12.6</b>	<b>18.5</b>	<b>10.0</b>	<b>98.9</b>	<b>19.0</b>	<b>36.6</b>	<b>12.8</b>	<b>18.5</b>	<b>10.0</b>
Interest & bank charges	9.8	19.5	9.9	4.4	6.4	86.1	11.4	22.1	14.3	5.1	6.4
Professional fees	9.0	15.9	2.8	14.1	3.6	96.0	9.4	16.5	3.1	14.2	3.7
<b>Other expenses</b>	<b>18.2</b>	<b>12.8</b>	<b>14.6</b>	<b>24.8</b>	<b>19.6</b>	<b>88.7</b>	<b>20.5</b>	<b>16.6</b>	<b>18.3</b>	<b>24.8</b>	<b>20.3</b>
<b>Profit (loss)</b>	<b>20.5</b>	<b>17.6</b>	<b>36.2</b>	<b>13.4</b>	<b>15.6</b>	<b>95.8</b>	<b>21.4</b>	<b>17.7</b>	<b>43.4</b>	<b>13.4</b>	<b>15.6</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**  
 - zero or no observations  
 -- too small too be expressed  
 ... not applicable  
 x confidential

**Footnotes**

- (1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.  

$$\text{Total weighted expenditure on a given item} / \text{Total weighted sales of all businesses in the sample} \times 100$$
 for each quartile.
- (2) Value in each cell = 
$$\text{Total weighted expenditure on a given item} / \text{Total weighted sales of all businesses in the sample} \times 100$$
 for each quartile.
- (3) Value in each cell = 
$$\text{Total weighted expenditure on a given item} / \text{Total weighted sales of businesses reporting this item of expenditure} \times 100$$
 for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 9911 - Industrial Machinery and Equipment Rental and Leasing**  
 Businesses primarily engaged in the rental or leasing of machinery, equipment, furniture and fixtures.

TABLE 2. Balance sheet profile for 1986

## Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	18	105	274
High sales value (\$000's)	(1)	18	105	274	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	32	10	2	12	100
Accounts and notes receivable	38	13	11	52	71
Inventory	9	5	6	2	22
Other current assets	9	1	-	24	9
Total current assets	88	29	19	91	201
Fixed assets	348	63	45	234	999
Less: Accum. dep. on fixed assets	143	39	17	98	396
Other assets	24	1	6	3	82
<b>Total assets</b>	<b>317</b>	<b>54</b>	<b>53</b>	<b>230</b>	<b>886</b>
<b>Liabilities and equity</b>					
Current loans	31	14	7	29	70
Other current liabilities	37	3	10	33	99
Total current liabilities	68	17	16	62	168
Mortgages payable	3	-	-	-	13
Long term debt	86	21	27	64	222
Other liabilities	35	2	-	5	124
<b>Total liabilities</b>	<b>192</b>	<b>40</b>	<b>43</b>	<b>131</b>	<b>527</b>
<b>Total equity</b>	<b>125</b>	<b>13</b>	<b>9</b>	<b>99</b>	<b>359</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	57				
Low sales value (\$000's)	(1)	(1)	14	137	318
High sales value (\$000's)	(1)	14	137	318	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	4.0	2.3	8.8	1.2	2.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.3	-9.8	14.6	-0.2	4.6
Interest coverage ratio (times)	275.2	277.7	110.7	...	17.2
Debt ratio (times)	0.7	0.9	0.5	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	44	(1)	41	119	334
Low sales value (\$000's)	(1)	41	119	334	(1)
High sales value (\$000's)	(1)	41	119	334	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	35	-	21	18	96
Depreciation	46	4	15	37	115
Other	7	-7	-18	-10	58
<b>Dividends</b>	-1	-	-2	-	-2
<b>Investment activities</b>					
Disposal of fixed assets	39	-	4	9	132
Purchase of fixed assets	-197	-1	-33	-84	-619
Increase in investment	-3	-	-2	-	-8
Decrease in investment	31	-	1	-	118
<b>Financing activities</b>					
Increase in long term debt	47	1	16	42	116
Repayment of long term debt	-26	-	-5	-20	-71
Loans from shareholders	16	7	8	4	44
Repayment of loans from shareholders	-21	-3	-	-10	-65
Advances & loans from government	-	-	-	-	-
Increase in equity	30	-	-	-	115
Decrease in equity	-	-	-	-	-
Other	-1	-	-	9	-15
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>-</b>	<b>5</b>	<b>-3</b>	<b>13</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>34</b>	<b>5</b>	<b>14</b>	<b>68</b>	<b>35</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>37</b>	<b>4</b>	<b>19</b>	<b>64</b>	<b>48</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>550</b>	<b>86,311</b>	<b>3,585</b>	<b>113</b>	<b>98</b>
less than 20	498	37,566	1,564	111	92
20 - 99	45	35,452	1,480	2	4
100 - 499	7	13,293	541	-	2
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>786</b>	<b>134,990</b>	<b>6,083</b>	<b>127</b>	<b>...</b>
less than 20	700	52,835	2,371	120	...
20 - 99	65	44,035	2,013	4	...
100 - 499	21	38,120	1,699	3	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>168</b>				
Average sales \$	222,153	18,161	46,476	148,531	675,444
Average expense \$	212,289	4,533	44,656	198,157	601,808
Average net profit (loss) \$	9,864	13,628	1,820	-49,626	73,636
<b>Businesses reporting a profit (No.)</b>	<b>124</b>				
Average sales \$	224,775	19,081	53,938	142,331	683,751
Average expense \$	179,553	5,294	44,083	124,859	554,563
Average net profit \$	45,222	13,787	9,855	17,472	129,188
<b>Businesses reporting a loss (No.)</b>	<b>44</b>				
Average sales \$	213,351	16,196	35,321	157,615	644,271
Average expense \$	288,915	25,501	45,511	305,538	779,109
Average net loss \$	-75,564	-9,305	-10,190	-147,923	-134,838
<b>1985</b>					
<b>Number of observations in sample</b>	<b>194</b>				
Average sales \$	207,789	13,637	38,078	125,624	653,817
Average expense \$	178,720	17,389	30,541	110,051	556,900
Average net profit (loss) \$	29,069	-3,752	7,537	15,573	96,917
<b>Businesses reporting a profit (No.)</b>	<b>143</b>				
Average sales \$	213,130	14,223	36,158	124,520	677,619
Average expense \$	162,937	10,164	23,384	98,965	519,234
Average net profit \$	50,193	4,059	12,774	25,555	158,385
<b>Businesses reporting a loss (No.)</b>	<b>51</b>				
Average sales \$	194,090	12,952	43,415	134,036	585,955
Average expense \$	233,780	25,830	50,443	194,559	664,287
Average net loss \$	-39,690	-12,878	-7,028	-60,523	-78,332
<b>1986</b>					
<b>Number of observations in sample</b>	<b>175</b>				
Average sales \$	220,608	12,575	44,153	154,766	670,938
Average expense \$	188,119	9,877	33,932	143,555	565,111
Average net profit (loss) \$	32,489	2,698	10,221	11,211	105,827
<b>Businesses reporting a profit (No.)</b>	<b>136</b>				
Average sales \$	225,926	12,709	44,588	171,570	674,837
Average expense \$	186,312	5,797	31,831	143,591	564,030
Average net profit \$	39,614	6,912	12,757	27,979	110,807
<b>Businesses reporting a loss (No.)</b>	<b>39</b>				
Average sales \$	183,460	12,113	41,012	129,695	551,020
Average expense \$	203,738	23,972	49,116	143,503	598,360
Average net loss \$	-20,278	-11,859	-8,104	-13,808	-47,340

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	129					
Low sales value (\$000's)	(1)	(1)	27	52	142	
High sales value (\$000's)	(1)	27	52	142	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	<b>35.9</b>	<b>43.5</b>	<b>33.4</b>	<b>34.7</b>	<b>33.6</b>	<b>100.0</b>	<b>35.9</b>	<b>43.5</b>	<b>33.4</b>	<b>34.8</b>	<b>33.6</b>
Depreciation	21.7	22.5	23.7	21.3	19.2	89.4	24.3	33.4	23.9	24.9	19.2
Repairs & maintenance	1.7	2.6	1.3	1.7	1.3	76.7	2.2	3.7	2.1	2.0	1.4
Heat, light & telephone	2.8	5.3	1.9	2.3	2.3	85.0	3.3	5.8	3.3	2.4	2.3
Rent	9.7	13.1	6.5	9.4	10.8	84.4	11.5	15.1	11.0	9.7	11.2
<b>Personnel expenses</b>	<b>16.3</b>	<b>21.7</b>	<b>9.7</b>	<b>13.9</b>	<b>21.8</b>	<b>75.6</b>	<b>21.6</b>	<b>27.1</b>	<b>19.4</b>	<b>18.4</b>	<b>21.9</b>
<b>Financial expenses</b>	<b>6.6</b>	<b>10.8</b>	<b>3.8</b>	<b>4.7</b>	<b>8.2</b>	<b>91.8</b>	<b>7.2</b>	<b>11.2</b>	<b>5.2</b>	<b>4.8</b>	<b>8.2</b>
Interest & bank charges	4.2	7.3	2.4	3.6	4.2	87.2	4.8	7.5	3.3	4.4	4.2
Professional fees	2.4	3.5	1.4	1.1	4.0	80.3	3.0	4.7	2.4	1.3	4.0
<b>Other expenses</b>	<b>31.6</b>	<b>36.1</b>	<b>24.4</b>	<b>34.6</b>	<b>32.7</b>	<b>100.0</b>	<b>31.6</b>	<b>36.1</b>	<b>24.4</b>	<b>34.6</b>	<b>32.7</b>
<b>Profit (loss)</b>	<b>9.6</b>	<b>-12.1</b>	<b>28.6</b>	<b>12.1</b>	<b>3.7</b>	<b>95.7</b>	<b>10.0</b>	<b>-13.6</b>	<b>28.6</b>	<b>12.2</b>	<b>4.0</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9912 - Video Movies and Audio-Visual Equipment Rental

Businesses primarily engaged in renting and leasing audio-visual equipment such as: audio-visual equipment rental and leasing, tape recorder rental, television rental, video cassette recorder rental and video movie rental.

TABLE 2. Balance sheet profile for 1986

## Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	129	(1)	27	52	142
Low sales value (\$000's)	(1)	27	52	142	(1)
High sales value (\$000's)	(1)				
Average (\$000's)					
<b>Assets</b>					
Cash	6	2	9	2	12
Accounts and notes receivable	3	1	1	-	11
Inventory	7	-	2	4	22
Other current assets	1	-	1	1	4
Total current assets	18	4	12	7	49
Fixed assets	78	52	32	50	180
Less: Accum. dep. on fixed assets	34	19	17	25	74
Other assets	7	14	4	1	11
<b>Total assets</b>	<b>70</b>	<b>50</b>	<b>31</b>	<b>33</b>	<b>167</b>
<b>Liabilities and equity</b>					
Current loans	14	10	2	7	40
Other current liabilities	10	2	3	9	25
Total current liabilities	24	11	5	16	65
Mortgages payable	1	-	2	-	-
Long term debt	21	18	6	13	50
Other liabilities	4	1	-	2	11
<b>Total liabilities</b>	<b>50</b>	<b>31</b>	<b>13</b>	<b>31</b>	<b>126</b>
<b>Total equity</b>	<b>20</b>	<b>19</b>	<b>19</b>	<b>2</b>	<b>41</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	41	(1)	25	52	159
Low sales value (\$000's)	(1)	25	52	159	(1)
High sales value (\$000's)	(1)				
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.9	1.2	4.4	0.4	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	11.3	59.9	-	-	1.0
Interest coverage ratio (times)	26.1	-1.1	122.5	-2.9	6.5
Debt ratio (times)	0.9	1.1	0.5	1.3	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	3	--	--	--	--
Depreciation	41	--	--	--	--
Other	-2	--	--	--	--
<b>Dividends</b>	-3	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	19	--	--	--	--
Purchase of fixed assets	-59	--	--	--	--
Increase in investment	-4	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	8	--	--	--	--
Repayment of long term debt	-11	--	--	--	--
Loans from shareholders	14	--	--	--	--
Repayment of loans from shareholders	-6	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-6	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	-5	--	--	--	--
<b>Cash &amp; equivalents—Beginning of the year</b>	6	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	1	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>1,149</b>	<b>112,523</b>	<b>4,853</b>	<b>368</b>	<b>609</b>
less than 20	1,075	52,141	2,232	365	603
20 - 99	43	21,826	1,017	2	2
100 - 499	24	23,085	965	1	4
500 and over	7	15,471	639	-	-
<b>1986</b>					
<b>Total</b>	<b>2,368</b>	<b>188,004</b>	<b>8,752</b>	<b>505</b>	<b>...</b>
less than 20	2,264	97,267	4,533	498	...
20 - 99	65	35,225	1,735	5	...
100 - 499	32	32,239	1,435	2	...
500 and over	7	23,273	1,049	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>277</b>				
Average sales \$	123,518	16,530	38,370	88,661	350,509
Average expense \$	114,837	19,320	33,989	81,369	324,668
Average net profit (loss) \$	8,681	-2,790	4,381	7,292	25,841
<b>Businesses reporting a profit (No.)</b>	<b>220</b>				
Average sales \$	124,598	14,639	38,899	89,760	355,094
Average expense \$	107,795	8,759	29,767	74,238	318,415
Average net profit \$	16,803	5,880	9,132	15,522	36,679
<b>Businesses reporting a loss (No.)</b>	<b>57</b>				
Average sales \$	116,890	17,800	36,795	84,673	328,291
Average expense \$	133,801	26,411	46,553	107,262	354,977
Average net loss \$	-16,911	-8,611	-9,758	-22,589	-26,686
<b>1985</b>					
<b>Number of observations in sample</b>	<b>315</b>				
Average sales \$	112,997	20,026	40,227	87,856	303,879
Average expense \$	106,283	20,739	42,897	81,673	279,823
Average net profit (loss) \$	6,714	-713	-2,670	6,183	24,056
<b>Businesses reporting a profit (No.)</b>	<b>222</b>				
Average sales \$	109,021	18,568	40,483	88,243	288,789
Average expense \$	94,496	14,534	29,531	77,416	256,501
Average net profit \$	14,525	4,034	10,952	10,827	32,288
<b>Businesses reporting a loss (No.)</b>	<b>93</b>				
Average sales \$	136,060	21,384	40,003	86,731	396,120
Average expense \$	149,388	26,520	54,582	94,067	422,384
Average net loss \$	-13,328	-5,136	-14,579	-7,336	-26,264
<b>1986</b>					
<b>Number of observations in sample</b>	<b>313</b>				
Average sales \$	104,532	19,942	41,586	85,789	270,811
Average expense \$	94,903	20,871	35,477	81,014	242,250
Average net profit (loss) \$	9,629	-929	6,109	4,775	28,561
<b>Businesses reporting a profit (No.)</b>	<b>231</b>				
Average sales \$	111,450	23,505	43,354	88,367	290,572
Average expense \$	91,785	17,154	31,585	74,695	243,705
Average net profit \$	19,665	6,351	11,769	13,672	46,867
<b>Businesses reporting a loss (No.)</b>	<b>82</b>				
Average sales \$	89,121	17,755	38,496	80,147	220,085
Average expense \$	99,697	23,153	42,278	94,843	238,515
Average net loss \$	-10,576	-5,398	-3,782	-14,696	-18,430

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

Canada, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	141					
Low sales value (\$000's)	(1)	(1)	30	60	86	
High sales value (\$000's)	(1)	30	60	86	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	<b>18.0</b>	<b>23.2</b>	<b>17.2</b>	<b>21.2</b>	<b>10.9</b>	<b>95.3</b>	<b>18.9</b>	<b>28.8</b>	<b>17.2</b>	<b>21.2</b>	<b>10.9</b>
Depreciation	7.4	10.2	7.2	7.7	4.4	91.7	8.0	14.3	7.3	8.0	4.5
Repairs & maintenance	6.1	5.0	6.9	9.8	2.7	91.8	6.7	6.8	7.0	10.1	2.9
Heat, light & telephone	2.2	2.4	2.1	2.1	2.0	79.1	2.7	4.4	2.6	2.6	2.1
Rent	2.4	5.6	0.9	1.5	1.6	39.5	6.0	17.5	4.1	3.4	2.8
<b>Personnel expenses</b>	<b>16.9</b>	<b>2.5</b>	<b>5.6</b>	<b>26.8</b>	<b>32.5</b>	<b>66.1</b>	<b>25.6</b>	<b>18.2</b>	<b>9.4</b>	<b>29.0</b>	<b>33.5</b>
<b>Financial expenses</b>	<b>2.8</b>	<b>1.5</b>	<b>4.1</b>	<b>2.4</b>	<b>3.0</b>	<b>91.3</b>	<b>3.0</b>	<b>2.0</b>	<b>4.5</b>	<b>2.4</b>	<b>3.0</b>
Interest & bank charges	1.8	0.8	3.0	1.4	1.8	74.4	2.4	1.9	5.2	1.5	1.8
Professional fees	1.0	0.7	1.2	1.0	1.2	83.2	1.2	1.3	1.3	1.1	1.2
<b>Other expenses</b>	<b>40.3</b>	<b>52.0</b>	<b>35.3</b>	<b>33.8</b>	<b>40.8</b>	<b>100.0</b>	<b>40.3</b>	<b>52.0</b>	<b>35.3</b>	<b>33.8</b>	<b>40.8</b>
<b>Profit (loss)</b>	<b>22.0</b>	<b>20.9</b>	<b>37.9</b>	<b>15.8</b>	<b>12.9</b>	<b>97.7</b>	<b>22.5</b>	<b>20.9</b>	<b>37.9</b>	<b>15.8</b>	<b>14.2</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9942 - Welding

Businesses primarily engaged in repair work by welding such as: acetylene welding service, blacksmith service, brazing welding service, electric welding service (exc. construction site), welding repair work, and welding shops.

TABLE 2. Balance sheet profile for 1986

## Canada, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	141				
Low sales value (\$000's)	(1)	(1)	30	60	86
High sales value (\$000's)	(1)	30	60	86	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	4	1	-	2	14
Accounts and notes receivable	8	1	1	4	26
Inventory	4	-	-	1	15
Other current assets	3	-	-	3	10
Total current assets	20	2	1	11	64
Fixed assets	36	10	11	33	91
Less: Accum. dep. on fixed assets	17	7	6	13	43
Other assets	-	-	-	-	1
<b>Total assets</b>	<b>39</b>	<b>6</b>	<b>5</b>	<b>31</b>	<b>113</b>
<b>Liabilities and equity</b>					
Current loans	5	-	2	4	14
Other current liabilities	10	-	1	9	32
Total current liabilities	16	-	3	13	46
Mortgages payable	1	-	-	-	2
Long term debt	7	1	5	15	7
Other liabilities	1	-	-	-	4
<b>Total liabilities</b>	<b>24</b>	<b>1</b>	<b>8</b>	<b>28</b>	<b>60</b>
<b>Total equity</b>	<b>14</b>	<b>5</b>	<b>-3</b>	<b>3</b>	<b>53</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Welding (SIC 9942)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	(1)	63	79	127
High sales value (\$000's)	(1)	63	79	127	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	1.4	0.7	0.2	2.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.4	-3.4	-1.4	13.6	3.4
Interest coverage ratio (times)	23.8	-8.1	0.8	64.8	32.1
Debt ratio (times)	0.9	1.4	0.9	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Canada, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	38				
Low sales value (\$000's)	(1)	(1)	70	127	217
High sales value (\$000's)	(1)	70	127	217	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	22	35	6	15	36
Depreciation	10	6	7	9	16
Other	-6	-16	-4	-7	-
<b>Dividends</b>	<b>-5</b>	<b>-6</b>	<b>-</b>	<b>-2</b>	<b>-12</b>
<b>Investment activities</b>					
Disposal of fixed assets	13	55	1	3	3
Purchase of fixed assets	-13	-	-17	-15	-16
Increase in investment	-1	-	-	-	-3
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	4	-	10	1	3
Repayment of long term debt	-9	-14	-4	-1	-16
Loans from shareholders	4	4	-	5	8
Repayment of loans from shareholders	-10	-37	-	-2	-6
Advances & loans from government	1	-	-	-	2
Increase in equity	-	-	-	-	-
Decrease in equity	-4	-18	-	-	-
Other	1	-	-	-	2
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>7</b>	<b>8</b>	<b>-1</b>	<b>5</b>	<b>16</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>5</b>	<b>-6</b>	<b>-1</b>	<b>4</b>	<b>20</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>12</b>	<b>2</b>	<b>-3</b>	<b>10</b>	<b>35</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Canada, Welding (SIC 9942)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>2,154</b>	<b>120,729</b>	<b>6,601</b>	<b>254</b>	<b>355</b>
less than 20	2,107	91,243	5,049	251	348
20 - 99	46	X	1,443	3	7
100 - 499	1	X	109	-	-
500 and over	-	-	-	-	-
<b>1986</b>					
<b>Total</b>	<b>2,881</b>	<b>202,303</b>	<b>9,824</b>	<b>420</b>	<b>...</b>
less than 20	2,790	135,081	6,574	417	...
20 - 99	88	58,672	2,834	3	...
100 - 499	3	8,550	416	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Canada, Welding (SIC 9942)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>480</b>				
Average sales \$	87,118	15,284	30,352	54,633	248,202
Average expense \$	75,637	10,989	22,964	43,219	225,377
Average net profit (loss) \$	11,481	4,295	7,388	11,414	22,825
<b>Businesses reporting a profit (No.)</b>	<b>431</b>				
Average sales \$	92,821	15,203	30,807	55,263	270,011
Average expense \$	76,259	9,142	21,037	38,560	236,297
Average net profit \$	16,562	6,061	9,770	16,703	33,714
<b>Businesses reporting a loss (No.)</b>	<b>49</b>				
Average sales \$	66,087	15,684	27,790	52,106	168,768
Average expense \$	75,362	20,103	33,812	61,926	185,605
Average net loss \$	-9,275	-4,419	-6,022	-9,820	-16,837
<b>1985</b>					
<b>Number of observations in sample</b>	<b>509</b>				
Average sales \$	86,293	17,128	35,098	65,270	227,677
Average expense \$	75,050	13,504	27,264	49,664	209,769
Average net profit (loss) \$	11,243	3,624	7,834	15,606	17,908
<b>Businesses reporting a profit (No.)</b>	<b>454</b>				
Average sales \$	89,041	16,965	34,130	64,782	240,288
Average expense \$	73,639	11,148	22,919	46,087	214,403
Average net profit \$	15,402	5,817	11,211	18,695	25,885
<b>Businesses reporting a loss (No.)</b>	<b>55</b>				
Average sales \$	76,279	17,771	39,501	68,246	179,598
Average expense \$	83,367	22,831	47,030	71,507	192,098
Average net loss \$	-7,088	-5,060	-7,529	-3,261	-12,500
<b>1986</b>					
<b>Number of observations in sample</b>	<b>397</b>				
Average sales \$	106,730	18,435	43,486	74,113	290,887
Average expense \$	93,572	13,331	31,102	67,298	262,555
Average net profit (loss) \$	13,158	5,104	12,384	6,815	28,332
<b>Businesses reporting a profit (No.)</b>	<b>357</b>				
Average sales \$	108,928	18,769	43,254	73,485	300,202
Average expense \$	90,633	11,986	28,081	55,042	267,422
Average net profit \$	18,295	6,783	15,173	18,443	32,780
<b>Businesses reporting a loss (No.)</b>	<b>40</b>				
Average sales \$	88,752	16,536	44,942	74,973	218,558
Average expense \$	94,971	20,963	50,089	84,066	224,765
Average net loss \$	-6,219	-4,427	-5,147	-9,093	-6,207

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	704										
Low sales value (\$000's)	(1)	(1)	16	29	58						58
High sales value (\$000's)	(1)	16	29	58	(1)						(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	12.9	15.5	13.7	12.7	9.6	97.7	13.2	16.1	14.4	12.8	9.7
Depreciation	4.6	5.4	4.4	5.3	3.3	77.5	5.9	8.9	5.9	6.6	3.5
Repairs & maintenance	4.3	6.4	4.2	3.2	3.3	74.5	5.7	8.0	5.9	4.7	4.2
Heat, light & telephone	2.1	1.4	2.9	2.4	1.8	65.9	3.2	3.5	4.6	3.0	2.3
Rent	1.9	2.3	2.3	1.8	1.2	42.0	4.5	6.7	6.3	4.2	2.2
Personnel expenses	24.9	8.0	21.2	24.0	46.1	69.1	36.0	18.8	35.4	31.2	47.6
Financial expenses	3.5	2.8	3.6	3.2	4.5	91.1	3.9	3.3	4.0	3.5	4.5
Interest & bank charges	1.9	1.6	2.3	1.5	2.2	70.9	2.7	3.9	3.3	1.9	2.3
Professional fees	1.6	1.2	1.3	1.7	2.3	77.1	2.1	1.6	2.1	2.1	2.5
Other expenses	28.6	27.9	23.3	33.3	29.8	99.6	28.7	28.3	23.3	33.3	29.8
Profit (loss)	30.2	45.8	38.1	26.8	10.0	97.0	31.1	45.8	41.1	27.6	10.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 995 - Services to Buildings and Dwellings

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings.

**TABLE 2. Balance sheet profile for 1986**  
**Canada, Services to Buildings and Dwellings (SIC 995)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	704				
Low sales value (\$000's)	(1)	(1)	16	29	58
High sales value (\$000's)	(1)	16	29	58	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	3	-	-	1	12
Accounts and notes receivable	6	-	-	2	20
Inventory	1	-	-	-	3
Other current assets	1	-	-	-	5
Total current assets	11	1	1	4	39
Fixed assets	32	1	2	13	111
Less: Accum. dep. on fixed assets	21	-	1	5	78
Other assets	3	-	-	1	12
<b>Total assets</b>	<b>25</b>	<b>2</b>	<b>2</b>	<b>13</b>	<b>85</b>
<b>Liabilities and equity</b>					
Current loans	4	1	1	1	11
Other current liabilities	5	-	-	2	17
Total current liabilities	8	1	1	3	28
Mortgages payable	4	-	-	5	9
Long term debt	6	-	-	2	20
Other liabilities	-	-	-	-	1
<b>Total liabilities</b>	<b>18</b>	<b>1</b>	<b>2</b>	<b>10</b>	<b>59</b>
<b>Total equity</b>	<b>7</b>	<b>1</b>	<b>-</b>	<b>3</b>	<b>26</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Canada, Services to Buildings and Dwellings (SIC 995)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	315				
Low sales value (\$000's)	(1)	(1)	34	78	177
High sales value (\$000's)	(1)	34	78	177	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	2.3	2.2	1.1	3.6	2.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	...	102.5	24.4	...	8.7
Interest coverage ratio (times)	50.7	160.2	19.4	12.5	21.7
Debt ratio (times)	0.9	1.0	1.0	0.7	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Services to Buildings and Dwellings (SIC 995)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	242				
Low sales value (\$000's)	(1)	(1)	40	86	178
High sales value (\$000's)	(1)	40	86	178	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	6	2	2	6	14
Depreciation	5	1	3	5	10
Other	-2	1	-2	-3	-2
<b>Dividends</b>	-2	-2	-	-3	-3
<b>Investment activities</b>					
Disposal of fixed assets	2	-	1	1	5
Purchase of fixed assets	-9	-2	-4	-8	-22
Increase in investment	-1	-	-1	-1	-3
Decrease in investment	1	-	-	-	2
<b>Financing activities</b>					
Increase in long term debt	5	1	1	5	13
Repayment of long term debt	-3	-	-2	-3	-5
Loans from shareholders	2	1	1	2	4
Repayment of loans from shareholders	-3	-1	-1	-1	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	1	-1	-1	6
<b>Cash &amp; equivalents-Beginning of the year</b>	8	1	7	7	17
<b>Cash &amp; equivalents - End of the year</b>	10	2	6	6	22

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Services to Buildings and Dwellings (SIC 995)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>5,256</b>	<b>513,457</b>	<b>52,420</b>	<b>1,038</b>	<b>1,219</b>
less than 20	4,819	154,672	15,156	1,011	1,192
20 - 99	319	114,321	11,396	18	22
100 - 499	78	116,153	11,902	7	2
500 and over	40	128,311	13,966	2	3
<b>1986</b>					
<b>Total</b>	<b>8,694</b>	<b>739,588</b>	<b>65,532</b>	<b>2,119</b>	<b>...</b>
less than 20	8,063	246,453	20,924	2,036	...
20 - 99	464	171,448	15,348	53	...
100 - 499	109	140,615	12,492	21	...
500 and over	58	181,072	16,768	9	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Services to Buildings and Dwellings (SIC 995)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>1,461</b>				
Average sales \$	65,700	13,133	21,008	38,423	190,236
Average expense \$	55,306	7,216	12,854	27,134	174,021
Average net profit (loss) \$	10,394	5,917	8,154	11,289	16,215
<b>Businesses reporting a profit (No.)</b>	<b>1,353</b>				
Average sales \$	64,974	13,189	20,968	38,598	187,142
Average expense \$	51,518	6,242	11,679	24,649	163,502
Average net profit \$	13,456	6,947	9,289	13,949	23,640
<b>Businesses reporting a loss (No.)</b>	<b>108</b>				
Average sales \$	69,676	12,647	21,428	37,031	207,598
Average expense \$	80,198	15,628	25,220	46,888	233,054
Average net loss \$	-10,522	-2,981	-3,792	-9,857	-25,456
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,403</b>				
Average sales \$	69,271	13,107	22,290	41,188	200,499
Average expense \$	58,868	7,432	13,422	28,930	185,688
Average net profit (loss) \$	10,403	5,675	8,868	12,258	14,811
<b>Businesses reporting a profit (No.)</b>	<b>1,308</b>				
Average sales \$	69,983	13,151	22,337	40,868	203,575
Average expense \$	57,103	6,569	12,811	25,966	183,064
Average net profit \$	12,880	6,582	9,526	14,902	20,511
<b>Businesses reporting a loss (No.)</b>	<b>95</b>				
Average sales \$	66,350	12,652	21,473	43,498	187,776
Average expense \$	71,808	16,274	24,073	50,341	196,543
Average net loss \$	-5,458	-3,622	-2,600	-6,843	-8,767
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,643</b>				
Average sales \$	71,126	12,833	21,396	41,684	208,590
Average expense \$	60,598	6,488	12,442	29,916	193,546
Average net profit (loss) \$	10,528	6,345	8,954	11,768	15,044
<b>Businesses reporting a profit (No.)</b>	<b>1,367</b>				
Average sales \$	69,550	12,885	21,333	41,882	202,100
Average expense \$	56,570	5,941	11,307	28,141	180,892
Average net profit \$	12,980	6,944	10,026	13,741	21,208
<b>Businesses reporting a loss (No.)</b>	<b>276</b>				
Average sales \$	76,633	12,079	22,164	40,299	231,988
Average expense \$	80,543	14,353	26,286	42,368	239,166
Average net loss \$	-3,910	-2,274	-4,122	-2,069	-7,178

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



**TABLE 1. Selected operating ratios, in percent of sales, 1986**

**Canada, Janitorial Services (SIC 9953)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	533					
Low sales value (\$000's)	(1)	(1)	15	26	55	
High sales value (\$000's)	(1)	15	26	55	(1)	

  

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Occupancy expenses</b>	<b>13.1</b>	<b>16.4</b>	<b>12.9</b>	<b>14.7</b>	<b>8.4</b>	<b>97.4</b>	<b>13.4</b>	<b>17.3</b>	<b>13.6</b>	<b>14.8</b>	<b>8.4</b>
Depreciation	4.4	4.8	4.1	6.1	2.7	75.4	5.9	9.0	6.0	6.9	3.0
Repairs & maintenance	4.8	7.3	4.6	4.1	3.2	78.8	6.1	9.5	6.2	5.3	3.8
Heat, light & telephone	1.9	1.2	2.1	2.8	1.5	66.3	2.9	3.0	3.4	3.3	1.9
Rent	1.9	3.0	2.1	1.7	1.0	42.4	4.6	7.2	6.4	4.4	1.7
<b>Personnel expenses</b>	<b>25.6</b>	<b>10.2</b>	<b>20.4</b>	<b>24.1</b>	<b>46.7</b>	<b>69.9</b>	<b>36.6</b>	<b>20.7</b>	<b>36.5</b>	<b>32.4</b>	<b>47.3</b>
<b>Financial expenses</b>	<b>3.2</b>	<b>2.7</b>	<b>3.1</b>	<b>3.5</b>	<b>3.7</b>	<b>89.4</b>	<b>3.6</b>	<b>3.4</b>	<b>3.5</b>	<b>3.8</b>	<b>3.7</b>
Interest & bank charges	1.5	1.3	2.2	1.4	1.2	68.6	2.2	3.4	3.5	1.7	1.3
Professional fees	1.7	1.4	0.9	2.1	2.5	76.5	2.3	1.9	1.5	2.6	2.7
<b>Other expenses</b>	<b>26.9</b>	<b>26.5</b>	<b>20.9</b>	<b>30.1</b>	<b>29.8</b>	<b>99.5</b>	<b>27.0</b>	<b>27.0</b>	<b>20.9</b>	<b>30.1</b>	<b>29.8</b>
<b>Profit (loss)</b>	<b>31.3</b>	<b>44.3</b>	<b>42.6</b>	<b>27.6</b>	<b>11.5</b>	<b>95.8</b>	<b>32.6</b>	<b>44.3</b>	<b>47.3</b>	<b>28.8</b>	<b>11.8</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 9953 - Janitorial Services**

Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as car service, floor waxing, janitorial services, janitorial maintenance of buildings and dwellings and office cleaning.

TABLE 2. Balance sheet profile for 1986

## Canada, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	533				
Low sales value (\$000's)	(1)	(1)	15	26	55
High sales value (\$000's)	(1)	15	26	55	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	4	-	-	1	13
Accounts and notes receivable	6	-	-	2	20
Inventory	1	-	-	-	2
Other current assets	1	-	-	-	5
Total current assets	12	1	-	3	41
Fixed assets	12	1	2	15	31
Less: Accum. dep. on fixed assets	5	1	1	4	14
Other assets	3	-	-	1	9
<b>Total assets</b>	<b>21</b>	<b>2</b>	<b>1</b>	<b>14</b>	<b>66</b>
<b>Liabilities and equity</b>					
Current loans	3	1	1	1	10
Other current liabilities	5	-	-	2	16
Total current liabilities	8	1	1	3	26
Mortgages payable	2	-	-	6	2
Long term debt	3	-	1	2	9
Other liabilities	-	-	-	-	-
<b>Total liabilities</b>	<b>13</b>	<b>1</b>	<b>1</b>	<b>12</b>	<b>38</b>
<b>Total equity</b>	<b>8</b>	<b>1</b>	<b>-</b>	<b>2</b>	<b>29</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Canada, Janitorial Services (SIC 9953)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	272				
Low sales value (\$000's)	(1)	(1)	34	76	170
High sales value (\$000's)	(1)	34	76	170	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.5	1.8	1.1	4.9	2.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	...	137.4	34.8	...	...
Interest coverage ratio (times)	44.5	123.4	6.7	24.3	28.2
Debt ratio (times)	0.9	1.1	1.0	0.7	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Canada, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	220				
Low sales value (\$000's)	(1)	(1)	38	80	178
High sales value (\$000's)	(1)	38	80	178	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	7	2	2	6	18
Depreciation	4	1	3	5	8
Other	-1	-	-2	-4	2
<b>Dividends</b>	-2	-2	-	-3	-4
<b>Investment activities</b>					
Disposal of fixed assets	2	-	1	1	4
Purchase of fixed assets	-8	-2	-3	-10	-16
Increase in investment	-1	-	-	-2	-3
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	3	1	1	6	4
Repayment of long term debt	-2	-	-1	-3	-3
Loans from shareholders	3	1	1	3	5
Repayment of loans from shareholders	-2	-1	-1	-2	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>1</b>	<b>-1</b>	<b>-1</b>	<b>12</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>10</b>	<b>1</b>	<b>7</b>	<b>8</b>	<b>23</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>13</b>	<b>2</b>	<b>6</b>	<b>7</b>	<b>35</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Canada, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>5,256</b>	<b>513,457</b>	<b>52,420</b>	<b>1,038</b>	<b>1,219</b>
less than 20	4,819	154,672	15,156	1,011	1,192
20 - 99	319	114,321	11,396	18	22
100 - 499	78	116,153	11,902	7	2
500 and over	40	128,311	13,966	2	3
<b>1986</b>					
<b>Total</b>	<b>8,694</b>	<b>739,588</b>	<b>65,532</b>	<b>2,119</b>	<b>...</b>
less than 20	8,063	246,453	20,924	2,036	...
20 - 99	464	171,448	15,348	53	...
100 - 499	109	140,615	12,492	21	...
500 and over	58	181,072	16,768	9	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>993</b>				
Average sales \$	63,107	12,671	19,456	35,370	184,931
Average expense \$	52,634	6,497	10,894	22,840	170,305
Average net profit (loss) \$	10,473	6,174	8,562	12,530	14,626
<b>Businesses reporting a profit (No.)</b>	<b>930</b>				
Average sales \$	61,461	12,734	19,469	35,261	178,380
Average expense \$	47,901	5,469	10,283	20,212	155,639
Average net profit \$	13,560	7,265	9,186	15,049	22,741
<b>Businesses reporting a loss (No.)</b>	<b>63</b>				
Average sales \$	72,646	12,182	19,244	36,406	222,753
Average expense \$	84,613	14,451	21,312	47,703	254,984
Average net loss \$	-11,967	-2,269	-2,068	-11,297	-32,231
<b>1985</b>					
<b>Number of observations in sample</b>	<b>1,006</b>				
Average sales \$	62,612	12,749	21,090	38,184	178,426
Average expense \$	52,054	6,975	12,330	25,015	163,897
Average net profit (loss) \$	10,558	5,774	8,760	13,169	14,529
<b>Businesses reporting a profit (No.)</b>	<b>952</b>				
Average sales \$	62,443	12,716	21,105	37,585	178,366
Average expense \$	49,866	6,053	11,893	22,553	158,966
Average net profit \$	12,577	6,663	9,212	15,032	19,400
<b>Businesses reporting a loss (No.)</b>	<b>54</b>				
Average sales \$	63,962	13,099	20,743	43,267	178,738
Average expense \$	68,605	16,656	22,265	45,905	189,592
Average net loss \$	-4,643	-3,557	-1,522	-2,638	-10,854
<b>1986</b>					
<b>Number of observations in sample</b>	<b>1,183</b>				
Average sales \$	68,104	12,485	19,898	39,440	200,594
Average expense \$	57,332	6,232	11,002	27,741	184,354
Average net profit (loss) \$	10,772	6,253	8,896	11,699	16,240
<b>Businesses reporting a profit (No.)</b>	<b>975</b>				
Average sales \$	66,150	12,499	19,640	39,120	193,341
Average expense \$	53,266	5,776	9,411	25,624	172,254
Average net profit \$	12,884	6,723	10,229	13,496	21,087
<b>Businesses reporting a loss (No.)</b>	<b>208</b>				
Average sales \$	77,901	12,191	22,504	41,900	235,008
Average expense \$	82,127	15,688	27,056	44,003	241,761
Average net loss \$	-4,226	-3,497	-4,552	-2,103	-6,753

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Canada, Ticket and Travel Agencies (SIC 9961)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
Businesses in sample (No.)	186													
Low sales value (\$000's)	(1)	(1)	77					147					383	
High sales value (\$000's)	(1)	77	147					383					(1)	
	Percent of sales						Percent of sales							
Cost of sales	24.5	0.5	1.3	38.8	54.4	28.2	86.9	25.3	90.5	90.9	85.7			
Occupancy expenses	13.2	19.5	18.6	8.9	6.6	95.6	13.8	23.1	18.7	8.9	6.8			
Depreciation	2.3	4.9	1.9	1.8	0.9	86.8	2.7	7.8	2.1	1.9	1.0			
Repairs & maintenance	0.5	0.4	0.7	0.4	0.3	43.6	1.0	2.4	1.2	0.8	0.6			
Heat, light & telephone	4.3	6.3	5.6	3.2	2.2	95.0	4.5	7.5	5.6	3.2	2.3			
Rent	6.2	7.9	10.5	3.5	3.1	87.9	7.0	12.5	11.0	3.6	3.3			
Personnel expenses	33.5	36.6	43.7	29.2	25.0	89.0	37.6	50.3	43.7	33.8	26.0			
Financial expenses	5.6	9.8	7.9	3.2	2.1	97.6	5.7	10.7	7.9	3.2	2.1			
Interest & bank charges	1.9	4.2	2.5	0.7	0.5	87.6	2.2	6.5	2.6	0.7	0.6			
Professional fees	3.7	5.6	5.4	2.5	1.6	96.0	3.8	6.1	5.5	2.6	1.6			
Other expenses	20.9	26.0	31.7	15.6	11.2	100.0	20.9	26.0	31.7	15.6	11.2			
Profit (loss)	2.3	7.6	-3.3	4.3	0.7	95.6	2.4	7.6	-3.8	4.3	0.7			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...			

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9961 - Ticket and Travel Agencies

Businesses primarily engaged in furnishing travel information, acting as agents in arranging tours, accommodation and transportation for travellers or acting as independent agencies for transportation establishments.

**TABLE 2. Balance sheet profile for 1986  
Canada, Ticket and Travel Agencies (SIC 9961)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	186				
Low sales value (\$000's)	(1)	(1)	77	147	383
High sales value (\$000's)	(1)	77	147	383	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	32	13	27	33	55
Accounts and notes receivable	29	5	24	25	61
Inventory	-	-	-	-	-
Other current assets	11	1	5	22	15
Total current assets	73	18	56	81	131
Fixed assets	22	7	14	28	37
Less: Accum. dep. on fixed assets	9	2	6	15	11
Other assets	19	9	34	11	22
<b>Total assets</b>	<b>105</b>	<b>33</b>	<b>99</b>	<b>105</b>	<b>179</b>
<b>Liabilities and equity</b>					
Current loans	12	3	7	15	23
Other current liabilities	34	8	25	22	78
Total current liabilities	46	12	31	37	101
Mortgages payable	-	1	-	-	-
Long term debt	17	12	31	10	13
Other liabilities	2	-	-	5	1
<b>Total liabilities</b>	<b>64</b>	<b>24</b>	<b>63</b>	<b>53</b>	<b>115</b>
<b>Total equity</b>	<b>41</b>	<b>9</b>	<b>36</b>	<b>52</b>	<b>64</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986  
Canada, Ticket and Travel Agencies (SIC 9961)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	107				
Low sales value (\$000's)	(1)	(1)	93	178	411
High sales value (\$000's)	(1)	93	178	411	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.9	3.4	1.9	4.5	1.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.0	4.4	0.2	13.0	1.4
Interest coverage ratio (times)	-2.9	-1.6	5.7	16.3	-35.5
Debt ratio (times)	1.6	1.2	3.6	0.7	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Canada, Ticket and Travel Agencies (SIC 9961)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	79				
Low sales value (\$000's)	(1)	(1)	81	201	414
High sales value (\$000's)	(1)	81	201	414	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	-1	-13	7	13	-13
Depreciation	4	2	3	6	7
Other	-7	-6	-44	35	-14
<b>Dividends</b>	-7	-1	-	-23	-4
<b>Investment activities</b>					
Disposal of fixed assets	-	-	1	-	-
Purchase of fixed assets	-6	-4	-5	-9	-6
Increase in investment	-3	-	-2	-7	-3
Decrease in investment	1	-	1	2	1
<b>Financing activities</b>					
Increase in long term debt	6	1	15	4	4
Repayment of long term debt	-2	-1	-1	-2	-3
Loans from shareholders	12	14	26	3	5
Repayment of loans from shareholders	-2	-	-1	-2	-3
Advances & loans from government	-	-	-	1	-
Increase in equity	3	11	1	-	2
Decrease in equity	-1	-2	-	-	-3
Other	-1	-	-	-2	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-3	2	-1	17	-31
<b>Cash &amp; equivalents-Beginning of the year</b>	26	8	25	32	39
<b>Cash &amp; equivalents - End of the year</b>	23	10	25	49	8

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Canada, Ticket and Travel Agencies (SIC 9961)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1983</b>					
<b>Total</b>	<b>2,451</b>	<b>231,606</b>	<b>13,649</b>	<b>299</b>	<b>345</b>
less than 20	2,311	125,195	7,577	290	332
20 - 99	96	43,455	2,647	9	11
100 - 499	31	27,691	1,647	-	2
500 and over	13	35,265	1,778	-	-
<b>1986</b>					
<b>Total</b>	<b>3,330</b>	<b>361,870</b>	<b>18,619</b>	<b>454</b>	<b>...</b>
less than 20	3,160	186,827	10,099	439	...
20 - 99	118	65,001	3,587	14	...
100 - 499	32	28,338	1,452	-	...
500 and over	20	81,704	3,481	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

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TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Canada, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
<b>Number of observations in sample</b>	<b>328</b>				
Average sales \$	369,474	27,084	92,823	303,720	1,054,270
Average expense \$	362,542	27,350	99,625	284,937	1,038,256
Average net profit (loss) \$	6,932	-266	-6,802	18,783	16,014
<b>Businesses reporting a profit (No.)</b>	<b>244</b>				
Average sales \$	373,255	28,958	94,226	303,433	1,066,403
Average expense \$	347,378	16,935	71,297	267,635	1,033,645
Average net profit \$	25,877	12,023	22,929	35,798	32,758
<b>Businesses reporting a loss (No.)</b>	<b>84</b>				
Average sales \$	357,916	25,031	87,806	304,261	1,014,565
Average expense \$	402,627	38,763	200,961	317,440	1,053,344
Average net loss \$	-44,711	-13,732	-113,155	-13,179	-38,779
<b>1985</b>					
<b>Number of observations in sample</b>	<b>330</b>				
Average sales \$	286,855	29,074	86,500	182,901	848,946
Average expense \$	282,868	26,526	94,148	171,070	839,728
Average net profit (loss) \$	3,987	2,548	-7,648	11,831	9,218
<b>Businesses reporting a profit (No.)</b>	<b>244</b>				
Average sales \$	297,110	24,759	95,681	183,405	884,594
Average expense \$	279,373	15,936	80,342	165,549	855,664
Average net profit \$	17,737	8,823	15,339	17,856	28,930
<b>Businesses reporting a loss (No.)</b>	<b>86</b>				
Average sales \$	266,092	42,221	80,362	181,034	768,749
Average expense \$	289,394	58,796	103,378	191,525	803,878
Average net loss \$	-21,302	-16,575	-23,016	-10,491	-35,129
<b>1986</b>					
<b>Number of observations in sample</b>	<b>361</b>				
Average sales \$	285,841	39,143	103,200	254,631	746,389
Average expense \$	285,766	41,000	106,908	249,644	745,513
Average net profit (loss) \$	75	-1,857	-3,708	4,987	876
<b>Businesses reporting a profit (No.)</b>	<b>232</b>				
Average sales \$	277,767	29,513	103,575	249,618	728,361
Average expense \$	257,673	15,481	86,343	226,459	702,407
Average net profit \$	20,094	14,032	17,232	23,159	25,954
<b>Businesses reporting a loss (No.)</b>	<b>129</b>				
Average sales \$	298,196	46,170	102,985	266,580	777,047
Average expense \$	325,515	59,621	118,721	304,904	818,815
Average net loss \$	-27,319	-13,451	-15,736	-38,324	-41,768

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes