

## INTRODUCTIION AND DATA SOURCES

This document is one of a series presenting industry profiles of small businesses. The data contained in this repor are the result of a joint project of Statistics Canada, Industry, Science and Technology Canada and all provincial and territorial deparments responsible for small business.

Retums submitted to Revenue Canada, Taxation, for the year 1987 were used to derive the information contained in these profiles. The statistics were compiled for the businesses reporing sales of between $\$ 25,000$ and $\$ 2,000,000$. The choice of this paricular size range was largely driven by operational considerations and does not represent an official definition of what constitutes a small business.

Corporate data in this report are extracted from tax retums, which typically consists of a T2 form, a set of financial statements and supporting schedules. Similarly, unincorporated business tax returns, which report self-employment income, typically consist of a T1 (general) form, a set of financial statements and other supportive schedules.

The 108 industry groups selected for publication are those comprising a high proportion of smaller businesses. These industries represent approximately $75 \%$ of small businesses, while the remaining quarter is distributed over some 750 other industry classifications.

## METHODOLOGY

Data pertaining to businesses in tables 1 and 6 are derived from a statistical sample of approximately 70,000 taxation records of corporations and of unincorporated sole proprietorships and parnerships distributed among 108 industry groups. The tables are on a fiscal year basis. Where the sample size of a given industry group is less than 50 , the distribution into quartiles has not been shown. In such circumstances, only the total values are publishised. In table 1, a particular expense item reported by less than 13 businesses is not distributed into quartiles.

Data contained in tables 2 and 3 are derived from a sample of approximately 45,000 incorporated businesses taken from the same 108 SIC groups. Data contained in table 4 are derived from a sample of 24,000 incorporated businesses drawn randomly within the same groups.

The data in table 5 are derived from the payroll records of employers and apply to all employees who are issued T4 tax records (summary of wages and salaries). Employees earning less than $\$ 500$ a year may be excluded as this is the cut-off for the mandatory issuance of T4 tax records. Table 5 is on a calendar year basis.

## DATA LIMITATIONS

The sample was selected from the universe of businesses stratified by five regions (namely the Atlantic Region, Quebec, Ontario, the Prairies, and British Columbia and the Territories) and by business sales groups. Consequently, statistical estimates for total sales, total expenses and the number of businesses will be unbiased and reliable at the region and business sales group level. However, when these estimates are tabulated by detailed industry groups for a province/territory, they could be subject to large variations, rendering the year-to-year comparisons somewhat erratic. Other statistics such as ratios and averages will not show the same degree of variability.

Tax derived data are subject to bookkeeping inconsistencies and respondent errors and should be recognized as a contributing source of data limitations. It should be noted that the tax records used are unaudited records.

Furthermore, the process of data capture, classification, edit and imputation is subject to potential errors and should also be recognized as a contributing source of data limitations.

## STANDARD INDUSTRIAL CLASSIFICATION (SIC) DEFINITION

The SIC for each industry is described at the bottom of table 1.
(1)
Logging Industry ..... 0411
Service Industrics Incidental to Crude Petroleum and Natural Gas ..... 0910
Services Industries Incidental to Mining ..... $092(5$
Women's Clothing Industries ..... 2440
Sawmill. Planning Mill \& Shingle Mill Products Industrics ..... 2510
Houschold Fumiture Industrics ..... 2610
Commercial Irinting Industrics ..... 2810
Platemaking. Typescting \& Bindery Industry ..... 2820
Publishing Industries ..... 2830
Omamental and Architectural Metal Products Industrics ..... 3030
Stamped, Pressed and Coated Metal Products Industries ..... 3040
Hardwarc. Tool and Cullery Industrics ..... 3060
Machine Shop Industry ..... 3081
Single Family Housing ..... 4011
Residential Renovation ..... 4013
Excavating and Grading ..... 4214
Other Site Work ..... 4219
Concrete Pouring and Finishing ..... 4224
Masonry Work ..... 423 !
Siding Work ..... 4232
Plumbing ..... 4241
Wet Heating and Air Conditioning Work ..... 4243
Electrical Work ..... 4261
Drywall Work ..... 4272
Finish Carpentry ..... 4274
Painting and Decorating Work ..... 4275
Omamental and Miscellaneous Fabricated Metal Installation ..... 4292
Land Developers ..... 4491
Truck Transport Industries ..... 4560
General Freight Trucking Industry ..... 4561
Dry Bulk Materials Trucking Industry ..... 4564
Forest Producls Trucking Industry ..... 4565
School Bus Operations Industry ..... 4573
Texicab Industry ..... 4581
Postal Service Industry ..... 4841
Courier Service Industry ..... 4842
-Wholesale Petroleum Products ..... 5111
Wholesale Food ..... 5210
Wholesale Apparel ..... 5310
Wholesale Motor Vehicle Parts and Accessories ..... 5520
Wholesale Plumbing, Heating, Air Conditioning Equipment and Supplies ..... 5622
Wholesale Lumber and Buidding Materials ..... 5630
Wholesale Farm Machinery, Equipment and Supplies ..... 5711
Wholesale Industrial Machinery Equipment and Supplies ..... 5731
Wholesale Waste Materials ..... 5910
Wholesale General Merchandise ..... 5980
Food (Groceries) Stores ..... 6011
Food (Specialty) Swies ..... 6012
Prescription Drugs and Patent Medicine Stores ..... 6030
Phammacies ..... 6031
Men's Clothing Stores ..... 6121
Women's Clothing Stores ..... 6131
Clothing Stores n.e.c. ..... 6141
Fabric and Yam Stores ..... 6151
Houschold Fumiture Stores ..... 6210
Fumiture, Refinishing and Repair Shop ..... 6213
Appliance, Television, Radio and Stereo Stores ..... 6220
Appliance, Television, Radio and Stcreo Stores ..... 6221
Television Radio and Stereo Stores ..... 6222
Appliance, Television, Radio and Sicreo Repair Shops ..... 6223
Automobile (New) Dealers ..... 6311

Automobile (Used) Dealers ..... 6312
Gasoline Service Stations ..... 6331
Tive, Mattery Parls and Accessorics Stores ..... 6342
Garages (Genctal Repairs) ..... 6351
Paint and Body Repair Shops ..... 6352
General Stores ..... 6412
Other General Merchandise Stores ..... 6413
Florist Shops ..... 6521
Hardware Stores ..... 6531
Sporting Goods Stores ..... 654)
Musical Instrument and Record Stores ..... 6550
Jeweliery Stores ..... 6561
Toy, Hobby Novelty and Souvenir Stores ..... 6580
Gift, Novelly and Souvenir Stores ..... 6582
Sccond-Hand Merchandise Stores, n.e.c. ..... 6591
Vending Machine Operators ..... 6911
Direct Scllers ..... 6921
Operators of Buildings and Dwellings ..... 7510
Operators of Residential Buiddings and Dwellings ..... 7511
Operators of Non-Residential l3uildings ..... 7512
Insurance and Real Estate Agencics ..... 7611
Computer Services ..... 7721
Advertising Agencies ..... 7741
Management Consulting Services ..... 7771
Hotels and Mowr Hotels ..... 9111
Motels ..... 9112
Licensed Restaurants ..... 9211
Unlicensed Restaurants (Including Drive-Ins) ..... 9212
Take-Out Food Services ..... 9213
Catcrers ..... 9214
Tavems, Bars and Night Clubs ..... 9221
Entertainment Production Companies and Artists ..... 9631
Sports and Recreation Clubs and Services ..... 9650
Barber Shops ..... 9711
Beauty Shops ..... 9712
Combination Barber and Beauty Shops ..... 9713
Laundry and Cleaners ..... 9720
Power Laundries and/or Dry Cleaners ..... 9721
Self-Scrve Laundrics and/or Dry Cleaners ..... 9723
Industrial Machincry and Equipment Rental and Leasing ..... 9911
Audio-Visual Equipment Rental \& Leasing ..... 9912
Automobile and Truck Rental and Leasing Services ..... 9921
Photographers ..... 9931
Welding ..... 9942
Services to Buildings and Dwellings ..... 9950
Janitorial Services ..... 9953
Ticket and Travel Agencies ..... 9961
ACN

TABLE 1. Salected opepating matios. in percent of sales. 9987
Canmen, bogging industry (Sic 0411)


## symool:

- zero or no observitions
- too smel! loo de expressed
not soplicable
$\times$ confidential


## footnotes


iotal wignem expendiqure on segiven item
(2) Yolu in estan ceil
(3) Velue in ench cell = for each quaptile.
 individuslly and the cotsl mill not necesserily equsi io0z.

Notes
Deto are shown oy quartiles when at leses 13 of the sanpled ousinesses report the specific item.
Records mere ronked in escending order according io seles size. Eech gumptile (i. bottom 25z, lower middie 25z, etc. represents one quarter of the totil mumber of Dusinesses. Within tach quartile. the avertge retio is presented. for comper son purposes. the high and low velues of selts ir snown

How to use the tebles

 100 25\%
(3) Dert pertbining so the selected selg size pange will be in thet gutrile

Stenderd Industri Clessificetion Definition (SIf 1980):

SIE 041! - Logging Indutery
Businesses pramarty engaged in harvesting hardmood and sofiwood tres on an own-gccount basis. included are businesses primarily ghgaged in the combined activitits diving. Dooming. sorting and iciting and towing of wooc. Barking mills are also includeo These businesses incluoe barking lrossingl logs. Dooming logs. bucking tress. ounching logs, enioping logs. Christmes tree cutting. contraet logging. felling le ees lloggingl. fulwood cuting. iog selvaging. log scaling. logs and bolis. unteateo wooden pil opocs untreared wooden polis and pilings. Dulomood cuting, sawlogs. veneer logs ang mood enips

TABLE 2. Balance smeet profile for incorporzted businesses only. 1987
Fanadx, Logging industry iSIC j411)

(i) ihese estinates reased on sempl of ousinesses pepopting sales betwetn $\$ 25.000$ and $\$ 2.000 .000$.
setimol 1 for symools and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Canada. Logging industry (Sic 0411)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower | Uoder middl 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in samol (No. Low sales value ( $\$ 000^{\circ} \mathrm{s}$ ) High sales value ( $\$ 000^{\circ}$ s) | 898 $(1)$ $(1)$ | 111 110 | $\begin{array}{r}110 \\ 208 \\ \hline\end{array}$ | 208 422 | 422 111 |
|  | Aversoe |  |  |  |  |
| Liquidity patio Current ratio (times) | 1.0 | 1.4 | 0.9 | : 0 | 1.0 |
| Leverage patios. <br> Deotleanity retio (times) <br> Interest coverage ratio (times) <br> Olot ratio (times) | $\begin{aligned} & 1.8 \\ & 4.3 \\ & 0.6 \end{aligned}$ | 2.3 3.3 0.7 | 2.8 4.8 0.7 | $\begin{aligned} & 1.8 \\ & 4.3 \\ & 0.8 \end{aligned}$ | 1.3 4.5 0.6 |



See iable for symols and notes

Definitions:

1. Liquidity perio:

Surren: = curcent assets / cuprent liabilities.
2. Leverege retios:

```
DeDt/Equ:ty = sopal liabilipies / Equity
Deberatio = totai liabilities/ cotal assets
lntermst coverage = ner profit. interest exoense/ interes? uxoense.
```

TABLE 4. Statament of changes in financial position for incorporated businesses only, 1987
Cansde. Logging Industry (SIC 0411)

 only those businessex peporting statement of changes.
Ste Titole 1 for symbols and notet.

TABLE 5. Employment Ehangea by size of businesz. 1984-1987 based on SIC elasstfication in i987
Canseds. Logging industry (515 0419)

| Business size expressed in average labour unita(1) | Number of bus inesses | Total payroll | Average labour units! | Changes in number af businesses with paic moloyens |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Nemly } \\ \text { cocerqing(2) } \end{array}$ | $\begin{gathered} \text { No longer } \\ \text { corting(3) } \end{gathered}$ |
| 1984 |  |  |  |  |  |
| Totel | 1.253 | 316.807 | 10.502 | 181 | 92 |
| $\begin{aligned} & 183 \text { than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.187 \\ 59 \\ 16 \\ 13 \end{array}$ | $\begin{array}{r} 79.004 \\ 53.895 \\ 33.371 \\ 140.539 \end{array}$ | $\begin{aligned} & 2.609 \\ & 2.058 \\ & 1.182 \\ & 5.055 \end{aligned}$ | 170 5 5 5 | 91 $\vdots$ 0 |
| 1987 |  |  |  |  |  |
| Total | 1.063 | 363.502 | 11.392 | 106 | $\cdots$ |
| less than 20 <br> 20-99 <br> 100-495 <br> 500 and over | 1.001 48 5 8 | 86.770 58.491 45.483 174.758 | $\begin{aligned} & 2.665 \\ & 1.792 \\ & 1.275 \\ & 5.859 \end{aligned}$ | 104 | $\cdots$ |

(1) Jverage labour units ape calculated oy dividing copal poypoll by the average annul wage and salary rate as reported in phe Sufvey of Emplovment. Paypoll and hours. Siatistics canada. Gatalogue 92-002. An aver age ibour unit could oe interpreted as a
 500 employees $\quad$ Canada as whol out less than that mumoer in any given province it is shown in the 500 and over group
(2) Refars to businesses reporing no oayroll oucuctions in the grovious year.
(3) Refers to busimesses peporting no payroll deductions in the following year

- vewly reoorting* and mo tonger reporting" ousinesses are assumed io have deen in activity fop six months and the information is adjusied accordingly

Sef iable for symools and notes

TABLE 6. Selectad operating enaractertstics of smali businesses by sales quartile, i985-1987 Canada. 6 logging Industry (SIC 041i)


1985

| Number of ooservations in samble | 1,507 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| iverage sales 3 | : 82.466 | 31. 85 | 52.718 | 112.:59 | $153.30 \hat{3}$ |
| Average exomese | 147.057 | :? 243 | +2.178 | 39.530 | +19.280 |
| Avorage net profit (loss) \$ | 15.409 | 3.942 | 10.542 | 12.3ิ28 | 34.5:3 |
| Susinesses pecorting a profit (No.) | 1.325 |  |  |  |  |
| Average sates | : 63.416 | 31.470 | 53.257 | 113.371 | 453.364 |
| Average exoense | 142.242 | 24.286 | 40.084 | 34.464 | 410.135 |
| Average net profit \$ | 21,174 | 7.184 | 13.173 | 19.:07 | 45.22\% |
| Businesses reporsing lase (Mo.) | 271 |  |  |  |  |
| Aversge sales $\$$ | 157.204 | 30.324 | 49.003 | 105.148 | 444.339 |
| Average exoenst 5 | 173.024 | 36.194 | 56.513 | 124.650 | 174.740 |
| Average net loss \$ | -!5.820 | $-5.870$ | -7.510 | -19.502 | -30.40: |

1988
Number of observetions in semple
Average sales 5
Average expense 5
Average net

| 2.060 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 159.051 | 30.316 | 48.228 | 105.964 | 451.697 |
| 149.812 | 26.477 | 38.212 | 106.860 | 426.670 |
| 9.239 | 3.839 | 8.986 | -896 | 65.027 |
| 1.876 |  |  |  |  |
| 160.785 | 30.295 | 48.148 | 107.439 | 457.256 |
| 139.999 | 22.137 | 35.502 | 88.523 | 413.835 |
| 20.786 | 8.158 | 12.848 | 18.918 | 43.421 |
| 384 |  |  |  |  |
| 154,145 | 30.358 | 48.585 | 100.435 | 437.202 |
| 181.687 | 35.199 | 55.759 | 175.571 | 460.140 |
| -27.522 | -4.841 | -7.174 | -75.126 | -22.938 |

Average seles $\$$
35.199
55.759
175.571
460.40

Average exoense 5
-27. 522
-. 84

1987

| Mumber of observations in stapleAverage sales |  |  |
| :---: | :---: | :---: |
|  |  |  |
| Aversat | -xpense 5 |  |
| Average | net arofit (loss) | 15 |
| Businesses reoorting epotic (Mo.) |  |  |
| Average salos $\$$ den |  |  |
| Average expense $\$$ |  |  |
| Average net profit \$ |  |  |
| Busincsses reporting toss (Mo.) |  |  |
| Average sales \$ |  |  |
| Average expense $\$$ |  |  |
| Average | net loss $\$$ |  |


| 1.195 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 180.948 | 32.372 | 80.473 | 128.365 | 502.581 |
| 161.810 | 28.950 | 47.609 | 113.105 | 459.578 |
| 19.138 | 5.422 | 12.854 | 15.250 | 43.005 |
| 574 |  |  |  |  |
| 183.518 | 32.805 | 59.920 | 129.510 | 511.837 |
| 157.884 | 24.781 | 44.778 | 107.381 | 454.655 |
| 25.634 | 8.064 | 15.142 | 22.149 | 97.182 |
| 221 |  |  |  |  |
| 189.548 | 30.747 | 64.185 | 124.153 | 459.090 |
| 179,683 | 35.248 | 66.812 | 134.172 | 482.698 |
| -10,137 | -4.501 | -2,427 | -10.009 | -23,508 |

118 Thase estimates are based on sample of businesses reporting sales between \$25,000 and \$8,000.000.
5ee Table for symbols and notes

TABLE 1. Selected operating ratios. in percant of sales. 1987
Ganada, Seryict |ndustries ineidental so Eruce eetroleum ana vaeural 3as isic 299

|  | "2т31" |  | $\begin{array}{r} 30+=9 m \\ : 5 \% \end{array}$ |  |  |  | $\text { - } 20: \geq \text { ever }$ |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samol No. .om sales value : $\$ 000$ s. 4ign sales valua: 9000 's |  | $164$ |  | 三3 |  | 38 | $257$ |  |  | $\because "$ |  |
| Selected uxomst item | : c custry 3verage! ${ }^{\text {a }}$ |  |  |  |  | $\begin{aligned} & \text { \%gusi- } \\ & \text { nesses } \\ & \text { rooopting } \end{aligned}$ |  |  |  |  |  |
|  | -atal | 8ot 10 m 25\% | $\begin{array}{r} \text {-awer } \\ . \pi 1010 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { midale } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | "2tal | $\begin{array}{r} 30 \mathrm{om} \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-ower } \\ -10 c 1 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { joser } \\ \pi 10 a: 3 \\ 25 \% \end{array}$ | $9$ |
|  | Percent of sales |  |  |  |  |  | Parcent of salas |  |  |  |  |
| Cost of seles | 1.8 | 0.4 | 0.8 | 1.3 | 4.1 | 10.5 | 15.1 | 12.2 | 17.2 | 25.8 | 3.4 |
| Decupency expenses | 15.2 | 19.2 | 19.7 | 11.3 | 19.7 | 94.8 | 20.3 | 21.4 | 19.7 | 20.4 | 9.7 |
| Deorectation | 10.9 | 12.7 | 13.5 | 7.9 | 9.8 | 89.4 | 12.2 | 15.5 | -3.3 | 3.8 | 0.5 |
| Repairs \& mantenance | 3.8 | 1.8 | 2.8 | 6.5 | 4.0 | 53.2 | ? 1 | 5.5 | 5.9 | 9.0 | 5.8 |
| Hest. Iight s teleohone | 1.8 | 1.7 | 2.3 | 1.8 | 1.6 | 69.4 | 2.3 | 3.4 | 3.3 | 2.1 | :- 3 |
| Rent | 2.7 | 3.1 | 1.2 | 2.4 | 4.2 | 54.4 | 5.0 | 7.4 | 2.4 | 4.: | 3.6 |
| Personnel expenses | 31.5 | 24.6 | 30.0 | 33.9 | 37.2 | 85.9 | 36.5 | 31.0 | 36.3 | 10.9 | 37.5 |
| Financisl exoenses | 5.3 | 5.2 | 6.5 | 3.2 | 5.9 | 98.6 | 5.4 | 5.3 | 9.0 | 3.3 | 5.9 |
| interest \& Donk enafges | 2.5 | 2.8 | 2.0 | 2.1 | 3.1 | 85.5 | 3.9 | 3.5 | 2.3 | 2.4 | 3. |
| Professionsl fees | 3.8 | 2.4 | 4.9 | 1.0 | 2.8 | 87.9 | 3.2 | 2.8 | 6. 3 | i. ! | 3.3 |
| Other expenses | 33.9 | 31.8 | 35.9 | 31.3 | 35.8 | 100.0 | 33.7 | 31.9 | 35.9 | 31.3 | 35.8 |
| Profit (loss) | 8.8 | 11.1 | 5.9 | 12.1 | -2. 5 | 98. 1 | 9.0 | 18.8 | 7.2 | 12.4 | -2.5 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | - $\cdot$ | -•" | - . | -• |  |

Symols

- zero or no observietions
- too small too be exprossed
nat applicaole
$\times$ confidential


## Poornotes


(iotal wignted oxpenditurt on given item
2) Valut in tach coll z fotal waignted salus of all businesses in the sample $x$ poo for sech quartile

This portion of the taol pertains only to the businesses peporting the specific expense iten. Thersfor these eatios are calculated individusily and the cotal will not neetess ily equal 100 K .

## Noter

Oate are shown by guartiles when at leste i3 of the sempled businesses peport the specific item.

 high and low voluss of solins ert shom.

## Mow to use the etolte


 top 255.
(3) Dete pertaining to the stlected salas size range will be in that quartile

## Stenderd Industrizl Clusificetion Definition (SIC 19P9)

SIC 0910 . Sepvice Industries Incidentel to Crude perpoloum and Netural Ge
Businesses primerily engaged in providing confeaci orilling and otner sepvices to petpoleum and netural gas industries
TABLE 2．Balance sheat profile for incorportated businesses only． 1987
Canade．Sepvice Industries incidental to Grude Petroleum and Natural Gas（SIC 091）

|  | －2： $\mathbf{3}^{1 / 1}$ | ラot＋imm | －－J）－－aver | －¢． | 号 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 100 11 | 53 | 気 | ？ | $\bigcirc$ |
|  |  |  | dueroge 3000 \％ |  |  |
| Assets |  |  |  |  |  |
| Sasn | 53 | 8 | 10 | 32 | E？ |
| inventory |  |  |  |  |  |
| Other current assets | 36 109 | 38 | 16 55 | シis | ：${ }^{\text {a }}$ |
| Fixed assets | ：96 | 118 | 51 | 35 | 570 |
| bess：Accum．deo．on fixeo assots Other asseis | 59 | ； | ． | \％ 8 | － |
| Other assers | 57 | 2 | 7 | ： 82 | 28 |
| Total essets | 381 | 157 | 113 | 405 | 750 |
| Liabilitios and equity |  |  |  |  |  |
| Curent losns Oener furtent liabilities | 31 85 | 8 | ${ }_{6}^{6}$ | 51 | 33 |
| Tozal sureme liabilisios | 97. | 22 | 21 | 75 | 253 |
| Mortgages oayable | 35 | － | 3 | ， |  |
| －ong term deot | 35 89 | ${ }^{3}$ | $4{ }^{3}$ | 59 | 25： |
| Total liabilities | 220 | 38 | 54 | 138 | 530 |
| Total equity | 141 | 119 | 49 | 267 | 120 |

（1）These estimeres ar Desed on sampl of businesses coorting sules jecwetn $\$ 25.000$ and $\$ 2.000 .000$ ．

Sen itels i for symbols and notes．

TABLE 3．Financial retios（1）for incorporated businesses only， 1987
Caneds，Service Industrles incidental to Crude Petroleum and Natural Ges（Sic 091）

|  | Potal（2） | $\begin{array}{r} \text { Bot tom } \\ 25 x \end{array}$ | Lowe ？ $\text { midole } 25 \%$ | $\begin{array}{r} \text { UODer } \\ \text { midde } 25 \% \end{array}$ | T00 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in sample（Mo． Low sates value（ $\$ 000$ s） High salas value（ $\$ 000$＇s） | $\begin{aligned} & 140 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 1) \\ 69 \end{array}$ | $\begin{array}{r} 69 \\ 120 \end{array}$ | $\begin{array}{r} 20 \\ 307 \end{array}$ | 309 11 |
|  | Averase |  |  |  |  |
| Liquidity ratio Gupient itatio（times） | 1.1 | 1.7 | 2.7 | 1． 2 | 1.0 |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | 1.6 0.4 0.6 | 0.3 0.2 | 1.3 3.8 0.6 | $\begin{aligned} & 0.5 \\ & 4.5 \\ & 0.3 \end{aligned}$ | 5.3 0.8 |

（11）The ratios cepresent the average of ratios for each business in the group end cannot de caleulated from ine figures snown in isole 2
（2）These estinates ar pesed on semple of businessies reporting seles between $\$ 25.000$ and $\$ 2,000,000$ ．

See Pable 1 for symbols and motes

Definitions：

1．Liquidity patio：
Current $=$ current assets $/$ current 1 ，adil｜：

2．Levernge ratios
8）Deot／equity＝iotal liagilities f equity
D）Dept atio＝iotal liabilities f total asseis
cl Interest coversge zet profit inepest expense／interest expense

TABLE 4. Statement of emanges in ftnancili position for incorporated ousinesses only. 1987


|  | Fotalil: | $\begin{array}{r} \text { Zc: }: 0 \mathrm{~m} \\ =5 \% \end{array}$ | $\pi .001 \text { :2w? }$ | $-100.35 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Husinesses n samole ino. -ow sales value 5000 's! -ign salos value 5000 si | $\begin{array}{r} 78 \\ 11 \\ 11 \end{array}$ | $\begin{aligned} & 11 \\ & 95 \\ & 75 \end{aligned}$ | $\begin{array}{r} 75 \\ 20 \end{array}$ | $\begin{array}{r} \therefore 9 \\ \therefore 95 \end{array}$ | - - |
|  |  |  | -rage 500 |  |  |
| Operating ectivities Casn from soerations Depreciarion Other | $\begin{array}{r} -5 \\ 27 \\ -24 \end{array}$ | 2 | $\begin{aligned} & -2 \\ & 1 \\ & -3 \\ & -3 \end{aligned}$ | $\begin{array}{r} 8 \\ -2 \\ -2 \end{array}$ | $\begin{array}{r} -j! \\ -i 8 \end{array}$ |
| Oividends | -5 | $-2$ | $-3$ | - | -13 |
| Investment etivities <br> Disposal of fixed assers <br> Purchase of $\ddagger \mathrm{ixed}$ asset \$ <br> Incroses ! in investment <br> Oucresse in investment | $\begin{array}{r} 5 \\ -9 \\ -11 \\ - \end{array}$ | 7 -3 -2 -2 | $\begin{array}{r} 2 \\ -5 \\ -34 \end{array}$ | $\begin{array}{r} i \\ -1 ? \\ -7 \\ \hline \end{array}$ | $\begin{array}{r} 5 \\ -14 \\ -1 \\ 1 \end{array}$ |
| Financing activitist <br> Inciesse in iong term deot <br> Reosyment of long term deot <br> Loans from shereholders <br> Redaymunt of loms from shareholders <br> advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 6 \\ -23 \\ 32 \\ -3 \\ - \\ 8 \\ -9 \end{array}$ | 2 -4 5 -5 | $\begin{array}{r}7 \\ -30 \\ 3 \\ -3 \\ - \\ 23 \\ \hline\end{array}$ | -4 2 -1 - - - -1 | 15 -54 115 -4 - $\vdots$ -33 |
| Incresed (decrease) in cash tequivionts Cash teqivalents-8eginning of the year Cesh t equivelents = End of the yest | $\begin{array}{r} -11 \\ 23 \\ 12 \end{array}$ | -3 7 4 | $\begin{array}{r} -40 \\ 73 \\ 32 \end{array}$ | 12 -2 10 | -15 20 5 |

 only thost businessis reporiing stietemen of chences.
Sen fatel f for symools and notes

TABLE 5. Employment Chenges by size of business, 1984-1987 besed on SIC Clastification in 1987
Canede. Service Industrles tncidental to Crude Petrolmum and Matural Gas (SIC 091)

|  |  |  |  | Changes in num with pai | of busintsses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(l) | Number of businesses | $\begin{array}{r} \text { Total payrol) } \\ (\$ 000 \text { s) } \end{array}$ | Average labour unita (1) | $\begin{array}{r} \text { New } y \\ \text { roorting }(2) \end{array}$ | No longer inoorting 3 ? |
| 1984 |  |  |  |  |  |
| Totel | 1.429 | 1.012.389 | 34.474 | 354 | 249 |
| $\begin{aligned} & 103 \$ \text { than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.105 \\ 164 \\ 104 \\ 56 \end{array}$ | $\begin{aligned} & 108.508 \\ & 181.832 \\ & 254.589 \\ & 489.460 \end{aligned}$ | $\begin{array}{r} 3.063 \\ 5.227 \\ 8.303 \\ 17.881 \end{array}$ | $\begin{array}{r} 305 \\ 20 \\ 24 \\ 3 \end{array}$ | $\begin{array}{r} 229 \\ 10 \\ 8 \\ 2 \end{array}$ |
| 1987 |  |  |  |  |  |
| Po:=1 | 1.881 | 939.363 | 31.381 | 296 | . . . |
| $\begin{aligned} & \text { les: than } 20 \\ & 20-99 \\ & 100 \text { - } 49 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 1.383 \\ 168 \\ 78 \\ 58 \end{array}$ | $\begin{aligned} & 184.686 \\ & 162.075 \\ & 177.067 \\ & 475.535 \end{aligned}$ | $\begin{array}{r} 4.016 \\ 5.112 \\ 5.479 \\ 16.778 \end{array}$ | 259 31 3 3 | $\ldots$ $\cdots$ $\cdots$ |



 500 emoloves in Canade as a whol but less inan that number in any given province if is shown in the 500 anc over groub
(2) Refers to ousinesses reporting no payrall deductions in the previous year.
(3) Refers to businesses repariing no payroll deductions in the foltowing year
"Mewly reoorting" ano "no longer eporting" businesses are assumed co have been in activity tor six months ano the intarmation s adjusted accordingly

See iable for symbols and notes

TABLE . Solected operating cnaracteristics of small businesses by salus quartile. $1985-1987$
Canada. Servict Industries Incidental to Crude Petpoleum and Natural Gas (Sic 091)


| Number of soservations in sample Avarage sales $\delta$ <br> Average exoense $\$$ <br> Average net piofit (loss) \$ | $\begin{array}{r} 190 \\ 293.593 \\ 257.054 \\ 25.539 \end{array}$ | +2.395 30.328 32.067 | $\begin{array}{r} 15.315 \\ 01.150 \\ 14.765 \end{array}$ | $\begin{array}{r} 235.09 \\ 10.093 \\ 24.486 \end{array}$ | $\begin{array}{r} 26.134 \\ 336.35 \\ 54.335 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 165 |  |  |  |  |
| Aversge sales 3 | 293.297 | 42.020 | 112.989 | 230.899 | 787.298 |
| Avorage exoense $\$$ | 248.716 | 26.797 | 87.342 | 194.304 | 585.319 |
| Average net profit \$ | 44.581 | 15.223 | 25.027 | 36.295 | 101,799 |
| Businesses renorting loss (Mo.) | 24 |  |  |  |  |
| Average sales 5 | 252.697 | 44.155 | 137.759 | 254.029 | 374.843 |
| Average exoenses | 303.879 | 46.913 | 199.112 | 281.561 | 587.331 |
| Average net loss | -51.182 | -2.757 | -61.353 | -27.532 | -1.? 388 |



1987

| Number of observations in sample <br> Average sales 5 <br> Average exoense $\$$ <br> Average net arolit (loss) $\$$ | $\begin{array}{r} 190 \\ 248.163 \\ 255.036 \\ -6.873 \end{array}$ | $\begin{array}{r} 41.820 \\ 59.482 \\ -17.662 \end{array}$ | $\begin{array}{r} 78.613 \\ 69.054 \\ 7.559 \end{array}$ | $\begin{array}{r} 151.086 \\ 135.915 \\ 15.191 \end{array}$ | $\begin{array}{r} 723.134 \\ 755.533 \\ -32.559 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses resorting profit (Mo.) | 125 |  |  |  |  |
| Average saies $\$$ | 173.371 | 39.130 | 76.022 | 147.852 | 431.280 |
| Average exsense \$ | 187.875 | 21.022 | 59.505 | 118.689 | 294.282 |
| Average net oralit \$ | 25.695 | 18.108 | 16.517 | 31.163 | 36.398 |
| Susinesses reporting loss (Mo.) | 65 |  |  |  |  |
| Average sales $\$$ | 334.821 | 45. 291 | 77.959 | 158.591 | 1.057 .344 |
| Average expenses | 387.545 | 109.109 | 90.791 | 181.127 | 1.269.55j |
| Average net loss \$ | -52.825 | -63.818 | -12.832 | -22.435 | -112.21: |

111 These estimazes are baswd on sample of businesses reporing sales perween $\$ 25.000$ and $\$ 2.000,000$
See iable : for symols and notes

TABLE i. Selected operating patios. in percant of sales. 1987
Canade, Services ingustries ineidencal to Mining isit 392)

|  | -erai: |  | $\begin{gathered} 30 t: 5 m \\ i s: ~ \end{gathered}$ |  | $-=1 i^{2 m g ?}$ |  |  |  |  | ** |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fusinesses in samole ino. -ow sales value $9000^{\circ} \mathrm{s}$. 4ign sateg value $\$ 000^{\prime}$ s) |  | $5 ?$ $\vdots$ |  | 141 |  | $\therefore \pm$ |  | 17 |  |  |  |
| Seletied exoense : tom | Sndustry sversqeit: |  |  |  |  | $\begin{aligned} & \text { Oyusi- } \\ & \text { hossesing } \\ & \text { - coorting } \end{aligned}$ | 9esop: 99 -usiosses anivi ? |  |  |  |  |
|  | iotel | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { somer } \\ \text { midid } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} 00 \\ : 5 \% \end{array}$ |  | -0.8i | $\begin{array}{r} \text { 3or:om } \\ : 5 \% \end{array}$ | $\begin{array}{r} - \text { Ower } \\ \text { miog } \\ .5 \% \end{array}$ | $\begin{array}{r} \text { uoser } \\ \text { Ticel } \\ 25 \% \end{array}$ | $\begin{gathered} -00 \\ -5 \% \end{gathered}$ |
|  | Percent of sales |  |  |  |  |  | Percent of salas |  |  |  |  |
| Cost of sties | 1.5 | $\ldots$ |  | . . | -.. | 9.7 | 15.8 | . $\cdot$ |  | $\ldots$ | . . |
| Decupency expenses | 19.2 | 23.8 | 10.3 | 27.1 | 13.5 | 88.5 | 21.7 | 29.9 | 13.3 | 32.0 |  |
| Depreciation | 7.7 | 13.2 | 6.5 | 5.9 | 5.5 | 84.7 | 9.1 | 13.3 | 8.5 | 9.3 | 5.2 |
| Repaips \& maintenance | 4.0 | 4.0 | 1.9 | 4.9 | 5.5 | \%0.3 | 6.6 | 6.9 | 3.9 | 5.3 | 8.3 |
| Hest. \|ight \& telecrione | 1.9 | 3.6 | 0.6 | 3.1 | 1.1 | 75.1 | 2.5 | 3.6 | 1.6 | 3.8 | 1. 2 |
| Rent ${ }^{\text {ent }}$ | 5.6 | 8.9 | 1.3 | 12.1 | 1.3 | 68.0 | 9.2 | 18.3 | 2.9 | !5. | 1.3 |
| Personnel axpenses | 37.0 | 35.1 | 41.2 | 41.9 | 28.7 | 95.1 | 38.9 | 36.3 | 41.2 | 42.0 | 34.4 |
| Financial exoenses | 4.8 | 9.2 | 5.8 | 3.2 | 3.3 | 95.8 | 5.0 | 7.2 | 5.8 | 3.9 | 3.3 |
| Interest \& bank charges | 1.9 | 3.9 | 0.2 | 2.2 | 1.8 | 82.2 | 2.3 | 4.0 | 9.4 | 2.8 | 1.9 |
| Professional fees | 2.9 | 3.2 | 5.6 | 1.1 | 1.4 | 33.6 | 3.1 | 3.7 | 5.6 | 1.3 | 1.4 |
| Other expentes | 38.9 | 83.7 | 23.7 | 24.7 | 51.4 | 100.0 | 38.8 | 63.7 | 23.7 | 24.7 | 51.4 |
| Proflt (lose) | -1.6 | -318.4 | 19.0 | 1.0 | 1.1 | 97.7 | -1.5 | $-12.8$ | 19.0 | 1.0 | 1.1 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | . . | . . | $\cdots$ | . . |

## Symbele

- zero or no observations
-. too small too be exprissed
not apolicable
$\times$ confidentil


## Footneter


lotel whigneed expendicurt on a given tem
fotel wighted sal of sll busingesse in the semple

 individually and the cotil wilt nop necessapily gut 100 g.

## Motet

Dets are shom by quartiles when ar luest 13 of sho sanoled businilsses report the specific itunt
 ons queptep of the cotel number of ousinesses. Within ench quartile, the average ratio is presented. for comperison purposes. the hign eno low values of seles are shown

How to use the sables

 $20025 \%$


Stendero Industrial Clestification Definision 1515 1980:
S1c 0g20. Service Incurtpies Incioentel to mining
Businesses primarily ongaged in conteact drilling andothar services incidencal to mining estabilishents

TABLE 2．3alance sneet profile for incorporated businessel only， 1987
canade，Services Induseries Ineidental to Mining（SIC j92）

|  | －：－3：4．1 | シュを:3n |  | －20 <br> ＊・コこ：き ご， |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 3csinesses in samol ：No． －ow sales value 5000 s， 1：氿 salas vaiun 3000 ＇s | $30$ | 36 | 兰: |  | ご |
|  | dversge（3000s） |  |  |  |  |
|  |  |  |  |  |  |
| Casn | － | $\cdots$ | － | － | － |
|  | 31 | 4 | ＋ 3 | ： 1 | 50 |
| tinventory | － | ， | － | ， | ． |
|  | 87 | 1 | 102 | 48 | \＃ |
| Tozal cucrent assets | 118 | 15 | 115 | －99 | ：ô |
| fixed assets | 60 | 18 | 18 | 32 | O4 |
| Less：Accum．dep．on fixed assets | 214 | $\overline{8}$ | 114 | 33， | － |
| Other assers | 214 | 8 | 114 | 331 | 374 |
| Totel assets | 332 | 39 | 247 | 612 | 824 |
| Lisbibities and equity |  |  |  |  |  |
| Current Ioans | 14 | 1 | 1 | 25 |  |
| Other surcent liabilities | 65 | 11 | 75 | 74 | 97 |
| Total current liabilities | 79 | 12 | 76 | 99 |  |
| Mortgages gayable | － | － | － | － | － |
| Long ierm deor | 12 | \％ | 8 | ：2 | 34 |
| Other issoilities | 30 | 7 | 18 | 54 | \＃0 |
| Total liabilities | 122 | 20 | 94 | 165 | 196 |
| Total cauity | 271 | 19 | 154 | 447 | 428 |


see rable 1 for symbols and notes．

TABLE 3．Financial ratios（1）for incorporated businutaes only．i9s7
Canede．Services Industrles ineidentel to Mining（Sic 092）

|  | Total（2） | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midol ${ }_{\text {Lowt }}$ | $\begin{aligned} & \text { Upoer } \\ & \text { midd } 25 \% \end{aligned}$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol（No．） Low sales value $\left(\$ 000^{\prime}\right.$ s） Hign sales value $\left(9000^{\circ}\right.$ s） | $\begin{array}{r} 50 \\ (1) \\ 11 \end{array}$ | $\begin{array}{r} (1) \\ 54 \end{array}$ | 54 191 | $\begin{aligned} & 191 \\ & 251 \end{aligned}$ | $25 i$ （i） |
|  | Averspe |  |  |  |  |
| biauidity retio Guprent ratio（times） | 1.5 | 1.2 | 1.5 | 1.9 | 1.2 |
| ```Leverage ratios Oobt/equity ratica(times) Interest coverage catio (tines) Oebt ratio (times)``` | 0.6 2.5 0.3 | 1.0 0.5 | 0.6 40.9 0.4 | $\begin{aligned} & 0.4 \\ & 1.8 \\ & 0.3 \end{aligned}$ | 0.5 2.3 0.3 |

（1）The ratios reprasent the tversge of ratios for toch business in the group and eannot be calculared from the figures snown in iabie 2

Set Table for symbols and notes．

Definitions：
1．Liquidity retio：
Gurrens＝eurrens assets／cuprent lisoilities

2．Leversge retios：
a Deb：／eouity＝lopal liabilities／muity
D）Debs ratio＝tolal liabilisies／total assets
c）Interest coverage s net profit ．interest expense／intertst expense．

TABLE 4. Stitement of enanges in financial position for incorporated ousinesses only, igst
Ganade, Services Ineustrits Incidental to mining (Sic gg2)

|  | -oval 1. | $\begin{array}{r} \text { So: } 20 \pi \\ 25 \% \end{array}$ | $\begin{array}{r} - \text { - wer } \\ -100:-2 \% \end{array}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susingsses in sampl liNo.i ¿ow salss value ! $\$ 000$ si Hich sales value i\$000's) |  | - | -- |  |  |
|  |  |  | rage 13000 |  |  |
| Joerating activities <br> Gash from ooperations <br> Juprec:ation <br> Other | $\begin{array}{r} 8 \\ 2! \\ 8 \end{array}$ | -- | -- | -- | -- |
| Dividends | -5 | - | - | -- | - |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> [ncresest in investment <br> Decrese in investment | $\begin{array}{r} 10 \\ -29 \\ -3 \\ 1 \end{array}$ | -- | -- | -- | - |
| Financing activities <br> Incresse in long term debt <br> Redayment of lang term debt <br> Loans from sharenolders <br> Repayment of loans from shepholders <br> Advancess \& loans from govepmment <br> increase in equity <br> Decreses in equity <br> Other | 23 -20 6 -8 - - $=$ - | $=-$ $-=$ $-=$ -- $=-$ $=-$ $-\infty$ | $-\infty$ $-\infty$ -- $-\infty$ -- $-\infty$ | -- -- -- $\cdots$ $-\infty$ $-\infty$ | - |
| Incresse(decrease) in eash s equivelants Cash dequivalents-8eginning of the year Cash s cquivelents - End of the year | 13 25 38 | -- - | -- | -- | - |

 only those bus inseses peporting setement of chenges
Soe Table 1 for symbols and notion.

Cansde, Services Induseries Incidental to Mining (Sic 092)

| Business ize exoressed in averoge labour units(1) | Number of businesses | $\begin{aligned} \text { Total payral! } \\ 1 \$ 000 \text { : } \end{aligned}$ | Arerage labour units(1) | Changes in number of businesses with ou id moloyes: |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Nawly roorting(2) | No longer reoorting(3) |
| 1984 |  |  |  |  |  |
| Total | 1.879 | 588.418 | 18.293 | 348 | 132 |
| $\begin{aligned} & \text { lass than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.588 \\ 171 \\ 108 \\ 12 \end{array}$ | $\begin{array}{r} 139.566 \\ 138.551 \\ 223.408 \\ 68.893 \end{array}$ | $\begin{array}{r} 4.359 \\ 4.446 \\ 3.352 \\ 2.132 \end{array}$ | $\begin{array}{r} 299 \\ 19 \\ 23 \\ 5 \end{array}$ | $\begin{array}{r} 117 \\ 9 \\ 3 \\ 3 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 1.951 | 809.455 | 24.168 | 374 | $\cdots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20.99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | 1.585 208 142 16 | $\begin{aligned} & 170.509 \\ & 205,603 \\ & 325, .962 \\ & 107.381 \end{aligned}$ | $\begin{aligned} & 5.046 \\ & 6.090 \\ & 9.243 \\ & 3.289 \end{aligned}$ | 327 25 20 1 | $\cdots$ $\cdots$ $\cdots$ |

(1) Average labour units are caiculated by dividing total payroli by the average annual wage and salary eate as reportad in the Survey of Employment. Payrali and Hours. Statistics Canada. Catalogue 12-002. An average labour unit could by inemporeta as a full-time employge. Noto thet the business size groups used are determined at the canade level. ihus it a business hes ar leas? 500 omployees in Canode as whole but less than that number in any given province it is shown in ing 500 and over group.
(2) Reders to businessas peporting no payroll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following yeer
"Nowly rgoorting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusteo accordingly.

Seg fable for symools ano notes.

TABLE S. Selacted operating characteristics of smali businesses by sales guartile, i985-ige7
Canada. Services Industries Ineidental to mining (SIC 092)


1985

```
Numoer af observacions in sample
    Average saios ;
    Average sargs ?
    Average net profit {ioss} $
```

Businesses roporting profit (No.)
Average stiles
Average exoenst $\$$
Average exounst $\$$
Average net profit $\$$
Businesses reporting lose (Mo.)
Average sales $\$$
Average expense $\$$
Average expense $\$$
Average net loss
17
253.470
347.978
247.976
-94.500
$\begin{array}{ll}-- & - \\ -- & -\end{array}$
-.
40
241.523
241.523
172. 582
172.582
68.961
404.779
812.256
812.256
-407.477


1985

| Number of observations in sample | 87 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 304.319 | 34.830 | 69.403 | 180.487 | 932.555 |
| Average exoense 5 | 255.529 | 35.809 | 73.414 | 144.222 | 758.572 |
| Average net profit (loss) \$ | 48.790 | -978 | -4.011 | 36.285 | 163.882 |
| Businesses reporting proflt (Mo.) | 53 |  |  |  |  |
| Average sales $\$$ | 330.093 | 33,197 | 86.726 | 191.457 | 1.008.993 |
| Average expense \$ | 256.219 | 31.715 | 62.144 | 138,875 | 794.172 |
| Sverage net profit \$ | 73.874 | 1.4.82 | 24,612 | 54.581 | 214.821 |
| Businesses reporting loss (Mo.) | 14 |  |  |  |  |
| Average sales \$ | 208.882 | 35.881 | 63.888 | 137.969 | 589.810 |
| Average expensa ${ }^{\text {a }}$ | 235,623 | 38.140 | 77.024 | 172.694 | 554.333 |
| Average net loss \$ | -28.741 | -2.559 | -13.156 | -34.725 | -54.52? |

    Average sales \(\$\)
    Average net profit (loss) \(\$\)
    Businesses reporting preflt (Mo.)
Average sales \$
Aversen expense $\$$
Average expense $\$$
377
304.319
255.529
48.790
34.830
34.830
35.809
-978
69.403
73.414
180.487
14.222
36.285
932.555
1985

1987

| Number of observations in sample <br> Average sales <br> Average expense 9 <br> Average net profit (loss) $\$$ | $\begin{array}{r} 69 \\ 229.436 \\ 247.128 \\ -17.692 \end{array}$ | $\begin{array}{r} 43.805 \\ 40.710 \\ 3.095 \end{array}$ | $\begin{aligned} & 78.093 \\ & 50.907 \\ & 17.388 \end{aligned}$ | $\begin{array}{r} 210.485 \\ 194.559 \\ 15.914 \end{array}$ | $\begin{array}{r} 585.381 \\ 692.545 \\ -107.184 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 43 |  |  |  |  |
| Average sales $\$$ | 243.540 | 45.596 | 67.527 | 200.803 | 560.233 |
| Avarage expense \$ | 208.546 | 33,780 | 48.491 | 154,361 | E99.55! |
| Average net Drofit \$ | 34.994 | 11.816 | 21.036 | 46.442 | 60.682 |
| Businesses reporting loss (Mo.) | 28 |  |  |  |  |
| Average sales $\$$ | 219.509 | 39.517 | 137.178 | 228.272 | 473.057 |
| Average expense \$ | 324.549 | 57.299 | 140.205 | 288.813 | 832.080 |
| Average net loss $\$$ | -105.040 | -17.982 | -3.027 | -40.341 | -359.013 |

(1) These astimetes ar dased on sample of Dusinesses reporting sates cetween $\$ 25.000$ and $\$ 2.000 .000$. Set Tole for symbols and noles

TABLE 1. Selected operating ratios. in percent of sales. 1989
Ganade, Women's Ciothino induetrits islf 244)

|  | -a:8 : |  | $\begin{array}{r} 30 \mathrm{~F}: 0 \mathrm{~m} \\ 5.5 \end{array}$ |  | -ater |  | Tıas |  |  | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Musinesses n samol Mo. -ow sales ralue 3000 s! Hign galas vive $\$ \$ 000$ 's | ミ5! |  | $35$ |  |  | $\begin{array}{r} 5 \\ i 54 \end{array}$ | 迷 |  |  | i ${ }^{\prime}$ |  |
| Selected expenst itm | : custiv zueragel2) |  |  |  |  | $\begin{gathered} \text { Y gusi- } \\ \text { resses } \\ \text { reoorting } \end{gathered}$ | 2osor: : ค - -usinesses onivi ? |  |  |  |  |
|  | Fotal | $\begin{aligned} & 30 \text { ? } \% \mathrm{~mm} \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text {-ower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { iddle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 20 \\ & 25 \% \end{aligned}$ |  | -ota | 30: : om 25\% | $\begin{array}{r} : o w e r \\ \pi 1001 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { jooer } \\ \text { miog } \\ 25 \% \end{array}$ | $\begin{aligned} & -90 \\ & =8 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | parcenv jf sales |  |  |  |  |
| Cost of seles | 16.3 | 11.1 | 12.5 | 14.4 | 27.2 | 75.4 | 21.7 | 19.0 | 19.7 | 18.9 | 29.0 |
| Oecupency oxpenses | 7.5 | 11.8 | 8.9 | 8.8 | 4.8 | 39. 1 | 7.8 | 11.8 | 8.9 | 5.9 | 6. 9 |
| Depresistion | 1.8 | 2.7 | 1.8 | 1.8 | 1.2 | 86.7 | 2.1 | 3.5 | 9.9 | 2.0 | 1.3 |
| Reosirs \& maintenence | 0.9 | 0.8 | 1.0 | 0.9 | 0.7 | 63.2 | 1.4 | 1.5 | 1.6 | 1. 3 | !. |
| Heat. light \& telephone | 1.5 | 2.9 | 1.1 | 1.1 | 0.9 | 87.4 | 1.7 | 3.2 | 1.4 | 1.8 | $\cdots$ |
| Rens | 3.4 | 5.3 | 3.2 | 3.0 | 2.0 | 72.8 | 4.0 | 9.5 | 4.6 | 3.6 | ?. 3 |
| Personnel expenses | 31.2 | 28.1 | 34.5 | 47.8 | 41.7 | 17.2 | 45.0 | 45.6 | 43.3 | 48.6 | 42.5 |
| Finenciel expenses | 1.9 | 2.3 | 1.9 | 1.8 | 1.7 | 91.8 | 2.1 | 3.0 | 2.1 | 1.8 | 1.7 |
| lntersest \& bank charges | 0.9 | 0.8 | 1.0 0.9 | 0.9 | 1.0 0.7 | 75.0 85.6 | 1.3 | 1.3 2.2 | 1.3 | 1.1 | 0.7 |
| Profossional fees | 1.0 | 1.5 | 0.9 | 0.9 | 0.7 | 85.6 |  | 2.2 | 1.0 |  | 0.7 |
| Other expensex | 30.6 | 40.4 | 34.5 | 27.0 | 20.8 | 100.0 | 30.8 | 10.4 | 34.5 | 27.0 | 20.8 |
| Profit (lass) | 4.5 | 5.2 | 5.7 | 2.1 | 3.8 | 93.5 | 4.5 | 6.2 | 5.8 | 2.1 | 3.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | * . | -•• | - $\cdot$ | $\cdots$ |  |

## Symbel

sero or no observerions
-= too shelt too be expresed
AOt applicabi
$\times$ confidentisil

## Footnotes

 Total weignted expenditure on agiven item

3) Value in enth efll sotbl weighed expenditur on aivititen
Topal wighed seles of businesses reporting this rem of mpondicure $x$ loo for ench quertile

This portion of the sot pertains only to the businesses poorting the specific mpense item. Therefore thest ratios are calculated incividustly and the cotil will not necesserily equal $100 \%$.

## Motes

Oat fe shown Dy quertiles when at litest 13 of the sanoted businesses report the specific item.
 one querter of the totai number of businesses. Within ech quiftilo. the average ratio is presented. fer comparison purposes. thi high and low values of sitise ere shown.

How to use the itsles

 $10025 \%$.
(3) Data pertaning so the seltected stide size range will be in that quartile.

SIC 2440 - Homen's Clathing Industrice
Businesses primarily engaged in manufaciuping women's. misses' and juniors' outermear. sportswar, dresses. olousus. shires anc simitap
 in this indus:ry groun.

TABLE 2. Balance sheet profile for incorporated businessas only, 1989
Gansda. Women's Glothing Industrits (SIC 244)



181 Thest estimetes art otsed on samgl of ousinesses poporing sales between \$25.000 and \$2.000, 000
Ses fool 1 for symools and notes.

TABLE 3. Financial rattos (1) for incorporated businesses only. 1987
Ganta. Women's Clothing Industries (SIC 244)

|  | iotal(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lawe? } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoọr } \\ & \text { middle } 25 \% \end{aligned}$ | -00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No. Lom sales value ( $\$ 000$ 's) Hign sales value ( $\$ 000$ 's) | $\begin{aligned} & 462 \\ & \{1\} \\ & \{1\} \end{aligned}$ | $\begin{array}{r} 111 \\ 219 \end{array}$ | $\begin{aligned} & 219 \\ & 413 \end{aligned}$ | $\begin{array}{r} 413 \\ 805 \end{array}$ | 805 |
|  | Average |  |  |  |  |
| biquidity ratio Eurrent patio (times) | 1.5 | 1.7 | 1.4 | 1.6 | 1. 3 |
| Leverage retios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Onot cetio (times) | $\begin{aligned} & 1.8 \\ & 4.1 \\ & 0.6 \end{aligned}$ | 3.2 1.2 0.8 | $\begin{aligned} & 2.0 \\ & 3.1 \\ & 0.7 \end{aligned}$ | $\begin{aligned} & 1.6 \\ & 4.4 \\ & 0.6 \end{aligned}$ | 9.8 4.8 0.5 |


(2) These estimetes are based on sample of businnssas poporting ssitg between 525,000 mot $52,000,000$.

Ste Table for symbols and netes.

Defini*ions:

1. Liquidity rotio:

Current : cuprene assers / Curfont liobilitis
2. Leverego ratios:
8) Deot/ Quity = total lisblitics / eouity
b) Dedt ratios total liabilities/toral assets
c) Interest cowerage $x$ not protit interest expense/ interes: expense.

TABLE 4．Statement of enenges in financial position for incorporated businesses only．iget
Cancas．Women＇s Clothing Industries（SIC 244）

|  | iosal．＇ | $\text { E0: : }=5$ | $\text { - co } \begin{gathered} \text { Ewe } \\ \text {-E: } \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 3usinesses samole No． －ow sales value $\$ 000$ s） <br> nign sales valu is is00＇si | $258$ | $2: ?$ | $\begin{array}{r} 22 \frac{6}{5} \\ +\quad 5 \end{array}$ | $\begin{aligned} & \because \vdots \\ & 3: 5 \end{aligned}$ | ミご |
|  |  |  | erage \＄000 |  |  |
| Operating activitios Gash from ooertions Jeorectation Other | $\begin{array}{r} 9 \\ -10 \\ -10 \end{array}$ | 3 8 | $\begin{array}{r} \vdots \\ \vdots \\ 0 \\ -2 \end{array}$ | $\begin{array}{r} 3 \\ 0 \\ -15 \end{array}$ | － |
| Dividends | － 13 | － | －9 | －14 | －18 |
| Investment activitief <br> Disoosal of 4 ixed assens <br> Pupcnase of fixed assets <br> increses in investment <br> Oecrese in investment | 2 -15 -2 1 | －3 | $\begin{array}{r}5 \\ -10 \\ -1 \\ \hline\end{array}$ | $\begin{array}{r} 1 \\ -20 \\ -3 \\ 2 \end{array}$ | -28 -4 -8 |
| Finaneing ectivitios <br> increase in long term det <br> faparment of ang term debt <br> Loang from sharenolders <br> Reoayment of loans fiom starenolders <br> Advances \＆oans from government <br> increase in eauity <br> Gecrese in equizy <br> Other | $\begin{array}{r}8 \\ -4 \\ 7 \\ -6 \\ 1 \\ 2 \\ -1 \\ \hline\end{array}$ | -1 5 -9 - - $i$ | $\begin{array}{r} 5 \\ -2 \\ 2 \\ -9 \\ - \\ 5 \\ -2 \\ \hline \end{array}$ | $\begin{array}{r}10 \\ -5 \\ 9 \\ -8 \\ - \\ \hline\end{array}$ | 18 -9 10 -1 2 3 3 -1 |
| Incpease（decresse）in Eash sequivelents Cash sequivalents－geginning of the yesr Cast squivelonis－End of the yeer | -3 1 5 | 6 30 34 | 5 5 | -19 14 3 | $\begin{array}{r} -4 \\ -15 \\ -20 \end{array}$ |

 only those businesses reporting stetement of chenges．
Ses Teol i for symols and notes．

TABLE 5．Employment changet by stze of businest，1984－1987 based on sic ciassifleation in i987
Caneda．Women＇s Clothing Industries（SIC 244）

| Business size expressed in average labour units（1） | Number of businesses | Total paycoll | Average labour units（1） | Changes in number of businesses with pold molorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \\ \text { redorting }\{(z) \end{array}$ | No Ionger reportingl 3 |
| 1584 |  |  |  |  |  |
| Total | 1.477 | 525.127 | 39.491 | 283 | 178 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-89 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 937 436 90 14 | $\begin{array}{r} 75.407 \\ 223.072 \\ 187.547 \\ 40.109 \end{array}$ | $\begin{array}{r} 5.627 \\ 16.648 \\ 14.023 \\ 3.195 \end{array}$ | $\begin{array}{r} 218 \\ 37 \\ 7 \\ ? \end{array}$ | $\begin{array}{r} 145 \\ 27 \\ 6 \end{array}$ |
| 1987 |  |  |  |  |  |
| Toral | 1.703 | 597.883 | 37.936 | 330 | ．． |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text { - } 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.188 \\ 408 \\ 92 \\ 15 \end{array}$ | $\begin{array}{r} 104.719 \\ 247.618 \\ 194.131 \\ 51.395 \end{array}$ | $\begin{array}{r} 6.551 \\ 15.549 \\ 12.8 .02 \\ 3.334 \end{array}$ | 272 42 15 1 | $\because$ |

111 average boour uni is are calculaced oy dividing total peyrolt oy the average annual wage and salary rate as ceporteo in the
Surver of Employment，Payroll and nours．Stasistics Canaca．Catalogue 12－002．An average lacour unit coulo be imeerpreted as a fulf－ime employee．Hole that the business size groups used are determined as ine canade level．inus if a business has at least 500 mployes in candog as whole out less then thet numper in any given province it is shown in ing goo and over group
（2）Aefers to businesses peopring no payroll duductions in the previous year
（3）fefers to businesses reporting no peycoll deducsions in the following veer．
＂Mewly reporting＂and Eno longer reoorting＂businesses ere astumed to have been in activily ior six monins and the informition is adjusted accordingly
see table for symools and notes

TABLE 6. Selected operating Gnaracturistics of small busimessess oy sales quartile, ig8s-198T Ganadt. Women's clothing Incustries (SIC 244)


1985

| Number of soservetions in sampte Average salos 3 average expense Average net orofit (loss) $\$$ | $\begin{array}{r} 334 \\ 455.399 \\ 445.197 \\ 10.202 \end{array}$ | $\begin{array}{r} 54.077 \\ 38.525 \\ 5.552 \end{array}$ | $\begin{array}{r} 96.203 \\ 93.392 \\ 2.221 \end{array}$ | $\begin{array}{r} 17.321 \\ : 56.39 \\ 5.497 \end{array}$ | 289 2795 7.338 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses reporting a profit (Mo.) | 288 |  |  |  |  |
| Average ssles \$ | 448.828 | 62.334 | 176.374 | 479.70 | 1.078.332 |
| Svertge expense 5 | 420.961 | 48.502 | 164.995 | 446.369 | 1.023 .275 |
| Avopsga net orofit \$ | 27.887 | 14.232 | 11.979 | 32.201 | . 53.356 |
| Businustus papopting less (Ma.) | $8{ }^{8}$ |  |  |  |  |
| Aversge stios 5 | 475.003 | 66.589 | 241.120 | 447.044 | 1.145.25j |
| Average exounse 5 | 525.758 | 78.576 | 281.69 | 486.502 | 1.276 .252 |
| Average net loss 5 | -50.75 | -11.987 | -20.571 | -39.458 | -131.003 |


| Number of observations in sampie average sales g <br> Average expenses <br> Average net profit (loss) $s$ | $\begin{array}{r} 385 \\ 400.934 \\ 391.917 \\ 9.017 \end{array}$ | $\begin{aligned} & 41.544 \\ & 40.760 \\ & 784 \end{aligned}$ | $\begin{array}{r} 148.349 \\ 142.468 \\ 6.383 \end{array}$ | $\begin{array}{r} 397.571 \\ 334.791 \\ 2.800 \end{array}$ | $\begin{array}{r} 1.015 .770 \\ 989.571 \\ 25.099 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ceporting profit (No.) | 27 t |  |  |  |  |
| Averige sales | 408.071 | 51.038 | 145.590 | 400.960 | 1.033.595 |
| Average expense ${ }^{\text {a }}$ | 380.973 | 40.197 | 134,444 | 374.752 | 974.439 |
| Average net orofit 3 | 27.098 | 10.841 | 12,148 | 28.208 | 59.197 |
| Busingeses peporting lose (Mo.) | 87 388.690 |  |  |  |  |
| Aversge sales ${ }^{\text {s }}$ | 388.690 | 35.713 | 156.831 | 387.296 | 974.320 |
| Aversge expense | 422.911 | 4.106 | 170.814 | 455.476 | 1.024.247 |
| Average net loss \$ | -34.221 | -5.393 | -13.983 | -68,180 | . 49.327 |
|  |  |  | 1987 |  |  |
| Number of observations in sample | 590 |  |  |  |  |
| Average sales $\$$ | 423.954 | 57.585 | 157.887 | 402.292 | 1.078 .051 |
| Average exdenses | 406.139 | 48.655 | 146.050 | 392.922 | 1.036.930 |
| Averege net profit lioss) \$ | 17.815 | 8.931 | 11.837 | 9.370 | 41.121 |
| Businmese reporting a profit (Mo.) | 434 |  |  |  |  |
| Average sales | 427.390 | 57.718 | 157.098 | 404.046 | 1.090.702 |
| Sverage exoenses | 393.722 | 41.658 | 134.825 | 376.709 | 1.021 .694 |
| Average net profit \$ | 33.658 | 16.060 | 22.259 | 27.337 | 69.308 |
| Businesses reporting less (Mo.) | 156 |  |  |  |  |
| Average sales \$ | 411.482 | 57.099 | 160.301 | 398.867 | 1.029 .779 |
| Average expense \$ | 644.056 | 74.531 | 180.212 | 425.411 | 1.095 .270 |
| Average net loss \$ | -32.594 | $-17.432$ | -19.911 | -27.744 | -65,291 |

[^0]TABLE i. Selected operating ratios, in percant of saies, i987
canada. Sawmill, pianning Mill है Shinglt Mill procuc:s incusiries (Sic こ51)

|  | 7-:31. |  | $\text { sc:- } 2 m$ |  | Hicele |  |  |  |  | $=$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3usinesses n samol ino. .on jales alue $\left(\$ 600^{\circ} s\right)$ Hisg sales value $\$ 000^{\circ} \mathrm{s}$ ) |  | $309$ |  | 32 |  | - |  | B |  |  |  |
| Selected exoense item | Soust: avaragel? |  |  |  |  | $\begin{aligned} & \text { y susi- } \\ & \text { nesses } \\ & \text { rooor*ing } \end{aligned}$ | 2900r:tas zusinesses =9ivi ? |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { 'owef } \\ \text { miodie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { jooer } \\ \text { micul } \\ 25 \% \end{array}$ | $\begin{aligned} & 000 \\ & 25 \% \end{aligned}$ |  | $=0 \text { oto }$ | $30:-0 m$ $25 \%$ |  | $\begin{array}{r} .20 e r \\ \text { Mideif } \\ 25 \% \text { i } \end{array}$ | $\begin{aligned} & -20 \\ & -E \% \end{aligned}$ |
|  | Pereent of sales |  |  |  |  |  | Ereant of sales |  |  |  |  |
| Cost of sales | 24.0 | 5.5 | 22.5 | 31.5 | 35.7 | 74.2 | 32.3 | 12.6 | 30.9 | 35.4 | 39.0 |
| Decupancy expenses | 13.7 | 14.1 |  |  | 10.9 | 99.3 | 13.8 | 14.3 | 15.7 |  | 10.9 |
| Oeprecierion | 5.8 | 8.5 | 7.8 | 5.0 | 6.0 | 88.6 | 5.7 | 10.5 | 3.1 | 5.1 | 4. |
| Repaifs \& maintenance | 4.5 | 4.3 | 5.1 | 4.9 | 3.7 | 73.0 | 6.2 | 7.4 | 5.9 | 8. 2 | 4.3 |
| Heat. I ight \& telsohone Rent | 1.9 | 1.1 | 2.1 | 1. 5 | 2.2 | 88.5 44.5 | 2.1 3.3 | 1.3 | 2.8 3.5 | 2. 3 | 2. 1 |
| Personnel expenses | 24.5 | 17.5 | 22.8 | 29.4 | 27.3 | 94.0 | 28.0 | 21.1 | 23.5 | 30.4 | 28.2 |
| Financial expenses | 3.3 | 4.7 | 2.9 | 3.2 | 2.5 | 93.3 | 3.8 | 5.9 | 3.0 | 3.3 | 2.6 |
| interest \& Donk charges | 2.5 | 3.9 | 1.7 | 2.4 | 1.9 | 81.9 | 3.0 | 2. 8 | 2. 3 | 2.3 | 2.1 |
| professionsl fees | 0.8 | 0.7 | 1.2 | 0.8 | 0.6 | 83.7 | 1. C | 1.1 | 1. | 0.9 | 0.\% |
| Other expenses | 23.1 | 31.5 | 23.5 | 12.2 | 18.4 | 100.0 | 23.1 | 31.5 | 23.6 | 19.2 | 18.4 |
| Profit (lose) | 11.4 | 28.8 | 11.3 | 3.8 | 4.7 | 98.8 | 11.8 | 28.5 | 11.8 | 3.8 | 4.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . . | - . | . $\cdot$ | . ${ }^{\text {a }}$ |

## 3y y bois

zero of no observetions
$=100$ shell too De wopesed
not sodictele
$x$ conticentiel

## footnote




This poption of the teble peptsins only to the busineswes peporting the specific expense item, therefore these ratios ape calculater individully and the totat will not necesserily equat $100 \%$.

## Mates

Data are shown by Quartiles when at leat 13 of the sempled businesses recort the specific item

 migh and low vislues of seles are shown

How to use ine cebles
(i) bocte the aporoprint sting range that is displayed on the two lines untitled low sales values and migh sales vilut
2) The selected tenge will indicate the proper guartile, i. the potion 25\%. she lower midle 25\%. the upper midele 25\% or the $10025 \%$.
(3) Data pertaining to the selected stes sizerngo will be in that duartile

Standerd Induserisl Clessificstion Definitien (5IC 1980):
\$IC 2510 - Sawmill, Planing Mill and Shingle Mill Ppoducts fndustriet


TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ganada, Samill, Planning Mill \& Shingle Mili Ppoducts Induseries isic 259)


See Taol : for symbols and nores

TABLE 3. Financial ratios (1) for incorporated bustnessez only, 1987
canade, Samill. Planning mill Shingle mill Products Induserice (Sic 251)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | bower midel 25\% | Uooer $\text { nidde } 25 \%$ | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo. Low sales value ( $\$ 000$ 's) High sales value $(\$ 000$ s) | $\begin{aligned} & 366 \\ & \text { (1) } \\ & \text { (i) } \end{aligned}$ | 11 <br> 202 | 202 500 | 500 308 | 908 |
|  | Average |  |  |  |  |
| Liquidity retio <br> Cuprent elatio (times) | 1.5 | 1.5 | 1.2 | 1.5 | 1.7 |
| Levepage ratios <br> Deot/equity ratio (times) <br> Interest covarage ratio (times) <br> Debt ratio (times) | 1.8 3.1 0.6 | 2.7 2.5 0.7 | 3.7 2.2 0.8 | 2.1 2.8 0.7 | 1.4 3.8 0.8 |

(1) Phe ratios represens the average of palios for each business in the group and cannos de celculsted from the figures snown in iable 2 .
(2) ihese stimates gre besed on semple of businesses peoorting sales Detween \$25,000 and $\mathbf{8 2 , 0 0 0 , 0 0 0 .}$

Sen Table 1 for symools and notes.

## Oefinitions:

1. Liquidity fatio:

Curcont z curtont assets / curpent lizoilities.
2. Leverage retios:
a) Debthequily $=$ total $/$ iadifities / eourty
b) Deds tasios cotal iabilities/ totalassects.
cl Interest coverage $=$ net profit interest expense / incerest expense.

TABLE 4．Statement of enanges in financial position for incorporated ousinesses only．ig87 Canecas，Smwill，Planning mill s Shinglemill Procucts｜ncustries 〈Slc 251）

|  | Total： |  | $\begin{aligned} -z N E O \\ \pi i c d l \\ 2 E: \end{aligned}$ | - co: eves. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole（Mo． Low sales value $9000^{\prime}$ s <br> － tign salus value $\$ \$ 000$ s | $\begin{aligned} & 230 \\ & 1 \\ & i \end{aligned}$ | $291$ | $\begin{aligned} & 20: \\ & 247 \end{aligned}$ | $\begin{aligned} & 5 \\ & 0.7 \\ & 0.5 \end{aligned}$ | ミきシ |
|  |  |  | rage $\$ 000$ |  |  |
| ```Dparating activitims Eash from oofrations Deopecietion Dthe?``` | $\begin{array}{r} 37 \\ 31 \\ -\quad 3 \end{array}$ | 12 11 -2 | $\begin{array}{r} 29 \\ 30 \\ -12 \end{array}$ | $\begin{array}{r} \vdots 5 \\ \vdots \\ -\quad: ? \end{array}$ | $\begin{array}{r} 9 \\ -0 \\ -0 \end{array}$ |
| Dividends | －7 | －4 | －8 | $-13$ | － 5 |
| Investment activities <br> Dispossi of fixed assets <br> Purchase of fixed assets <br> lncrease in investment <br> Decrense in investment | $\begin{array}{r} 18 \\ -89 \\ -7 \\ 3 \end{array}$ | $\begin{array}{r}19 \\ -13 \\ -9 \\ \hline\end{array}$ | $\begin{array}{r} 9 \\ -54 \\ -3 \\ 3 \end{array}$ | $\begin{array}{r} 27 \\ -61 \\ -3 \end{array}$ | $\begin{array}{r} 17 \\ -148 \\ -13 \\ 3 \end{array}$ |
| Financing setivities <br> Increase in long term deot <br> Repayment of long term ofot <br> Loans from sharenolders <br> Redayment of loans from shareholders <br> Advances \＆loans from government <br> Increase in equity <br> Oecrease in equity <br> Dther | $\begin{array}{r} 35 \\ -21 \\ 12 \\ -15 \\ 5 \\ 5 \\ -5 \\ \hline \end{array}$ | r -12 9 -14 - - - -1 | $\begin{array}{r} 22 \\ -12 \\ -19 \\ -11 \\ - \\ 7 \\ -6 \\ 2 \end{array}$ | $\begin{array}{r} 30 \\ -25 \\ 14 \\ -7 \\ 4 \\ 5 \\ -5 \\ -5 \end{array}$ | $\begin{array}{r} 79 \\ -36 \\ -30 \\ -28 \\ 18 \\ 9 \\ -7 \\ -3 \end{array}$ |
| Increase（decreses）in essh \＆equivelents Cast equivelonts－Beginning of the yete cash equivelents－End of the yeer | 10 17 | $?$ 27 | -8 31 26 | 8 -6 2 | $\begin{array}{r} 33 \\ -19 \\ 14 \end{array}$ |

11）These entimetes of based on semplof incorporatiod businesses reporting seles between $\$ 25,000$ ano $\$ 2.000,000$ ．Senple count incluces only those businesses reporing a stetement of changes．
Sen iable i for symools and notes．

TABLE 5．Employment changes by size of business，1984－1987 based on Sic citasification in i987 Cancde，Samill，Planning Mill shingle Mill Products Induetries（SIC 251）

|  |  |  |  | Changes in num with De | of businases oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businass site exprassed in average iabour units（i） | Number of businesses | $\begin{array}{r} \text { Tote } \left.\begin{array}{r} \text { paypol } \\ \\ \$ 000 \text {, } \end{array} \right\rvert\, \end{array}$ | Average labour units（1） | $\begin{array}{r} \text { Nowiy } \\ \text { poorting(2) } \end{array}$ | No Ionger roporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 1.975 | 1.547 .434 | 61.953 | 308 | 138 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.508 \\ 230 \\ 104 \\ 35 \end{array}$ | $\begin{array}{r} 123.676 \\ 219.666 \\ 528.337 \\ 775.755 \end{array}$ | $\begin{array}{r} 5.377 \\ 9.280 \\ 20.153 \\ 27.143 \end{array}$ | $\begin{array}{r} 281 \\ 13 \\ 9 \\ 5 \end{array}$ | $\begin{array}{r} 127 \\ 8 \\ 3 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 1.959 | 2.107 .399 | 71.335 | 266 | ．． |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20.99 \\ & 100 \text {. } 49 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.557 \\ 254 \\ 100 \\ 48 \end{array}$ | $\begin{array}{r} 142.803 \\ 259.677 \\ 589.591 \\ 1.113 .328 \end{array}$ | $\begin{array}{r} 5.405 \\ 10.162 \\ 20.167 \\ 35.601 \end{array}$ | $\begin{array}{r} 232 \\ 18 \\ 13 \\ 3 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

If Average labour units are calculated by dividing coial payroli by the average annual wage and salary pate as fepored in the Supvey of Employment．Payroll and mours．Statistics Canaca．Catologue i2－002．An gverage abour unit coule be inserpreted as a fuil－time moloye．Nope that the business size groups used are determined at the Cande leval．fhus if business hes at least 500 employes in Canada as whole Du：less than that number in any given province it is shown in the 500 and ovep group．
（2）Refars to businesses reporing no payroll deductions in the previous year
（3）Rafers to businesses repopting no payrall deductions in the following year
＂Newly reporing＂anc＂ne longer reporting＂businesses are assumed to have deen in activity far six monins and fie information is adjusted accoroingly．
set ioble ifor symbols and notes．

Eanade, Sawmill, Planning Mill s Shingle Mill Products (ndustries (Sic 251)
-oial,

1985

| Number of ousarvations in semple | 885 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| iverage sales 3 | 320,462 | 33.595 | 72.713 | 219.368 | 557.189 |
| average axoense ${ }^{\text {a }}$ | 312.382 | 27.827 | 83.139 | 2:3.834 | 玧, 727 |
| Average net profit (loss) \$ | 8.080 | 5.869 | 9.574 | 4.134 | 12.752 |
| Qusinesses resorting profit \{ Mo.\} | 539 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 328.650 | 33.290 | 71.848 | 219.:38 | 990.325 |
| Average oxoanse \$ | 298.078 | 22.973 | 57.738 | 193.227 | 918.372 |
| Average net arofit \$ | 30,572 | 10.317 | 14.108 | 25.309 | 91.354 |
| Buginesses peporting a loss (Mo.) | 146 |  |  |  |  |
| Aversge sales \$ | 289.580 | 34.799 | 77.601 | 214.830 | 831.009 |
| Average txpense \$ | 382.487 | 41.017 | 93.579 | 269.193 | 1.046.150 |
| Average net loss \$ | -72.927 | -6.218 | -15.978 | -54,363 | -215. 5 ! |

1986

| Number of ooservations in sample | 691 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 322.794 | 33.203 | 77.440 | 202.830 | 977.701 |
| Average exoense $\$$ | 311.737 | 27.823 | 71.319 | 194.783 | 953.223 |
| Average net profit (loss) \$ | 11.057 | 5.380 | 6.121 | 8.047 | 24.678 |
| Businesses reporting mrofit (No.) | 529 |  |  |  |  |
| Average soles \$ | 322.427 | 32.958 | 73.790 | 205,483 | 977.475 |
| Average expense \$ | 296.802 | 2B. 589 | 82.545 | 185.125 | 912.949 |
| Average net profit \$ | 25.625 | 6.359 | 11.245 | 20.358 | 64.526 |
| 8usinesses reportinge logs (Mo.) | 182 |  |  |  |  |
| Average sales \$ | 325.052 | 35.972 | 89.876 | 196,053 | 978.306 |
| Average exoense \$ | 355.739 | 41.789 | 101.212 | 219,455 | i. 060.498 |
| Aversge net loss \$ | -30,687 | $-5.817$ | -11.338 | -23,402 | -32.192 |

1987

| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Aversge net profit (loss) | $\begin{array}{r} 573 \\ 395.354 \\ 374.320 \\ 21.034 \end{array}$ | $\begin{aligned} & 38.794 \\ & 28.658 \\ & 10.136 \end{aligned}$ | $\begin{array}{r} 102.501 \\ 91.596 \\ 10.905 \end{array}$ | $\begin{array}{r} 359.023 \\ 347.608 \\ 11.415 \end{array}$ | $\begin{array}{r} 1.081 .097 \\ .029 .418 \\ 51.679 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting e profit (Mo.) | 435 |  |  |  |  |
| Average sales \$ | 398.481 | 37.817 | 102.222 | 380.776 | 1.093 .109 |
| Avorage expense \$ | 351.598 | 25.154 | 88.111 | 326.445 | 1.005.681 |
| Average net orofit \$ | 36.883 | 12.653 | 14.111 | 34.331 | 85.425 |
| Busineszes reporting loss (Mo.) | 138 |  |  |  |  |
| Average ssies \$ | 385.895 | 43.672 | 104.558 | 354.781 | 1.040 .567 |
| Average exoense ${ }^{\text {a }}$ | 417.122 | 46.170 | 117.353 | 398.817 | 1.106.14? |
| Averaga net loss \$ | -31.227 | -2.498 | -12,795 | -44.036 | -65.580 |

[^1]TABLE 1. Selected operating ratios，in percent of sales， 1987
Canade，Housenold Furniturt Industries（S16 261）

|  | －otal：${ }^{\text {a }}$ |  |  |  | Nioc!e |  |  |  |  | こ。 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samale No． Lom saies value i $\$ 000$＇s． Hign salas value ！$\$ 0000^{\circ}$ ： |  | $\begin{gathered} a 02 \\ 1 \\ 1 \\ 1 \end{gathered}$ |  | 三9 | 侤 |  | 'Eb |  |  | ？ |  |
| Selectud exounse item | Cnoustry zveragel2） |  |  |  |  | $\begin{aligned} & \text { \#busi } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | 2e00piag sus aseses ghiy s |  |  |  |  |
|  | Toral | $\begin{array}{r} 30 t 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { omef } \\ \text { miadie } \\ 25 \% \end{array}$ | Uooer middis $25 \%$ | $\begin{aligned} & 80 \\ & 25 \% \end{aligned}$ |  | －opal | $\begin{aligned} & 30 \text { tom } \\ & \text { ?5\% } \end{aligned}$ | $\begin{gathered} \text {-ower } \\ \text { miot } \\ : 5 \% \end{gathered}$ | $\begin{array}{r} \text { Jooer } \\ \text { miocl } \\ 25 \% \end{array}$ | $20$ |
|  | percent of sales |  |  |  |  |  | percenc of saies |  |  |  |  |
| Cost of sales | 33.7 | 32.4 | 42.6 | 40.2 | 43.4 | 11.8 | 43.3 | 42.0 | 44.2 | 42.8 | 43.8 |
| Occupency expensee | 9． 4 | 10.5 | 11.1 | 8.9 | 8． 9 | 17.8 | 9.6 | 19.5 | 11.1 | 8.9 | 7.0 |
| Depreciation | 3.2 | 4.3 | 3.7 | 2.8 | 2.0 | 89.0 | 3.5 | 5.1 | 1.1 | 2.8 | 2. |
| Repairs \＆mainemance | 1.4 | 1.9 | 1.9 | 1.1 | 0.8 | 74.9 | 1.9 | 3.2 | 2.2 | 1.3 | 1.0 |
| Heat．ligne t toleohont | 2.0 | 2.6 | 2.4 | 1.7 | 1.1 | 92.3 | 2.2 | 3.0 | 2.8 | 1.9 | 1.5 |
| Rent | 2.8 | 1.8 | 3.1 | 3.5 | 2.7 | 67.7 | 4.1 | 3.5 | 4． 4 | 4.7 | 3.5 |
| Personnel expenses | 22.8 | 1.8 | 21.8 | 29.0 | 31.9 | 86.7 | 26.3 | 18．5 | 23.2 | 29．？ | 31.7 |
| Finsmeisl expenses | 3.0 | 3.1 | 4.1 | 2.3 | 2.4 | 98.9 | 3.1 | 3.3 | 4．2 | 2.4 | 2.5 |
| Interest \＆bank chargas | 1.9 | 1.4 | 2.9 | 0.5 | 1.7 | 84．6 | 2． 2 | 2.0 | 3.2 | 1.7 | 0.9 |
| Other expenses | 16.1 | 20.1 | 13.7 | 17.2 | 12.7 | 100.0 | 16.1 | 20.8 | 13.7 | 17.2 | 12.7 |
| Profit（loss） | 9.0 | 24.5 | 8.7 | 2.4 | 2.3 | 99.7 | 9.1 | 24.5 | 8.7 | 2.4 | 2.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ．．． | $\ldots$ | $\ldots$ | ．$\cdot$ | $\cdots$ |

## Symbols

## 2tero or no obsepvetions

－200 smell too be expressed
not apolicsol
－sonfidentisl

## feornotes

（1）These estimates are besed an sangle of businesses reporting sintes between $\$ 25.000$ smd $52.000,000$ ．
（2）Velue in ech estl $=$ iotsl wignted exponditure on given iten $\times 100$ for tech gustilte．

iotsl wighted sties of busintsses reporting this iten of exothditure
 individustiy and the total will not necesserily equal 100 t．

Mores
Oet are shown by queptites when at linest 13 of the sanpled businestes rapopt the soecific isem
 on guarter of the totel mymor of businessas．Hithin men quartile，the duerage ratio is presented．for conoarison purposes．int high and low values of sales ure shown

Mow to use the telos

 top 25 z．
（引）Dett pertaining to the selcced seles sizt range mill be in that quertile

Standerd induserisl Classifiction ominition 1\＄1C 1980）：

SIC 2610．Houmenold furnitup industrits
Buginussts ppinepity engaged im mantaciufing housenold fupmisupe，of alt kinds ano of all materials

TABLE 2. Balanes sheet profil for incorporated businesses only. 1987
Sanmad. Housthold Furniture Industrits (51E 2Bi)


Set Table I for symools and notes

TABLE 3. Financisi ratios(1) for incorporated busfnesses oniy. 1987
Caneda. Household Furniture Industries (SIC 251)

|  | Fotal(2) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | Lower | Uooer $\text { midote } 25^{5}$ | $\begin{aligned} & \text { Foo } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesstes in samole (No. Low seles value (5000's) High sales value $\left(\$ 000^{\prime}\right.$ s) | 460 <br> (1) | $\begin{aligned} & 19 \\ & 158 \end{aligned}$ | 158 321 | 321 769 | 769 311 |
|  | Avorege |  |  |  |  |
| biquidity ratio Current patio (simes) | 1.4 | 1.0 | 1.4 | 1.2 | 1.5 |
| Leverage ratios <br> Det/equity ratio (times) <br> Interest coverage ratio (times) <br> Oot ratio (times) | $\begin{aligned} & 3.8 \\ & 2.4 \\ & 0.8 \end{aligned}$ | 10.1 0.1 0.9 | $\begin{aligned} & 1.0 \\ & 0.7 \\ & 0.8 \end{aligned}$ | 5.9 1.4 0.9 | 2.9 3.5 0.7 |

[^2]Ses rable i for symols and notes.

## Definitions:

1. Liquidity ratio:

Cuprent = eurrent assers / cuprens bisolitios
2. teverage petios:
at Debi/tatiy z lotal liabilities / sauity
Di DeDt ratio = cotal liadilities/ total assets
e) Interest coverage = net profit. interest expense/ inepest expense.

TABLE 4. Statement of Enanges in financial position for incorporated ousinesses oniy. ig8t
Caneds. Household Furniture Industries (SIC 251)

|  | T-a 1 : 1 | zot:om | $\begin{array}{r} \text { - } 2 w e! \\ -160! \\ \hline \end{array}$ | - cule =ez! |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample No. Cow sales value ( 8000 s s) Hign sales value $\$ 000$ 's | $254$ | $130$ | $\begin{array}{r} : 80 \\ \div 48 \end{array}$ | $\begin{array}{r} 348 \\ -95 \end{array}$ | $\cdots$ |
|  |  |  | Sverage : $\$ 000$ |  |  |
| Deprating activities Gasn from zoerations Deoreciation Other | $\begin{array}{r} 3 \\ 13 \\ -19 \end{array}$ | -9 -1 -1 | $\ddagger$ | $\begin{array}{r} -9 \\ -93 \\ -33 \end{array}$ | - $\begin{array}{r}0 \\ -32\end{array}$ |
| Oividends | -6 | - | $-3$ | -3 | $-18$ |
| lnvestment ectivities <br> Oisposal of fixed assets <br> Pupchase of fixed assets <br> lncreses in investment <br> Oecrese in investment | r -28 -1 - | -15 | -20 | 4 -29 -9 -9 | ¢ -500 -5 |
| Finsencing activities <br> increase in long term debt <br> Repsyment af ang term debt <br> Losns from sharatoloters <br> Reosyment of lass from shareholders <br> Advances \& louns fiom government <br> Incresese in equity <br> Decreses in equity <br> Other | 21 -12 10 -4 - 4 -1 1 | $\begin{array}{r}13 \\ -5 \\ 8 \\ -1 \\ \hline\end{array}$ | $\begin{array}{r}15 \\ -7 \\ 8 \\ -5 \\ \hline\end{array}$ | $\begin{array}{r} 23 \\ -12 \\ 22 \\ -5 \\ 1 \\ 3 \\ -1 \end{array}$ | 33 -20 -5 -5 0 0 -3 -3 |
| Incresen(decrease) in cash s equivalsts Cash \& equivalents-Aeginning of the rear Cash equivalents . End of the year | -8 -18 -24 | 1 | $i$ | $\begin{array}{r} -18 \\ -12 \\ -30 \end{array}$ | $\begin{aligned} & -15 \\ & -52 \\ & -65 \end{aligned}$ |

 only those businesses peporting stetement of chenges
See ind i for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic claselficetion in 1987
Canade. Household Fuphiture Industrles (SIC 251)

|  |  |  |  | Changes in num with os | of businssses oloyess |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average Iebour units(1) | Number of businesses | $\begin{aligned} \text { Total paypoll } \\ \\ (\$ 000 \end{aligned}$ | Averoge labour units(1) |  | No Ionger edopting(3) |
| 1984 |  |  |  |  |  |
| Tots! | 1.825 | 430.878 | 23.831 | 362 | 218 |
| $\begin{aligned} & \text { 1es: than } 20 \\ & 20^{\circ} \text { - } 99 \\ & 100 \text { - } 99 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.344 \\ 208 \\ 86 \\ 8 \end{array}$ | $\begin{array}{r} 98.204 \\ 135.866 \\ 157.725 \\ 59.283 \end{array}$ | $\begin{aligned} & 4.295 \\ & 7.504 \\ & 8.858 \\ & 3.174 \end{aligned}$ | $\begin{array}{r} 342 \\ 15 \\ 4 \end{array}$ | $\begin{array}{r} 203 \\ 10 \\ 3 \\ 2 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 1.987 | 813.535 | 32.184 | 404 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.639 \\ 245 \\ 74 \\ 28 \end{array}$ | $\begin{aligned} & 112.617 \\ & 177.336 \\ & 205.257 \\ & 118.325 \end{aligned}$ | $\begin{array}{r} 5.976 \\ 9.305 \\ 10.752 \\ 8.151 \end{array}$ | 373 29 4 6 | $\ldots$ $\cdots$ $\ldots$ |

[^3]PABLE 5. Sulected operating characteristics of smali businesses oy sales quartile. $1985-1987$ Canmea, Housenold Furniture Industries (SIC 257)



1986
Number of observations in sample
Average salis $\$$
Average expense $\$$
Aversge net

| 553 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 273.548 | 40.962 | 81.828 | 175,164 | 996.437 |
| 282.321 | 34.736 | 78.543 | 171.905 | 764.201 |
| 11.227 | 6.225 | 3.085 | 3.359 | 32,238 |
| 432 |  |  |  |  |
| 280.505 | 4. 393 | 83.531 | 184.789 | 812.306 |
| 258.778 | 33.783 | 73.585 | 167.375 | 750.360 |
| 21.729 | 7.810 | 9.945 | 97. 414 | 51.346 |
| 121 |  |  |  |  |
| 253.995 | 36.734 | 78, 178 | 160.973 | 740.093 |
| 271.946 | 44.081 | 87.527 | 178.335 | 777.340 |
| -17.951 | -7,347 | -9.349 | -17.352 | -37.94? |

1987

| Number of observotions in sample | 652 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average salies $\$$ | 330.536 | 42.437 | 96.410 | 253.889 | 929,408 |
| Avorage expense \$ | 318.884 | 35. 222 | 91.762 | 247.390 | 901.161 |
| Average net grofit (loss) s | 11.652 | 7.215 | 4.648 | 6.499 | 28.247 |
| Businesses reporting profit (Mo.) | 475 |  |  |  |  |
| Average sales | 333,832 | 42.548 | 93.307 | 247.245 | 952. 28 |
| Average expense $\$$ | 307.860 | 32.585 | 81.548 | 224.850 | 891, 655 |
| Average net profit \$ | 26,172 | 10.063 | 11.759 | 22.395 | 60,473 |
| Businesses reparting lose (Mo.) | 177 |  |  |  |  |
| Average sales | 318.644 | 41.145 | 105.676 | 269.997 | 857.338 |
| Average exoense | 351.629 | 51.393 | 122.251 | 301, 76 ? | 931,103 |
| Average net loss ${ }^{\text {s }}$ | -32.985 | -10.248 | -16.575 | -39.850 | -73.255 |

[^4]TABLE 1. Selected operating ratios, in peremet of sales. 1987
Cansda. Comntreiai Printing Industrits (Sic 281)


## symbels

- zero or no observetions
- too smel! too be exprissed
not applicable
$x$ configuntill


## footnotes




 incivigully and the totel will not necesserity equal $100 \%$.

## motes

Ost are shown by queptiles whan at lutse 13 of the samol do busingeses ruport the specific item

 migh and low vilues of silus en shown.

How to use the tioles
(1) bocate the aporoprint geles pange thet is displayg on the two lines entitled bow sulas valuen and migh sales valuem
 $t 0025 \%$
(3) Deti pertsining to the selectod sules size range will be in that gut tile.

Standerd Industrist Clessificstion Definition (5IC 19801:
S1C 2810 - Cometcisel Printing Industriet
Businessis primarity engeged in the production of commercial andor job printing pegerdiass of the printing method or process used


TABLE 2. Balance sheet profil for incorported ousinesses only. 1987
Canada, Commercial Printing Industries (SiC 2si)



See Tool 1 for symbols and notis.

TABLE 3. Finencial rettos(1) for incorporated buyimesses only. 1987
Cancde. Commercial Printing Industries (SiC 281)


111 ihe potios represent the tuerge of retios for ench business in she grouo and cannot de colculared from ine figures shown in iade 2 .
121 These nstimetos are besmd on sample of businesses peporing sales betwem $\$ 25,000$ and $\$ 2,000,000$
Sen fable for symbols and notes.

Definifiont:

1. Liquidity ratio:

Curient z cuffens assers / current lisoilisies
2. Leverage rotios:
al Debelequity = rotal liabilisies / equiry
of Debtratio = sotal |iabilitins/ sotel assets.
c) Interest coverage = net profit interest expense $/$ inser ess expense

TABLE 4．Statement of Changes in finameitl position for incorooratad businesses only．isgf
Cansda，Commercial frinting｜ndustries（Sic 281）

|  | －orali： | 30ヶ:om |  | $-.60:=0 き!$ | こ＝ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusincsses in samo：No． ．ow sales value（5000＇s） High sales value $\$ \$ 000$＇s | $324$ | is | $\begin{aligned} & 89 \\ & \hdashline 29 \end{aligned}$ | $\begin{aligned} & 25 \\ & \hdashline 5 \\ & \hline 20 \end{aligned}$ |  |
|  |  |  | －rage $1 \$ 000$ |  |  |
| ```Soeraring ac:ivisits Cagt feom soerstions jeorecieqion Othes``` | $\begin{array}{r} 28 \\ 18 \\ -8 \end{array}$ | 8 3 - | 5 -0 -3 | 25 0 -6 | 23 79 -24 |
| Olvidends | －11 | － 6 | －5 | $-12$ | －？ 1 |
| lovestment activities <br> Oisposel of fixed assers <br> Purehase of fixed assets <br> Increse in investment <br> Decresse in investment | $\begin{array}{r} 7 \\ -38 \\ -2 \\ 1 \end{array}$ | －${ }_{-8}^{-8}$ | $\begin{array}{r} 1 \\ -16 \\ -1 \\ 1 \end{array}$ | $\begin{array}{r} 1 \\ -28 \\ -3 \end{array}$ | $\begin{array}{r} 15 \\ -101 \\ -5 \\ 2 \end{array}$ |
| Finsncing activities <br> Increse in lang ferm debt <br> Repayment of long term deb： <br> Loans from shapenolders <br> Reoayment of loans from sharenolders <br> Adrances \＆loans from government <br> Increse in equity <br> Dectense in equity <br> Other | 18 -18 7 -5 0 -1 -1 | 4 -4 2 -2 | 5 -9 3 -3 - $\vdots$ -1 -1 | 14 -10 -5 -6 - - -1 - | 15 -25 17 -8 1 1 2 -8 -1 |
| Incrasse（decrease）in cash s equivalonts Cash s quivelents－Beginning of the yesr Cash s equivelents ．End of the year | 8 | 4 | 1 5 8 | 2 2 4 | -2 14 13 |

 only those businesses poorting statement of chenges．
Set Tablif for symbols and notes

TABLE 5．Employment chunges by size of business．4984－1987 besed on sic classifieation in i98f
Cenede，Commerciel Printing industries（SiC 2el）

|  |  |  |  | Changes in num with oa | of busincsses loyces |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in average lobour units（l） | Number of businesses | $\begin{array}{r} \text { Total payrall } \\ (\$ 000) \end{array}$ | Average labour units（1） | $\begin{array}{r} \text { New } 1 \text { y } \\ \text { reoprting } 2) \end{array}$ | No ionger corting（3） |
| 1214 |  |  |  |  |  |
| Totm1 | 4.040 | 1．395．940 | 83.822 | 521 | 389 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-}-99 \\ & 100^{\circ}-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.390 \\ 422 \\ 146 \\ 82 \end{array}$ | $\begin{aligned} & 296.330 \\ & 334.645 \\ & 304.899 \\ & 464.066 \end{aligned}$ | $\begin{aligned} & 13.400 \\ & 15.284 \\ & 13.687 \\ & 21.258 \end{aligned}$ | $\begin{array}{r} 482 \\ 25 \\ 20 \\ 2 \end{array}$ | $\begin{array}{r} 36 ? \\ 1 ? \\ 5 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 4.709 | 1．906．655 | 74.423 | 657 | －． |
| $\begin{aligned} & 109 \text { then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.973 \\ 487 \\ 163 \\ 86 \end{array}$ | $\begin{aligned} & 398.343 \\ & 44.954 \\ & 410.009 \\ & 653.34 \end{aligned}$ | $\begin{aligned} & 15.894 \\ & 17.609 \\ & 15.055 \\ & 25.055 \end{aligned}$ | $\begin{array}{r} 604 \\ 30 \\ 20 \\ 3 \end{array}$ | $\ldots$ $\cdots$ $\ldots$ |

（i）Average laboup units so calculated by dividing total payrall by the average annual woge and salary rase as poporiec in the Surver of Employment．Payroll and Hours．Statistics Canada．Catalogue $92-002$ ．An average labour unit could de interpretec as a
 500 omolayes in Canada as a whol but less than that numoer in any given province it is snown in the 500 and aver groug
（2）Refers to Dusinesses reoofting no dayroll deouctions in the previous year
（3）Refers 10 ousinesses reporting no peyroll deductions in the following year
＂Newly coorging＂and＂no langer reorting＂ousinesses are assumtd io nave oeen in acpivipy for six months and the intormation is adiustec accordingly

See fable 1 for symools and notus

TABLE 6. Selected oderating cnaracteristics of smali businesses by saies quarelie. 1985-1987 Canad. Commercial Printing Industries (SIC 281)


| Number of observations in sample <br> average saies $\$$ <br> Average exoense <br> Average net profit ioss) \$ | .798 295.360 276.016 20.244 | $\begin{array}{r} 51.297 \\ 7.319 \\ 3.978 \end{array}$ | $\begin{array}{r} .09 .294 \\ 04.240 \\ 5.054 \end{array}$ | 277.354 -23.349 11.915 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businezses reporting orofit (Me.) | 1.501 |  |  |  |  |
| dverage sales $\$$ | 296.995 | 51.554 | 110.828 | 241,197 | 794.40i |
| Aversge expenses | 256.992 | 40.039 | 97.413 | 218.004 | $712.51:$ |
| Average net grofits | 30.003 | 11.515 | 13.415 | 23.:93 | 71.889 |
| Businesses reporting loss \{ Me.\} | 298 |  |  |  |  |
| Average sales | 305.536 | 50.301 | 105.899 | 228.540 | 837.402 |
| average expense $\$$ | 335.256 | 75.699 | 116.251 | 349.504 | 999.769 |
| Average net loss $\$$ | -29.720 | -25.198 | -10.352 | -20.954 | -62.367 |

1986

| Mumber of observations in sampl | 1.837 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ dion | 307.927 | 42.692 | 117.178 | 243.456 | 828.383 |
| Average expenses | 287.106 | 37.891 | 109.307 | 226.501 | 774.245 |
| Average not profit (loss) $\$$ | 20.821 | 4.821 | 7.869 | 16.555 | 54.038 |
| Businesses reporting a profit (Mo.) | 1.480 |  |  |  |  |
| average sales | 309.589 | 42.820 | 116.085 | 247.551 | 832.099 |
| Aversoe expense \$ | 280.805 | 34.984 | 103.114 | 220.474 | 764.648 |
| Average net profits | 28.784 | 7.638 | 12.971 | 27.077 | 87.451 |
| Businesses reporting loss (Mo.) | 357 |  |  |  |  |
| Averege sales | 300.016 | 43.048 | 120.883 | 232.778 | 803.353 |
| Average expense $\$$ | 316.48 ? | 52.308 | 130.328 | 243.550 | 339.353 |
| Average net loss 5 | -16.471 | -9.260 | -2.445 | -10.882 | -38.300 |


| Mumber of observations in sample <br> Averoge sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) s | $\begin{array}{r} 1.805 \\ 369.152 \\ 346.473 \\ 22.879 \end{array}$ | 54.202 49.448 4.754 | $\begin{array}{r} 153.481 \\ 144.841 \\ 8.640 \end{array}$ | $\begin{array}{r} 326.241 \\ 311.333 \\ 14.908 \end{array}$ | $\begin{array}{r} 942.682 \\ 880.668 \\ 52.416 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses reporting arofit (Mo.) | 1.282 |  |  |  |  |
| Average sales | 372.501 | 53.960 | 154.393 | 329.538 | 952.114 |
| Average expense ${ }^{\text {a }}$ | 338.05 ? | 43.099 | 138.677 | 300.825 | 989.598 |
| Average net profit \$ | 34.444 | 10.851 | 15.716 | 28.712 | 82.488 |
| Businases reporting e less (Mo.) | 343 |  |  |  |  |
| Average sales \$ | 353.898 | 54.870 | 150.899 | 315.853 | 893.971 |
| Average exoenses | 377.237 | 66. 998 | 162.279 | 344,442 | 935.232 |
| Average net loss \$ | -23,339 | -12.128 | -11.380 | -28.589 | -41.25, |

(11) These estimates are based on sample of businesses pepopting sales betwen $\$ 25,000$ and $\$ 2.000 .000$.
jeg Tab: 1 for symools and notes

TABLE 1. Selected operating ratios, in percant of sales, 1987
Canada, platmaking, Typesetting \& Bindery Inaustry (SIC 282)


## Syebols

zero or no observations
$=t 00$ smel! 800 be oxpressed
... not applicsole

- conficential


## costnetes




 individually and the cotal will mot necesserity equs $100 \%$.

Nores

 one guerter of the totel number of businesses. Within esch guspile. the overage patio is presented. For comperison purposes. the high and low velues of sales ere snown

## How to ust the tebles

(11) bocate the topropriate sales pange that is displayed on the two lines entitled bow sal es valuea and migh sales velue"
 200 25\%.
(3) Oava peftaining to the selecter sbles sizt range will be in that quartila

Stenderd Industrial Cleseificetion Ofinition (SIC 1980):
SIC 2820-Pitemaking. Typesetting end Bindery Industry
susinesses primerily engaged in providing specialized services to the printing and publisming ppades. adver zising agencies or others; the making of image bearing photographic films. plates and primiefs dies of all typos: iypeserilng for ene printing trade:
 businesses engaged in photogranic film devilooing. printing and uniarging

(1) Phese estimetes are based on sample busineses reporting sales jetween 325.000 anc $\$ 2.000 .000$.

See toole ifor symools and notes.

TABLE 3. Fimancial retios(1) for incorporated businesses only. 1987
Canade. Pittemtking. Typeseting sindery industry (Sic 232)

|  | To:31(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | $\begin{array}{r} \text { UoDer } \\ \text { midd! } 25 \% \end{array}$ | 500 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businusses in samol (Mo.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ s) | 434 <br> (1) <br> (1) | 11 105 | 105 280 | 260 497 | 497 |
|  | Average |  |  |  |  |
| Liquidity petio Currentratio (times) | 1.4 | 1.0 | 1.7 | 1.3 | : . 5 |
| Leverage retios ```Oebe/equity catio (times) Interest coverage patio (times) Ocot fatio (timen)``` | $\begin{aligned} & 1.9 \\ & 4.9 \\ & 0.8 \end{aligned}$ | $\begin{aligned} & 4.7 \\ & 2.1 \\ & 0.8 \end{aligned}$ | 1.6 5.8 0.6 | $\begin{aligned} & 3.0 \\ & 3.5 \\ & 0.7 \end{aligned}$ | $\begin{aligned} & 1.5 \\ & 5.7 \\ & 0.5 \end{aligned}$ |

111 The ratios reoresen? the average of rovios for secn business in the group sand eannot de calculated from ine figures snown in table 2
(2) These estimetes are besed on smole of businesses reporting saies betwewn 525,000 and $32.000,000$.

See table 1 for symbels and notes.

Definitiona:

1. Liquidity peria:

Curtens s cuprens assets / cuprent liabilitios
2. Leverage retios:
a) Deot/equity = toial liadilities / equity
O) Deos ratio : total lisoilifies/ cotal assets
c) Interest coverge = net profit. interesi expense/ interest expense

TABLE 4. Statement of enanges in finaneial position for ineorporated ousinesses only. ig87
Canada, Platemaking. Fypesetting : Bindery Industry (SIC 282)

 only these businesses reporting stetement of changes.
See isole i for symbols and notes.

TABLE 5. Esployment enanges by size of bustness. 1984-1987 based on SIC claseifleation in 1987
Canada. Platemaing. Typesetting E Andery Industry (Sic 282)

|  |  |  |  | Changes in numo with of i | of businosses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusiness size expressed in average loour units(1) | Number of ousinesses | $\begin{array}{r} \text { Total oayroll } \\ \text { (\$000's) } \end{array}$ | Average labous units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No ionger <br> -00pingl3 |
| 1984 |  |  |  |  |  |
| Totel | 1.431 | 360.446 | 17.236 | 276 | 192 |
| $\begin{aligned} & \text { 1es: than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.179 \\ 189 \\ 55 \\ 8 \end{array}$ | $\begin{array}{r} 96.939 \\ 141.532 \\ 106.683 \\ 15.292 \end{array}$ | $\begin{array}{r} 4.822 \\ 8.598 \\ 5.207 \\ 809 \end{array}$ | $\begin{array}{r} 280 \\ 8 \\ 8 \\ \hline \end{array}$ | $\begin{array}{r} 179 \\ 8 \\ 5 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 1.678 | 489.981 | 20.835 | 270 | . . |
| 10s: than 20 20 - 95 $100-499$ 500 and over | $\begin{array}{r} .386 \\ 216 \\ 71 \\ 5 \end{array}$ | $\begin{array}{r} 122.891 \\ 193.546 \\ 186.296 \\ 7.228 \end{array}$ | $\begin{array}{r} 5.114 \\ 7.851 \\ 7.052 \\ 518 \end{array}$ | $\begin{array}{r}250 \\ 16 \\ 4 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

(1) Average tabour units ar calculated by dividing total payroll by the average annut wage and sa!ary rate os roporita in the
 full-ifmemployet. Hote that the business size groups used are detefmined at the canade level. inus if business has at last 500 employess in Canade as athot but less than that number in any given provinct it is shown in the 500 and over groue
(2) Reters 10 Dusinesses reporting no payroll oeductions in the previous year.

131 Refers to businesses reporting no payroll dequetions in the following year
"Newly reporting" and "no longer peporting" businesses are assumed po nave deen in activity for six months and the information is adjusted accordingly.

See isole ? for symools ana nores.

```
TABLE 6. Selected operating characteristies of small businesses by sales quartile. i985-i987
canadd. Platemaking. Typeserting z Bindery Industry (SiC 282)
```



Yumber of observitions in samoie iveragu sales 3
Average bxomense s
Iverage aet profit (loss) $s$

Businssaes reporting profit (Mo.)
Average sates $\$$
Average expense $\$$
Average net Drofit
gusinesses reporting a less (No.)
Average sales
Average expense 3
Average net loss 5
$\downarrow 69$
274.587
253.331
47.988
49.259
-1.291 3i.
3.330
3.758
46.5 a3
104.673
97.94
6.732
9.697
50.191
69.013
$-18.892$
90.304
01.355
101.355

378
275.319
243.205
32.114
266.905
327.245

- 60.340
304.519
20.586
-8.749
$713 .-63$
337,57
16.296

Mumber of obeervationa in sample
Average saies $\$$
Average expense $g$
Average not prof it (loss) $\$$

Businessen poorting orofit (No.)
Average sales $\$$
ăverage expense 9
Averege net grofit 9

Businestes reporting lass (Mo.)
Averepe sules $\$$
average expense 5
Average net loss s

501
278.998
263.890
15.108

385 298.041
266.037
30.00

2116
222.840
243.588
-20.728
52.173
52.173
42.204
115.227
-5.054
50.31
31.808
18.509
55.792
62.485
$-6.673$
112.10
98. 125
13.981
108.721
128.069
128.069
-19.348
220.452 292. 166 .166
.286
216.837

200,542
16.295
234.786

258, 184
$-23,418$

733,185
$685,36!$
47.224
804.904
733.575

71,228
492.082
$525.55=$
-33. $\$ 73$

1987

Number of observetions in sampla

## Average sales \$

Average exoense s
Average net orofit (loss) \$

Businesses seporting prafit (Mo.)
Avorage sules \$
Average expense \$
Average net orofit $\$$

Busintsses reporting tess (Mos)
Average sales
Average expense $\$$
Average ne: loss

| 528 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 326.814 | 52, 135 | 124.918 | 276.806 | 853.397 |
| 300.157 | 40.801 | 110.388 | 263.766 | 785.898 |
| 26.657 | 11.336 | 14.530 | 13.062 | 67.701 |
| 410 |  |  |  |  |
| 332.099 | 51.603 | 136.259 | 276,764 | 863.97: |
| 291.312 | 31.581 | 109.753 | 245.937 | 777.977 |
| 40,787 | 19.822 | 26.508 | 30.827 | 85,994 |
| 118 |  |  |  |  |
| 305.780 | 54.117 | 101.770 | 276.892 | 790.339 |
| 327.223 | 65.785 | 111,686 | 299.894 | 831.725 |
| -21,143 | -11.868 | -9.916 | -22,802 | -41.387 |

$(11$ These estimates ar based on sample of businesses peporting saiss petween $\$ 25.000$ and $\$ 2.000 .000$
Ses sole ifor symools and notes

TABLE 1. Selected operating rattos, in percent of salis. 1987
Cansda. Publishing Industries (SIC 2s3)


## Syebol:

zero or no observations
-- $\quad 100$ smell too be expressed
not nool icabl.
$\times$ conficontial

## Footnotes




 individusily and the cotal will not necusserily equal 1002

## Motes


 on quarter of the cotal numper of businesses. Within bech quitile. the average fatio is presented. for conoarigon purposts, the nigh and low values of ssies are shown

How to use the teblet

 top $25 \%$
(3) Dote pertsining q0 the selected selos size pange will be in ihat quartile.

## Stenderd Industriel Clessificetion Definition (SIC 1980)

SIC 2830 . Putlishing Induserise
Businesses of imarily engaged in publishing ang which do no printing. Tha term publishing as applited in ihis industry group inctudes she publishing of books, other reading mat?

TABLE 2. Balance sneet orofile for incoroorated businesses only. 1987
Canada. Publishing Induseries (51C 283)

(1) These istimeses besed on semple of ousinesses repoping sales between $\$ 25.000$ anc $\$ 2.000 .200$.

Ste Tate i for symols and motes.

TABLE 3. Financisi ratios (1) for incorportied businesses only. 1987
Cmnade, Publlshing Industries (51c 2s3)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { midol }{ }^{\text {Lower }}$ | $\begin{array}{r} \text { Uooer } \\ \text { midel } 25 \% \end{array}$ | $\begin{aligned} & 280 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No.) Low salus value ( $\$ 000$ 's) High ssles value ( $\$ 000$ 's) | 315 11 $11)$ | $11)$ 103 | 103 <br> 224 | $\begin{array}{r}224 \\ 527 \\ \hline\end{array}$ | $50 ?$ $1: 3$ |
|  | Average |  |  |  |  |
| Lieuidity petio <br> Curpent potio (times) | 1.2 | 1.2 | 1.5 | 1.1 | 1.3 |
| Leverage ratios <br> Jebt/equity retio \{times\} <br> interost coverage ratio (times) <br> Deot istio (times) | 3.5 3.7 0.8 | 3.8 0.8 | 6.2 3.5 0.9 | 3.0 1.9 0.8 | 3.4 4.9 0.8 |


(2) These mstinetes are besed on senple of businesses reporting saies between $\$ 25,000$ and $\$ 2,000,000$

See iabla for symools and notes

Definitions:

1. biquidity retio:

Cuprent z current asseis/ cupron? liabilites.
2. Inversge retion:
a) Debi/equity y total liabilitigs / equity.
0) Debt ratio zots litabilities/toisl asseis
el interest coverage z net profit interest expense/ interest expense
-ABLE 4. Statement of changes in financial oostion for incorporateo ousinesses only, ig87
Cancta. Publishing Industrims (SIC 283)

 only thosi businesset reopting atictenth of chenges.
se Titel if for symbols ind notis.

TABLE 5. Employment changen by size of business, 1984-1987 besed on SIC classification in i987
Cansde. Publlshing industries (SiC 283)

| Business size exoressed in average labour unita(l) | Number of businesses | $\text { Total } \left.\begin{array}{r} 2 a y r o: \\ (\$ 000 \end{array}\right)$ | Average acour un ts (! ; | Changes in numper of businesses with oaid moloyess |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \\ \text { eoopqing }(2) \end{array}$ | No : onger reoor: :ng\{3\} |
| 1984 |  |  |  |  |  |
| Total | 1.395 | 455.809 | 23.131 | 248 | 147 |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20.99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.131 \\ 157 \\ 91 \\ 18 \end{array}$ | $\begin{array}{r} 75.484 \\ 80.297 \\ 110.749 \\ 189.299 \end{array}$ | $\begin{aligned} & 3.924 \\ & 4.118 \\ & 5.525 \\ & 9.584 \end{aligned}$ | $\begin{array}{r} 224 \\ 15 \\ 7 \\ \hline \end{array}$ | $\begin{array}{r}128 \\ 14 \\ 4 \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 1.583 | 644. 502 | 27.156 | 273 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 1.254 210 97 22 | $\begin{array}{r} 98.803 \\ 121.119 \\ 133.728 \\ 292.954 \end{array}$ | $\begin{array}{r} 4.435 \\ 5.559 \\ 5.873 \\ 11.307 \end{array}$ | 248 20 4 $i$ | . |

19. Average lobour units are calculsted by dividing sotal payroh by the suerage annul wage and salary tote as reported in the survey of Employment, parcall and mours. Sististics Cansoa. Cotalogut $72-002$. An suersge boour unip could be interproted as a
 500 amoloyes in Canada as a whol but lass than that numoer in any given province it is shown in ing 500 ond over group
(2) Aeters io busintesses reporting no oayroll daductions in the orevious year.
63) Referg po Dusinesses reporting no paypall deductions in the following year
*Hewly reporting" and "no longer reporting" Dusinesses are assumed po nove deen in activity for six monets anc ine intormation is adusted accordingly
see tade : for symbols and nopes
```
-ABLE 6. Sulected oderating Cnarmeteristics of smail businesses oy saics quartile. \(1985-1987\)
Canada. Publishing Industries (Sic 283)
```

| ```Number of goservations in sample Average sales 3 Average expensef Average net profit {loss}S``` | 343 297.384 286.121 11.343 | $\begin{aligned} & 45.682 \\ & 34.972 \\ & 10.110 \end{aligned}$ | $\begin{aligned} & 98.042 \\ & 38.335 \\ & -2.293 \end{aligned}$ | $\begin{array}{r} 243.98 \\ 240.252 \\ 2.336 \end{array}$ | $\begin{aligned} & 305.36 \\ & 74.5 i 8 \\ & 34.5 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes poporting apofit (Mo.) | 258 |  |  |  |  |
| duerage sales \$ | 287.045 | 46. 566 | 103.678 | 222.329 | 777.408 |
| Average exoense \$ | 255.159 | 28.470 | 82.337 | 197.059 | 712.738 |
| Average net profit \$ | 31.895 | 16.096 | 21.361 | 25.470 | \%4.37\% |
| 8usinesses repopting a loss \Ma.l | 87 |  |  |  |  |
| Average saleg \$ | 337.290 | 48.875 | 88.924 | 296.245 | 917.115 |
| Average exoenst ${ }^{\text {a }}$ | 380.915 | 57.544 | 113.248 | 351.143 | -. 201.724 |
| Average not loss 3 | -43.625 | - 0.688 | -24.324 | -54.898 | -34.309 |

Number of absepvetions in semple Average sales $\$$
Average expense $\$$
Average net profit (loss) $\$$

Businesses peporting grofit (Mo.)
Average sales $\$$
Average expense $\$$
Avertge net profit $\$$

Businesses reporting a loss (Mo.)
Average sales
Average expense $\$$
Average net loss $\$$
263.928
259.410
4.518

2857
285.934
283.853
22.081

198
222.599
262.599
243.811

- 21.212
69.08
$\begin{array}{ll}58.532 & 120.709 \\ & 122.341\end{array}$
528 -1.328
$-1.632$
78.943
87.794
11.149

59. 334
89.259
-9.925
-9.95
125.748
13.772
11.278
19.517
125.899
$-7.282$
204.12
209.52
$-5,39$
223.45
210.804
12.650
187.295
208.411
$-21.116$

661,897
537.243
24.574
715.591
563.042
52.549
525.150
574.574
-46. 524

1987

Number of observations in sample
Average sales $\$$
Average exoense $\$$
Average net profit (lose)

Qusinesses reporting profit lMo.
Average sales g
Average exoense s
Average itt Drofits

Businestes reporting lose (Mo.)
Average sales $\$$
Average expense $\$$
Average net loss $s$
338.35
338.040
329.08
. 974

275
337.841
301.690
301.690
-
120
337.603
397.20
-59.598
40.731
43.853
$-3.132$
38.226
38.226
34.809
130.746
109.04
32.15
129.11
129.112
3.415
44.271
$56.644 \quad 134.235$
$-12.373$
159.360
-25.125
25.125
2000.000

See faole 1 fof symools and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Canade. Ornamentel \& Architecqural hetal Progucts industries (S:C 303)

|  | -0т31! |  | $\begin{array}{r} \text { jor=om } \\ 2.0 . \end{array}$ |  | -.031-2wer: |  |  |  |  | "\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses n samol (No. -ow gales value $\$ 000 \mathrm{~s}$ fign zales vaiue $3000^{\prime} 3$ | $36$ |  | $216$ |  | $\because:$ |  | ": |  |  | ! |  |
| Sulected moense item | Ondustir buaragels |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { resses } \\ & \text { roorting } \end{aligned}$ | Q eoor:ing zus nesses anik. ? |  |  |  |  |
|  | Potal | Bottom 25\% |  | $\begin{array}{r} \text { Yooer } \\ \text { moogit } \\ 25 \% \end{array}$ | $\begin{aligned} & 500 \\ & : 54 \end{aligned}$ |  | "otal | 30t:om ご\% | $\begin{array}{r} \text { Gower } \\ \pi 1001 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { miod } \\ 25 \% \end{array}$ | $\begin{aligned} & -90 \\ & 0 \end{aligned}$ |
|  | Porconv of sales |  |  |  |  |  | 2ercent 0 - sates |  |  |  |  |
| Cost of seles | 43.8 | 37.9 | 42.8 | 45.8 | 48.1 | 98.5 | 44.2 | 38.2 | 43.3 | 48.2 | 49.2 |
| Decupency expenses | 8.8 | 9.0 |  | 5.7 | 5.0 | 99.8 | 8.8 2.8 | 9.0 2.9 | 8.7 | 5.7 | 5.1 |
| Depreciation | 1.8 | 2.1 | 2.1 | 1.7 | 1.6 0.6 | 90.3 | 2.8 0.9 | 2.9 | 2. | 1. 8 | 3.3 |
| Reotics \& maintenanes | 0.6 | 2.5 | 0.7 | 0.7 1.3 | 0.6 | 70.5 97.2 | 0.9 | 2.6 | ? 1.7 | $\bigcirc$ | 3.3 |
| hett. light \& telthont Rent | 2.5 | 3.8 | 2.4 | 2.0 | $\because 8$ | 73.1 | 3.4 | 5. 0 | 3.2 | 2.5 | 6.2 |
| Personnel expensus | 25.8 | 18.8 | 29.8 | 28.5 | 27.2 | 94.0 | 27.2 | 24.5 | 29.8 | 25.5 | 27.4 |
| Financial expenses | ?. 8 | 1.7 | 1.8 | 2.0 | 1.8 | 98.8 |  |  |  | 2.0 | 1. 5 |
| Interest \& bank charges Professional ices | 1.0 0.8 | 0.7 | O. 9 | 1.2 0.8 | 1.0 0.8 | 82.2 93.7 | 1.8 | i. ${ }^{\text {i }}$ | 1.9 | 1.3 | 2.5 |
| Other expenses | 14.4 | 17.8 | 13.4 | 12.8 | 13.8 | 100.0 | 14.4 | 17.8 | 13.4 | 12.8 | 13.6 |
| Profit (loss) | 8. 0 | 14.8 | 5.7 | 7.1 | 4.5 | 99.8 | 8.0 | 14.8 | 5.7 | 7.1 | 4. 5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ | $\cdots$ | $\cdots$ | -•• | . |

## Symbel is

- zero of no observetions
- too smel! too on expressed
not spolicable
$\times$ confidential
Footnotes
(11 These setintes ar besed on sencie of businesses peporting sales beiween 825.000 fid 82.000 .000


This portion of the table pertains onty to the businesses poorting the specific mpense item. ingratore these retios are cial culated ndividualiy and the cotel will not necessarily tqual 100\%.


## Motes


 on quarter of the cotel number of businesses. Within tach quertile. the average ratio is presented. For comparison purposis. the migh and low values of sales aft shown

Mow 10 use the tetios

 $10025 z$.


Stenderd Industrisl Cisamificstion Definition ISIC 1980):
SIC 3030 - Ornementif and Architectural Metal Dpoducts Industries
Businesses primarity engageo in manufacturing metal windows and doors, prafaoricated. partable metal buildings. and other ornamental and architectural metal groducts

```
PABLE 2. galance sheet profile for incorporated businesses oniy. 1987
Ganada. Ornamental S Arenizsctural Metal Produces Industries isic 303)
```



| Aesets | - | - | - | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts ana notes rectivable | 93 | 14 | 39 | 98 | $\therefore 2$ |
| inventory | - | - | - | - |  |
| Sthar current asgets | 127 | 36 | 58 | : 28 | ご! |
| Total curient asgets | 220 | 50 | 107 | 225 | 155 |
| Fixad assets | 80 | 18 | 52 | 32 | 190 |
| Less: Accum. deo. on fixed aseets | - | - | - | - | - |
| Other sasel? | 15 | 5 | 7 | : 9 | 29 |
| Total assets | 315 | 73 | 186 | 336 | 584 |
| bisbilities and equity |  |  |  |  |  |
| Eurions ioans | 29 | 4 | 8 | 32 | 73 |
| Other cuprent liabilitios | 108 | 22 | 54 | 114 | 240 |
| Toial cuprent lisoilities | 137 | 25 | 62 | , 45 | 2:3 |
| Martgages payable | , |  | - | . | - |
| Long term debt | 5 | 1 | 1 | $?$ | 2 |
| Other ilabilities | 35 | 22 | 34 | 70 | 34 |
| Total liabilitios | 197 | 48 | 97 | 222 | 419 |
| Tetal eauity | 118 | 24 | 68 | 113 | 265 |

(1) These estimates gased on stomplof businesses poporing sales perwen $\$ 25.000$ and $\$ 2.000 .000$

See ?ald 1 for symbols and notes

TABLE 3. Financtal ratios (1) for incorporated businesaes oniy, 1987
Canade. Ornmmental Architectural Motal Products industries (Sic 303)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midel } 25 \%$ | $\begin{array}{r} \text { UoDer } \\ \text { midol } 25 \% \end{array}$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businasses in samole (No.) Lom sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 329 \\ & (1) \\ & \{1\} \end{aligned}$ | 11 <br> 252 | $\begin{array}{r}252 \\ 499 \\ \hline\end{array}$ | $\begin{array}{r}499 \\ 923 \\ \hline\end{array}$ | 23 |
|  | Average |  |  |  |  |
| Liquidity retio Current iatio (times) | 1.6 | 2.0 | 1.7 | 1.6 | 1.6 |
| Leverage ratios Oebt/equity istio (times) Interest coverage ratio (times) Dobt eatio (times) | $\begin{aligned} & 1.9 \\ & 8.4 \\ & 0.6 \end{aligned}$ | 2.0 3.8 0.7 | 9.4 8.4 0.6 | 2.0 6.2 0.7 | 1.6 5.2 0.6 |

[^5]Sue rabl 1 for symools and noins.

Definitions:

1. Liquidity petio:

Gurrent : curront ssees/ current liboilities
2. Leverage retios:

```
Jebt/equity = total liagilities / equity
    Deof patio = cotal liabilities / total assets
    Internst coverage z net orofit * interest exoense/ interest oxpense
```

TABLE 4. Statament or enanges in financial position for incorporated eusinesses only. ig87
cancain, Ornamentai \& Arcnicectural meral proaucts ingustries (5ic 303)

|  |  | $\begin{array}{r} 3-:-\rho \pi \\ i \equiv \% \end{array}$ | न.cc: - :NE: |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| jusinesses a samol iNo. . ow sales value $5000^{\prime} \mathrm{si}$ Tign salas value SOCO's; | $95$ | 310 | $\begin{aligned} & 10 \\ & 0.0 \end{aligned}$ | $\begin{aligned} & \text { ¿0 } \\ & 38 \end{aligned}$ | :? 2 |
|  |  |  | verage 3000 |  |  |
| Joerating acturites <br> Gasn :pom operations <br> Ceprectavion <br> Other | $\begin{array}{r} 12 \\ 1! \\ -19 \end{array}$ | 3 | 29 .9 | - ${ }^{2}$ | $\begin{array}{r}11 \\ -38 \\ \hline 8\end{array}$ |
| Oividends | -20 | -2 | $-12$ | -14 | -51 |
| lavestment activities <br> Oisposal of fixec assets <br> Purenase of fixed assets <br> increase in investment <br> Decreste in investment | $\begin{array}{r} 6 \\ -27 \\ -5 \\ 2 \end{array}$ | -8 | $\begin{array}{r} 1 \\ -16 \\ -2 \\ 1 \end{array}$ | 2 -28 -4 4 | $\begin{array}{r} 19 \\ -57 \\ -13 \\ 3 \end{array}$ |
| Financing setivities <br> fncresse in long torm dobt <br> Reoryment of long :erm dobt <br> Louns from snarenoters <br> Recayment of loans from sneranoloers <br> Advances t oans from government <br> incresse in equity <br> Decrease in ecuity <br> Other | $\begin{array}{r} 13 \\ -7 \\ 9 \\ -9 \\ -9 \\ -2 \\ -2 \end{array}$ | 5 -7 -7 -5 -1 -2 -2 | r -8 4 -6 - - -1 | 19 -7 3 -10 - 2 -1 -1 | 23 -3 $\vdots$ $-\quad .6$ $\vdots$ 0 -3 -1 |
| Incresseidecrense) in cesh \& mauivients Cash \& equiveitints-leginning of the year Cesh 8 equivalents - End of the year | $\begin{array}{r} 1 \\ 11 \\ 12 \end{array}$ | 20 7 27 | 3 13 +5 | 8 | -23 20 -4 |

 only those businesses reporting statenent of changes.
See Thbl 1 for symbols and notes.

TABLE 5. Employment changez by size of business, 1984-1987 based on sic ciassification in i987
Cancda, Ornementel f Architectural Metal Products Induseries (SIC 303)


[^6]```
;ABLE 6. S|lected operating Enaracteristics of small businesses by sales guartile. 1985-1987
Gansca. Srnamentai & Areniecerural mecal procuces : neusir:es (Sic 303)
```



| Sumber of soservations in samble | 408 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| iverage sales ३ै | 291.848 | 50.939 | 131．261 | 307．：9 | －98．うに |
| average axoensa 3 | 373.413 | 52．：39 | －64．550 | －99：ご | 29 |
| Average net profit（loss） | 19.435 | －1．659 | B．641 | －19．323 | 48．3¢5 |
| Businesses reporting protit（Mo．） | 323 |  |  |  |  |
| Average saies \＄ | 391.211 | 53.525 | 132．969 | 298.347 | －．381．503 |
| Average axpense $\$$ | 354.322 | 43.854 | 120.147 | 272.330 | 980.958 |
| Average net profit \＄ | 36，889 | 9.871 | 12.822 | 24.517 | 100．545 |
| Susineszes resorting losm（Mo．） | 85 |  |  |  |  |
| Average sales | 408．258 | 47.539 | 128．394 | 383．435 | 1.067 .361 |
| Average oxpense | 442.759 | 64．098 | 139．478 | 397.375 | 1．192．086 |
| Average net oss \＄ | －36．501 | －18．559 | －11．082 | －13．939 | －104．125 |

1986


111 ines estimazs ar based on semple of businesses reporting seles beiween $\$ 25,000$ and $\$ 2.000 .000$ ．
See iate ：for symbols and noies

|  | -atail: |  | Fot:om$25:$ |  | $\text { Mos swer } \begin{gathered} \text { sw } \end{gathered}$ |  | - 30i joce! |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample iNo. Lom sales value 3000 's <br> tigh sales value $19000^{\prime} \mathrm{s}$ |  | 403 1 $\vdots$ |  | $182$ | $\begin{array}{r} 83 \\ 425 \end{array}$ |  | $\therefore 25$ |  |  | $\vdots{ }^{\circ}$ |  |
| Suloctoo expense itm | industry average!2) |  |  |  |  | $\begin{aligned} & \text { yousi- } \\ & \text { nesses } \\ & \text { reorting } \end{aligned}$ |  |  |  |  |  |
|  | Iotal | Bottom 25\% | $\begin{array}{r} \text { bower } \\ \text { miad } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { nidol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { iod } \\ & 25 \% \end{aligned}$ |  | Toral | $\begin{array}{r} 30 t \text { tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-ower } \\ \text { m100ie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { usoer } \\ \pi i 8019 \\ 35 \% \end{array}$ | $\begin{aligned} & =0 \\ & =E \% \end{aligned}$ |
|  | Parcent of salos |  |  |  |  |  | Pereent of sales |  |  |  |  |
| Cost of ssies | 28.8 | 23.5 | 29.9 | 29.8 | 31.7 | 96.0 | 30.0 | 28.0 | 31.1 | 30.2 | 32.1 |
| Occupancy expenses | 10.6 | 13.5 | 10.5 | 9.8 | 8.8 | 99.8 | 10.6 | 13.5 | 10.5 | 9.8 | 8.9 |
| Depreciation | 3.6 | 4.7 | 3.2 | 3.4 | 3.2 | 94.9 | 3.8 | 5.0 | 3.6 | 3.3 | 3.3 |
| Ropairs \& maintenance | 1.1 | 0.8 | 1.2 | 1.1 | 1.3 | 64.2 | 1.7 | 1.8 | 2.9 | 1.5 | 4.7 |
| Hest. light s teleonona | 2.7 | 3.1 | $\frac{2}{3} \cdot 5$ | 2.6 | 2.5 | 93.8 | 2.8 | 3.6 | 2.8 | 2.7 | 2.5 |
| Rent | 3.2 | 4.9 | 3.5 | 2.7 | 1.8 | 70.7 | 4.6 | 7.4 | 4.3 | 3.3 | 2.8 |
| Personnel exponses | 34.9 | 34.8 | 35.3 | 34.6 | 35.1 | 96.3 | 36.3 | 39.9 | 35.8 | 34.8 | 35.1 |
| Finencisl expenses | 2.5 | 2.8 | 2.7 |  | 2.1 |  |  |  |  |  | 2.1 |
| lnterest \& bank charges | 1.5 | 1.1 | 1.8 | 1.8 1.0 | 1.4 | 80.9 95.1 | 1.8 1.2 | 1.9 | 1.3 1.2 | 2. ${ }^{\text {2 }}$ | - 5 |
| Other expenses | 15.3 | 17.0 | 14.1 | 14.8 | 15.2 | 100.0 | 15.3 | 17.0 | 14.1 | 14.8 | 15.2 |
| Profit (loss) | 7.8 | 8.4 | 7.5 | 8.2 | 7.1 | 98.9 | 7.9 | 8.8 | 7.5 | 8.2 | 7.1 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | *. | - $\cdot$ | - $\cdot$ | . |

## Symool

- zero or no ooservations
-. too small too be expressed
not applicate
$\times$ contidentil


## footnates


Total weightod oxoenditur on given itom
12) Value in bech cell z

 individualy and the toral will not necessarily bqual $100 \%$

Motes
Dota are showh DY quartiles when at least ij of the sampled busingeses roport the specific itum
 one quarter of the total number of busingsses. Within gach quartile. the average ratio is prestented. for comorison ourposes. the high and low vaiues of sates are shown

How 20 use the tebles

(2) The stifcted range will indicate the proper quartile. i. the botion 25z. the lower midde 25\%, the upoter miode 25\% or the 200 25\%.
(3) Data pertaining to the sulected sales size pange will be in the quartila.

Standerd Induetriel CIssificetion Definition (Sl6 1980):
\$16 3040 . Stemped. Pressed and Costed metel Producss Induser ins
Businassas primerily angagec in custom metal coating. monufacturing metal closures and containers and other stambed and dressed metal producis

TABLE 2. Balance sheet orofile for incorporated businesses only, isg7
Cances. Stamoed, Pressed 8 Costed Metel Products Industries (S1C 304)


11 ihese ustimates are based on a smpl of businesses reporting salas between $\$ 25.000$ and $\$ 2.000 .000$
See iable : for symools and notes.

TABLE 3. Financis! rattos (1) for incorporated businesses only. is87
Canseds, Stemped, Presesed \& Coeted Metel Products Industries (S16 304)

|  | Totl 12 ) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midde $25 \%$ | Uoder $\text { midole } 25 \%$ | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8usinesses in samol (No. Lom sales value ( $\$ 000$ 's) High sales value (\$000's | $\begin{aligned} & 385 \\ & (1) \\ & (1) \end{aligned}$ | 111 223 | 223 471 | $\begin{aligned} & 471 \\ & 889 \end{aligned}$ | $981$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.6 | 1.2 | 1.6 | 1.6 | 8.7 |
| Leverage ratios <br> Debt/aquity ratio (times) <br> Interest coversge retio (times) <br> Debt fatio (times) | 1.3 5.6 0.6 | 2.2 3.0 0.7 | 1.2 9.8 0.6 | 1.3 4.9 0.6 | 1.2 5.8 0.5 |

(19) ihe ratios reopent the average of ratios for each business in the group and cannot be celculated fom the figures shown in iable 2 .
(2) Theso estimates ar based on a sample businesses reporing sales between $\$ 25.000$ and $\$ 2,000,000$.
see iable 1 for symools and notes.

Onfinitions:

1. biquidity Pasio:

Guprent $=$ cuprent assets / cuppent liabilizies
2. Leversqe fios:

```
Debl/equily : cotal liabilities / equicy.
Dobt ratio = total |iabilities/lotal assets
```

c) Interest goverage $=$ net profit - interest expense / incerest expense

TABLE 4. Statament of enanges in fimancial posttion for incoroorated businesses only, ig87
Canade, Stamped, Pessed \& Costed Metal Products Industrios (Sic 304)

|  | \%o:al: | $\begin{array}{r} 30:-0 m \\ -\Sigma \% \end{array}$ | $\rightarrow \cdot จ a 1 e^{-2 w e r}$ | $-40 \cdot-200$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinessas in samol to. - ow salas value $\$ 000^{\circ} \mathrm{s}$ : Hign salus value $\$ 000$. | 22 | $939$ | $\begin{aligned} & 239 \\ & -38 \end{aligned}$ | $\begin{array}{r} 88 \\ 305 \\ \hline \end{array}$ | $\because$ |
|  |  |  | $2 \mathrm{ctrage} \mathrm{3000's}$ |  |  |
| ```Oparating activities #asn f.am somrarions Dedreciation Othe:``` | $\begin{array}{r} 38 \\ 24 \\ -17 \end{array}$ |  | $\begin{array}{r} 10 \\ 15 \\ -19 \end{array}$ | $\begin{aligned} & \text { :7 } \\ & 3 \\ & 3 \end{aligned}$ | $\begin{array}{r} \vdots \\ -\bar{j} \\ -i d i \end{array}$ |
| Divioends | $-13$ | -1 | -21 | -16 | -14 |
| Investment activities <br> Disoosal of fixed assets <br> Purchase of fixed essers <br> lncrease in investment <br> Oecresse in investmont | 10 -49 -5 2 | - $\begin{array}{r}1 \\ \hline\end{array}$ | r -19 -19 -2 1 | $\begin{array}{r} 15 \\ -90 \\ -5 \end{array}$ | $\begin{array}{r} i 3 \\ -7 \frac{3}{2} \\ -1 \frac{2}{9} \end{array}$ |
| Financing activitios <br> Incresse in tong ierm debt <br> Redayment af tang torm out <br> boans fiom shemenoters <br> Redayment of ioans feom shareholoers <br> sovances z lozns from government <br> Incesase in equity <br> Decrease in movity <br> Other | 28 -18 10 -18 -18 4 -2 -1 | $\begin{array}{r}2 \\ -3 \\ -3 \\ -4 \\ - \\ - \\ -1 \\ \hline\end{array}$ | $\begin{array}{r} 8 \\ -\frac{8}{5} \\ -7 \\ -7 \\ - \\ -5 \\ -2 \end{array}$ | $\begin{array}{r} 48 \\ -31 \\ 19 \\ -28 \\ - \\ 5 \\ \hline \\ -2 \end{array}$ | $\begin{array}{r} 44 \\ -33 \\ 44 \\ -20 \\ 10 \\ -3 \end{array}$ |
| Incresse(deciesse) in cash \& equivients Cash \& quivalents-8eginning of the yeer Cash \& equivalents - End of the yeer | -6 22 18 | -3 7 4 | $\begin{array}{r} 1 \\ 32 \\ 38 \end{array}$ | $\begin{array}{r}-12 \\ 12 \\ \hline\end{array}$ | -15 36 22 |

 only those businesses roporing statoment of chonges.
See table for symols ang notes.
TABLE 5. Employment changes by size of business. 1984-1987 besed on Sic ciassification in 1987
Canmda, Stamped, Pressed : conted Metel Products I ndustries (SIC 304)

| Susiness size exoressed in average laboup units(1) | Number of businesses | $\begin{array}{r} \text { Total osyrol! } \\ \left(\$ 000^{\prime}:\right. \end{array}$ | Avorage laboup units(1) | Chenges in number of businesses with gaid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \\ \text { eoopting(2) } \end{array}$ | No anger pedorting(3) |
| 1984 |  |  |  |  |  |
| Tots 1 | 1.310 | 892.319 | 37.698 | 180 | 89 |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 970 \\ 270 \\ 101 \\ 69 \end{array}$ | $\begin{aligned} & 107.484 \\ & 219.381 \\ & 189.459 \\ & 375.995 \end{aligned}$ | $\begin{array}{r} 4.413 \\ 9.219 \\ 8.035 \\ 18.031 \end{array}$ | $\begin{array}{r} 123 \\ 28 \\ 9 \\ 2 \end{array}$ | $\begin{array}{r} 77 \\ 7 \\ 4 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 1.397 | 1.173 .137 | 45.435 | 145 | - |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-\$ 9 \\ & 100-49 \\ & 500 \text { end orep } \end{aligned}$ | $\begin{aligned} & 906 \\ & 313 \\ & 108 \\ & 70 \end{aligned}$ | $\begin{aligned} & 124,762 \\ & 287.447 \\ & 277.458 \\ & 483.460 \end{aligned}$ | $\begin{array}{r} 4.854 \\ 11.153 \\ 10.747 \\ 18.871 \end{array}$ | 121 15 8 8 | - |

(i) Average labour units ar calculated by divicing total poyroll by ine average annusi wige and satapy rare as efopiad in the surver of Employment. Pevroll and Mours. Statistics Canada. Capologue $92-002$ An averge acoup unit could de inieporered as a full-time moloyee. Note that the Dusiness size groups used ar devermined at the Canda level, thus if o dusiness ha: at least 500 gmploves in Canada as a whol but less then inas number in any given province it is shown in the 500 and over groub.
$(2)$ Refers io businesses peorting no paypall deductions in the pravious year
(3) Refers io Dusinesses eporting no payrall deductions in the following yeap
"mpury peporting" and "no longer reporing" businesses are assumed io have been in activity for six months and the information is adiusied aceordingly
set rasie for symouls and nores.

TABLE 6. Selected operating Enaracteristies of small businesses by sales quartile. 1985-i987
Canada, Stamped, Pressed : Coeted Metdl Produets Industries (S|C 304)

|  | -c:all | 3ot+om | $\begin{array}{r} \text { Lowq r } \\ \text { riaci }=25 . \end{array}$ | Tuce | -\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 985 |  |  |
|  | 417 |  |  |  |  |
| iverage sales 3 | -37. 270 | 32.285 | 123.305 | 352.388 | 25.300 |
| Average expense \$ | 333.022 | 36.713 | 115.307 | 313.382 | 360.355 |
| - Average net diofit \|loss) \$ | 104.248 | 15.572 | 13.798 | 32.706 | 354.314 |
|  | 351 452.550 |  |  |  |  |
| Average saies $\$$ <br> Avarage expense 3 | 452.550 | 51.823 33.722 | 127.363 | 352.954 | 1.278 .051 |
| Average net profit $\$$ | 120.539 | 18.101 | 16.179 | 38.582 | 409.195 |
| Businesses reporting a loss (Mo.) | 85 |  |  |  |  |
| Average sales \$ | 333.830 | 56.357 | 146.888 | 343.528 | 788.549 |
| Averago expense \$ | 350.538 | 63.093 | 162.944 | 369.234 | 806.373 |
| Average net loss \$ | -16.708 | -8. 736 | -16.056 | -25.708 | $-18.324$ |

1988

| Number of observetions in sample | 422 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 405.134 | 84.773 | 162.268 | 349.379 | 1.045.318 |
| Average expense 5 | 386.024 | 58.816 | 154.974 | 325.361 | 1.004 .345 |
| Average net profit (loss) $\$$ | 19.410 | 5.357 | 7.294 | 23,516 | 40.973 |
| Businesses reporting a profit (Mo.) | 333 |  |  |  |  |
| Average sales 9 | 406.896 | 73.949 | 165.395 | 370.518 | 1.017 .643 |
| Average exoense \$ | 366.703 | 62,398 | 150.499 | 328. 606 | 925.310 |
| Average net profit \$ | 40.173 | 11.551 | 14.896 | 41,912 | 92. 333 |
| Businesses roporting loss \Mo.) | 89 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 412.106 | 51.524 | 157.047 | 300.679 | 1.139 .174 |
| Average exoense 5 | 452.085 | 53.643 | 162.447 | 319.866 | 1.272.383 |
| Average net loss $\$$ | -39.979 | -2.118 | -5. 600 | -19,187 | -133.209 |

1987

| Number of observetions in sample | 437 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 570.381 | 101.079 | 295.725 | 593.434 | 1.291 .285 |
| Average exoense | 530.427 | 95.099 | 274.616 | 546.410 | 1.205,583 |
| Average net profit (loss) $\$$ | 39.954 | 5.980 | 21. 109 | 47.024 | 85.703 |
| Businesses reporting profit (Mo.) | 340 |  |  |  |  |
| Average sales \$ | 587.495 | 96.843 | 296.578 | 590.839 | 1.285 .560 |
| Average exdense\$ | 505.943 | 82.854 | 280.340 | 517.752 | 1.162.724 |
| Average net profit \$ | 61.552 | 13.889 | 36.338 | 73.147 | 122.836 |
| Businesses reporting loss (Mo.) | 97 |  |  |  |  |
| Average sales \$ | 581.721 | 112.838 | 293.120 | 603.499 | 1.317.42? |
| Averag expense $\$$ | 825.971 | 128.807 | 313.670 | 660.159 | 1.401.237 |
| Average net lass \$ | -44.250 | -15.969 | -20.550 | -55,870 | -93.810 |

(1) These estimetes are based on a sample of businesses reporting sales betwen $\$ 25.000$ and $82.000,000$.

See table i for symools ana notes

TABLE i. Selected operting ratios, in percent of salas. 1987
Eanada. Hardware. Fool butlary noustries (S15 305)


## Symool:

- iero or no ooservations
- coo smali loo be oxpressed
.. not applicsole
$\times$ confidentisl


## footnotes




This portion of the qeble pertains only to the businesses reporting the specific expense itom. Therefore thest fatios are calculiteo individully and the coenil will not necessarily equal loot.

## Motes



 hign and low vilues of sales art shown.

Mow to use the tablet

 $10025 \%$
(J) Onta portaining to the selveteg sites size range will be in thet quartile

Stenderd Industrist Clastification onfinition (SIC 1880)
$\$ 163060=$ Mardwire, Tool end Cutlery Industries
gusinesses primarily engaged in manfacturing oasic mardmare: mest gits, moulds and patterns: hand rools and inolements lexcept sower drivenl: cutlery lexcept silverl and hardware not isowher classified

TABLE 2. Balsne snet profile for ineorporated ousinesses only. 987
Sanada. Hareware, Pool sutlery Industries (SiC 306)

|  | -523i: 1 | $\begin{array}{r} 30:=0 m \\ -5 \% \end{array}$ | $\begin{array}{r} - \text {-wer } \\ -z z!-5: ~ \end{array}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses ? samol (No.) <br>  Hign sales value ( $\$ 000^{\circ}$ s) | $137$ | 1 33 | $\begin{array}{r} \text { Ej } \\ \vdots \end{array}$ | $\because 7$ | $\because$ |
|  |  |  | erage 3000 |  |  |
| Assets |  |  |  |  |  |
| Casn | - | - | - | - | - |
| Accounts and notes receivable Inventory | 80 | : ${ }^{\text {i }}$ | $t i$ | 35 | : 31 |
| jther Eup.ent assets | ! 04 | 9 | 31 | : -6 | - - ${ }^{\circ}$ |
| Fotal cuprone assets | 184 | 19 | : 02 | . 91 | -22 |
| F.xec lssts | 165 | 54 | 32 | : 52 | ¢き |
| -ess: Mccum. deg. on fixed risets | - | - | - | - | - |
| Other assets | 15 | 1 | 9 | 13 | 38 |
| Totel assets | 364 | 75 | 193 | 388 | 818 |
| tiobilitios and equity |  |  |  |  |  |
| Cuprent oans |  |  |  | 25 |  |
| Dther curent liabilities | 99 | 19 | 58 | $101$ | $219$ |
| Total cuptent liabilities | 126 | 22 | 72 | . 26 | 281 |
| Mortgages oayal. | - | - | - | , | - |
| Long term deet | 9 | 4 | 5 | - | $\geq 0$ |
| Other lisbilities | 81 | 40 | 33 | 56 | 191 |
| Total lisbilities | 216 | 88 | 110 | 192 | 498 |
| Totel eguity | 148 | 9 | 83 | 174 | 325 |


Sut Table 1 for symols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Canads, Hardware, Tool \& Eutlery Industries (SIE 30\%)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midel $25 \%$ | misdl UPDer | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 437 \\ \{1 \\ 1 \end{array}\right\}$ | 11 153 | 153 410 | $\begin{array}{r} 410 \\ 727 \end{array}$ | 92 |
|  | Average |  |  |  |  |
| Liquidity retio Curtent iatio (times) | 1.5 | 0.9 | 1.4 | 1.5 | $\therefore$ S |
| Leverage ratios <br> Deot/equity istio (times) <br> Intorest coverage ratio (times) <br> Debe ratio (times) | 1.5 8.5 0.6 | 9.0 3.2 0.9 | 1.3 7.2 0.6 | 1.1 8.9 0.5 | 1.5 0.1 0.6 |


121 These estimetes git beged on sumple of businesses peporting seles beiwesn 525,000 smo $32.000,000$
Set Tol i for symools and nores.

## Definisions:

1. Liquidisy fetio:

Current : current assees / current liabilities
2. Levermge ratios:
al Deot/eouiqy : cotal liabilities / equity
D) Deop ratio = total liabilites/ total assets
e) Interest coverage : net profit - interst expense/ interest expense.

TABLE 4．Statement of smanges in financial position for ineorporatad bustnesses only．ig8t
＝anaca．Haroware，－ooi \} Sutlary inoustries (sic 308)

|  |  | Set:0m | HIJC: |  | $\because$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fusinesses a samo ！No． ＿ow sares ve \＄0． 500 s） －1解 salys viut 9000 s） | $289$ | $\therefore$ ： | $\div 65$ | $\begin{array}{r} 5 \\ \hline \end{array}$ | $\because 氵$ |
|  |  |  | erage $\$ 000$ |  |  |
| Soerating sctivities <br> －asn ram onerations <br> Sepreciarion <br> Other | 49 29 -5 | $\begin{array}{r} 1 \\ 8 \\ -10 \end{array}$ | $0$ | $\vdots$ $\vdots$ $\vdots$ | \％ |
| Dividends | －20 | －6 | －is | －20 | －38 |
| Investment sctivitios <br> Disposal of tixed assets <br> purchase of fixed assets <br> lncresese in investment <br> Decrase in investment | 6 -68 -3 2 | 3 -9 -3 -9 | $\begin{array}{r}\text { 3 } \\ -42 \\ -3 \\ \hline\end{array}$ | -35 -1 -1 |  |
| Financing metivitits <br> fncrease in iong term debt <br> Reoayment of long term debt <br> Loons feom sharenolders <br> Reosyment of ：oans fiom sharmholders <br> sovances \＆oans from government <br> Increase in squity <br> Decreses in equity <br> Other | 29 -17 11 -7 2 1 -4 - | r -13 11 -3 - $-i$ | 16 <br> -10 <br> 4 <br> -4 <br> 1 <br>  <br> -1 | 28 -17 19 -9 1 1 -2 -1 |  |
| Incresse（decrease）in cash a equivelents Cash \＆equivelents－8eginning of the yet Cash s equivalents＝End of the yeer | 5 16 21 | -2 12 10 | 9 9 18 | -1 20 19 | 13 24 37 |

 only those ousinusses reporing sintument of enenges
Sen intol i for symbols and notes．

TABLE 5．Employment changes by stze of business，1984－1987 based on SIC claselfication in 1987
Canads．Merdware．Tool sutlery Industrles（SIE 30s）


[^7]TABLE G. SHlected opariting cnarteteristics of smait ousinesses by sales guartile. iggs-igeq Caneda. Hardwart. Tool g Cuelery Industrise (Sic 306)



1986

| Number of observetions in sample | 521 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 330.584 | 71.853 | 146.073 | 278.158 | 826.232 |
| Average axpense \$ | 299.188 | 62.341 | 139.980 | 249.759 | 744.563 |
| Aversae net profit (loss) \$ | 31.398 | 9.522 | 6.093 | 28.339 | 81.569 |
| Susinesses reporting erofit (Mo.) | 438 |  |  |  |  |
| Aversge sties $\$$ | 335.567 | 73.369 | 151.817 | 281.328 | 835.853 |
| Aversge expense $\$$ | 294.454 | 57.460 | 132.287 | 247.745 | 740.324 |
| average net profit \$ | 41.113 | 15.909 | 19.330 | 33.583 | 35.629 |
| 8usinsesses reporting - lose (No.) | 85 |  |  |  |  |
| Aversge siles \$ | 294.557 | 67.022 | 136.312 | 246.339 | 728.554 |
| Averege exoense | 322.490 | 78.033 | 153.523 | 270.148 | 798.350 |
| Average not loss \$ | -27.933 | -11.011 | -17.211 | -23.809 | - \%9.302 |

1987

| Number of observations in sempie sverage sales \$ <br> average expense $\$$ <br> Average net orofit (loss) \$ | 534 410.452 357.279 43.173 | $\begin{aligned} & 40.579 \\ & 30.008 \\ & 10.571 \end{aligned}$ | $\begin{array}{r} 136.097 \\ 111.073 \\ 25.024 \end{array}$ | $\begin{array}{r} 428.433 \\ 386.472 \\ 41.367 \end{array}$ | $\begin{array}{r} 1.036 .399 \\ 941.503 \\ 85.136 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses resorting a profit \Mo.\} | 446 |  |  |  |  |
| Average sales \$ | 411.874 | 39.993 | 128.747 | 427.353 | $05: .103$ |
| Average exomsts | 350.543 | 25.882 | 91.956 | 357.048 | 327. 285 |
| Average net orofit \$ | 61.331 | 14.111 | 36.791 | 70.305 | 124.118 |
| Businesses recorting loss (Mo.) | 88 |  |  |  |  |
| Average sales | 400.215 | 43.124 | 169.592 | 434.173 | 956.209 |
| Average expense | 450.817 | 4.925 | 192.988 | 54.2 .878 | 1.019 .717 |
| Average net loss \$ | -50.602 | -4.801 | -25.396 | -108.705 | -63.508 |

111 These estimases are based on semple, of ousinesses reporxing sibes between $\$ 25.000$ and $\$ 2.000 .000$ Set iable for symbols and notes

TABLE 1. Salacted operating ratios, in percent of sales. i987
Lanada. Macnine shop meustry (sle 3081)


## Symbol:

- zero or no observetions
-. too smell tDO be 甲xprissed
not soplicable
$\times$ confioential


## Foornotes

(1) Thes escimbtes ap bosed on a sample of businesses peopting sal es between \$25,000 and $\$ 2.000 .000$


 individually and the total will not necessarily equal $100 \%$.

## Motes

Jata ar shown by quartiles when at least 11 of the samplab businesses rioort the specific item
 on quarter of the total number of businesses. Within esch quartile, the average ratio is orisented. For comparison purposes. the high and low valums of sales are shown.

How io use the tables
lll bocate the appropriate salas range thet is displayed on the :wo lines entitlad low sales valut ang "hign sales valuet
 10p 25\%.


Stenderd Indutsici Elassification Definition (STC 1980):
SIC 3081 . Mashin Shoo Industry
Businesses orimarily engaged in manufacturing machine parts and equipment. other than complete machinas. for the trade. This inaustry incluoes machine shops providing custom and repair services gusinesses primarily angaged in recuilding or remanubacur ag automotive angines ar included Mer

(1) ihese eszimtes afe based on s samplo of businessé reporting sales between $\$ 25.000$ anc $\$ 2,000.000$.

5ee Tatei for symbels and notes.

TABLE 3. Financial ratioz(1) for incorporated butinesses only, 1987
Canadm. Machine Shop Industry (Sic 3081)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | bower nidde 25\% | Uoper $\text { midd } 25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value (\$000's) High sales volue (\$000's) | $\begin{aligned} & 786 \\ & 111 \\ & 11) \end{aligned}$ | (1) 124 | 124 279 | 279 603 | 1603 |
|  | Average |  |  |  |  |
| Liguidity retio Gurent ratio (times) | 1.7 | 1.3 | 1.9 | 1.6 | 1.7 |
| Leverage retios <br> Dot/oquity ratio (times) <br> interest coverage ratio (times) <br> Oebt ratio (times) | 1.6 5.2 0.6 | 2.2 4.1 0.7 | 1.2 5.5 0.5 | $\begin{aligned} & 1.4 \\ & 5.1 \\ & 0.8 \end{aligned}$ | 1.1 5.3 0.5 |

(i) The racios represent the aver age of ratios for esen ousiness in the group and cannot be calculated from the figures shown in faple 2 .

121 These estintes ar besed on smplo of businesses peporting soles betwen $\mathbf{8 2 5 . 0 0 0}$ anc 32.000.000.
Sot Table ifor symools and noces.
oufinitions:

1. biquidity retio:

Gurrant = curfent assets / currant liabilitits
2. Leverage retion:
a) Deor/equity = toral liabilitios / equity
or Deot ratio = total liabitities/total assers
c) Interest coverage $=$ net profit . interest expense / interest expense

TABLE 4. Statement of enanges in financial position for incorporatec eusinesses only ig8i
canade, Macnine shop incustry (SIC 3081)

 only those businesses repor ting sterement of changes.


Canade. Machine Shop industry (SIC 3081)

|  |  |  |  | Changes in numb with pai | of ousinesses oloyes |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exprested in average labour units (1) | Number of businesses | Total paypoll | Average labour units(1) | Now 1 y <br> reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 1.915 | 379.437 | 16.991 | 236 | 226 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.701 \\ 196 \\ 16 \\ 2 \end{array}$ | $\begin{array}{r} 171.685 \\ 159.135 \\ x \\ x \end{array}$ | $\begin{array}{r} 7.658 \\ 7.183 \\ 1.536 \\ 514 \end{array}$ | $226$ | $2: 8$ 5 2 - |
| 1987 |  |  |  |  |  |
| Totel | 2.325 | 550.248 | 21.197 | 312 | . $\cdot$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 2.067 \\ 236 \\ 21 \\ 2 \end{array}$ | $\begin{array}{r} 24.187 \\ 212.364 \\ x \\ x \end{array}$ | $\begin{aligned} & 9.309 \\ & 8.277 \\ & 2.891 \\ & 720 \end{aligned}$ | 295 12 4 1 | $\cdots$ $\cdots$ $\cdots$ |

[^8]```
TABLE G. Seleceed oberating characteristics of smail businasses by sales guartile. 1985-1987
```

Canadm. Machine Shoo IndustPy (SIC 3081)


| Number of soservations in samal | 983 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| average sales | 294.763 | :5. 59 | 108.225 | 22? 290 | 302. 50 |
| Average expense $\$$ | 265.134 | 34.339 | 31.273 | 98, 39 | - ¢¢.31: |
| duerage net profit (loss) \$ | ? 3.329 | 10,818 | 18.352 | 35. 190 | ミj. 347 |
| Susinesememeporting protit (Mo.) | 849 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 298.613 | 44.908 | 109.352 | 227.527 | 81 :. 30 ¢ |
| Average exoense s | 250.825 | 32.476 | 87.322 | 183. E $^{\text {4 }}$ | 739.357 |
| Averege net jratit \$ | 37.987 | 12.432 | 22.030 | 43.97\% | 72.707 |
| Businesses reporting loss (Mo.) | 134 |  |  |  |  |
| Average sales | 270.991 | 48,496 | 101.592 | 199.787 | 734.087 |
| Average expense | 294.889 | 59.351 | 114.518 | 2:2,845 | 192.75! |
| Average net loss \$ | -23.878 | -10.855 | -12.925 | -13.059 | -53.374 |

1988


| 48.192 | 103.079 |
| ---: | ---: |
| 40.358 | 95.803 |
| 7.834 | 7.268 |
|  |  |
|  |  |
| 51.048 | 102.387 |
| 39.315 | 88.225 |
| 11.731 | 14.142 |
|  |  |
|  |  |
| 37.717 | 104.182 |
| 46.188 | 110.988 |
| -8.471 | -6.504 |


| 223.021 | 742.129 |
| ---: | ---: |
| 207.331 | 692.420 |
| 15.690 | 50.019 |
|  |  |
|  |  |
| 227.131 | 758.560 |
| 199.886 | 682.804 |
| 27.285 | 75.856 |
|  |  |
|  |  |
| 209.391 | 658.722 |
| 232.089 | 742.019 |
| -22.698 | -83.297 |

1987
Mumber of observations in samole
Aver age sales $\$$
Average expenss $\$$
Average net profit (loss)s

Businesses recorting profit (Mo.) Average sales $\$$
Average ixpense $\$$
346.506

Average not profit $\$$
9911
343.350
312.984
30.366

804
346.506
303,759
42.847

330.383
355.168
-25.805

| 66.813 | 120.282 |
| :--- | ---: |
| 35.997 | 105.341 |
| 8.816 | 13.941 |
|  |  |
|  |  |
| 44.986 | 120.884 |
| 31.748 | 98.451 |
| 13.240 | 22.433 |
|  |  |
|  |  |
|  |  |
| 54.147 | 118.414 |
| -8.205 | 130.854 |
|  | -12.440 |

290.275
252.401
27.875

$288.15 ?$
250.038
38.114

303.631
340.132
-36.501
918.930
847.95

Average net piofit (loss)s

Businesses peporting lose (No.)
Average sales 5
Averige exdenses
Average not loss $\$$
-25.805

19 fhese gstimates are based on sample of businesses reporting sales detween $\mathbf{3 2 5}, 000$ anc $\$ 2,000.000$
See rable 1 for symouls anc notes

TABLE, Selected operating ratios, in percent of sales, 1987
Canads. Single family Housing (\$16 4011)

|  | Te:ail |  | $3=:: 0 \mathrm{~m}$ |  | - -2 - - - \% - |  |  |  |  |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses a zamope No. . Ow sales valye 3000 s : 4ign galas value 5000 s |  | $.57$ |  |  |  | $\begin{array}{r} \vdots \\ 255 \end{array}$ | $\begin{array}{r} 2: 5 \\ \vdots 58 \end{array}$ |  |  | -5\% |  |
| Selected exomse tem | -raustre averaçel $\hat{6}$ |  |  |  |  | $\begin{gathered} \because \text { ousi- } \\ \text { iosstes } \\ \text { coor ingin } \end{gathered}$ | Feoor-ing zus, -osses $=0, \ldots$ |  |  |  |  |
|  | Potai | $\begin{array}{r} \text { Bor:om } \\ 25 \% \end{array}$ | $\begin{array}{r} -s w e r \\ \text { mical } \\ =5 \% \end{array}$ | $\begin{array}{r} \text { japer } \\ \text { idal } \\ 25 \% \end{array}$ | $\begin{aligned} & 200 \\ & 25 \% \end{aligned}$ |  | -3:3 | $\begin{array}{r} 20:: 9 m \\ 2 \varepsilon \end{array}$ |  |  | $\begin{aligned} & 0 \\ & 0 . \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | persent of sales |  |  |  |  |
| Cost of sales | 27.3 | 21.9 | 29.8 | 39.8 | 28.3 | 70.7 | 38.7 | 38.2 | 41.5 | 40.8 | 36.0 |
| Occupancy exoenses | 4.1 | 8.2 |  |  |  | 92.3 | 4.5 |  |  |  | 2.5 |
| Pepreciation | 1.8 0.8 | 3.8 | 2.0 0.7 | 1.5 0.8 | 0. 9 | 79.0 | 2.6 | 4.6 2.8 | 2.0 | 1. 3 |  |
| Redaips of maintenmen | 0.8 | 1.10 | 0.7 | 0.8 0.4 | 0.5 | 58.j | 2.9 | 1.5 | 2.0 | 6.5 | 2.9 |
| gent | 0.8 | 1.0 | 0.9 | 0.7 | 0.7 | 49.3 | 1.7 | 2.5 | 1.3 | 1.3 | -. 3 |
| Personnel expenses | 17.9 | 21.4 | 19.4 | 17.3 | 13.7 | 83.5 | 21.4 | 29.8 | 24.5 | 19.1 | 14.7 |
| Financial expenses | 2.5 | 3.3 | 2.8 | 2.1 | 1.9 | 95.5 | 2.6 | 3.5 | 2.8 | 2.2 | 1.9 |
| Inturest z bank eharges | 1.5 1.0 | 1.8 | 1.7 | 0.4 | 1.3 0.7 | 79.5 96.4 | 1. ${ }^{\text {\% }}$ | 2. 3 | 2.2 | 2. ${ }^{\text {a }} 3$ | 2. |
| Other expenses | 40.8 | 37.2 | 37.8 | 39.2 | 48.9 | 99.9 | 40.8 | 37.3 | 37.9 | 39.2 | 48.3 |
| Profit (loss) | 7.3 | 10.2 | 8.0 | 8.4 | 4.8 | 98.1 | 7.5 | 10.4 | 8.3 | 5.4 | 4.9 |
| Topal | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . $\cdot$ | $\ldots$ | * $\cdot$ | $\cdots$ | . . |

## Symol:

2ero op no oosprvalions

- \$
. not aoplicade
$\times$ confidentil


## Footnotes

(1) Fhse estimetes be besed on sample of businestes foorting sates between $\$ 25.000$ and $\$ 2.000 .000$ Toisl wighted expenditure on given item


 individuslly and the cotal will hot nectsserily qual 1005.

## Motes

Dats or: shown by quartiles when at least 13 of the sarpted businesses peport the spacific iten.
 ong quarter of the cotal number of busintsses. Witmin mbch quaptile. the average ratio is prisented. For comparison purposes. the migh and low vaiuts of sales are shomn.

How 10 use the tetel

 top $25 \%$.
(3) Dota Deriaining to the selvcied sales size range will be in shat quartile

Standerd Industrial Classificstion Definition (S1C 1980):
SiC 4011 . Single Fowily Mousing Contractors
Susinessis primarily engaged in the devtoment and constpuction of singig oetached and single attachec tweltings such as: cotzages single duplexes. garden homes. semi-detached houses. singla atrached houses. singte detached houses. ereci ng jrefaticated momes. om mouses texcedt row duplexesl. singl resioences and summer nomes

TABLE 2．Balane sneet orofile for ineorportzed ousinesses only． 1987
Canada．Single Family Housing（SIC 4011）

|  | －0：al ！ | $\begin{array}{r} 30: 90 m \\ 25 \% \end{array}$ | - تこ -ower | －：¢ ¢ ここも！ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinosses in samol －ow soles value＇$\$ 000$＇s High sales value（ $\$ 000$＇s） | $=: \begin{gathered} 11 \\ \vdots \\ 1 \\ ! \end{gathered}$ | $125$ | 25 -77 | ごア | 3 |
|  | Average（ 8000 ＇${ }^{\text {a }}$ |  |  |  |  |
| 4：sets |  |  |  |  |  |
| Casm | $\cdots$ | ＊ | － | － | － |
| Accounts ang notes ceceivaole | 33 | 6 | 13 | 30 | 3 ： |
| inventory | ． | － | ． | ． | － |
| ginep curront assets | 107 | 31 | 34 | ： 34 | $=1.0$ |
| Total cupient assets | 140 | 37 | 37 | ： 54 | 23 |
| Fixed asgets | 43 | 21 | 33 | E9 | ご |
| less：Accum．dep．on fixed assets | 1 | 23 | － | ： | ， |
| Other assets | 21 | 23 | 11 | 19 | 33 |
| Totel sesets | 204 | 81 | 111 | 240 | 384 |
|  |  |  |  |  |  |
| Current loans <br> gener cuprent lisoilities | 17 90 | 28 | 35 | 21 112 | 32 |
| coter cuprent iagilites | 107 | 33 | 14 |  |  |
| Mor：gages parat | － | ， | － | ， | － |
| bong ：erm dsor | 2 | $!$ | 1 | 3 | 3 |
| oiner abilities | 49 | 26 | 41 | 57 | 70 |
| Total liabilities | 157 | 59 | 88 | 193 | 290 |
| Toral eavity | 47 | 21 | 28 | 67 | 36 |

（1）These estimetes are dased on samole of businesses repopting sales between $\$ 25.000$ and $\mathbf{8 2 . 0 0 0 , 0 0 0 .}$
See iable I for symools and notes．

TABLE 3．Finaneial patios（1）for incorporsted businesses only． 1987
Caneds．Single Family Housing（Sic 40ti）

|  | Tore（ 2 ） | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | Uoper middle 25\％ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl．（No． Low sales vilue（ $\$ 000$ s） High salas value（\＄000＇s） | $\begin{array}{r} 2.180 \\ (1) \\ \{1\} \end{array}$ | （1） 125 | 125 277 | 277 573 | \％73 |
|  | Aversoe |  |  |  |  |
| Lianidity iatio Curren：catio（times） | 1.3 | 1.1 | 1.5 | 1.2 | 1.3 |
| Leverage patios <br> Dedtlanity ratio（times） <br> interest coverage ratio（times） <br> Deot iatio（times） | 3.3 4.5 0.8 | 2.8 1.1 0.7 | 3.6 6.1 0.8 | 4.1 3.3 0.8 | 3.1 6.3 0.8 |

（1）The catios repesent the average of patios for each businuss in the group and cannot be calculated from the figures shown in table 2 ．
12）These estimates are onsed on sample of businesses reporting sals betwean $\$ 25.000$ and $\$ 2.000 .000$ ．
see taole i for symools and notes．

Definitions：
1．Liquidity resio：
Curpme＝current assets／current biabilities．

2．Levernge ratios
al Deot／equity＝total $\mid$ iabilisies／quity
ol Debt ratio＝total lisoilities／total assets
e）lnceress coverage sat profit incerest expenso／interest mpense．

TABLE 4．Stacement of enanges in finanetal position for incorporated susinesses only．：987
Canada．Singlefamily Housing（Sic 4011）

|  | T2：a！11 | $\begin{aligned} 30: ? 5 m \\ 25 \% \end{aligned}$ | accie ower |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 3usinesses sample iNo． Low sales value \＄000＇s <br> tign saies valua $\$ 000$＇s |  | $\text { ; } 36$ | $\begin{array}{r} 95 \\ 290 \\ \hline \end{array}$ |  | ござ |
|  |  |  | rs9． 3000 |  |  |
| Doerating af：ivities Gasn brom soerations Jedractat：on Deter | $\begin{array}{r} 17 \\ \vdots \\ -14 \end{array}$ | 1 -15 -15 | － | \％ | -3 -3 -3 |
| Dividends | －5 | －3 | －2 | － 5 | $-9$ |
| lnvestment sctivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> lncresse in investment <br> Decress in investment | ？ -17 -14 4 | 15 -15 -5 1 | 1 -6 -3 -3 | $\begin{array}{r} 1 \\ -19 \\ -36 \\ 4 \end{array}$ | －28 ${ }^{2}$ |
| Finmeing ectivities <br> Increase in iong term debt <br> Reparment of long ：epm deot <br>  <br> Reoarment of loans from snarenotders <br> sovances \＆loans ＇rom government <br> increse in souliy <br> Oecrese in equity <br> Other | 24 -13 10 -10 0 1 | 12 -15 15 -8 - - -1 | 5 -3 -7 -5 -1 | $\begin{array}{r} 50 \\ -13 \\ -9 \\ -9 \\ \hline \\ \hline \\ -1 \\ \hline \end{array}$ | $\begin{array}{r} 29 \\ -20 \\ \vdots \\ -20 \\ \vdots \\ -1 \end{array}$ |
| Increase（decresse）in cash \＆equivelonts Cash equivalents－8eginning of the yesp Cash \＆equivelents－End of the yeer | -4 9 5 | -13 10 -2 | 1 16 17 | -8 8 8 | 2 |

 only those Dusinesses reporting s statement of changes．
See Taol 1 for symools and notes．
TABLE 5．Employment changes by size of business．1984－1987 based on SIC Elassification in t987 Canads，Residential suliding and Development（Sic 401）

| 8usiness size expressed in averse labour units（l） | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s }) \end{array}$ | Average labour units（1） | Changes in number of ousinesses with paid moloyes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | vo ionger (edor:ing (3) |
| 1984 |  |  |  |  |  |
| Total | 20.783 | 1，144．823 | 49.150 | 5.024 | 2.994 |
| $\begin{aligned} & \text { less than } 20 \\ & 20.99 \\ & 100-499 \\ & 500 \text { snd over } \end{aligned}$ | $\begin{array}{r} 20.469 \\ 281 \\ 43 \\ 10 \end{array}$ | $\begin{array}{r} 821.732 \\ 169.133 \\ 93.075 \\ 60.882 \end{array}$ | $\begin{array}{r} 35.327 \\ 7.495 \\ 3.956 \\ 2.372 \end{array}$ | $\begin{array}{r} 4.963 \\ 53 \\ 8 \\ 2 \end{array}$ | $\begin{array}{r} 2.965 \\ 21 \\ 8 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 25.718 | 2．003．008 | 76.444 | 5.948 | －． |
| $\begin{aligned} & 1 \text { ess ehan } 20 \\ & 20.99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 25.181 \\ 479 \\ 58 \end{array}$ | 1.415 .770 393.823 193.413 | 54.198 15.030 7.216 | $\begin{array}{r} 5.859 \\ 76 \\ 13 \\ \hline \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

[^9]TABLE S. Selected operating Enaracteristics of smali businesses by saics dultitic. $1985-1987$
Canade, single family Housing (SIC 4011)


1985


1986


| 4.380 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 378.556 | 55.508 | 142.551 | 332.434 | 983.731 |
| 381.980 | 52.723 | 133.810 | 318.105 | 943.281 |
| 18.578 | 2.783 | 8.741 | 14.329 | 40.450 |
| 3.410 |  |  |  |  |
| 380,302 | 54.093 | 142.993 | 332. 342 | 399.781 |
| 352.425 | 41.738 | 127.335 | 308,779 | 931.848 |
| 27.877 | 12.355 | 15.658 | 23.563 | 59.932 |
| 970 |  |  |  |  |
| 370.508 | 58.592 | 14.36? | 332.732 | 949.340 |
| 392.100 | 76.709 | 151.155 | 348.411 | 992.123 |
| -21.592 | -18.117 | -9.788 | -15.879 | -42.783 |

1987

| Number of observations in semple <br> Avorage sales <br> Average expense $\$$ <br> Average net ofofit (loss) $\$$ | $\begin{array}{r} 3.490 \\ 348.815 \\ 328.737 \\ 19.878 \end{array}$ | $\begin{array}{r} 57.218 \\ 52.879 \\ 4.337 \end{array}$ | $\begin{array}{r} 144.823 \\ 133.878 \\ 11.145 \end{array}$ | $\begin{array}{r} 316.873 \\ 297.436 \\ 19.437 \end{array}$ | $\begin{array}{r} 875.548 \\ 830.953 \\ 44.595 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting profit (Mo.) | 2.728 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 352.457 | 57.366 | 143.849 | 318.183 | 896. 229 |
| Average exoenses | 321.451 | 45.949 | 123.575 | 289.103 | 827.178 |
| Average not profits | 31.006 | 11.717 | 20.274 | 29.080 | 52.950 |
| Businesses reporting loss (Mo.) | 784 |  |  |  |  |
| Average sales | 332.032 | 56. 346 | 167.388 | 312.258 | 812.128 |
| Average expense | 350.151 | 66. 261 | 180.254 | 325,714 | 847.374 |
| Average net loss \$ | -18.119 | -9.915 | -12.888 | -14.448 | -35.248 |

(11) inese estimates are based on sample of businesses recorting sales between $\$ 25.000$ and $\$ 2.000 .000$.
see iable for symbols and notes

TABLE 1. Selectec oderating ratios, in persent of sales, 1987
Canads. Residentil Renovation (Sic 4013)


Symbol:

- zero or no observerions
-- 200 smel! :00 on exprassed
- not apDlicsol
$x$ confidun?il


## footnoter

(1) Inese estimates bre besed on sample of businesses peporting sales betweth 325.000 and $\$ 2.000 .000$.

This portion of the tab periains onty to the busimesses poporting the specific axpense iten. inerofore thest ratios are calculate individuslly and she tot will not necessarily equal $100 \%$.

## Notes

Data art shown Dy quartlliss when at last 13 of the sangled gusinessus roport ine specific tem
 on quarter of the total number of businesses. Within esch oubrill, the average ratio is prestitec. For comparison oupooses. the high and low values of stites ape shown.

How to use the ester
(1) bocs the appropriste sales pange that is oisploved on the iwo lines entibled blow sales value ano whigh salts valuea
 top 25 I


## Standerd Industrial Glassificetion Osfinition (SIC 1980):

## SiC 1013 - Residential Renowation Contraciors

 conversions involving mor then one trade such as: general contractors ior resioential acoitions. gemeral contractors ior nome morsvements and peomirs. genersi coneractors fop howse alterations and general contractors for res dential penovations

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Canada, Residential Renovation (5ic 4013)

(1) These estimeres ar bused on sample of ousinesses reporting sales detween \$25.000 and $\$ 2.000 .200$.

Sue iable i for symools and fores.

TABLE 3. Finunctal retios (1) for incorporated bustnesses only, 1987
Canade. Resldentla Renovetion (Sic 4013)

|  | Totel(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower midde 25\% | $\begin{array}{r} \text { Uooer } \\ \text { modd } 25 \% \end{array}$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No.) Low sales value ( $\$ 000$ 's) High salos value ( $\$ 000^{\prime}$ s) | $\left.\begin{array}{l} 546 \\ \{1 \\ 1 \\ 1 \end{array}\right\}$ | (1) | $\begin{array}{r}76 \\ 174 \\ \hline\end{array}$ | $\begin{array}{r} 174 \\ 355 \end{array}$ | 35 $\vdots$ $i$ |
|  | Averege |  |  |  |  |
| biquidity ratio Curiant ratio (times) | 1.3 | 1.5 | 2.2 | 1.1 | 1.3 |
| Leverage ratioa <br> Deoticauity retio (times) <br> interest coverage ratio (times) <br> Dabr ratio (times) | 2.4 8.4 0.7 | 2.0 2.3 0.7 | 1.2 1.7 0.5 | 3.2 6.3 0.8 | 2.3 7.2 0.7 |


(2) These estimeres art oned on samplo of ousinesses reporting sales berwem $\$ 25,000$ ond 82.000 .000 .

See fable for symouls and notes.

## Otinitions:

1. Liquidier ratlo:

Cuprenf = curpent assets / current labilities
2. Lever oge retios:

```
Oeot/equily = qo&81 lisuilities / equipy
Oedt ratio = cotal liabilitins / toral assets
c) interest coverage = net profit. interest gxpunse/ inemest expense.
```

TABLE 4. Seatament of ananges in financial position for incorporated ousinesses anly. ig87
Ganada. Residentil Renovation (SIC 4073)

|  | -ovali: | $30+0 \operatorname{lom}_{5}$ | $-:-=5 \mathrm{Ewe}$ | - colver. | \%? |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Zusinesses .a samole No. _ow sales value 5000 s tign sales value 3000 .s | $\begin{aligned} & : 18 \\ & \vdots \\ & \vdots \end{aligned}$ | $78$ | $\begin{array}{r} 99 \\ \cdot 32 \end{array}$ | $32$ | $\vdots$ |
|  |  |  | Jverage: 5000 |  |  |
| ```Jomrating activicies Gasn 6rom ooerations Seprec:ation Other``` | $\begin{array}{r} 5 \\ -1 \end{array}$ | 2 | - | 10 | - |
| Dividends | -3 | -1 | - | -5 | -7 |
| Investment activities <br> Disposal of fixed assets <br> Purchese of fixed assets <br> Increase in investment <br> Oucresse in invesqment | 4 -11 -2 1 | -5 | 5 -7 | $\begin{array}{r}-8 \\ -5 \\ -5 \\ \hline\end{array}$ | 10 -25 -2 2 |
| Einancing setivities <br> increase in long term debt <br> Reosyment of long term deb: <br> Loens from shareholders <br> Roosyment of loans from sharnhoiders <br> Advances \& loans from government <br> incress in equity <br> Decrease in equity <br> Other | 5 -7 4 -4 -1 | 1 -2 2 -4 | 1 -3 2 -1 -9 $-i$ | 5 -15 9 -3 | 12 -3 4 -9 |
| Increase (decreses) in cash sequivalents <br> Cash s quivalents-8eginning of the yoar <br> Cash s equivalonts - End of the your | 2 | $!$ | -9 7 -2 | 3 3 7 | 6 -2 5 |

 only those businesses reporting stitement of changes.
see iobie for symols and notes.

TABLE 5. Employment changes by size of bustness, 1984-1987 besed on SIC clatsiflcation ln 1987
Canade. Residential Building and Development (SIC 401)

|  |  |  |  | Changes in numb with odid | of ousinesses <br> oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average laoour units(l) | Number of businesses | $\begin{array}{r} \text { Total otyroll } \\ \{\$ 000 \text { s } \end{array}$ | Average labour uniss(1) | $\begin{array}{r} \text { New } 14 \\ \text { peooping }(2) \end{array}$ | No langer - oporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 20.783 | 1.144.823 | 49.160 | 5.024 | 2.994 |
| $\begin{aligned} & 103 s \text { than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 20.469 \\ 261 \\ 43 \\ 10 \end{array}$ | $\begin{array}{r} 821.732 \\ 169.133 \\ 33.076 \\ 50.882 \end{array}$ | $\begin{array}{r} 35.327 \\ 7.495 \\ 3.966 \\ 2.372 \end{array}$ | $\begin{array}{r} 4.953 \\ 53 \\ 5 \\ 2 \end{array}$ | $\begin{array}{r} 2.355 \\ 2! \\ ! \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 25.718 | 2.003 .006 | 76.444 | 5.948 | $\cdots$ |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 25.181 \\ 479 \\ 58 \\ \hline \end{array}$ | 1.415 .770 393.923 193.413 | $\begin{array}{r}54.198 \\ 15.030 \\ 7.24 \\ \hline\end{array}$ | $\begin{array}{r} 5.859 \\ 75 \\ 13 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

[^10]```
TABLE 5. Seiec:eo oderafing Enarac=ar:s:ics of small busimesses כy saies auar:ile. ig85-1989
Canada. Residenelal Renovetion (SIE 4013)
```



| Number of ooservetions in sampia <br> Average sales $\$$ <br> Average exoense z <br> Iverage net Drofit (loss) $\$$ | $\begin{array}{r} i .399 \\ 153.394 \\ +40.318 \\ 13.382 \end{array}$ | 33.982 22.884 11.218 | $\begin{aligned} & 51.591 \\ & 32.150 \\ & 3.941 \end{aligned}$ | $\begin{array}{r} 110.273 \\ 19.3 .5 \\ 10.728 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Susinesses reoorting profit (Mo.) | 1.621 |  |  |  |
| iverago sales 3 | 158,000 | 34.209 | 52.011 | 09.369 |
| average oxoense $\$$ | 139.355 | $\bigcirc 9.809$ | 50.151 | 96.799 |
| Average net profit | 18.045 | 14.400 | 11,860 | 13.170 |
| Busineszes peporting loss (Mo.) | 278 |  |  |  |
| Sverage salus 9 | 137.893 | 32.779 | 80.220 | 113.366 |
| Sverage exoense $\$$ | 146.905 | 38.807 | 54.720 | 120,925 |
| Iverage net loss | -9.012 | -5.628 | -4.500 | -7. 259 |



1987

| Number of coservations in sample | 1.280 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average stes $\$$ | 148.206 | 33.260 | 56.542 | 109.164 | 393.757 |
| Average exomse \$ | 133.311 | 25.638 | 45.181 | 90.737 | 37:, 688 |
| Average net profit (loss) \$ | 14.895 | 7.622 | 11.461 | 18,427 | 22.06\% |
| Businesses reporting a profit (No.) | 1.041 |  |  |  |  |
| Average sales \$ | 150.258 | 33,685 | 56.413 | 109.980 | 401.853 |
| Iverage expense ${ }^{\text {a }}$ | : 30.358 | 22.107 | 42.968 | 87.512 | 388.563 |
| Average net profit \$ | 19.900 | 11.278 | 13.455 | 2'. 568 | 33.290 |
| Qusinesses coporting loss (Mo.) | 219 |  |  |  |  |
| Averago sales \$ | 141.618 | 31.575 | 58.651 | 109.870 | 365.255 |
| Average expense | 150.686 | 37.701 | 64.806 | 117.934 | 382.302 |
| average not loss \$ | -9.068 | -8.025 | -6,145 | -8.084 | -16.037 |

[^11]TABLE 1．Selected operating patios．in percent of sales． 1987
Cansua，Excavaring and Grading（SiG 4214）

|  | ${ }^{-}=03.18$ |  | Es：：0m ここ＂。 |  | － 3.36 |  | －ce－ここぎ， |  |  | ： |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses on samola No． Low sales value $\$ 000$ s <br> Mizn sales valu 3000 s |  | $22$ |  | 12 32 |  | $\begin{aligned} & 32 \\ & 35 \end{aligned}$ |  |  |  |  |  |
|  | tnous：－v zverage 2 |  |  |  |  | $\begin{gathered} \because \text { ous } \\ \text { Cososes } \\ \text { copor:ingi } \end{gathered}$ |  |  |  |  |  |
|  | Ista | $\begin{array}{r} 302+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { nioul } \\ 25 \% \\ 2 \end{array}$ | $\begin{array}{r} \text { voor } \\ \text { midgie } \\ 25 \% \end{array}$ | $\begin{aligned} & -20 \\ & 25 \% \end{aligned}$ |  | － $2+1$ | $\begin{array}{r} 30:: 2 m \\ : 5 \% \end{array}$ |  | $\begin{array}{r} \text { Jose } \\ \text { 月100 } \\ 25 \% \end{array}$ | $\begin{aligned} & =20 \\ & =2: \end{aligned}$ |
|  | Darcent of sales |  |  |  |  |  | zercent $\mathrm{g}^{\text {f }}$ sales |  |  |  |  |
| Cost of sales | 6.0 | 4.2 | 5.2 | 6.9 | 7.7 | 32.0 | 18.8 | 19.9 | 21.0 | 20.8 | 15.3 |
| Occupancy oxpenses | 25.8 | 27.8 | 29.1 | 27.3 | 23.1 | 99.8 | 25.9 | 27.8 | 29.2 | 27.3 | 23.2 |
| Dopectition | ：2．9 | 13.7 | 15.2 | 13.1 | 9.5 | 92.7 | 13.3 | 15．3 | 15．3 | 3．8 | 3．3 |
| Reosics \＆mointurance | 9.6 | 10.3 | 10.1 | 9.5 | 8.8 | 74.7 | 12.9 | 14．3 | 12.9 | 12．3 | ！－ 1 |
| Heat．ight \＆teleonon | 1． 3 | 1.6 | 1.4 | $!.2$ | 1.0 | 75.2 | 1.7 | 2.5 | 2.2 | 1.5 |  |
| Rent | 3.0 | 2.2 | 2.4 | 3.4 | 1.3 | 53.5 | 5.5 | 7.9 | 5．！ | 5.3 | \％． |
| Personnel expenses | 18.9 | 17.9 | 11.6 | 18.9 | 27.0 | 82.3 | 22.9 | 27.5 | 15．9 | 20.4 | 27.5 |
| Finmeisal exponses | 4.4 | 5.5 | 6.8 | 4.0 | 3.1 | 97.4 | 4.5 | 5.8 | 5.0 | 4.1 | 3.2 |
| interest o bank charges | 3.4 | 4.3 | 3.8 | 3.2 | 2.3 | 96.2 | 3.9 | 5.8 | $4 . ?$ | 3.8 | 53 |
| professionai fees | 1.0 | 1.3 | 1.0 | 0.9 |  |  |  |  |  |  |  |
| Other expenses | 31.5 | 30.3 | 31.0 | 32.6 | 32.1 | 100.0 | 31.5 | 30.3 | 31.0 | 32.6 | 32.1 |
| Profit（loss） | 12.4 | 14.3 | 18.3 | 10.2 | 7.0 | 98.0 | 12.7 | 14.8 | 18.9 | 10.3 | 7.1 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ | $\cdots$ | －． | $\cdots$ |  |

## Symbels

## zero or no observitions

$\therefore \quad 200$ small 200 be expressed
not apolicagl
$\times$ confidentisi

## Footnotes

（1）Phese petimetes ar besed on sample of Dusinesses peporting stis Detween $\mathbf{8 2 5 . 0 0 0}$ and $\$ 2.000 .000$

（3）Volut in atch cail lapal wighted expenditur：on agiven itm
 individually and the total will not necossarly squat $100 \%$ ．

## Motes

Oere bre shown by quertiles when ar least 13 of the sompled ousinesses ropore shi specific item．

 high and low values of salus are snown

## How to use the tabley


12）The stected range will indicate the proper quartile．i．t．the botion 25\％．the 1 omer mical $25 \%$ ．the upper migol $25 \%$ or the $10025 x$
（3）Date pertaining so qne selected sales size range mill De in that quafile

Stengerd Industrisi Glessificstion Definition ISIC 19801：

SiC 214 ．Excavering and Grading Contractors
Businesses Drimarily engaged，constiucion sip excavaling and grading．included are businesses engaged in conspuct：an si：e yastig．cons：puction stre orainge．conspruction site excavating．construction sire grading．construc：on s．ie and brearing and cieping．consqucion sit rock emovel and consipuction site venching

TABLE 2. Balance shest orofile for imcorooratec businesses only. 4987
Canade, Excavating and Grading (S:C 4214)


111 these estimetes are based on sample of Dusinesses reporting sales oevween $\$ 25.000$ anc $\$ 2,000.000$.
Set table for symols and notes

TABLE 3. Financial ratios(1) for incorporated bustnesses only. 1987
Canmda. Excavating and Grading (SIC 4214)


i1) the patios represent the average of ratios for sach business in the group and cannot de calculated foam the figures shome in facle 2.
(2) These escimeres arn based on sample of businesses reporting soles between \$25,000 and 12.000.000.

See iable f for symols and notes.

Definitions:

1. Liquidiey rotio:

Curcent : current assets i curcent lisoilities
2. Leverage ratios:
a) Debi/equity $=$ to:al $\mid$,abilities / equisy
of Debt ratio = toial liabilities / total assets
cl Intergst coverage a net profit . interest expense/ interest expense

TABLE 4．Jtatement JT gnanges in financiai sosition for ：ncorporazec jusinesses Jnly． 987 Eanada．Excavating and arading（SiC 42＊ 4

|  | －opa！： | So: : om |  | $-1 z=2=5$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ذusinesses in samol No． ＿ow sales value 300C s． －Sn salas valu 5000 s ． | $470$ | ミ | $\begin{array}{r} 5 \equiv \\ 205 \end{array}$ | 第令 | －${ }^{-1}$ |
|  |  |  |  |  |  |
| ```Oourating activiti解 -asn r rmm 20erap,ons Saoreciation まtner``` | $\begin{aligned} & : 2 \\ & 35 \\ & -3 \end{aligned}$ | －-9 | ： | 3 $\vdots$ $\vdots$ | － |
| Dividends | －5 | －7 | － 1 | －4 | － 7 |
| Investment activities <br> Disposel of fixed assets <br> Purchase of fixed assers <br> lncrease in investment <br> Oecrase in invostment | $\begin{array}{r} 20 \\ -72 \\ -1 \\ 1 \end{array}$ | 11 -13 - - | $\begin{array}{r} 19 \\ -44 \\ -2 \\ 1 \end{array}$ | $\begin{array}{r} 4 \\ -50 \\ -8 \\ 2 \end{array}$ | $\begin{array}{r} 39 \\ -180 \\ -2 \\ 3 \end{array}$ |
| Finencing ectivities <br> Increase in long term deb？ <br> Redayment of long term debt <br> Loans from sharanolders <br> Reoayment of loans from sharenolders <br> sovances $\delta$ losns from government <br> Increase in equity <br> Decrese in equity <br> Other | $\begin{array}{r} 34 \\ -24 \\ 5 \\ -9 \\ - \\ - \\ -1 \\ -1 \end{array}$ | － $\begin{array}{r}3 \\ -5 \\ 4 \\ -2 \\ - \\ - \\ - \\ -1\end{array}$ | $\begin{array}{r} 31 \\ -23 \\ 3 \\ -7 \\ 0 \\ 1 \\ -1 \\ -1 \end{array}$ | 38 -22 -3 -3 - - - -1 | 79 -55 1 -15 $\vdots$ -1 -1 |
| Increase（dec：sese）in cash s oquivalents Cash \＆equival ents－8eginning of the yex Cash equivalents－End of the year | 3 14 17 | -1 5 4 | $\begin{array}{r} 2 \\ 11 \\ 13 \end{array}$ | 11 20 19 | 12 19 31 |

 only those businesses reporting a sistment df cnenges．
fer itarg i for symools and notes．

TABLE 5．Employment changes by size of business．1984－1987 based on sic clessification in 1987
Canada．Excavating and Grading（Sic 4214）

|  |  |  |  | Changes in num with Da | g＇businasses oloyess |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susiness size exoressed in average acour units（i） | Number of businesses | $\begin{aligned} & \text { Totai payroll } \\ &(\$ 000 \text { s }) \end{aligned}$ | Average lapour uni:sill | Newiy :ooortingi2) | No longer $\text { : oor: } \operatorname{lng}(3)$ |
| 1984 |  |  |  |  |  |
| Totel | 4．625 | 297.347 | 12.159 | 727 | 488 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100^{-} 499 \\ & 500 \text { and ovet } \end{aligned}$ | $\begin{array}{r} 4,541 \\ 78 \\ 9 \\ - \end{array}$ | $\begin{array}{r} 220.010 \\ 83.191 \\ 14.148 \end{array}$ | $\begin{array}{r} 9.007 \\ 2.545 \\ 507 \\ \hline \end{array}$ | $\begin{array}{r} 716 \\ 3 \\ 3 \\ \hline \end{array}$ | $485$ |
| 1987 |  |  |  |  |  |
| Totel | 5.369 | 505.064 | 18.535 | 892 | $\cdots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 5.188 \\ 185 \\ 16 \\ \hline \end{array}$ | $\begin{array}{r} 317.158 \\ 144.462 \\ 43.444 \end{array}$ | $\begin{array}{r} 11.715 \\ 5.194 \\ 1.825 \end{array}$ | 871 $: 8$ 3 - | $\cdots$ $\cdots$ $\cdots$ |

 Sur－jy of Employment．Paypoll and Mours，Statistics Canada．Catalogue T2－002 An average labour uni：could be inieroretgo as a
 500 omployes in Camad as a whol out less than that number in any given province it is shown in the goo and over group
（2）Refers to businesses eporting no payroll deductions in the previous year
（3）Refers to businesses poorting no gayroll deoucrions in the following yotr
 adjusted accordingly

Set Table for symools and notes

- ABLE $6 . S a l$ cied operating characteristies of small ousimesses by sales guarsila. 1985-1987 Eanaed, Excavating 3nd Erading (S1E \$214)



Average exdenst
Average net loss
3.307
3.307
84.082
84.082
68.371
17.211
2.955
1.91 .595
157.557
24.038

552
195.772
209.078
$-13.304$
38.
30.589
7.249
38.703
28.103
10.000
35.889
41.359
$-5.570$
35.265
35.263
io. 502

6ิ6. 505 51.935
14.570
62.896
71.250
$-8.354$

$\because 67$
$76 \mathrm{~B}, ~=2$
7
468.57
$38 . \overline{2}$
498.575
446.549
103.539
19.155
132.791
144.712
-11.921
351.719
778.38
-27.273

1985

Number of observetions in sample
Average siles \$
Average expense $\$$
Average net profit (loss) $\$$

Businesses roporting a profit (Mo.)
Average siles s
Average expense 5
Average net profit 5

Businesset reoorting loss (Mo.)
Aversese sales s
Average expense \$
Averace net loss 5
3.595
$\begin{array}{r}307.555 \\ 207 \\ \hline 1928\end{array}$
91.277
15.551
2.874
211.514
188.320
25.194

721
195.015
209. 890
$-14.875$
40.103
32.431
7.672
40.001
28.603
11.598
40.514
48.704
-8. 190
71.954
50.208
11.756
71.655
54.02
17.635
73.116
83.370
$-10.256$
144.870
132.544
132.584
12.226
574.973
539.825
34.348
588.228
535.497
127.359
18.810
52.732
140.095
152.077
$-19.981$
528.335
555.407
$-29.072$

| Number of observations in sample | 1.249 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 199.091 | 38.997 | 69.448 | 138.362 | 549.553 |
| Average expense 5 | 181.185 | 33.199 | 56.433 | 124.792 | 510.315 |
| Average net Drofit (loss) s | 17.908 | 5.798 | 13.015 | 13.570 | 39.240 |
| Businesses reporting profit (Mo.) | 997 |  |  |  |  |
| Avorage sales $\$$ | 202.642 | 40.383 | 89.435 | 37. 998 | 562.750 |
| Average expense 5 | 176.736 | 30.381 | 53.073 | 1.7 .297 | 505.91 |
| Avorage not profits | 25.906 | 10.002 | 15,362 | 20.701 | 56.539 |
| Susinesses remorting loss (Mo.) | 252 |  |  |  |  |
| Average sales \$ | 183.848 | 36.545 | 89.531 | 139.532 | 491.782 |
| Average exoense ${ }^{\text {s }}$ | 199.550 | 42.249 | 78.688 | 148.913 | $528.37^{\circ}$ |
| Average net loss ${ }^{\text {a }}$ | -15.702 | -7.704 | -9,137 | -9.381 | -36. 58 ? |

(1) Ihese estinapes are oased on sampl of businesses roporting sal es petween $\mathbf{2 2 5}, 000$ and $\$ 2.000 .000$.

See *abie 1 for symbois and notes

Canade．Other Site work（SiC 42ig）

|  | －0．81． |  |  |  | $-=0 e^{-2 w e .}$ |  | －ご |  |  | ご |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ？samo：g so． Lom sares vaiu． 3000 s tign salus vaiue SûO．s |  | ミこ? |  | ： |  | $\because$ |  |  |  |  |  |
| Solected motse item | ！naustry averagelí |  |  |  |  | $\begin{aligned} & \because \text { susi- } \\ & \text { issies } \\ & \text { odop:ing } \end{aligned}$ | －ecoi－－¢ ius．insses in |  |  |  |  |
|  | Fotel | Sot:om | $\begin{array}{r} \text {-swer } \\ \pi 1001 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { !oser } \\ \text { midel } \\ 25 \% \end{array}$ | $\begin{aligned} & 25 \\ & 25 \% \end{aligned}$ |  | －＝－31 | $35:-2 m$ | $\begin{array}{r} -2 w e r \\ -710010 \\ : 5 \% \end{array}$ | $\begin{array}{r} \text {-a0er } \\ \text { नisu: } \\ =5 \% \end{array}$ | － |
|  | 2grcont of sales |  |  |  |  |  | 2ercant of sales |  |  |  |  |
| Cost of selos | 15.5 | 6.6 | 15．5 | 17.5 | 22.7 | 57.5 | 27.1 | 17.8 | 29.7 | 25.9 | 30.1 |
| Oecupancy expenses | 11.4 | 11.7 | 10.5 | 11.7 | 11.5 | 97.8 | 11.6 | 12.4 | 10.8 | 12.0 | 11.5 |
| Oepreciation | 5.0 | 5.1 | 5.0 | 5.1 | 4.7 | 39.4 | 5． 5 | 6.1 | 3．3 | E．${ }^{\text {a }}$ | 1.3 |
| geouirs a maintenance | 3.2 | 2.7 | 3.1 | 3.5 | 3.4 | 83.5 | 5.0 | 4.9 | 5.3 | 3.2 | 4.3 |
| Heat．light \＆teonone | 0.8 | 0.7 | 0.8 | 0.8 | 1.0 | 63.7 | 1．2 | 1.3 | 1.3 | ！ |  |
| Qent | 2. | 3.2 | i． 5 | 2.3 | 2.1 | 66.2 | 3.6 | 5.8 | 2.8 | 3.1 | 3.2 |
| Persennel expenstes | 23.8 | 13.0 | 23.2 | 28.9 | 30.1 | 89.9 | 26.5 | 17.5 | 24.7 | 31.2 | 30.5 |
| Financial expenses | 2.2 | 2.2 | 1.9 | 2.7 | 2.1 | 90.1 | 2.5 | 2.9 | 2.3 | 2.8 |  |
| Interest \＆Jank gharges professional faes | 1.5 0.8 | 1.4 0.8 | 1.1 | 9． 9 | 1.5 0.5 | 72.7 | 2.0 | 2.3 3.3 | ¢． 0 | 9.3 |  |
| Other expenses | 29.7 | 31.9 | 32.5 | 28.2 | 26．4 | 100.0 | 23.7 | 31.9 | 32.5 | 28.2 | 26.4 |
| Protit（loss） | 17.2 | 34.4 | 18.5 | 10.9 | 7.2 | 98.8 | 17.5 | 34.9 | 16.5 | 11.1 | 7.4 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ | ．． | ．$\cdot$ | $\ldots$ |  |

## Symbel：

－2ero of no observations
－$\quad .00$ smell too De expressed
not apolicable
$\times$ confidential

## Feotnotes

（1）ihes estimetes are besed on sampl of businesses roporting sal es berwein $\$ 25,000$ and 32.000 .000


Phis gorbion of the bable pertains only to the businesses rmporting the specific empense item．Therefore phese patios art caiculatiog individually and the totel wili not necessarily equl $100 \%$

Motes
Ota ar shown by cuartiles when at least 13 of the smpled businesses repopt the specific item
 on quapter of the sopal numor of businesses．Within ach quartile．the average patio is presenteg．for comparison purposes，the high and low values of sales are shown

How to use the tables

 ton $25 \%$ ．
（3）Data pertaining 10 the seltcied sales size range wili be in that oustilit．

Standerd Industri Clestifiestion Definition ISIC 19801
51 C 219 －Other Site Work
Businesses primarity engaged in site work not elsmmere glassified．Included in this incustry are businesses jrimer ty engaged


TABLE 2. Balane sheet profile for incorporated businesses only, 1987
Ganada, Olher site work (51C 4219)

$\because:$


## Assets



Listilitise and sequity
Gurrent loans
Other current lisoilities
Fotal cuprent liavilitios
Moregaces Deysble
Long ierm det
Otner ilabilitias
Total liebilisies
Total eauity

| - | - | - |
| :---: | :---: | :---: |
| 23 | 2 | 5 |
| - | - | - |
| 30 | 17 | 12 |
| 53 | 18 | : 7 |
| 51 | 15 | 24 |
| - | - | - |
| 8 | i | 4 |
| 112 | 34 | 45 |
| 11 | 2 | 6 |
| 37 | 12 | : 3 |
| 47 | 14 | 19 |
| - | - | - |
| 3 | - | 2 |
| 31 | 13 | 21 |
| 81 | 27 | 42 |
| 31 | 8 | 3 |


| - | - |  |
| :---: | :---: | :---: |
| 8 | : | -0 |
| - | - | - |
| 12 | -9 | - ${ }^{\text {- }}$ |
| 17 | -3 | 33 |
| 24 | 58 | 57 |
| - | - | - |
| 4 | 4 | -2 |
| 45 | 105 | 683 |
| 6 | 5 | 29 |
| : 3 | 29 | 32 |
| 19 | 35 | 2 |
| - | - | - |
| 2 | 3 | 5 |
| 21 | 33 | 57 |
| 42 | 72 | 183 |
| 3 | 34 | 80 |



See aol 1 for symols and notes

TABLE 3. Financial rattos(1) for incorporated businesses oniy, 1987
Canadm. Other site Work (SIC 4219)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? midd 25\% | $\begin{array}{r} \text { Uoper } \\ \text { midole } 2 \xi \% \end{array}$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in amol (No.) Low sales value ( $\$ 000$ 's) High sales velue ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 314 \\ & (1) \\ & (1) \end{aligned}$ | (1) 78 | $\begin{array}{r}78 \\ 162 \\ \hline\end{array}$ | 162 <br> 328 | $\begin{array}{r}325 \\ 111 \\ \hline\end{array}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.1 | 1.3 | 0.9 | 1.2 | 1.1 |
| ```Leverage ratios Dentlecuity iatio (times) In?erest coverage ratio (times) Oedt ratio {times!``` | 2.8 4.6 0.7 | 4.2 7.7 0.8 | $\begin{array}{r} 16.8 \\ 0.9 \\ 0.9 \end{array}$ | $\begin{aligned} & 2.1 \\ & 4.5 \\ & 0.7 \end{aligned}$ | 2.3 5.4 0.7 |

[^12]2. Leverage retios:
a) Jeot/equity $=$ cotal |isoilipies / equity
b) Oeot ratio = oial iobilicies/ total assets
c) Interest coverage s net orofi: + insepest expense/ ineerest expense

TABLE 4. Statement of snanges in einancial oosition for incorporated businesses only, 1987
Canads. Other Site Work (Sic 4219)

 only those Dusinesses ryoorting statement of chenges.
Set iable 1 for symools and notes.
 Canads. Orher site Work (SiC 4219)

|  |  |  |  | Changes in num with oui | of businesses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in suerses lsour units(i) | Mumber of businesses | $\begin{array}{r} \text { Total payrol! } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units (l) | : oooptingl2 | No onge - por:ing: |
| 1984 |  |  |  |  |  |
| Tote 1 | 3.051 | 182,629 | 6.658 | 662 | 470 |
| $\begin{aligned} & 1 \text { ass than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.012 \\ 28 \\ 1 \\ 10 \end{array}$ | $\begin{array}{r} 113.836 \\ 17.456 \\ x \\ x \end{array}$ | $\begin{array}{r} 4.658 \\ 730 \\ 116 \\ 1.754 \end{array}$ | $\begin{array}{r}555 \\ 7 \\ \hline\end{array}$ | $469$ |
| 1387 |  |  |  |  |  |
| Potal | 4.058 | 261.820 | 9.526 | 937 |  |
| $\begin{aligned} & \text { less ehan } 20 \\ & 20 \text { - } 99 \\ & 100 \text { - } 99 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 4.014 \\ 34 \\ 10 \end{array}$ | $\begin{array}{r} 198.491 \\ 31.989 \\ 31.160 \end{array}$ | $\begin{array}{r} 7.199 \\ 1.189 \\ 1.138 \end{array}$ | $\begin{array}{r}34 \\ 2 \\ \hline\end{array}$ | $\cdots$ |

[^13]TABLE B. Sulected operating characteristics of small businessea by sales quartile. i985-1987
Canada, Other Site Work (SIC 4219)

1985

| ```Numoer of observations in sample iverage salus j Average excense $ Average net grofit (loss) $``` | $\begin{array}{r} i .181 \\ 98.185 \\ : 40.041 \\ 15.525 \end{array}$ | $\begin{aligned} & 23.509 \\ & 25.355 \\ & 7.054 \end{aligned}$ | $\begin{array}{r} 50.298 \\ 70.349 \\ 9.939 \end{array}$ | $\begin{array}{r} 0 .: E 2 \\ 39.320 \\ 10.932 \end{array}$ | $\begin{aligned} & +20.9 \% \\ & 380 . \\ & 34 \\ & 34 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses roperting a profit (Mo.) | 1.034 |  |  |  |  |
| Average sales \$ | 157.429 | 33.833 | 50.491 | 113.92\% | 122. 6 \% |
| Average oxoense 5 | 137.315 | 24.058 | 47.366 | 98.116 | 379.718 |
| Average net profit \$ | 20.114 | 9.775 | 13.125 | 15.106 | 42.450 |
| Businesses peporting a lose (Mo.) | 167 |  |  |  |  |
| Average sales | 148.882 | 32.204 | 59.207 | 95. 349 |  |
| Average expense 3 | 160.903 | 42.283 | 56.184 | 106.375 | 129.279 |
| Average not loss\$ | -12.021 | -10.079 | -6.979 | -10.226 | -20.03 |

1986

| Number of observetions in sample | 1.338 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 155.232 | 31.835 | 50.684 | 112.061 | 415.547 |
| Average inoense $\$$ | 141.090 | 22.591 | 48.835 | 98.732 | 394.:30 |
| Average net profit (loss) 5 | 14.142 | 8.944 | 11.849 | 14.329 | 21.447 |
| Businesses reporting profit (Mo.) | 1.118 |  |  |  |  |
| Average salis \$ | 152.794 | 31.832 | 60.615 | 113.754 | 405.173 |
| Average expense \$ | 135.000 | 22.199 | 46.947 | 96.826 | 374.025 |
| Aversge net orofit \$ | 17.794 | 9.433 | 13.688 | 16.928 | 31.147 |
| Susincsees reporting a loss (Mo.) | 218 |  |  |  |  |
| Average sales \$ | 164.947 | 31.714 | 81.309 | 108.446 | 458.327 |
| Average expense \$ | 172.513 | 35.018 | 65.722 | 111.134 | 475.875 |
| Average net loss \$ | -7.586 | -4.304 | -4, 421 | -2.988 | -13.549 |


| Number of soservetions in sample <br> Average salas $\$$ <br> Averge exdense <br> Average net profit (loas) $\$$ | $\begin{array}{r} 534 \\ 147.537 \\ 132.707 \\ 14.830 \end{array}$ | $\begin{aligned} & 33.999 \\ & 23.152 \\ & 10.847 \end{aligned}$ | $\begin{aligned} & 60.283 \\ & 49.957 \\ & 10.326 \end{aligned}$ | $\begin{array}{r} 106.264 \\ 94.383 \\ 11.381 \end{array}$ | $\begin{array}{r} 389.502 \\ 362.837 \\ 26.765 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting profit (Mo.) | 478 |  |  |  |  |
| Averago saiss \$ | 148.812 | 33.387 | 60.333 | 104.561 | 396.965 |
| Average expense $\$$ | 128.836 | 20.556 | 48.294 | 87.146 | 359.269 |
| Average net grofit | 19.978 | 12.831 | 12.039 | 17.115 | 37.316 |
| Susinesses reporting loss (Mo.) | 116 |  |  |  |  |
| Average sties 5 | 143.730 | 38.783 | 59.787 | 113.376 | 352.972 |
| Average exomens | 153.084 | 43.472 | 66.393 | 125.937 | 376.535 |
| Average net loss \$ | -9.354 | -4.689 | -6. 506 | -12.561 | -13.563 |

(11) These estimates are Dased on a samole of businesses reporting sales butween $\$ 25.000$ and $\$ 2.000 .000$.

See rable 1 for symbols and nores

TABLE 1. Selectac oderating matios. in percant of sales. 4987
Canzas. Concrete pouring g finisning (sic 4224)


| Eusunesses $n$ sams No. | 539 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Low sales dalue 300 C s ; | (i) | $\because$ | 48 | 0 | : : |
| Hign sales lalu 3000 \% | [ : | S8 | -3 | +' |  |


| Selectuc exoense item | Eneustry averagel |  |  |  |  |  | zeoor:- - -usinesses 2n, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Sot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { cower } \\ \text { Ti } 041 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { midel } \\ 25 \% \end{array}$ | $\begin{array}{r} 780 \\ 35 \% \end{array}$ | $\begin{gathered} \because \text { Ousi- } \\ \text { Posses } \\ \text { roor:ing } \end{gathered}$ | -0:ar | $\begin{array}{r} 30 \div: 5 m \\ : 5 \% \end{array}$ | $\begin{array}{r} -=w e r \\ 91 \pm 01 \\ -5 \% \end{array}$ | $\begin{array}{r} \text { uocer } \\ \text { m. } 9 屯 1 \\ =5 \% \end{array}$ | $20$ |
|  | Porcent of sales |  |  |  |  |  | Oercenc of se:zs |  |  |  |  |
| Cost of seles | 23.9 | 25.3 | 23.9 | 19.1 | 28.8 | 71.6 | 33.4 | 34. 5 | 35.7 | 29.5 | 33.7 |
| Oecupancy axpenses | 8.1 | 9.2 | 8.5 | 7.0 | 7.7 | 93.2 | 8.2 | 9.5 | 8.5 | 7.0 | 7.7 |
| Oeorecistion | 3.5 | 3.5 | 4.7 | 2.9 | 3.3 | 87.0 | 4.1 | 5.3 | 5.2 | 3.1 | 2. 3 |
| Reosifg \& mainsenanco | 1.4 | 0.7 | 1.3 | 1.8 | 1.8 | 48.5 | 2.9 | 1.4 | 2.0 | 3.7 | . |
| Hest. light s tolentone | 0.9 | !. 3 | 1.0 | 0.8 | 0.7 | 71.5 | - 3 | 2.3 | 1.4 | 1.0 | 3.3 |
| Pent | 2.1 | 3.5 | 1.4 | 1.6 | 1.9 | \%5. 3 | 3.3 | 5.1 | 2.8 | 2.2 | 2.3 |
| Personnel expenses | 28.2 | 12.9 | 25.7 | 34.5 | 31.5 | 90.3 | 29.0 | 17.1 | 23.4 | 36.1 | 21.7 |
| Financial expenses | 2.0 | 1.6 |  |  |  |  |  |  |  | 1.9 |  |
| interest 3 sanx charges Professicnal fees. | 1.0 0.9 | 0.7 0.9 | 1.5 1.2 | 0.3 | 1.0 | 73.1 85.1 | 1.1 | 1. 2 | 7. 3 | 1: | 3.2 |
| Other expenses | 27.2 | 31.4 | 25.2 | 27.4 | 24.0 | 93.8 | 27.3 | 31.9 | 26.2 | 27.4 | 24.0 |
| Profis \loss | 12.5 | 18.8 | 13.0 | 10.3 | 8.5 | 99.1 | 12.7 | 18.6 | 13.2 | 10.4 | 8. 5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | . . | $\ldots$ | - . | . . |

symools
Eero or mo ooservations
-- too small 100 be expressed
not apolicabl
x confidentil

## Footnetes

111 ines espimates ar basec on a stomple of businesses reporting sales between $\$ 25.000$ anc $\$ 2,000,000$
21 Valw in wach cal, iotal wighted expenditurg on a jiven itent

This portion of the table pertains only to the dusinesses reorting the specific exoense ifem. Thernfore these ratios are calculated individual y and the rotal will not necessarily equel 100 s.

Motes
Sata ge shown oy quartiles when at least 13 of the sampled businesses report the soecific item.
 one quartir of the copal numper of ousinesses. Within each quartile the average ratio is presented. for comorison purposes. the high and low values of salis ar shown

How to use the febles

 10025 x
(3) Data derisining so the stiteteo sales size range will of in that quartile

Standerd Industrist Classificetion Definition (SIE 19801:
SIC 4224 . Concrete pouring and Finishing Contreciors
Businesses or marily engaged in concrece oouring or placemen ana concret finishing. Eoncpere Jamooroof ng. concrge finishing.



TABLE 2. उalance sneet profile for incoroorated ousinesses only. 1987
Canada. Concrete pouring \&inishing (SiC 4224)


19 Phese stimetes ar based on sempl of businesses poporting salus berwen s25.000 and \$2,000.000.
Soe iac ! for symbols and notis.

TABLE 3. Financial ratios(1) for incorporated buzinessez only. 1987
Cansde, Concrete Pouring finishing (SiC 4224)

|  | Total(2) | $\begin{array}{r} 80: 10 m \\ 25 \% \end{array}$ | midd $25 \%$ | Voper midde 25\% | 200 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( 9000 's) Hign sales value $(\$ 000$ 's | $\begin{aligned} & 358 \\ & \{1, \\ & (1) \end{aligned}$ | 11 53 | $\begin{array}{r}93 \\ 192 \\ \hline\end{array}$ | 192 450 | 150 10 |
|  |  | Averoge |  |  |  |
| biquidity retio Current ratio (times) | 1.5 | 1.1 | 1.2 | 1.4 | 1.5 |
| Leverage pitios <br> Oebt/equity atio (times) <br> Intermst coverage ratio (times) <br> Jebt retio (times) | $\begin{aligned} & 1.5 \\ & 8.5 \\ & 0.6 \end{aligned}$ | $\begin{aligned} & 8.6 \\ & 0.1 \\ & 0.9 \end{aligned}$ | 3.0 3.4 0.7 | 2.1 7.9 0.7 | 1.8 11.4 0.5 |

[^14]See iable i for symbols and notes.

Definitions:

1. Liquicity retio:

Surrent = cuprent assets/ eurrent labilities.
2. Leverege fitios:

```
al DeD&/equity = iotal liabilities / equity.
bl De⿻tratio = cotal liabilipies/ tosat assets
e) Interas: covorage = net poofit. interest moense/ interast mepenge.
```

-ABLE A. Statament of smanges in finamcial position for imcorporated ousinesses oniy, ig8t
Canada. Gancrete Pouring \& Finishing (516 4224)

|  | -s:al! | $\begin{array}{r} 30:: 0 m \\ : 5 \% \end{array}$ | $-1 z: \text { - zwer }: \because$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| jusinesses in samole No. -om sales raive 3000 's tigh zales vave 8000 's | $\leqslant 2$ | $: 35$ | $\begin{array}{r} =05 \\ 204 \end{array}$ | こえ | - \% |
|  |  |  | iverage 5000 s. |  |  |
| Uperating activities gasm :om oourations Oepreciation Opher | 23 12 -1 | 3 | 2 | ? | - |
| Dividends | -6 | - | -1 | -5 | -12 |
| Investment sctivities $\begin{aligned} & \text { Jiscosal of ixed assers } \\ & \text { purcmase of inxed assers } \\ & \text { fincroses in investment } \\ & \text { Oecresese in investment } \end{aligned}$ | a -31 -1 - | 2 -3 - | -15 | $\begin{array}{r} 3 \\ -40 \\ -2 \\ 2 \end{array}$ | $\begin{array}{r}1 \\ -57 \\ \hline\end{array}$ |
| Financing activities <br> incpesse in lang ropm debe <br> Redgyment of long term deoz <br> Loans from shar anotoers <br> Redayment of loans from shapenolders <br> Aduances \& loans from government <br> inciease in squity <br> Decrese in equity <br> Deher | 12 -7 4 -5 - 1 -1 - | -2 -1 -1 - -1 | $\begin{array}{r} 5 \\ -1 \\ 5 \\ -2 \\ \hline \end{array}$ | $\begin{array}{r} 2! \\ -1! \\ \vdots \\ -5 \\ - \\ -3 \end{array}$ | $\begin{array}{r}20 \\ -\quad 3 \\ -1 \\ -1 \\ \vdots \\ \hline\end{array}$ |
| โnercase(decrease) in cesh sequivslonts Cash \& suivalents-8eginning of the yem Cash s equivalents - End of the yenr | 8 17 25 | 2 1 3 | $\begin{array}{r} 3 \\ 13 \\ 15 \end{array}$ | $\begin{aligned} & 11 \\ & 22 \\ & 33 \end{aligned}$ | 17 30 47 |

 only those ousinesses poorting a stetemwn of changes.
Sen fable 1 for symbols and nores.

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic classtfication in i987
caneds. Concrete Pouring finishing (SIc 4224)

| gusiness ize exoressed in average labour units(1) | Number of businesses | Total 2ayroll | Average labour units (! : | Changes in number of bus inesses with deid emoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Nowly } \\ \text { poortingi? } \end{array}$ | No ionger revorangis |
| 1984 |  |  |  |  |  |
| Totel | 1.809 | 184.329 | 6.780 | 345 | 178 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.826 \\ 79 \\ 4 \\ \hline \end{array}$ | $\begin{aligned} & 94.774 \\ & 58.085 \\ & 11.470 \end{aligned}$ | $\begin{array}{r} 3.908 \\ 2.400 \\ 472 \end{array}$ | $331$ $13$ <br> $!$ | $\begin{array}{r} 76 \\ 2 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 2.283 | 313.740 | 11.355 | 453 | ... |
| $\begin{aligned} & \text { las than } 20 \\ & 20-99 \\ & 100-\$ 99 \\ & 500 \text { and over } \end{aligned}$ | $2.140$ | $\begin{array}{r} 155.490 \\ 101.568 \\ 56.682 \end{array}$ | $\begin{array}{r} 5.755 \\ 3.610 \\ 1.983 \end{array}$ | 434 15 3 - | $\cdots$ $\cdots$ $\cdots$ |

(1) Average labour units are calculated by divioing sotal poypoli ov the twerage annul wogn anc salary pote as poporto in tho


500 emploves in Canada as a whole but less than inat number in any given province it is shown in the goo and over group
121 Refers to businesses pooriing no payrall deducions in the operious year
(3) Kiters to businesses peoorting no oaypalt deductions in the following year
*Wwiy reporting" and "no longer paporting" businesses are assumed to have been in sctivity or six monshs and the information is dajusied accordingly.

See labl 1 for symools and notes

TABLE S. Selected ootating enaracteristics of small businesses by sales ouartila. ig8s-ig87
Canedt. Coneret Pouring Einishing (516 4224)


1985


Businesese reporting profit (Mo.) Average sales \$ Aver age exoense $\$$ Average net profits

Uusinusises peorting loss (Mo.) Average sales $\$$
Average bxotens $\$$
Average net loss s
$\begin{array}{r}835 \\ 209 \\ \hline-30\end{array}$
835
192.767
192.767
96.783

710
214.089
214.089
191.700
22.389

125
188.577
201.739
$-15.162$
25.734
29.400
7.334
36.243
28.938
9.305
41.535
$53.46 i$
53.469
-4.32:
53.577
10.044
74.478
61.824
12.854
73.065
78.488
78.488
-5.420
$-5.420$

- 53, : 24

142,152
"追, 36:
535.335
$33.32 \%$
586.392
158.542
136.648
541.389
21.994
45.303
475. 535
507.270
-31.735

1988

| Number of observations in sampl | 854 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 248.355 | 42.115 | 90.312 | 198.190 | 562,820 |
| Average expense \$ | 229.470 | 38,232 | 75.903 | 177. 552 | 620.092 |
| Average net profit (loss) | 20.885 | 5,883 | 14,409 | 20.519 | 68.728 |
| Susinesses reporting profit (Mo.) | 728 |  |  |  |  |
| average sales $\$$ | 256.308 | 42,754 | 88.519 | 198.491 | 595,467 |
| Aversge expense \$ | 227.934 | 32.071 | 89.811 | 169.345 | 540.707 |
| Average net profit \$ | 28.374 | 10.683 | 18.908 | 29.146 | 54.760 |
| Businesses ceporting a loss (Mo.) | 138 |  |  |  |  |
| Avorage sales | 204.684 | 40.372 | 97.158 | 197.023 | 484.185 |
| Average expensus | 215.570 | 47.573 | 99,930 | 207.485 | 507.291 |
| Average not loss \$ | -10.888 | -9.201 | -2,774 | -10.463 | -23,105 |

1987

| Number of observetions in sample <br> Average sales $\$$ <br> average expens: \$ <br> Average not profit (loss) \$ | $\begin{array}{r} 572 \\ 216.544 \\ 196.360 \\ 20.184 \end{array}$ | 32.414 25.939 6.475 | $\begin{array}{r} 89.535 \\ 80.903 \\ 8.532 \end{array}$ | $\begin{array}{r} 187.373 \\ 151.095 \\ 16.278 \end{array}$ | $\begin{array}{r} 396.854 \\ 54.7 .501 \\ 49.353 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses reporting profit (Mo.) | 472 |  |  |  |  |
| Average sales | 221.504 | 31.982 | 72.321 | 187.521 | 614.192 |
| Average expense \$ | 194.690 | 24.448 | 58.914 | 144.417 | 552.981 |
| Aversge net profit \$ | 26.814 | 7.534 | 15.407 | 23.104 | 61.21? |
| Businesses renorting loss (Mo.) | 100 |  |  |  |  |
| Average stios \$ | 189.154 | 37.507 | 63.661 | 166.816 | 488.631 |
| Average expense $\$$ | 200.589 | 43.513 | 69.313 | 176.237 | 513.292 |
| Average net loss \$ | -11.435 | -6.006 | -5.652 | -9.421 | -24.661 |

[^15]TABLE 1. Selacted operating ratios，in percent of sales． 1987
Canada．Masonpy Work（SiC 4231）

|  | ＊－：3）${ }^{\text {a }}$ |  | 30tiom |  |  |  |  |  |  | ここ。 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3usinessas samole Nc． Lon sales value 3000 s <br>  |  | $505$ |  | 11 4 |  | $\begin{aligned} & 1 ? \\ & \vdots 6 \end{aligned}$ |  | 3. |  |  |  |
| Selected expense item | ：noustiy averagei： |  |  |  |  | $\begin{gathered} \because \text { susi- } \\ \text { ressorting } \end{gathered}$ |  |  |  |  |  |
|  | ＂oral | $\begin{array}{r} 30+20 \text { \% } \\ 25 \% \end{array}$ | $\begin{array}{r} -j w a r \\ \text { modal } \\ 25 \% \end{array}$ | $\begin{gathered} \text { voeer } \\ \text { middele } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | －0：al | $\begin{aligned} 30 \tau: 2 m \\ 25 \% \end{aligned}$ | $\begin{array}{r} \text {-zwer } \\ \text { miod! e } \\ -5 \% \end{array}$ | $\begin{array}{r} \text { rover } \\ \text { nidie } \\ 25 \% \end{array}$ | $2$ |
|  | Percent of sales |  |  |  |  |  | 2ercent of sales |  |  |  |  |
| Cost of salus | 17.1 | 15.7 | 15.9 | 17.2 | 17.4 | 56.0 | 25． 1 | 25.3 | $27 . ?$ | 25.2 | 23.3 |
| Occupsncy expenses | 5． 5 | 5.6 3.3 | 5.5 2.5 | 5.1 2.5 | 4.8 2.4 | 96.5 | 5.8 3.2 | 7.5 4.9 | 5.5 2.7 | 5.4 3.3 | 1.9 -3 |
| Jebrec：ation | 2.6 | 1.2 | 2． 1.2 | 2．8 | 2.9 | 44.6 | 2.4 | 3． 3 | 2.5 | 2.0 | $\bigcirc$ |
|  | 0.5 | 0.5 | 0.7 | 0.5 | 0.5 | 59.5 | 0.3 | 1． 4 | 1. | 0.7 | ？？ |
| Rent | 1.3 | 1.7 | 1． 3 | 1.4 | 1.0 | $53 .:$ | 2.5 | 3.4 | 2.3 | 2． 3 | ． 5 |
| Personnel expenses | 31.5 | 19.3 | 23.0 | 37.1 | 46.5 | 85.9 | 36.3 | 25.7 | 28.4 | 39.0 | 47.1 |
| Financial expenses | 1.5 | 1.5 | 1.3 | 1.8 |  |  |  |  |  |  |  |
| tnterest \＆oank charges Professional faes | 0.8 0.8 | 0.9 | 0.5 0.8 | 0.8 | 1.0 | 53.5 83.5 | 1．3 | 2.0 0.3 | 0．8 | ！． | 0.7 |
| Other expenses | 22.2 | 22.1 | 25.8 | 20.8 | 19.0 | 100.0 | 22.2 | 22.4 | 25.8 | 20.8 | 13.0 |
| Profit（loss） | 22.0 | 33.4 | 26.8 | 17.7 | 10.5 | 99.3 | 22.2 | 33.7 | 28.5 | 18.0 | 10.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ．． | ．$\cdot$ | $\cdots$ | $\cdots$ | $\ldots$ |

## Symbols

－zero or no odservarions
－－too smil！too be expressed
not applicabl
$x$ confictential

## Pootnotes

111 These estimetes are bused on sampit of ousinesses reoorting sales betwen \＄25，000 and $\$ 2,000,000$


 individually and the sopal will nop necessarily equal $100 \%$ ．

Meter
Jata ore shown Dy quartiles when ot itas？ 13 of the sampled businesses poport the specific item
Recoros wef fanked in ascending ordep according to sales size．Each guaftily fi．bottom 25\％．lower midde 25\％．etc．represents one quapter of the cotal number of businesses．Within ach quartile．the avirage ratio is presented．for comparison purposes．the migh and low values of sites are shown

## Hom to use the table

（1）Locat the approoriate salas range that is displayed on the two lines entiblag bow sal es value＂and ahigh sal es value＂
 too $25 \%$
（3）Jata perieining to the satected sales size range will be in that quartile．
standerd industriel Ciamificetion Definition 1SIC 1980）

S1C 4231 －Masenry Contractors
gusinesses primarily engaged in conventional op specialiy masonry work，except interior marbie work．lnstaliation of archicétural stone

 cutting and setiong and the installation of vencep facing stone or brick ape incluoed．

TABLE 2. Balance sneet profile for incorporatad businesses only, 1987
Canace, Masonry Work (515 4239)


111 fhese estimates ar based on sample of jusintssus reporting sales betwen $\$ 25.000$ and $\$ 2.000 .000$.
Sen iabl for symols ano notes

TABLE 3. Finameial ratios(1) for incorporated businesses oniy. 1987
Canseda. Masonry Work (SIC 4231)

|  | Total(2) | $\begin{array}{r} 80+t 0 m \\ 25 \% \end{array}$ | $\text { middle } \begin{gathered} \text { Lower } \\ 25 \% \end{gathered}$ | Uooer $\text { middle } 25 \%$ | Te9 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No. Low sales value (\$000's) High sales value $(\$ 000$ s) | $\begin{aligned} & 357 \\ & \{1\} \\ & 11\} \end{aligned}$ | 11 108 | 108 <br> 183 | 183 355 | 355 |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | 1.5 | 1.1 | 1.8 | 1.1 | 1.7 |
| Leverage ratios. <br> Deot/equity patio (times) <br> Interest coverage patio (times) <br> Debt ratio (times) | $\begin{array}{r} 1.4 \\ 11.5 \\ 0.6 \end{array}$ | 9.8 2.7 0.9 | 1.1 7.7 0.5 | 2.2 8.1 0.7 | 1.1 19.3 0.5 |


(2) Thuss estimates are besed on sample of businosses poporting $\$ 81$ es betwien $\$ 25.000$ and $\$ 2.000 .000$.

```
Ses Table 1 for symbols and notes
```


## Definitions

1. Liquidity retio:

Current : current assers/ curren liabilisies
2. Leverage pitios:
a) Debi/equiry = toral $1 \mathrm{isolil} i$ iss / equiqy
(4) DeDi fatio = cotal liapulities / cotal asseis
c) Interest coverage = net profit . interest expense / inqerest expense

TABLE \& . Statement of enanges in financial position for incorporated susinesses only. :987
Canacan, Masonry Work (SIC 4231)

|  | -2-311.1 | Eor:こm | $-38:-2 w e$ | $-:=-200 .$ | $\begin{aligned} \because: \\ \therefore \because \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses samol No. Low sales value 3000 s : tigh sales valu 3000 s | $: 17$ | $1!3$ | $\begin{array}{r} 12 \\ -30 \end{array}$ |  | \% |
|  | Average $\$ 000 \mathrm{~s}$ |  |  |  |  |
| ```overating ac:lvitues Casn "rom voerations joprec:ation Other``` | $\begin{array}{r} 24 \\ 7 \\ 6 \end{array}$ | 3 2 3 | 3 | \% | \% |
| Dividonds - - | -4 | -1 | -2 | $\because$ | -14 |
| Investmant activities <br> Disposar of fixed assets <br> purchase of fixed assets <br> foncresse in investment <br> Decretse in investment | $\begin{array}{r} 3 \\ -17 \\ -1 \\ -1 \end{array}$ | - 3 | . 7 | -i3 | $\begin{array}{r}\text { - } \\ -4 \\ -4 \\ -4 \\ \hline\end{array}$ |
| Financing activitics <br> Incpesse in long iefm debt <br> Reoayment of long :erm deot <br> Loans from sharenolders <br> Repayment of loans from snaranolders <br> Aovances \& loans from government <br> Inciease in quity <br> Oecrease in equity <br> Other | $\begin{array}{r} 10 \\ -4 \\ 3 \\ -12 \\ - \\ - \\ - \\ \hline \end{array}$ | 1 - $=$ $=$ $=$ | 1 -1 4 -1 | $\begin{array}{r}2 \% \\ -1 \\ \hline 2 \\ -38 \\ \hline\end{array}$ | 17 -4 3 $-i$ - - - |
| Increses(decresse) in cash s suivalents Cash equivalents-Beginning of the year Cash sauivalents . End of the yosr | $\begin{array}{r} 16 \\ 8 \\ 24 \end{array}$ | 5 7 12 | $\begin{aligned} & 9 \\ & 11 \\ & 18 \end{aligned}$ | $\begin{array}{r} 14 \\ -29 \\ -15 \end{array}$ | 38 43 81 |

 only those business peoriting statement of changes.
See labie I for symbols and noties.

Canade. Masonry Work (SIC 4231)

|  |  |  |  | Changes in numb with oal | of businesses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fusiness size exoressed in average labour uni:s(1) | Number of businesses | $\begin{aligned} & \text { Total payrol: } \\ &\left(\$ 000^{\prime}\right. \text { s } \end{aligned}$ | Average la00ur units(i) | reoorting<2 | Vo onger poor:inc.j) |
| 1984 |  |  |  |  |  |
| -otal | 3.394 | 287.866 | 11.887 | 590 | 409 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.241 \\ 144 \\ 9 \end{array}$ | $\begin{array}{r} 159.416 \\ 109.295 \\ 18.955 \end{array}$ | $\begin{array}{r} 6.554 \\ 4.543 \\ 780 \end{array}$ | 379 9 2 0 | $\begin{array}{r}387 \\ 20 \\ 2 \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 4.150 | 588.560 | 20.781 | 987 | $\ldots$ |
| $\begin{aligned} & \text { tess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}4.196 \\ 277 \\ 27 \\ \hline\end{array}$ | $\begin{array}{r}299.520 \\ 295.853 \\ 73.179 \\ \hline\end{array}$ | 10.673 7.556 2.532 | $\begin{array}{r}938 \\ 43 \\ 5 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

[^16]TABLE 6. Selected operating enaracteristics of smali businesses by sales auartile. 1985-1987
Cansde, Mesenry work (Sic 4231)
-0:3i:1:

$\pi \cdot z=\begin{array}{r}-5 v e r \\ 5.3: ~\end{array}$


1985

| Humoer of observations in sample <br> Averag saies $\$$ <br> Average exoense $\$$ <br> average net grofit (loss) 5 | $\begin{array}{r} 1.355 \\ : 93.568 \\ 155.080 \\ 16.988 \end{array}$ | $\begin{array}{r} 35.8 i 1 \\ 27.208 \\ 8.505 \end{array}$ | $\begin{aligned} & 33.549 \\ & 49.517 \\ & 4.132 \end{aligned}$ | $\begin{array}{r} 22.511 \\ 107.07 \\ 5.504 \end{array}$ | $\begin{array}{r} E 12.5 E \overline{3} \\ -82.539 \\ 29.510 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses regarting arofit (Mo.) | 1.281 |  |  |  |  |
| Average sales \$ | 178.759 | 35,658 | 63.168 | 123.030 | 493.: 09 |
| Sverage axoense \$ | +58.403 | 25.239 | 46.57? | 104.129 | 149. Э¢\% |
| Average net profit $\$$ | 22.356 | 10.429 | 16.591 | 18.901 | 43.504 |
| Susinesses peoorting loss (Mo.) | 174 |  |  |  |  |
| Average sales 5 | 208.313 | 36.932 | 67.779 | 119.473 | 509.009 |
| Average mxpense ${ }^{\text {a }}$ | 223.758 | 43.388 | 74.759 | 129.354 | 548.33: |
| Average net loss \$ | -15.445 | -5.395 | -8.980 | -3. 281 | -39.32\% |

1988

| Number of observetions in sample | 1.727 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iverage sales \$ | 177.950 | 35.508 | 68.488 | 129.395 | 478.307 |
| Averege expense $\$$ | 158.934 | 26.254 | 53.255 | 110.461 | 145, 3 ¢ 4 |
| Average net profit (loss) \$ | 19.016 | 9.354 | 15.233 | 18.934 | 32.543 |
| Businesses reporting profit (Mo.) | 1.480 |  |  |  |  |
| Average sales 3 | 174.625 | 35,484 | 67.858 | 128.713 | 465.434 |
| Average exoense | 148.272 | 22.950 | 50.116 | 103.455 | 116.565 |
| Average net profit \$ | 26.353 | 12.534 | 17.753 | 25.258 | 49.869 |
| Susinesses reporting loss (Mo.) | 289 |  |  |  |  |
| Average sales $\$$ | 190.983 | 36.086 | 73.221 | 132.236 | 522.409 |
| Sverage expense | 202. 101 | 38,527 | 77.243 | 139.613 | 554. 2 A : |
| Average net loss \$ | -11. 118 | -2, 861 | -4.022 | -9.377 | -3!. 312 |

1987
Number of observations in sampl
Average sales $\$$
Average expense $s$
Average net ofofit (loss) $\$$
628
176.961
150.179
24.782

Susinesses raporting profit (Mo.)
Average sales s
Average exoense s
Dverage net profit $\$$
179.230
148.306
30.324

Businesses reporting loss (Mo.)
Average seles $\$$
Average expense $\$$
Average net loss
150.69
6. 392
33.833
22.835
68.022
51.012
131.584
108.889
465.963
417.981

Average expense $\$$
24.782
10.998
17.010
22.795

11 These Estimates are based on sampl of businesses peporting sales oetween $\$ 25.000$ and $\mathbf{2 2}, 000.000$

See fale : for symbols and notes

TABLE 1. Sulected opurating ratios, in percent of sales. 1987
Canade, Siding work $\langle S| C$ 232)

|  | -otal: |  | $\text { 30:: }=\frac{2 m}{2}$ |  | $=3012=20 \%$ |  |  |  |  | $\because$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinessas n samole inc. -ow sales value 9600 's नign saics rala! 9000 's |  | $390$ |  | $37$ |  | $\begin{aligned} & 27 \\ & 37 \end{aligned}$ |  |  |  |  |  |
| Selectea expense lem | incustiy averagel |  |  |  |  | $\begin{aligned} & \text { \%ous! - } \\ & \text { nosses } \\ & \text { roorting } \end{aligned}$ | F900:-1.5 2-5, meses 2nt. |  |  |  |  |
|  | Total | $\begin{array}{r} B 0+20 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bown } \\ \text { midal } \\ 25 \% \end{array}$ | joder middle 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | -0ヶ31 | 30:rom $25 \%$ | $\begin{array}{r} \text {-ower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { vooer } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & -20 \\ & -5 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percant at sas $^{\text {s }}$ |  |  |  |  |
| Cost of seles | 28.4 | 4.8 | 19.3 | 42.4 | 46.9 | 58.3 | 48.8 | 39.6 | 39.4 | 54.8 | 51.7 |
| Oceupency expenses | 4.9 | 5.9 | 5.8 | 4.3 | 3.5 | 98.3 |  | 6.9 | 5.8 | 4.3 |  |
| Oadeciation | 2.2 | 3.0 | 2.8 | 1.8 | 1.3 | 87.8 | 2.5 | 4.5 | 2.9 | 1.9 | 1.3 |
| Reotips \& mintenane | 1.0 | 1.4 | 1.3 | 0.7 | 0.5 | 41.9 | 2.3 | 3.8 | 3.3 | 1.0 | 1.0 |
| Hest. light a telenone Rent | 0.6 | 0.3 1.2 | 0.5 | 0.8 | 0.7 | 61.9 46.9 | 1.0 2.3 | 5. 3 | 1.8 | 1.! | $\bigcirc$ |
| Personnel expenses | 15.3 | 10.4 | 13.5 | 16.2 | 21.1 | 79.7 | 19.2 | 14.6 | 19.6 | 20.1 | 21.6 |
| Finmeisl expenses |  |  |  |  |  |  |  |  |  |  |  |
| !nterest z bank Gharges Professional fees | 0.6 0.5 | 0.5 | 0.8 0.8 | 0.6 | 0.5 | 56.7 55.5 | $\begin{array}{r}1.8 \\ \hline 0.8\end{array}$ | $1 . \frac{4}{0}$ | !. ${ }^{\text {a }}$ | 0.3 0.3 | 3.9 |
| Qther expenses | 24.4 | 30.5 | 24.9 | 29.5 | 20.9 | 100.0 | 24.4 | 30.5 | 24.9 | 29.6 | 20.9 |
| Profit \{less) | 25.9 | 47.6 | 35.2 | 14.4 | 6.6 | 99.4 | 25.0 | 47.6 | 35.1 | 14.4 | 5.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | * | - - | - . | -• |

## Syebols

- zero or no ooservetions
- to0 smill to0 De explussmd
... not soplicabio
$\times$ confidential


## footnotes

(1) ihese ustimetes ar besed on sample of businesses cepopting sal es betwen 525.000 and 32.000 .000

121 value in eench cell $\equiv$ Poral wighted expmondius on given $i$ tem

 individually and the cotal will not mecessafily quat $100 \%$.

## Notes

Dets are shown by quartiles when ele lest i3 of the sangled businesses peport the specific iten.
 on quarter of the cotal number of ousinessas. Within bach quartile. the overage patio is gresthted. for comoarison ourboses. ine high and low values of salits ar shown

How to use the tsbias

 top $25 \%$.
(3) Deta pertaining 20 the selected salas size range will be in thet quarfile.

Standerd Industrisl Cleseificstion Definition (SIC :
SIC 4232 - Siding Contractors
Businesses primarily tngaged in the instellation ano repair of siding. clading. netal doors and window frames and relateo work incluced ape businesses dealing in the installation of metal awnings. canopies and shutiers: installafion af cladding lexctuding glassl: instalation of cuptain wails: installation of metal doors and window framest installation of metal. haraboard and
 ctment. plastic and haraboarg sicifg.

TABLE 2. Salance sheet prof 1 le for incorporated businesses only, 1987
Canaca, Siding Work (S1E 4232)


See iable for symbols and notes.

TABLE 3. Financial rettos(1) for fncorporated bustnesses only. 1987
Canada, Siding Work (SIE 4232)

|  | iotal(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | Uooer middle 25\% | $700$ $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busincsses in sample (Mo.\} bow sales vilue ( $\$ 000$ s) Hign sales vilue $(\$ 000$ 's) | $203$ <br> (1) | $\begin{aligned} & 11) \\ & 97 \end{aligned}$ | 97 228 | 228 463 | 463 |
|  | Average |  |  |  |  |
| Liquidity patio Gurcent ratio (times) | 1.4 | 1.2 | 1.3 | 1.3 | 1.4 |
| Leverage iatios Deb i/oculty ratio (times) interest coverage ratio (times) Qeot itic limes) | $\begin{array}{r} 2.3 \\ 10.4 \\ 0.9 \end{array}$ | $\begin{array}{r} 3.1 \\ 35.0 \\ 0.8 \end{array}$ | $\begin{aligned} & 7.1 \\ & 7.1 \\ & 0.9 \end{aligned}$ | $\begin{array}{r} 1.9 \\ 12.6 \\ 0.7 \end{array}$ | 2.1 9.5 2.7 |


(2) Thest estimetes art besto on a sanpl of businesses peporting sales betwen \$25, 000 and 32.000,000.

Set iable 1 for symbols and notes.

Oefinitiens:

1. Liquidity ratio:

Cufrent = cuppent assers / curront liabilifies.
2. Luverage ratios:
a) Deot/aquity z eotal 1, atilitigs / equisy
b) Deot ratio = tozal liabilitias $/$ total assees.
e) Interest coversge $=$ net profiq * interes? expense/ incerese expensen.

TABLE 4. Statement of emanges in financial position for incorporated ousinesses only. i987
Cansda. Siding work (SIC +232)

|  | - =a, " | $\begin{aligned} & 30:-0 m \\ &:=2 \% \end{aligned}$ | -1ccie = |  | ご |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samole No. bow sales ralue $\$ 000$ si <br> -ign sales value $\$ 000^{\circ}$ s | $\begin{array}{r} 35 \\ i j \\ i! \end{array}$ | 7 | $\begin{array}{r} 79 \\ -95 \end{array}$ | $\begin{aligned} & 25 \\ & 3 \\ & 0 \end{aligned}$ | \# |
|  |  |  | -rage $\$ 000$ |  |  |
| Joerating activities -isn kpom goerations Jeoreciation Other | $\begin{gathered} 24 \\ \frac{3}{3} \\ -4 \end{gathered}$ | -7 | 3 | 3 | 3 $\vdots$ -11 |
| Qividends | -6 | - | -8 | -9 | -7 |
| Investment activities <br> Disposal of tixed assets <br> purchase of flxed assets <br> Increse in investment <br> Decrese in investment | $\begin{array}{r} 2 \\ -15 \\ -28 \\ 12 \end{array}$ | $!$ | $-\frac{3}{3}$ | a -106 -106 46 | - -8 -2 |
| Financing activities <br> tncrease in long term deot <br> Repayment of long term deot <br> Loans from sharenoloers <br> Redayment of loans from shareholders <br> Advances z ioans from government <br> increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 7 \\ -2 \\ 3 \\ -3 \\ \hline 1 \\ -1 \\ -1 \end{array}$ | 1 $\vdots$ - -1 - | 1 -1 -2 -2 | 8 -3 2 -1 - $i$ -1 - | 19 -5 -8 -8 0 0 -8 |
| Increses(decease) in eash \& equivalents Cash s equivelents-Beginning of the year Cash equivalonts - End of the yeer | $\begin{array}{r} -5 \\ 14 \\ 9 \end{array}$ | -2 9 7 | 3 7 10 | -34 22 -11 | 14 17 32 |

 only those businesses paporsing stutumi of enanges.
see tole i for symbols and foins.

TABLE 5. Employment changes by size of business, 1984-1987 Dased on SIC Elassification in iget
Canmde, Siding Work (SIC 4232)

| Susiness size expressed in average asour unitsi': | Number of ousinosses | $\text { Cotal payroll } \begin{array}{r} \text { poon's } \\ \{\$ 00 \end{array}$ | Average labous units(1) | Changes in numoer of ousinesses with oula emolores |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \end{array}$ | No onger $\text { cooor: } 79(3)$ |
| 1984 |  |  |  |  |  |
| Tot 1 | 1.542 | 107.559 | 4.481 | 295 | 171 |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20^{\circ} 99 \\ & 100^{-499} \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.512 \\ 20 \\ 10 \end{array}$ | $\begin{array}{r} 73.846 \\ 12.843 \\ 21.090 \end{array}$ | $\begin{array}{r} 3.071 \\ 547 \\ 863 \end{array}$ | 292 2 - $i$ | $\begin{array}{r}199 \\ 2 \\ - \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 1.901 | 167.113 | 8.041 | 396 | -. |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.845 \\ 47 \\ 9 \end{array}$ | $\begin{array}{r} 114.028 \\ 30.884 \\ 22.207 \end{array}$ | $\begin{array}{r} 4.138 \\ 1.136 \\ 767 \end{array}$ | $\begin{array}{r}382 \\ 13 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

(1) Averoge labour units are calculated by dividing total ghyroll by the average annul wage and salary pate as repoited in the Supvey of Employment. Poyroll and Hours, Statistics Canada, Catalogue 72-002. An average ladour unit could de incerprered as a full-sime mploym. Note that the business size groups usto are decermined ot the canace levet fhus if a business has at least 500 employees in Canada as mhole but less than that number in any given province it is shown in the 500 and over groud
(2) Refers :o businesses reporting no payrall decuctions in the previous year
(3) Refers :o businesses reporting no payrall deductions in the lollowing year
*Newly eporping" and mo longer peporting" businasses are sssumed to nave been in activity for six monsm and the intormation a adjusted accordingly
see table i fop symools and notes

```
TA8LE 6. Selected operating enaracteristics of small businesses by sales quartite, 1985-1987
Canada, Siding Work (Sic 4232)
```

|  | -sta. : ${ }^{\text {a }}$ |  |  |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | : 985 |  |  |
| Number of ooservations in samole | . 217 |  |  |  |  |
| Average saless average expense | 95.406 80.532 | 32.552 19.542 | 34.992 54.547 |  | \#46. 2 E |
| Average ner jrofit (loss) \$ | 14.774 | 12.310 | 10.445 | 12.257 | 23.384 |
| Businases coorting arofit (No.) | 910 |  |  |  |  |
| Average sales 3 | 201.481 | 32.233 | 55.873 | 138.19 | 589.706 |
| Sverage expense ${ }^{\text {a }}$ | 181.947 | 18.439 | 52.362 | 120.353 | 536.035 |
| Averoge net orofit \$ | :9.736 | 13.796 | 13.511 | 17.557 | 33.571 |
| Businesses reporting a loss (Mo.) | 107 |  |  |  |  |
| Aversge sales ${ }^{\text {a }}$ | 173.448 | 36.633 | 60.363 | 136.845 | 450.151 |
| Average exounses | 182.941 | 39.805 | 66.038 | 153.908 | 472.212 |
| dverage net loss \$ | $-3.493$ | -3.172 | -5.575 | -17.063 | -12. 26 : |

1988


1987

| Number of observations in sample | 130 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge salas ${ }^{\text {a }}$ | 172.830 | 31.025 | 50.622 | 120.538 | 489.135 |
| Aversge expenses | 153.144 | 16.123 | 33.464 | 103.353 | 453.637 |
| Average net profit (loss) \$ | 19.885 | 16.902 | 17.158 | 17.185 | 29.499 |
| Susinesses resorting aprofit (Mo.) | 366 |  |  |  |  |
| Average sales s | 176.216 | 31.166 | 50.621 | 121.798 | 501.280 |
| Average axdense \$ | 152.534 | 15.831 | 31.823 | 101.743 | 150.740 |
| Average net profit $\$$ | 23.682 | 15.335 | 18.798 | 20.055 | 40.540 |
| Businesses recorting a losm (Mo.) | 84 |  |  |  |  |
| Average sales $\$$ | 154.875 | 25.843 | 50.635 | 109.757 | 432.465 |
| Average expense \$ | 164.132 | 28.817 | 58.088 | 117.130 | 454.491 |
| average net loss g | -9.457 | -974 | -7.453 | -7.373 | -22.026 |

111 These esi mates ar besed on a sanple of Dusinesses reporting $\$ a l e s$ detween $\$ 25.000$ and $\$ 2.000 .000$.
see Table ifor symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Canada. Plumoing íSIC 4241)

|  | - دtai : |  | $\begin{aligned} 30:: 9 m \\ : 5 \% \end{aligned}$ |  | $\begin{array}{r} \text {-ower } \\ \text { नicale }=3: . \end{array}$ |  |  |  |  | - \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusingssas : s sample No. Low salas viue $\$ 000$ s! High sales lalue: 9000 's |  | . 225 | 53 |  |  | $\begin{array}{r} 3 \\ 12 \\ 1 \end{array}$ | 2? |  |  | $\because "$ |  |
| selected expense item | industry averagels |  |  |  |  | $\begin{gathered} \because \text { sus } \\ \text { nesses } \\ \text { roporting } \end{gathered}$ | 7900r: |  |  |  |  |
|  | -otal | $\begin{gathered} 30 t+0 m \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text {-ower } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { iddle } \\ 25 \% \end{array}$ | $\begin{aligned} & 2=0 \\ & 25 \% \end{aligned}$ |  | -0:0 | $\begin{array}{r} 30 t: 0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { ower } \\ \text { midgie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { soser } \\ \mathrm{m} 1201 \\ 25 \% \end{array}$ | $\begin{aligned} & T 80 \\ & i=0 \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of stus | 37.5 | 32.8 | 37.0 | 42.0 | 38.3 | 82.0 | 45.8 | 49.8 | 43.1 | 47.7 | 43.7 |
| Deeupancy expenses | 5.8 | 7.2 | 6.0 | 5.3 | 3.9 | 97.4 | 5.7 | 7.4 | 5.4 | 5.3 | 3.9 |
| Oedreciation | 2.4 | 2.7 | 2.8 | 2.3 | 1.6 | 87.8 | 2.7 | 3.7 | 3.3 | 2.4 | $\cdots$ |
| Rapairs $\mathrm{g}_{\text {a }}$ maintenance | 0.7 | 0.7 | 0.8 | 0.8 | 0.5 | 41.2 | $1 . ?$ | 2.6 | 2.3 | !. ${ }^{\text {a }}$ | 0.3 |
| Hest. light \& teleohont | 1.3 | 2.1 | 1.2 | 1,1 | 0.8 | 82.8 | 1.6 | 2.9 | 1. 6 | : 3 | 0.9 |
| Rent | 1.2 | 1.6 | 1.2 | 1.1 | 1.0 | 57.2 | 2.1 | 3.7 | 2. ${ }^{\text {d }}$ | i. ${ }^{\text {\% }}$ | 1. 6 |
| Personnel expenses | 19.4 | 10.1 | 16.7 | 22.4 | 28.2 | 81.7 | 23. ? | 18.2 | 21.5 | 23.8 | 28.4 |
| Financil expenses | 1.7 | 2.0 | 2.0 | 1.7 |  | 93.3 |  |  | 2.1 |  | 1.3 |
| Interest \& oank chargas | 1.0 0.8 | 1.3 | 1.0 1.0 | 0.9 0.8 | 0.8 0.5 | 74.3 79.9 | 1.3 0.9 | 2. 1.3 | 1.2 | 1.8 0.9 | 0.5 |
| Other uxpenswz | 23.6 | 24.1 | 28.2 | 20.4 | 22.9 | 100.0 | 23.4 | 24.1 | 25.2 | 20.1 | 22.9 |
| Profit \lass | 12.3 | 23.7 | 12.1 | 8.3 | 5.4 | 98.8 | 12.5 | 24.1 | 12.3 | 3.4 | 5.4 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\cdots$ | . $\cdot$ | $\cdots$ | * $\cdot$ |

## Syebol:

- Eero or no ooservations
- too smell too ov expressed
... not apoliceor
$x$ confidentis


## Footnetes

(1) ihese हstimetes sra besed on a sample of businesses reoorting salas betwem 325,000 and $\$ 2,000.000$

Total weighted expenditur on a given item
(2) Value in bach coll $=\frac{\text { lotal wighted sales of all businesses in the sample. } \times 100 \text { fop pach quartile } 100}{}$

This portion of the tablepertains only to the ousinesses peporting the gpeific expense iqum. fher fore thest patios are calculated ingividusily and the total will not necessarily equel $100 \%$.

Notes
Data ore shown by quartiles when at least 13 of the sanpled business? peport the spacifie item.
Recoros wer ranked in asconding order accopding to sales size. Each quartil li. g. bottom 25\%. lower miodie 25t. atc.) pgoresents one quarter of the total number of Dusintstas. Within esch guartile. the average ratio is presunted. For comosison purposes. the high and low values of sales are shown.

How to use the tebles
(1) Locati the appropiate salas range that is displayed on the two linas ontitiad law sales valuem and migh sales valuem
(2) Phe selected range will indicate the proper quertile. i. the bottam 25\%. the lower midde 25\%. the uporer middl 25\% of the top 25x
(3) Data pertbining to the selected sales sizt range will be in that guartilu

Stunderd Induetricl Clatificetion Definition (S16 19801:
SIC 4241-Plumbing Contrictort
 as: installation of wasta and vent drain systems. installation of hot water heaters and ptumbing tanks, installation of water meters installation of piping systems, instalation of plumbing fixtures, instattarion of orimary hot water. installation of roof orainage sysions lexcept eavesirougning and instatlation of sanitary ware.

```
TABLE 2. Salance sneet profile for incorporated businesses only. 1987
Eansea, Plumoing (Sif 4241)
```

|  | - =̌a!! | $90:: 2 \mathrm{~m}$ | - cower |  | $\begin{aligned} & -2= \\ & 20: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses a samole 'iNo. <br>  rign saies value $S 000$ 's) | $\begin{aligned} & 725 \\ & 11 \\ & 11 \end{aligned}$ | : 01 | 125 204 | $\pm \div$ | $\therefore 5$ |
|  | sverage ( 5000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Iccounts and notes pectivable | 48 | 5 | 9 | 43 | : 23 |
| inventory | - | - | - |  | - |
| gther cuprent assets | 51 | 19 | 36 | $\div 8$ | : 95 |
| Total cuprent assets | 99 | 22 | 55 | 31 | 228 |
| Fixed assets | 29 | 10 | 19 | 28 | S0 |
| bess: Accum. deo. on fixid assets |  | 10 | 3 | 4 | 12 |
| Other assets | 7 | 10 | 3 | 4 | 12 |
| Totel eseers | 135 | 43 | 75 | 123 | 300 |
| Lisbilities and equity <br> Current loans |  |  |  |  |  |
| Current loans <br> Other zurfont liabilitises | 10 50 | 11 | 25 | + 8 | 25 119 |
| toral surpent iabilities | 60 | 13 | 29 | 53 | 164 |
| Moptgages jayable | - | - | - | - | - |
| Long ierm deot | 2 | 1 | ${ }_{1}^{2}$ | 2 | 38 |
| Otmer isoilities | 21 | 12 | 11 | 22 |  |
| Total liabilitios | 82 | 28 | 41 | 78 | 184 |
| Total equity | 53 | 17 | 34 | 45 | 116 |

(1) These escimates are pased on a sample of businusses peporting soles berween \$25.000 3n0 \$2.000.000. See Table i for symbols and nores

TABLE 3. Finanein retios(1) for incorporsted businesses only. 1987
Caneds. Piumbing (S|C 4241)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | $\begin{aligned} & \text { Jooer } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No. Low sales value ( $\$ 000$ 's) High sales value (\$000's) | 728 $(1)$ $(1)$ | (1) 105 | 106 264 | 244 465 | 445 |
|  | Averoge |  |  |  |  |
| biquidity patio Curtene ratio (times) | 1.7 | 1.7 | 1.9 | 1.7 | 1.5 |
| ```Loverage ratios Oebr/equity fotio (times) Intersst coverage patio (times) Oebt fatio (times)``` | 1.5 7.2 0.6 | 1.5 1.5 0.6 | 1.2 5.8 0.5 | $\begin{aligned} & 1.7 \\ & 8.3 \\ & 0.8 \end{aligned}$ | 1.8 8.7 0.6 |

111 The ratios redesent the average of ratios for each business in the group and cannot be calculated from the figures shown in tave 2
(2) These estintes are based on sample of buzinesses reporting seles between $\$ 25,000$ and $\$ 2.000,000$.

Sen isole 1 for symbols and notes.

## Definisions:

1. Liquidity cetio:

Curren: : curfent assets / eurcent booilities.
2. leverage ratios
a) Oebe/eouity = total liabilities / equity.
ol Deot ratio: total liabilisies / total assess
दो fnertst coverge = net profit - interest expense/ intertst uxemse.
-ABLE 4. Statament of gnanges in fimancial position for incorporated ousinesses only. ig87
Canada, Plumbing (SIE 4241)

(1) There estimetes are used on sample of incorporated businesses reorting soles betwen s25.000 and \$2.000.000. Sample count inelucts onty those ousinesses reporting statement of changes.
see tabie for symools and notiss.

TABLE S. Employment enanges by size of business, 1984-1987 based on sic classifleation in 1987
Canada, Plumbling (Sic 4241)

|  |  |  |  | Changes in number with De: | of businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total paypoll } \\ (\$ 000 \text { s) } \end{array}$ | Average laboyp units(1) | $\begin{array}{r} \text { New (y } \\ \text { peporting(z) } \end{array}$ | No longer <br> - aporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 4.628 | 441.489 | 18.255 | 890 | 498 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 4.45 \\ 153 \\ 12 \\ \hline \end{array}$ | $\begin{array}{r} 278.251 \\ 119.245 \\ 45.983 \end{array}$ | $\begin{array}{r} 11.374 \\ 1.941 \\ 1.950 \\ \hline \end{array}$ | 674 14 ? 6 | $\begin{array}{r} 488 \\ 10 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 5.329 | 637.349 | 23.434 | 804 | . . |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20^{\circ} 99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 5.125 \\ 183 \\ 21 \end{array}$ | $\begin{array}{r} 385.853 \\ 177.455 \\ 73.021 \end{array}$ |  | 792 | $\cdots$ $\cdots$ $\cdots$ |

 Surver of Emoloyment. Payroll and hours. Staristics Canada. Caralogut 92-002. An average labour unit could oe interoreted as a
 500 employens in Canace as a whole dut less then thet numper in any given province it is shown in the 500 and over group.
(2) Fefers to businesses reoorsing no payroll deductions in the provious year
(3) Refers to businesses poorting no payroll deouctions in the following year
"Mmiy raporting" ana mo longer peporting" dusinesses are assumed to have been in activity for six monchs and the information is aofusted aceorgingiy.

Set iat i for symools and noees.

TABLE 5. Salected ooerating enaracteristies of smell businesses by sales quartile. 9985-1987
Cancda. Plumbing (SIC 424i)

|  | -stal.i. | zev:zn | -cols | -120 - \%er。 | $\because$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Vumber af oestrvarions in sample | 2.733 |  |  |  |  |
| iverage sates $\frac{3}{3}$. | $\therefore 575$ | 39. 25 | 32.339 | - 5\%. 0 |  |
| Average exoense ${ }^{\text {a }}$ | -98. 128 | 30.549 | 74. 306 | 147.855 | E40.800 |
| Average net oroftt (loss) s | 13.247 | 8.203 | 9.533 | 12.3i4 | 23.39 |
| Businesses repopting a profit (Mo.) | 2.281 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 212.243 | 38.357 | 32.988 | 182.134 | 506.394 |
| Average exoense ${ }^{\text {a }}$ | 193.049 | 29.034 | \$9.758 | 143.832 | 529.572 |
| Aversge net orofits | 19.194 | 9.823 | 13.230 | 18.302 | 35. 422 |
| Businesses recorting loss (Mo.) |  |  |  |  |  |
| Average sales $\$$ | 209.483 |  |  |  |  |
| Average expense $\$$ | 223.523 | 47.734 | $95.309$ | $161.526$ | $589.823$ |
| Average net loss $\$$ |  |  |  | $-3.174$ | $-25.127$ |
|  |  |  | 1988 |  |  |
|  |  |  |  |  |  |
| dverage sales $\$$ | 238.441 |  |  |  | 641.056 |
| Average expense \$ | 224.568 | 36.023 | $79.330$ | $185.535$ | 817.333 |
| 3verage not protit (loss)s |  |  |  | $10.980$ | 23.723 |
| Qusinuses peotring proflt (Mo.) | 2.301 |  |  |  |  |
|  | 239.820 | 44.442 | 92.156 | 176.445 | 645.237 |
| Average exoense \$ | 219.292 | 33.730 | 75.775 | 159.879 | $607.986$ |
| Average net grofits | 20.528 | 10.712 | 16.389 | 16.767 | $38.251$ |
| Businesses peoorting lose (No.) |  |  |  |  |  |
| duerage sales 5 ( | 233.720 | 44.835 | 89.184 | 176.996 | 623.883 |
| Average expense $\$$ | 244.968 | 48.541 | 96.327 | 186.689 | 648.316 |
| Average net loss \$ | -11.248 | -3.706 | -7.163 | -9.693 | - 24.133 |


| Number of observations in ample Average sales $\$$ <br> Average exomse $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 1.140 \\ 228.340 \\ 211.804 \\ 18.736 \end{array}$ | $\begin{array}{r} 41.337 \\ 32.215 \\ 9.122 \end{array}$ | $\begin{array}{r} 83.212 \\ 73.344 \\ 9.868 \end{array}$ | $\begin{array}{r} 83.850 \\ 169.586 \\ 14.084 \end{array}$ | $\begin{array}{r} 605.150 \\ 571.270 \\ 33.890 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses peoorting profit (Mo.) | 921 |  |  |  |  |
| iverage saies ${ }^{\text {d }}$ | 231.400 | 4.913 | 83.615 | 182.570 | 617.703 |
| Average exeense ${ }^{\text {d }}$ | 209.133 | 29.527 | 69.853 | 162.472 | 574.378 |
| Average net profit \$ | 22.267 | 12.086 | 13.762 | 20.098 | 43.125 |
| Susinesses reporting loss (Mo.) | 219 |  |  |  |  |
| Lverage sales \$ | 210.951 | 39.859 | 81.471 | 188.213 | 534.451 |
| Sverage expense \$ | 221.111 | 43.769 | 88.425 | 199.626 | 552.322 |
| Average net loss \$ | -10,180 | -4.110 | -5.954 | -11.413 | -18.161 |

[^17]TABLE ！Selected sperating ratios，in jercant of sales．1987
Ganada，wet Heating s Air Conditioning work（SIC 4243）

|  | －ot311 | Evt:am | T．ce： 2 － | －ミッチンごさt． | $\begin{aligned} & -:= \\ & : 口 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samole No． ．aw sales value 3000 s －gn saies value ${ }^{2} \$ 0000^{\circ}$ ） | $342$ | 57 | $\begin{array}{r} 5 i \\ .23 \end{array}$ | $05$ | ¥3． |


| Selsciec exoense ：mm | inouspry averagel2！ |  |  |  |  | $\begin{aligned} & \text { \% ousi- } \\ & \text { nesses } \\ & \text { revor*ing } \end{aligned}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fetal | $\begin{array}{r} 30280 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { swer } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { vooer } \\ \text { middi } \\ =5 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | －0：al | $\begin{array}{r} 30 \tau: 0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-owe } \\ \text { midal } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { vope } \\ \text { midal } \\ 25 \% \end{array}$ | 范 |
|  | Dercent of sales |  |  |  |  |  | 2ercent of salus |  |  |  |  |
| Cost of salos | 27.7 | 13.9 | 25.8 | 36.5 | 34.5 | 70.5 | 39.3 | 35.4 | 34.7 | 44.1 | 40.3 |
| Oecupency expenses | 8.5 | 9.4 | 7.9 | 4.9 | 4.0 | 98.1 | 8.8 | 10.6 | 7.9 | 5.0 | 4.1 |
| Jeorecistion | 2.9 | 5.0 | 3.0 | 2.2 | 1.6 | 86.9 | 3.4 | 7.3 | 3.3 | 2.3 | 1. |
| Reosits \＆maintenance | 0.8 | 1.6 | 1.1 | 0.4 | 0.3 | 43.0 | 2.0 | 4.8 | 2.1 | i． 1 | Q． 0 |
| Heat．Iignt \＆teleohone | 1.3 | 1.9 | 1.5 | 0.3 | 0.9 | 77.9 | 1.7 | 2.5 | 2.0 | 1.3 | 1.8 |
| Ren？ | 1.5 | 1.0 | 2.3 |  | 1.2 |  | 2.5 |  | 3.9 |  |  |
| Personnel expenses | 22.9 | 7.8 | 27.5 | 28．3 | 28.1 | 83.8 | 21.2 | 17.8 | 29.6 | 26.9 | 29.2 |
| Financial expenses | 2.0 | 2.2 | 2.3 | 2.3 |  |  | 2.2 |  |  |  |  |
| joterest 3 gank charges | 0.1 | 1.3 0.9 | 1．1 | 1.8 0.8 | 0.8 | 80.3 81.9 | 1.4 | 2． 1.5 | 1．${ }^{3}$ | i． 5 | 3.9 |
| 2．oiessional fees | 0.9 | 0.3 | ：． 2 | 0.8 | 0.6 | 81.9 | ． 1 | 1.5 | 1． | 2． | 3.5 |
| Other expenses | 31.3 | 49.9 | 24.8 | 24.8 | 26.3 | 100.0 | 31.3 | 49.9 | 24.6 | 24.8 | 25.3 |
| Prefir（loss） | 9.7 | 15.8 | 11.3 | 5.3 | 4.8 | 98.8 | 10.0 | 18.3 | 12.5 | 5.3 | 4.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ | $\ldots$ | $\ldots$ | ．． |  |

## 5ymols

zero or no obsurvetions
－－too smill too be expriessed
not applicabl
$x$ confiomtist
Pootnoter

（2）value in ascn＝if＝Yotal wignted mpenditure on given iten

 individually and the coral will not necestarily equal $100 \%$ ．

## Noree

Jata ape shown by gutrtiles when at least iJ of the sangled businesses report the specific ipom
 one quirter of the topal number of businesses．Within each quartile．the average petio is presented．por comparison purposes．the nign anc low values of sales art shown

How to use the tebles
（i）bocet the sopropriat salus range that is disolaymon the imo lines antitled bow salus valuem and anigh sales value＂
 $20025 \%$.
（3）Dete persining to the selycted seles size range will be in that quartile．

## Stenderd Industrisl Clestificetion Definition ISIC 1980）：

S16 4243－Wet Neating and hir Conditioning Contractors
 ecuionent one solar neting systems involving liduids．These businesses nciude：central alp conditioning instal alion．cont actors

 of show melting equioment ll，quid systemsi，solar heating fluid systems installation．installation of unitary hearing．cooling or ar conditioning equpment．installation of neating and aif conditioningmatmp pumoing systams and the installation of central wet meating equipment and piping．

TABLE 2. Balance sheet oroflle for incorporated businesses only. 1987
Canada. Wet Heating \& Air Conditioning work (SIC 4243)


11: Thesestimes are pesed on sangle of businesses peporting sal es petween $\mathbf{2 2 5}$. 000 and $\$ 2.000 .000$.
Set Tol i for symools and notes.

TABLE 3. Financtal ratios(1) for incorporated businesses oniy. 1987
Canada. Wet Heating Air Conditioning Work (Sic 4243)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | midd Lower | midd Uooer $25 \%$ | io\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samola (Mo.) Low seles value ( $\$ 000$ 's? Hign sales value (9000's) | $\begin{aligned} & 274 \\ & 1 i 1 \\ & 111 \end{aligned}$ | $\begin{aligned} & (1) \\ & 103 \end{aligned}$ | 103 213 | 213 481 | 481 111 |
|  |  |  | Aversee |  |  |
| Liquidity ratio Curpent ratio (times) | 1.3 | 0.8 | 1.3 | 1.2 | 1.3 |
| beversge ratios <br> Debt/equity ratio (times) <br> Internst coverage ratio (times) <br> Oobe ratio (times) | 2.3 5.8 0.7 | 18.9 0.7 0.9 | 1.9 5.0 0.7 | 2.3 6.9 0.7 | 2.2 5.5 6.7 |

(1) Phe ratios represent the aymege of rotios for ench ousiness in the group and cannot be calculated from ine figures shown in rable 2.

121 Thuse estimetes art besed on a senple of businesses roporting setes between $\$ 25,000$ snd $\$ 2,000.000$.
Set raole i for symbols and notes

Definitions:

1. biquidiey perio:

Gurpone = curpent assets / current iabilifies
2. Leverse retios
a) Debe/equity = total labilities / equity.
of Deat catio = total liabilities/ total assers.
c) Interesi coverage $=$ net profit interest expense / interest expense.
 sanada．wet teating，Air sondieioning Work（S1C 4243）

|  | －0：31： | 30t-cm | $\pi \cdot \Delta c!{ }^{-0 w e!}$ | - - ここの号 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in zamole No． －ow sates ralue 3Û人 s： 4ien 5a：s vaice S000＇s． | $: 6$ | ： 5 | $\begin{aligned} & 5 \vdots \\ & =57 \end{aligned}$ |  | \＃： |
|  |  |  | arage 3000 |  |  |
| Opermting activitios <br> Ba5n ？？Om 20erat1．2ns <br> Ceoreciation <br> Uther | $-\frac{3}{3}$ | － | －－ | $\begin{aligned} & \because \\ & ? \\ & 3 \\ & 0 \end{aligned}$ | － |
| Dividends | $-3$ | － | －1 | $-1$ | － 5 |
| Investment activities ```Disposal of fixec assers Puperase of fixod assers incresese in investment Oecrease in invostment``` | $\begin{array}{r} -12 \\ -2 \\ 1 \end{array}$ | $-1$ | $-5$ | -1 - | $\begin{array}{r} 3 \\ -32 \\ -3 \\ 2 \end{array}$ |
| Financing activities <br> ！ncrease in iong ierm debt <br> posymunt of long perm gebt <br> ＇oans from sharmolders <br> heonyment of loans from sharaholders <br> Advances \＆loans from government <br> Incpease in equity <br> Oecimase in equity <br> Dther | 6 -4 3 -5 -8 | -5 1 -1 | -1 1 -2 | 4 -5 -2 -6 - - - -1 |  |
|  | 11 10 | -3 2 -1 | $\begin{aligned} & -7 \\ & 19 \\ & 12 \end{aligned}$ | 7 8 15 | 2 12 14 |


only inose ousinesses coporting a stetement of changes．
set isple i for symools ond noten．

TABLE 5．Employment changes by size of business，1984－1987 based on SIC classification in ig87
Cansda．Wet Hewting Air Conditioning Work（SIC 4243）

|  |  |  |  | Changes in number of bus nesses with ot ic amployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusiness size exoressed in average laboup units（1） | Number of Dusinesses | $\begin{aligned} \text { Total payroll } \\ (\$ 000 \text { s) } \end{aligned}$ | Average laboup unitg（！！ | $\begin{array}{r} \text { Newiy } \\ - \text { enopting(2) } \end{array}$ | No onge： poofting（3） |
| 1984 |  |  |  |  |  |
| Totel | 1.322 | 244．627 | 10.097 | 253 | 153 |
| $\begin{aligned} & \text { lass than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.198 \\ 94 \\ 36 \\ 4 \end{array}$ | $\begin{aligned} & 96.044 \\ & 54.841 \\ & 84.013 \\ & 19.729 \end{aligned}$ | $\begin{array}{r} 3.944 \\ 2.689 \\ 2.553 \\ 317 \end{array}$ | $\begin{array}{r} 234 \\ 5 \\ 13 \\ 1 \end{array}$ | $\begin{array}{r} 152 \\ 7 \\ 4 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 1.837 | 393.556 | 14.081 | 294 | $\cdots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 1.468 \\ 126 \\ 40 \\ 5 \end{array}$ | $\begin{array}{r} 143.542 \\ 98.985 \\ 99.271 \\ 51.758 \end{array}$ | $\begin{aligned} & 5.179 \\ & 3.604 \\ & 3.548 \\ & 1.752 \end{aligned}$ | $\begin{array}{r}289 \\ 29 \\ 3 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

[^18]TABLE 6. Selected ooerating enaracteristics of smail vusinesses oy sales Guartile. :989-1989 Ganade. सet tearing t sif Sondifioning dork 'SIE +243)

| こさa! ! | Sot:2n |
| :---: | :---: |

-. - ower

-
vumoer of geservetions in sample
duerage sales j
-verage axDenst 5
Average not orofit 5 52.849

Businesses reoorting profit (Mo.)
Average sales $\$$
average exoense $\$$
Aversge net piofits
351.601

319,188
32,433

Businesses reporting loss (Mo.)
Average sales $\$$
Average exoense 5
Average net loss s
110
227.309
343.020
$-15.711$
43.929
45.894
$-2.965$

| $\begin{aligned} & 2 . \\ & 10.323 \end{aligned}$ | $\begin{array}{r} 3 .: 37 \\ 3.148 \\ 3.489 \end{array}$ |
| :---: | :---: |
| 42.289 | 107.146 |
| 30,107 | 94.036 |
| 12.182 | 13.610 |
| 43.929 | 90.773 |
| 45.896 | 35.997 |
| -2.965 | -5.224 |

23.237
34.148
23.861
35.597
$-5.224$

66.077
243.469
22.508
288.:76
302.343
-14.767

990.330
909.259
385.358
326.645

1985

628
289.893

Average exDense $S$
Aversge net profip (loss) $s$
289.893

Businesces reporting eprofit (Mo.)
Averige seles
Average exotnse 5
Awoisg net Drofit S
294.642
268.423
28.219

Businesses reporting less (Mo.)
average siles 5
Average oxotsis s
1386
280.327
298.993
35.418
23.380
77.843
55.782
55.782
12.081
235.548
225.954
809.564
$781.0: 9$
274.154
15.739
11.538
:0.634
28.848

Average net lose 3
$-16.566$
37.847
39.004
34.451
17.951
6. 590
78.788
83.786
15.002
72.865
76.176
$-3.311$

Number of observations in samole
Average sales $\$$
Average exoense $\$$
Ayerage net profit (loss) $\$$

Businesses reporting profit (Mo.)
Average sales $\$$
Avepage oxpens s
Aversge net profis $s$

Busincsses reporting less (MO.)
Average sales $\$$
Average exponse s
Average net loss

2939
257.835
242.519
15.318

314
250.575
287.156
237
23.156
23.619

24981
247.211
$258.485 \quad 42.029$
$-11.275 \quad-1.33$
37. 020
31.193
5.827
35. 397
27.25
8.146
$-1.331$
87.95
77.085
10.859
30.565
73.933
18.512
81.306
85.179
-3.871
198.05
185.632

| 708.307 |
| :--- |
| $675.15 ?$ |
| 32.150 |

32.150
719.932
672.78
195.425
173.556
22.76
202.740
$2: 9.950$
662.768
685.455
685.455
682.387

[^19]TABLE 1．Selacted operteting ratios，in percent of sales．1987
Canadm，Electrical Work（Sic 4251）

|  | ＂otalil |  | ラot:9m |  |  |  | , octers |  | ご |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3usinesses ？samola No． －ow sacs yalue 3000 s， 4ign saies vaite \＄000．s， |  | $50!$ | （1） |  |  | E | $\begin{array}{r} 84 \\ -92 \end{array}$ |  |  |  | ：$:$ ： |
| Stucred exomse i tom | incustiy averager 2 |  |  |  |  | $\begin{aligned} & \therefore \text { ousi- } \\ & \text { nossus } \\ & \text { rooping } \end{aligned}$ |  |  |  |  |  |
|  | －otal | 3ottom 25\％ | $\begin{array}{r} \text { Lower } \\ \text { miogl } \\ 25 \% \end{array}$ | jooer idde $25 \%$ | $\begin{array}{r} 500 \\ 25 \% \end{array}$ |  | －0ヶal | $\begin{array}{r} 30: 50 m \\ i 5 \% \end{array}$ | $\begin{array}{r} \text {-owar } \\ \text { miad! } \\ 25 \% \end{array}$ | $\begin{gathered} \text {-acer } \\ \text { Tical } \\ =5 \% \end{gathered}$ | $\begin{aligned} & 28 \\ & 05 \% \end{aligned}$ |
|  | Parcont of sales |  |  |  |  |  |  | ${ }^{2}+1$ | cant of | salas |  |
| Cost of seles | 37.8 | 34.4 | 36.5 | 40.4 | 39.7 | 84.9 | 44.5 | 19.4 | 43.4 | 44.3 | 43.2 |
| Occupency expenses |  |  |  |  |  |  | 5.4 |  |  |  | 3.8 |
| Deorecistion Reosirs s mintenance | 2.3 0.8 | 2.9 0.3 | 2.8 0.9 | 0．8 | 0.5 | 89.3 41.9 | 2.5 | 3.7 1.2 | 3.2 | 2.1 | 1.8 0.8 |
| Reosirs onterntenance | 1.8 1.2 | $1 . \frac{1}{5}$ | 1.4 | 1.0 | 0.8 | 81.8 | 1.4 | 2.3 | 1.7 | 1.1 | 0． 3 |
| Rent | 1.2 | 1.8 | 1.2 | 0.9 | 1.0 | 54.3 | 2.3 | 4.9 | 2.5 | 1．5 | 1.1 |
| Personnel expenses | 22.9 | 12.9 | 19.7 | 27.4 | 31.4 | 87.0 | 26．3 | 19.9 | 22.1 | 28.4 | 31.9 |
| Financial expenses | 1.7 0.9 | 1.7 0.8 | 2.1 | 1.8 0.9 | 1.3 0.7 | 93.2 | 1.8 <br> 1.2 | 2.0 | 2.3 | ！． 7 | 1.3 0.8 |
| Professional fees | 0.8 | 0.9 |  | 0.7 | 0.6 |  | ¢． 0 | 1.3 | ： 3 | 0.8 | 0.5 |
| Other expenses | 20.5 | 24.5 | 22.4 | 17.7 | 17.5 | 100.0 | 20.5 | 24.5 | 22.4 | 17.7 | 17.5 |
| Prafit（loss） | 11.9 | 19.9 | 12．9 | 8.4 | 5.3 | 97.7 | 12.2 | 20.6 | 13.2 | 8.7 | 5.4 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | ．． | －． | －$\cdot$ | ．．． |

## Symbol：

```
**ro or mo observilions
* too smell 800 on mpopassed
    not applicable
x confiduntial
```


## 00tnoter

（1）These estimstes are besed on sample of businessis reporting seles between \＄25．000 and 52.000 .000

（1）Value in tach cell $x$

 individully and the totel will not necessarily equal $100 \%$ ．

## Notes



 high and low volues of sales or shown

How so ute the teles

 100252.


Stenderd Induterisl Clessificstion Definition（SIC 1980）：
SIC 426 t－Electicnl Contrmetors
 distriburion lines．Incluct in this induspry are audio－wisual wiring systams installapion．alectric Dase board heaters insiallarion installation of lectric heating blast coils．installation of electic burglar alapm systems，installation of elactric power control
 lighting sysiems installation．outic adoress systams installation．instilation of glectic snom melting cables．itimonam wiring installarion and etectrical wife installations to mouses ouildings and structures

TABLE 2. Bulance sheet orofile for incorporated businesses only. 1987
Cancea, Ellectrical work (SIC 4261)

|  |  | -verage $\$ 000$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |
| Esin | - | - | 7 | - | - |
| Accounts and notes rectivaol | 45 | 5 | 7 | 39 | 3 |
| Enventory | - | - | - | - | - |
| gther Eyprgni assets | 15 | 15 | 27 | 42 | 23 |
| Fotal curcent assers | 90 | 21 | 14 | 82 | : |
| $\mathrm{F}_{1} \mathrm{xed}$ assets | 25 | 10 | : 3 | 25 | 5 |
| bess: Accum. deo. on fixed assets | 10 | \% | 3 | - | - |
| Other assets | 10 | 12 | 3 | $?$ | 19 |
| Total sesets | 128 | 43 | 80 | 115 | 283 |
|  |  |  |  |  |  |
| Curent ioans | 9 | 1 | 5 | 3 | 21 |
| Other cuprent liabilities | 48 | 14 | 24 | 44 | 108 |
| Total curpent liabilieisa | 59 | 15 | 29 | 53 | 128 |
| Mortgages oayable | i | - | - | - | ? |
| bong term deot | 19 | 8 | 14 | 19 | $3{ }^{2}$ |
|  | 77 | 24 | 45 | 73 | 165 |
| Total eavity | 45 |  |  | 43 | 118 |



Set Itol 1 for symbois and nots

TABLE 3. Financiai ratios(1) for incorporated businesses oniy, 1987
Canade, Elecirical Work (SIC 4251)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | midd Lower | Uooer middle $25 \%$ | T00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNo. Low sales vaiue ( $\$ 000$ 's) High seles value ( $\$ 000$ 's) | $\begin{array}{r} 1.176 \\ (11) \\ 11) \end{array}$ | 11 <br> 102 | 102 210 | 210 410 | 410 11 |
|  | Averege |  |  |  |  |
| Liquidity patio Curtent ratio (eimes) | 1.6 | 1.4 | 1.5 | 1.5 | -. 5 |
| Leverage ratios <br> Deor/equity ratio \{times) <br> Interest coverage ratio (times) <br> Deor ratio (times) | 1.8 9.8 0.6 | 1.3 5.5 0.6 | 2.8 5.7 0.7 | 1.7 7.8 0.6 | 18.8 12.2 0.5 |

19 ing cotios represent the average of ratios for each business in the groud and cannot beculated from the figures shown in iade 2.
(3) These estimetns are besed on semple of businesses ieporing sales between \$25.000 snd \$2.000.000.

See iable for symols and notes.

Definitions:
9. Liquidity Petio:

Curcont = curtent assets / current liabilisies
2. Leverage retios:
al Debi/eavity $=$ soial 1 iabilities / eawity.
b) Oebr ratio = eotal liabilisies/ rolal assets
c) Interest coversge = net orafit interest expense/inserest expense.


- corporsted businetsee peorting sal betwen $\$ 25.000$ and $\$ 2.900 .000$. Sample sount incluals of chinges.
size of businase. 1984-1987 besed on SIC elsssifiction in 1987

| Number of vusinusses |  | Average stooup units(1) | Changes in number of businesses with paid molayes |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Total Dayrol ( $\$ 000$ s) |  | porting(2) | No onger rexop:ingi |
| 9.145 | 1.112.855 | 48.821 | 1.527 | 919 |
| 8.730 322 64 29 | $\begin{aligned} & 542.341 \\ & 281.241 \\ & 171.884 \\ & 217.589 \end{aligned}$ | $\begin{array}{r} 22.218 \\ 10.797 \\ 6.319 \\ 8.887 \end{array}$ | $\begin{array}{r} 1.490 \\ 28 \\ 11 \\ \hline \end{array}$ | $\begin{array}{r} 904 \\ i 0 \\ 4 \end{array}$ |
| 9.658 | 1.886.185 | 61.442 | 1,357 | . . |
| 9.124 423 74 37 | $\begin{aligned} & 720.705 \\ & 402.841 \\ & 258.229 \\ & 304.598 \end{aligned}$ | $\begin{array}{r} 25.537 \\ 14.780 \\ 9.333 \\ 10.792 \end{array}$ | $\begin{array}{r} 1.325 \\ 24 \\ 4 \\ 4 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

[^20] Canada，Elecerical Work（SiC 4251）

|  | ＊こ：a1＂ | $\begin{array}{r} 30: 50 \mathrm{~m} \\ 5.5 \end{array}$ | －＝－－－－：\％\％ | －：\％ | こ\％ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of coservarions in samole | 3.395 |  |  |  |  |
| －verage sales ${ }^{\text {a }}$ | 227.301 | －2．345 | 91． 303 | －11． 2 ：${ }^{\text {a }}$ |  |
| Averege expense \＄ | 272．026 | 34.402 | 30.339 | －32． | ミu2． |
| Average net orofit ilass）\＄ | 15.375 | 8.143 | ！1．254 | ：1．730 | 21． 55 |
| 8usinesses reporting aprofit（No．） |  |  |  |  |  |
| average sales \＄ | 231.279 | 43，018 | 32.522 | ：74． 285 | 315．289 |
| Sverage exoense \＄ | 209，188 | 32．119 | 77.592 | 157．169 | 309． 786 |
| Average net arofits | 22．113 | 10.899 | 15.030 | －7．218 | 45.305 |
| Businesses reoorting a loss（Mo．） | 592 |  |  |  |  |
| Average sales \＄ | 212.083 | 40.046 | 85.571 | 173.707 |  |
| Average expense $\$$ | 224.509 | 46．458 | 90.564 | 183.969 | 577.043 |
| Average net loss $\$$ | －12．425 | －6．412 | －5．093 | －10．162 | －28． 3 ？ |

1985

| Number of observations in sample | 6.238 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {s }}$ | 230.714 | 42.113 | 87． 520 | 183．316 | 509.305 |
| Average exdense ${ }^{\text {a }}$ | 216.445 | 33．849 | 77.314 | 171.570 | 583.347 |
| Average net profit（loss）\＄ | 14.269 | 8.584 | 10.205 | 11．785 | 25.558 |
| Businesses rexorting profit（Ma．） | 3.401 |  |  |  |  |
| Avorse sales | 231.707 | 41.813 | 87．029 | 184．301 | 513．685 |
| Averege exounse 5 | 208．573 | 30.182 | 72.159 | 155.024 | 567． 328 |
| Average net profit 5 | 23.034 | 11.631 | 14.870 | 19.277 | 56．．357 |
| Businusses reporting loss（Mo．） | 838 |  |  |  |  |
| Aversge setes | 225，784 | 43.450 | 89.195 | 180.365 | 594．124 |
| Average exoense \＄ | 246.214 | 48．551 | 84．892 | 191．181 | 650.232 |
| Average net loss | －19．430 | －5，101 | －5．697 | －10．816 | －－． 108 |

1987


[^21]TABLE 1. Selectac operating ratios, in percent of sales. 1989
canada, Gpywall work (sic +272)

|  | -orali: |  | $\begin{array}{r} 30+: 0 \mathrm{~m} \\ : 5 \% \end{array}$ |  | aloc: one: |  | $\begin{array}{r} \text { 20e! } \\ -100: 95: \end{array}$ |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3usinesses in samol ino -ow sains value $\left(\$ 000^{\prime}\right.$ 3) High sales value ${ }^{\circ} 5000^{\circ}$ ? |  | $+82$ | 1) |  |  | 32 | $\begin{aligned} & \text { E2 } \\ & 30 \end{aligned}$ |  |  | 泰 |  |
| Selectoo exoense itom | ?ndustry average(2) |  |  |  |  | $\begin{aligned} & \text { \%ousi- } \\ & \text { osses } \\ & \text { coorting } \end{aligned}$ | 2eooreing Jusinesses oniyl ? |  |  |  |  |
|  | Potal | $\begin{array}{r} 80+40 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-omer } \\ m+0018 \\ 25 \% \end{array}$ | Jooep <br> क10010 25\% | Too $25 \%$ |  | ?0ヶal | $\begin{array}{r} 30+: 0 m \\ : 5 \% \end{array}$ | $\begin{array}{r} - \text { ower } \\ 716018 \\ 25 \% \end{array}$ |  | $\begin{array}{r} 30 \\ \hline 2 \% \end{array}$ |
|  | Percont of seios |  |  |  |  |  | percent si sales |  |  |  |  |
| Cost of seles | 11.0 | 2.2 | 6.2 | 1. 9 | 28.5 | 50.5 | 21.8 | 8.1 | 18.9 | 14.9 | 32.2 |
| Occupency expenses | 5.1 | 7.1 | 6.0 | 5.0 | 2.3 | 93.2 | 5.4 | 8. 1 | 6.3 | 5.3 | 2.4 |
| Oepreciation | 2.5 | 3.6 | 3.1 | 2.6 | 1.0 | 79.9 | 3.2 | 5.0 | 3.6 | 3.3 | $\therefore 2$ |
| Reoaics \& meintenance | 0.8 | 0.7 | 0.0 | 0.8 | 0.3 | 32.4 | 1.8 | 2.6 | 2.1 | 2.0 | 9.8 |
| Heat. light s tol ohone | 0.6 | 0.7 | 1.0 | 0.4 | 0.4 | 53.8 | 1.1 | 1.7 | 1.9 | 0.3 | 0. 3 |
| Rent. | 1.3 | 2.2 | 1.3 | 1.2 | 0.8 | 47.2 | 2.8 | 5.7 | 3.1 | 2. 4 | :. 1 |
| Personnel expenses | 11.1 | 2.9 | 9.7 | 15.8 | 17.3 | 66.0 | 17.3 | 12.4 | 13.7 | 20.2 | 19.1 |
| Financial expenets | 1.3 | 1.5 | 1.6 | 1.1 |  |  |  |  |  |  |  |
| lnterest \& bank charges Professional fees | 0.3 | 1.2 0.3 | 1.2 0.5 | 0.8 0.5 | 0.5 0.5 | 53.8 | 1.6 | 3.3 0.8 | 2.3 0.8 | 1.2 0.7 | 1.7 0.3 |
| Other expenses | 29.5 | 26.0 | 22.7 | 21.? | 41.1 | 19. 8 | 29.8 | 28.5 | 22.7 | 28.1 | 41.9 |
| Profit (lose) | 41.7 | 60.3 | 53.7 | 41.4 | 11.1 | 95.3 | 42.0 | 80.3 | 53.7 | 41.7 | 12.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . $\cdot$ | $\ldots$ | -•• | " . |

## Symole

- zero or no obsepvetions
- too smell 100 oe expressed
. not soglicable
* confidenvial


## Footnotes




 individually and the totel will nos necessarily equal $100 \%$.

## Nor?

Oats are show by quartiles when at lest 13 of the samplud Dusinesseg phoort the spocific itam
 one querter of the cotel number of busintestes. Within tsch quertile. the eversge retio is prestente. for comperison purdoses. the high and lom values of seles are shown.

How to ust the tebtes

 200 255.
(3) Dete pertioning to the setected stics sizerang will be im thet quiertile.

Stentera Industrial GIsesificstion onfinition (SIC 1ssol:
51c 4272-0rywall Contrectors
Businesses of imarily engeged in the installation of drywal shets of ganels. including related laoing of joints, sanding and other arywal finishing. inis industry includes businesses engaged in drymall finishing liaping. sanding. stigolingl. dpyali, nstalitrion.


TABLE 2. Salance sheet orofile for incorporated ousinesses only. 1987
Sanade, Orywall Work (SIC 4272)

| -ctal 11 | 3or:om | - Jwe | - cc: |
| :---: | :---: | :---: | :---: |


| 3usinesses n samole iMo. j Low sales value $\$ 000^{\circ}$ si Hign sales value ( $\$ 000$ s) | $\begin{aligned} & 201 \\ & \vdots 11 \\ & \vdots 11 \end{aligned}$ | $\begin{gathered} 11! \\ 5! \end{gathered}$ | $\begin{array}{r} 39 \\ : \$ 5 \end{array}$ | $\begin{aligned} & =\div 5 \\ & \vdots: 8 \end{aligned}$ | $\because 2$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (3000 s) |  |  |  |  |
| Assers |  |  |  |  |  |
| Casn | - | - | - | - | - |
| decounts and notes pectival. | 54 | 3 | 2 | 55 | $1: 2$ |
| Inventory | - | - | 2 | -5 | -6 |
| Qther curcent assets | 43 | 33 | 21 | 88 | 3 |
| Total current assers | 95 | 37 | 33 | 33 | 220 |
| Fixeo assets | 18 | 4 | 10 | ? 5 | 32 |
| Less: Accum. deo. on fixed satets | - | - | - | - | - |
| Other atsets | 7 | - | 2 | 3 | 20 |
| Total lesets | 121 | 10 | 45 | 123 | 274 |
| Liabilities and eavity |  |  |  |  |  |
| Current loons | 10 | - | 5 | 13 | $2!$ |
| Othar current liatilitios | 52 | 8 | 18 | 47 | 131 |
| Total cupent liabilitios | 62 | - | 23 | 50 | : 53 |
| Mortgages oayabl | - | - | - | - | - |
| Song term deot |  | - | - | j | 2 |
| Other liabilities | 18 | 3 | 9 | : 7 | 33 |
| Total lisbilition | 75 | 12 | 32 | 13 | 188 |
| Total equity | 42 | 29 | 13 | 40 | 85 |

191 These escimetes are besed on sempl of ousinesses reporting seles detmeen $\mathbf{2 5}, 000$ and 12.000 .000 .
Set itole i for symools and notes.

TABLE 3. Fincncisi ratios (1) for incorporated businesses only. 1987
Canede. Orywill Work (SIC 4272)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | Voper middl 25x | T00 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 201 $(1)$ | (1) 81 | $\begin{array}{r}81 \\ 245 \\ \hline\end{array}$ | 245 829 | 629 $(1)$ |
|  | Averege |  |  |  |  |
| Liquidity retia Curcent ratio (times) | 1.8 | 4.4 | 1.5 | 1.6 | $\therefore$ |
| Leverage fotlos <br> Oeot/equity petio (times) <br> interst coverage ratio (times) <br> Dotet ctio (times) | $\begin{array}{r} 1.9 \\ 19.1 \\ 0.7 \end{array}$ | 0.1 6.0 0.3 | 2.4 9.1 0.7 | 2.1 11.2 0.7 | 2.2 12.2 0.7 |



5te iable I for symbels and notit

## Definitiens:

1. Liquidity petio:

Curpent z curpent assets / current liabilitiss
2. Leverage petics:
al Debelmquity a cotal liabilities / quity.
bl Detot rtio = iotel litabitites / totisl assets
ci Inturest coverage net profis * interest expense/interest expense

PABLE A. Statament at enanges in financial position for incorporatea ousinesses only, igs7 -anada. Irywall work (Sic 2272)

 only shase businesses reoorting stetement of cnenget.
Set Tible I for symols anc notes.

TABLE 5. Employment changes by tize of business. 1984-1987 besed on SIC elasifification in 1987
Cenede. Dpywell wopt (SIC 4272)

|  |  |  |  | Changes in num with pa | of businesses oloyeat |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expersed in sverege leour units(1) | Number of busincises | $\begin{array}{r} \text { Total osyroll } \\ \left(\$ 0000^{\prime},\right. \end{array}$ | Average laboup units(1) | poorting\{2) | No longer rooortingl? |
| 1984 |  |  |  |  |  |
| Total | 1.608 | 146.407 | 5.377 | 302 | 204 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{\circ}-99 \\ & 100 \text { - } 49 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.536 \\ 63 \\ 7 \\ \hline \end{array}$ | $\begin{aligned} & 77.658 \\ & 51.218 \\ & 17.531 \end{aligned}$ | 3.170 <br> 2.108 <br> 701 | $\begin{array}{r} 294 \\ 6 \\ 6 \\ \hline \end{array}$ | 197 |
| 1587 |  |  |  |  |  |
| Totel | 1.353 | 232.587 | 8.421 | 440 | - . |
| $\begin{aligned} & \text { 103: than } 20 \\ & 20^{-} 99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.850 \\ 93 \\ 10 \\ \hline \end{array}$ | $\begin{array}{r} 110.909 \\ 87.147 \\ 34.519 \end{array}$ | $\begin{aligned} & 4.079 \\ & 3.124 \\ & 1.225 \end{aligned}$ | 431 8 1 - | $\cdots$ $\cdots$ $\cdots$ |

 Surver of gmployment. Payroll and hours. Statistics Canada. Catalogu* 72-002. An aymage labour unit could be interproted as a fult-timm mploym. Notm that the ousiness sige groups used are antermined at the coneda level. Thus if a business has ot least 500 emoloyess in canada as whol but less than that number in any given province it is shown in the 500 and over group.
121 Reters to businosses reporting no oeyroll awducsions in the previous year.
(3) Refers to businesses reporting no obyroll decuctions in the following yeup
"Newly reopting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly

See Table I for symbols and notes

TABLE B. Selected operating cherzctaristics of small businesses by sailes quartile. 1985-1987 Ganage, Jrywall work (Sic 4272)

| Number of sbservations in sample average seles 5 <br> iverage exoense $\$$ <br> Average not orofit (loss) \$ | 1.170 145.569 29.018 18.351 | $\begin{aligned} & 29.175 \\ & 14.928 \\ & 14.407 \end{aligned}$ | 78.352 .8 .902 19.548 | 55.37 3.37 3.300 |
| :---: | :---: | :---: | :---: | :---: |
| Susiniesses roporting profit (Mo.) | 1.071 |  |  |  |
| Average sales 5 | 141.638 | 29.108 | 39.342 | 55. 556 |
| Lveragt expense 3 | 121.594 | 14.258 | ?9.599 | 50.939 |
| Average net profit | 20.044 | 14.848 | 19.743 | 14.617 |
| Susinesses reporting loss (Mo.) | 31 |  |  |  |
| Avorage siles \$ | 162.810 | 29.518 | 40.319 | 58.210 |
| Aversge mxDense 5 | 175.892 | 35.205 | 44.828 | 90.351 |
| Average net loss 5 | -13.082 | -5.890 | -4.439 | -12.031 |

1985

| Number of obsopvations in samolo | 1.279 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 129.271 | 29.850 | 31.087 | 57.861 | 392.704 |
| Average expense $\$$ | 111.137 | 13.748 | 20.102 | 33.531 | 377. : 68 |
| Aversge net profit (loss) s | 18.134 | 14.904 | 17.985 | 24.110 | 15.538 |
| Susinusses peporting arofls (Mo.) | 1.128 |  |  |  |  |
| Average sales | 123.379 | 29.850 | 38.094 | 57.491 | 389.281 |
| sverage expense | 101.188 | 13,213 | 19.747 | 32.789 | 339.002 |
| Average not profit ${ }^{\text {s }}$ | 22.197 | 15.437 | 18.347 | 24.702 | 30.279 |
| Businesses reporting loss (Mo.) | 53 |  |  |  |  |
| Average sales \$ | 153.373 | 28.644 | 37.607 | 64.850 | \$82.390 |
| Average expense ${ }^{\text {3 }}$ | 167.420 | 34.040 | 43.202 | 69.134 | 523.304 |
| Average not loss ${ }^{\text {S }}$ | -16.047 | -5.398 | -5.595 | -4.284 | -40.916 |

1987


Businteses reperting proflt (Mo.)
Average sales $\$$
Average expense $\$$
Average net profits

Susinesses reporting leng (Mo.)
Averace sales 5
Averige exoense 5
Average net losss


See imbl i for symools and notes

TABLE G. Seiected goerating characteristics of smail businesses oy sales quartile. $1985-1987$
Cantat, Wholesale Industrial Machinepy Equipment and Supplies (SIE 5731 )

|  | "วpal!! | $\begin{array}{r} \text { Zo: } \mathrm{rom} \\ \text { IE } \end{array}$ | - =aters - - \%mer | - =ato - | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of ooservations in sample | 240 |  |  |  |  |
| duerage sales $\overline{3}$ |  |  | 32.755 |  |  |
| average expense | 599.512 | 83.122 | 297.401 | 372.89 | 1.238.737 |
| Average net orofit (loss) \$ | 25.252 |  | 30.354 | :4.007 | 31.254 |
| Businesses reporting aprofit (No.) | 4208 |  |  |  |  |
| diverage sales \$ | 806.739 | 88.445 | 326,733 | 699.352 | 1.312 .375 |
| Average expenses | 561.358 | 78.142 | 293,346 | 651.59\% | +.222.243 |
| Average net opofits | 45.381 | 10,353 | 33.38? | 47.553 | 90.:32 |
| Busineses reporting lost \{Mo.) |  |  |  |  |  |
| Averse seles \$ | 551.439 | 69.305 | 252.218 | 657.517 | 1.226.71? |
| Aversge expense $\$$ | 803.808 | 89.025 | 284,218 | 725.657 | 1.336 .325 |
| Average net loss $\$$ | -52,367 | -19.720 | -12.002 | -58.140 | -109.608 |

1988
Mumber of oosepvetions in sempio
Average sal iss $s$
Average expense $\$$
Averace net profit (loss) $\$$

```
    Aversge seles $
    uvers
    Average net goofit
Businesses reporting profis (Mo.)
aver at expense
Avorsoe net opofit \(\$\)
```

Businesses reperting loss (Mo.)
Average sales
Aversce expense \$
Averige net loss $\$$
520.864
557.224
292
539,706
514.181
25.545
70.988

Average expenses
Average net profit (loss)
242
544,558
503.327
41,231
50
520.864
559.224
-38.360
70.999
58.095
12.824
71.38
99.49
28.107
220.322
220.322
27.528
246.985
227.033
19.952
.294 .970
64.782
26.909
48.539
$-38.360$
99.495
-28.107
243.232
253.130

| 554.354 | 1.305 .008 |
| ---: | ---: |
| 514.050 | 1.220 .842 |
| 40.304 | 84.966 |
|  |  |
| 508.932 | 1.259 .902 |
| 546.443 | 1.325 .828 |
| -31.511 | -75.825 |

1987

649
531,785
508.565
53.241

| 88.654 | 222.911 |
| ---: | ---: |
| 67.311 | 211.099 |
| 1.283 | 8.812 |
|  |  |
| 73.168 | 228.527 |
| 82.990 | 198.981 |
| 10.378 | 29.546 |
|  |  |
|  |  |
| 81.623 | 213.529 |
| 74.508 | 239.354 |
| -12.883 | -25.825 |


| 515.845 |  |
| ---: | ---: |
| 495.574 | 1.399 .732 |
| 20.271 | 1.257 .134 |
|  | 62.598 |
|  |  |
| 514.708 | 1.330 .557 |
| 471.747 | 1.243 .146 |
| 42.961 | 87.111 |
|  |  |
|  |  |
| 518.883 | 1.255 .415 |
| 559.212 | $1,338.459$ |
| 40.329 | -83.044 |

|l| These estimates are based on sample of businses reporting ssies betwen 325.000 and 32.000, 000
See lable 1 for symbols and nores

PABLE 4. Statement of enanges in financial position for incorporated ousinesses only, igs7 Ganada, Wholesale Industrisl Machinery Equipment ana supplies isic ミ731)

(1) These Estimetes re bused on sample of incorporated businesses peporting seles detween $\$ 25,000$ enc 32.000, 000. Smple count incluans only inose bus inosses roporting statement of chenges.
see teol i for symols and notes.

TABLE 5 . Employment chenges by size of businese, 1984-1987 oased on sic claselficetion in 1987
canads. Wholesale Induseriel Machinery Equipmene and Supplies (Sic 5731)


[^22]Ganaca．Finisn Earpentry（SIt 4274）

|  | ＇star＂ |  |  |  | $-1 \text { ccl. } 2 w e:$ |  | －． $20 \sim$ ことき， |  |  | －2\％ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3usinesses in samot No． Low sales value（5000＇s） $4 i g n$ sales value 5000 s |  | $14$ |  | 33 |  | 3i |  |  |  |  |  |
| Selected exoense tem | ：noustry zueragel？ |  |  |  |  | $\begin{gathered} \because \text { ousi } \\ \text { nesses } \\ \text { rooorting } \end{gathered}$ | Feoor：－9＝us asses on．．． |  |  |  |  |
|  | Pora | $\begin{array}{r} 30+: 0 m \\ 25 \% \end{array}$ | $\begin{gathered} \text {-Jmer } \\ \text { midd } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Jooer } \\ & \text { hidd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 50 \\ & 25 \% \end{aligned}$ |  | Ora | Эot:0m | $\begin{array}{r} \text { siofer } \\ \text { mide } \end{array}$ |  | $\begin{aligned} & -29 \\ & =E \% \end{aligned}$ |
|  | purcent of sales |  |  |  |  |  | Parcent of sales |  |  |  |  |
| Cost of sales | 20.5 | 15.3 | 15.5 | 20.4 | 21.3 | 51.1 | 34.7 | 36.7 | 31.8 | 32.2 | 37.7 |
| Occupmey expenses | 8.6 | 8.8 | 8.8 | 5.9 | 4.9 | 95.5 | 8.7 | 8.4 | 7.2 | 8.1 | 4．2 |
| Quorectiotion | 3.3 | 4.6 | 3.7 | 3.1 | 1.9 | 85.5 | 3． 3 | 5.7 | 1． 5 | 3．${ }^{\text {3 }}$ | ？．－ |
| Reosirs \％mantenance | 1.0 | 1.3 | 1.1 | 0.8 | 0.8 | 40.8 | 2.4 | 2.9 | ？． 1 | 2.1 | － 4 |
| Hest．light a toleonome | 0.7 | 0.8 | 0.9 | 0.7 | 0.8 | 58.8 | 9.3 7.8 | 1.4 | 1.7 | 1.1 | 0.9 |
| Rent | 1.3 | 2.0 | 1.1 | 1.3 | 1.0 | 47.7 | 2.8 | 3.9 | 3.7 | 2.1 | ¢． 7 |
| Personnel expenses | 14.9 | 10.5 | 10.8 | 15.1 | 23.3 | 87.4 | 22.2 | 22.4 | 19.6 | 20.2 | 25.2 |
| Finencial expenses | 1.5 | 1.8 | 1.3 | 1.7 | 1.2 | 85.1 | 1.7 | 2.2 | 1.5 | 1.9 | 1.3 |
| Interest \＆Denk charges | 0.9 | 1.2 | 0.7 | 1.1 | 9.7 | 59.8 | 1.5 | 2.5 | 1.4 | 1.6 | 8.3 |
| professional foes | 0.6 | 0.6 | 0.6 | 0.7 | 0.5 | 71.2 | 0.3 | 0.8 | 0.8 | 0.3 | Q． 5 |
| Other expenses | 25.5 | 25.1 | 24.1 | 28.7 | 28.0 | 99.9 | 28.5 | 25.1 | 24．： | 28.7 | 28.1 |
| Profit（loss） | 30.2 | 38．8 | 40.4 | 21.2 | 13.6 | 99.9 | 30.3 | 38.8 | 40.5 | 28.2 | 13.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | ．． |  | －． | $\ldots$ |

## Symeols

```
zero or no observitions
- i00 snall too be expiesse0
    not apolicabla
* confidential
```


## footnotes

（1）These estimese be besed on sanole of businesses roporiing sslos betwemn 325.000 shd 52.000 .000
（2）Value in Tatal wenghter croenditure on given item

This gortion of the tableptrains only to the businesses reporting the specificerpense iten．Thertore these ratios are cilculated individusliy and the totsl will not necesserily equel $100 \%$ ．

## Motes

Date are shom Dy quaftiles when et least iJ of the sangled businesses reoopt the specific itom
 one quarter of the sotal number of businesses．Within ebh quertile，the aversge rerio is presamed．for comparison ourposes，the high and low values of sales are shown．

How to ust the telele

 top $25 \%$ ．
（3）Dete perteining to the selected teles size ronge will be in that guartile．

Standerd Industris）CImenificetion Onfinition（SIC 1980）：
5）C 4774 －Finish Carpentry Coneracters
gusinasses ofimarily ongaged in on－site cabinetry．millwork installation，pre－fabricared sash and doop installation，garage door installation．exterior and interior triming and miscullaneous hardware installation．incluoed are ousingsses mpaged in ：he installation and finishing of caoinetry．construction of buititin cabinets．the installation of interior and exterior wood trim．

TABLE 2. Balance sneet profil for incorporated businesses only, 1987
Ganaea, Finisn Earpentey is 16 +274)


Set isol i for symbols and noten

TABLE 3. Financiai ratios (1) for tncorporated businessez only. 1987
Canada. Finish Carpentry (SIC 4274)



(2) Thmse estimeses besed on semple of businesses poporting ssi et between $\$ 25.000$ end $\$ 2.000 .000$.

Sot iable for symols and notes.

## Definisions:

1. biquidity retio:

Cupront surpent asseis/ curront liabilisios.
2. Leverage retios:
a) Debi/equity = qotal liabilities / equipy.
b) Deot ratio = total liabilities / total assets
cl Interest coverage s net profit inter est expense/ interest expense

PABLE 4. Statament of changes in financial position for incorporeted businessus only. igg7
Cansda, finish Carpenery (SiC 4274)


 oniy those businesses reporting statement of chenges.
Soe ind i for symoots and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic clasificiction in 1987
Canede, Finish Carpentry (SIC 4274)

| Business size expressed in overage labour units(i) | Number of businesses | Total parroll | Average abour units(1) | Changes in number of businuses with puid moloyes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | No : onger repor:ing(3) |
| 1984 |  |  |  |  |  |
| Totel | 3.841 | 137.834 | 5.734 | 855 | 808 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20 \text { - } 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.512 \\ 28 \\ 1 \\ = \end{array}$ | $116.031$ | $\begin{array}{r} 4.827 \\ 797 \\ 110 \end{array}$ | $\begin{array}{r} 850 \\ 5 \\ \hline \end{array}$ |  |
| 1987 |  |  |  |  |  |
| Total | 5,296 | 265.990 | 9.813 | 1.464 | -.. |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20 \text { - } 99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 5.258 \\ 37 \\ ! \end{array}$ | $\begin{array}{r} 229.496 \\ x \end{array}$ | $\begin{array}{r}8.310 \\ 1.198 \\ 105 \\ \hline\end{array}$ | 1.461 3 $=$ $=$ | $\ldots$ |

(1) Average Iabour units aro calculatid by dividing cotal payroll by the average annul wage and salary rate as reported in the Survey of Employeent, Payrali and Hours. Statistics Canada. Catalogue 72-002. An average laour unit could ae interpretod as a
 500 employees in Canade as a whole but less than thet numoer in any given province it is shown in the 500 and over group
(2) Refers io susinesses reporting no payroll deductions in the provious year.
(3) Refers to businesses reporting no payroil deductions in the folloming year
*Newly reporting* and "no longer reporting businesses are assumed to hove been in activity for six months and ine iniarmation s adjusted accordingly

See Table 1 for symbols and nozes

Canada，Finish Carpentry（SiC 4274）


|  | －201． 1 ！ | $30: 90 \mathrm{ym}$ | －－－－－＝\％ | －cole |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of oiservations in smmole | 3.090 |  |  |  |  |
| Average sales $\$$ | 94.520 | 29.649 | 42.081 | 70.312 | 236．039 |
|  | 79.133 | 17．449 | $28.34 i$ | 56． 573 | －5．ごら |
| Average net profit（loss）\＄ | 15.387 | 12.200 | 13.140 | 15.736 | 20.475 |
| Businesses reporting profit（Mo．） | 2.818 |  |  |  |  |
| Aversge sales \＄ | 92.533 | 29.707 | 41.915 | 70.574 | 228.337 |
| Average excense \＄ | 75.109 | 18.852 | 27.150 | 33． 395 | 202.839 |
| Average net profit \＄ | 17.524 | 12.855 | 14.765 | 18.979 | 25.498 |
| Businosses poporting loss（Mo．） |  |  |  |  |  |
| Average sales | 105.918 | 28.283 | 43.810 | 66.023 | 285． 356 |
| Aversge excense \＄ | 111.794 | 31.547 | 47.562 | 70.704 | 297.361 |
| Average net loss \＄ | $-5.878$ | －3．284 | －3．752 | －4， 381 | －11．805 |

1985
Mumber of observiticns in sample
Average salos $\$$
Aversge exoenst $\$$
Average not orofit（loss）$\$$

| $\begin{array}{r} 3.413 \\ 107.629 \\ 89.747 \\ 17.874 \end{array}$ | $\begin{aligned} & 29.720 \\ & 16.331 \\ & 13.389 \end{aligned}$ | $\begin{aligned} & 43.484 \\ & 28.971 \\ & 14.493 \end{aligned}$ | $\begin{aligned} & 75.316 \\ & 57.531 \\ & 17.785 \end{aligned}$ | $\begin{array}{r} 281.982 \\ 258.154 \\ 25.828 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} 3.111 \\ 108.556 \\ 85.891 \\ 20.885 \end{array}$ | $\begin{aligned} & 29.778 \\ & 15.815 \\ & 14.181 \end{aligned}$ | $\begin{aligned} & 43.413 \\ & 27.171 \\ & 18.242 \end{aligned}$ | $\begin{aligned} & 74.752 \\ & 54,460 \\ & 20.312 \end{aligned}$ | $\begin{array}{r} 278.282 \\ 245.539 \\ 32.743 \end{array}$ |
| $\begin{array}{r} 302 \\ 113.058 \\ 119.854 \\ -4.798 \end{array}$ | 28.473 32.134 -3.681 | 44.024 48.717 -4.893 | $\begin{aligned} & 80.112 \\ & 83.814 \\ & -3.702 \end{aligned}$ | $\begin{array}{r} 299.514 \\ 306.749 \\ -7.735 \end{array}$ |

Businesses reperting orofit（Mo．） Averege sales 5
Average expense $\$$
Average net profits

Businesete peporting lose（Mo．）
Aversoge seles
Average expense $\$$
averace net loss s

556
85.89
20.8 B 5
113.302
117.85
$-4.798$
29.720
16.331
43.46
28.971
14.493
43.413
74.452
54.42
20.312
80.112
$-3.702$

281．982
253．154
25．828
278.282
245.539
32.743
299.514
306.749

1987

```
Mumber of observitions in sample Average sales \(\$\)
Aver ege expense \(\$\)
Averseg net profit（loss）\(\$\)
```

Businesses poporting profit（Mo．）
Average sales
Average exDense
Aversge net profits

Cusinestes poparting lose（Mo．）
Average stics
Average expense g

| Averige net loses $\$$ | 115.589 |
| :--- | :--- |

28.841
17.581
11.280
28.820
17.146
11.574
29.613
33.785
-4.172
40.973
24.156
18.817

41.040
22.693
18.347

40.085
63.340
-3.255

| 72.076 | 275.913 |
| ---: | ---: |
| 52.637 | 247.091 |
| 19.639 | 29.822 |
|  |  |
|  |  |
| 72.141 | 274.358 |
| 50.580 | 237.563 |
| 21.581 | 38.695 |
|  |  |
| 71.180 |  |
| 78.748 | 293.012 |
| -7.588 | 306.481 |
|  | -13.469 |

111 These estimetes are based on sanole of businesses peporting sales between 325.000 and $32.000,000$ ．
Sen iabl 1 for symoois and notes

TABLE 1．Selocted oderating ratios，in percent of salos， 1987
canada．Painting and oecortiting work（SiC 4275）

|  | ＇oral！＇ |  | 30： $\begin{gathered}\text { ：0m } \\ \text {－}\end{gathered}$ |  | －Cal－ower |  | －．00：$-200 \%$ |  |  | 浬 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businasses ： n samol ino． Low galas value \＄000＇s） Hign salos value i 8000 s： | $835$ |  | $\pm 0$ |  | $\begin{aligned} & \div 0 \\ & 62 \end{aligned}$ |  | $\begin{aligned} & 3 \\ & 0 \\ & 0 \end{aligned}$ |  |  | $\because:$ |  |
| Selected moonse item | ：nousiry averagei2； |  |  |  |  | $\begin{aligned} & \text { gousi- } \\ & \text { iesses } \\ & \text { ropopting } \end{aligned}$ | ¢e000．．ng zusuesses 29．．． |  |  |  |  |
|  | 门ot | $\begin{array}{r} 30+10 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { ower } \\ \text { miod } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Joper } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & 600 \\ & 25 \% \end{aligned}$ |  | －otal | $\begin{array}{r} 30 t: o m \\ 25 \% \end{array}$ | $\begin{array}{r} -5 w e r \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} -p e e r \\ \text { midala } \\ 25 \% \end{array}$ | $\begin{aligned} & -20 \\ & 25 \% \end{aligned}$ |
|  | Porcont of sales |  |  |  |  |  | Percant oi sales |  |  |  |  |
| Cost of seles | 17.2 | 13.5 | 18.1 | 15.2 | 20.8 | 73.4 | 23.4 | 20.2 | 25.0 | 22.8 | 25.1 |
| Occupency expenses |  | 8.7 | 5.8 | 5.0 | 4.7 | 98.7 | 6.3 | 9.3 | 8.1 | 5.0 | 4.8 |
| Deoreciation Redairs \＆maintenance | 2.7 | 3.9 1.0 | 2.5 | 2.5 0.6 | 1.7 0.7 | 93.5 36.8 | 3.2 2.0 | 1.3 2.3 | 3.3 2.2 | 2．9 1.9 | 2.8 |
| Heat．I ight \＆tolunone | 1.0 | 1.3 | 1.2 | 0.9 | 0.8 | 61.5 | 1.7 | 2.4 | 2.1 | 1.5 | $\therefore .0$ |
| Rent | 1.6 | 2.5 | 1.4 | 1.0 | 1.4 | 52.8 | 3.0 | 6.2 | 2.9 | $\therefore$ ： 0 | 2.1 |
| Personnel expenses | 23.5 | 11.8 | 18.7 | 25.5 | 38.0 | 75.6 | 31.1 | 22.5 | 28.2 | 29.1 | 39.1 |
| Finonciol expenses | 1.7 | 1.6 | 2.0 | 1.6 | 1.6 | 83.3 | 2.0 | 2.1 | 2.5 |  |  |
| Interest \＆benk charges Professional fees | 1.0 0.7 | 1.0 0.6 | 1.3 0.7 | 1.0 0.5 | 0.8 0.8 | 65.4 | 1.5 | 2.0 | 2.0 | 1.8 0.8 | 2． 2 2.3 |
| Other expenses | 28.4 | 23.9 | 28.2 | 28.2 | 25.2 | 100.0 | 28.4 | 23.9 | 28.2 | 28.2 | 25.2 |
| Profit（loses） | 25.2 | 40.5 | 27.2 | 23.4 | 9.7 | 98.3 | 25.6 | 40.5 | 28.5 | 23．8 | 9.8 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\ldots$ | ．$\cdot$ | $\cdots$ |

## Symbols

－zero or no observations
－too smell too be mepressed
not apolicable
$x$ confidentis

## Foetnaten

（1）Thest bstimetce based on s samsl of businesses reporting salus between $\$ 25,000$ and $\$ 2.000 .000$


This portion of the tabl pertains only to the businesses reporting the soncific mpense item．Therefore these ratios are calculateo individuelly and the total will no：necosserily oquel $100 \%$ ．

## Motes

Data are shom by quartiles when at last 13 of the semplod businesses peport the specific item．
 ong quarier of the total number of businesses．Wi thin emeh quartile，the average patio is Dresented．for comparison gurposes．the high and lom vilues of stiles are shown．

How to ust the totblet

 too $25 \%$.
（3）Data pertaining to the selected seles size fande will de in that guartile

Standerd Industrisl Elassification Definition（\＄1C 1989）：
516 4275 －Peinting and Decorting Contractors
gusinesses primarily engaged in painting．paperhanging and decoraling in buildings and painting of hatavy langineeringl structupes included are businesses primerily engaged in paint op paper spripping and garking lop or road surface marking．fhis industry inctudes the painting of bridges and structures．interior oecorating．paint seripoing laxcept fupniturel，interiof and oxtrfiop dainting of buildings．Dapor nanging linterior decoratingi and walloaper hanging and removal．

TABLE 2. Salance sheet proftle for incorporated businesses only. 1987
Caneds. Painting and Decorzting Work (SIC 4275)

|  | P0:3,11! | $\begin{array}{r} \text { Sot } \because 0 \mathrm{om} \\ 25 \% \end{array}$ | $7: 001 e^{-2 m e r}$ | $\begin{array}{r} \text { - } 208: \\ \text { n: tcie } \\ \text { - } \end{array}$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses $n$ sample iNo. Low sales value : $\$ 000 \mathrm{~s}$ ) Hign saigs value ( $\$ 0000^{\circ}$ s) | $\begin{gathered} 104 \\ 11 \\ 11 \end{gathered}$ | $83$ | +30 ${ }^{3}$ |  | :" |
|  | Average (5000's) |  |  |  |  |
| 2ssuts |  |  |  |  |  |
| Cash | 4 | ) | 11 | 0 | $80^{\circ}$ |
| accounts and notes receivable finentory | 34 | 3 | 11 | 30 | 20 |
| Other current assets | 33 | 8 | 18 | 32 | 35 |
| Total curient assets | 67 | 10 | 29 | 33 | 76 |
| Fixec assets | 23 | 10 | 13 | 20 | $\equiv 1$ |
| Lest: Accum. deo. on fixed sesets Other assuts | 6 | 1 | 9 | 3 | :2 |
| Other asiets | 6 | 1 | 9 | 3 | ! 2 |
| Total sesete | 17 | 22 | 52 | 75 | 238 |
| Liabilities and equity |  |  |  |  |  |
| Current loens <br> Other eurrent lisoilities | 37 | $10^{3}$ | 18 | 33 | 38 |
| Potal curfont liaoilitios | 45 | 13 | 19 | 42 | 105 |
| Mortgages oaytol | - | - | - | - | - |
| Long tarm geot | ${ }_{5}$ | 1 | 5 | 1 | 25 |
| Other liabilities | 15 | 7 | 15 | 13 | 25 |
| Total lisbilities Potal equity | 81 38 | 29 | 34 | 55 20 | 132 105 |

11) These estianes ap bisfd on stopl of businesses reporting sales between $\mathbf{3 2 5 . 0 0 0}$ and $\$ 2.000 .000$.

Ses Table 1 for symools and notes.

TABLE 3. Financtal ratios(1) for incorporsted bustnesses only, 1987
Canade. Paineing and Decorating Mork (SIC 4275)

|  | Potal(2) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | $\text { middle } 25 \text { K }$ | Uoder middle 25\% | Too $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $\$ 000$ 's) High salos vilue ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 404 \\ & 19 \\ & 19 \end{aligned}$ | 11 83 | 83 188 | $\begin{array}{r}168 \\ 327 \\ \hline\end{array}$ | 327 111 |
|  | Averege |  |  |  |  |
| biquidity ratio Curront iatio (times) | 1.5 | 0.1 | 1.6 | 1.3 | 1.7 |
| Leverage ratios Oeot/equity ratio (times) Interest coverage ratio (times) Dabt iatio (times) | 1.7 8.8 0.6 | 42.9 1.0 | 9.9 7.1 0.7 | 2.8 7.8 0.7 | 1.2 12.0 0.8 |

[^23](2) These estimeres orn besed on semple of businesses peporting sals between 825,000 and $\$ 2.000 .000$.

5*e table i for symols nod notes.

Definitions:

1. Liquidity ratio:

Gurrmi = curront assets $/$ eupent lisbilities
2. Leverage ratios:

```
Depe/equicy = cotal liatulitims / equity
Deot ratio = total lizoi\ities / total assets
lnterest goverage z net profit - inemrest expense / interest expense.
```

FABLE 4. Statement of enanges in finaneial position for incorporated busimesses only, igst
Canada. Paineing and Decorating Work (Sic 427s)

|  | Fois, : | $30: \hat{2 m}$ | -1: ! - - \% = \% |  | "こ: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. -ow sales value $\$ 000$ 's! High salas value i $\$ 000$ si | $; 77$ | $34$ | $\begin{aligned} & 3 \\ & 3 \end{aligned}$ |  | ! ${ }^{*}$ |
|  |  |  | Average 300C 3\% |  |  |
| Operting ectivities <br> Casn :rom ooerations <br> Oenmeciation Other | $\begin{array}{r} 14 \\ -4 \\ 5 \end{array}$ | - -1 | $\begin{array}{r} \vdots \\ -4 \\ -4 \end{array}$ |  | $\begin{array}{r} ? 5 \\ -10 \end{array}$ |
| Dividendi | -5. | -1 | -5 | - 7 | -7 |
| Investment activisics <br> Discosal of fixed assets <br> ourcnasa of fixed assers <br> tncrease in investmont <br> Decreese in investmen? | $\begin{array}{r} 2 \\ -10 \\ -1 \\ -1 \end{array}$ | -2 | $\begin{array}{r} 2 \\ -4 \end{array}$ | $\begin{array}{r}1 \\ -7 \\ \hline\end{array}$ | 2 -25 -1 - |
| Financing setivitios <br> Incresse in long term debt <br> Reparment of long term debt <br> Loans from sharenolders <br> Repsyment of loans from sheronolders <br> Advances $\&$ loans from government <br> Incresese in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 4 \\ -2 \\ 3 \\ -2 \end{array}$ | 2 -1 -1 | $\begin{array}{r} 1 \\ -1 \\ 3 \\ -1 \end{array}$ | $\begin{array}{r} 2 \\ -2 \\ 2 \\ -2 \\ - \\ 1 \end{array}$ | 2 -5 1 -5 - $i$ |
| incresse(decreasel in cash sequivalents Cash s equivalents-beginning of the year Gesh a quivelents - End of the year | $\begin{array}{r} 3 \\ 15 \\ 18 \end{array}$ | -2 8 5 | $\begin{array}{r} -4 \\ 16 \\ 12 \end{array}$ | $\begin{array}{r} 9 \\ 10 \\ 19 \end{array}$ | 10 25 35 |

 only those ousinetsins rimporing stintement of changus.
Soe iable 1 for symools and notes.

Canada. Painting and Decoreting Work (SIC 4275)

| Business sizexpressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total } \left.\begin{array}{r} \text { parroll } \\ (\$ 000 \\ 500 \end{array}\right) \end{array}$ | Averaga labour units(1) | Chenges in number of businosses with oald employess |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { poopting(? }) \end{array}$ | No IOnger - Coortingl3: |
| 1984 |  |  |  |  |  |
| Total | 4.439 | 251.389 | 10.478 | 1.001 | 549 |
| $\begin{aligned} & 103 \text { than } 20 \\ & 20^{-99}-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 4.347 \\ 87 \\ 5 \end{array}$ | $\begin{array}{r} 182.931 \\ 58.715 \\ 10.243 \end{array}$ | $\begin{array}{r} 7.510 \\ 2.482 \\ 685 \end{array}$ | 991 8 2 | $\begin{array}{r} 539 \\ 4 \\ 5 \end{array}$ |
| 500 and over | - |  | - | - | - |
| 1987 |  |  |  |  |  |
| Total | 5.305 | 373.000 | 13.945 | 1.228 | - $\cdot$ |
| $\begin{aligned} & \text { leas than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 5.175 \\ 114 \\ 16 \end{array}$ | $\begin{array}{r} 287.715 \\ 88.637 \\ 18.848 \end{array}$ | $\begin{array}{r}9.882 \\ 3.224 \\ 859 \\ \hline\end{array}$ | $\begin{array}{r} 1.207 \\ 18 \\ 1 \\ \hline \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |


 full-time employet. Mote thet the business size groups used are determined at the lanada level. ihus ip a business has at least 300 employess in conade as whol but less phan that nunger in any given province it is shown in the 500 and over grouo.
121 Refers to businesses reporting no payroll duductions in the pevious year.
(3) Refers to businesses roporting no payroll decuctions in the following yeer
"Hewiy reporfing" and "no longer reporting" businesses are assumed to nave been in activity for six months and ihe informstion is adjusted accordingly.

See iable 1 for symbols and notes

TABLE 6. Selected operating enaracteristics of smail ousinesses by sales guar-i! e. ig8g-1987
Sanade. Painting and secerating work (Sic 427 E)


1985



1988

|  | 1988 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observetions in sample | 2.811 |  |  |  |  |
| Average sales \$ | 122.514 | 31.197 | 48.053 | 33. 228 | 327.59! |
| Average exomene $\$$ | 104.287 | 19.259 | 32.940 | 86.828 | 299.122 |
| Avorage not opofit (loss) s | 18.227 | 11.920 | 15.123 | 16.398 | 29.489 |
| Susinesees reporting a proflt (Mo.) | 2.248 |  |  |  |  |
| Average salas \$ | 124.535 | 31.038 | 47.934 | 82.697 | 336.469 |
| Average expenses | 101.913 | 17.881 | 30.210 | 82.127 | 297.334 |
| Average net profits | 22.622 | 13.057 | 17.724 | 20.570 | 39.135 |
|  |  |  |  |  |  |
| Avorsge seles $\$$ | 113.821 | 32.350 | 49.183 | 85.962 | 287.189 |
| Average expenses | 121.240 | 35.564 | 56.526 | 91.181 | 301.708 |
| Average net loss \% | -7.419 | -2.614 | -7.343 | -5.199 | -14.513 |

1987
123.579
$105.393 \quad 32.334$
32.334
19.813
50.875
37.224
13.651
83.653
327.346
$\begin{array}{ll}105.393 & 19.813 \\ 18.159 & 12.521\end{array}$
757
126.137
126.137
104.047
104.047
22.050
22.090
35.564
-2.514
56.526
-7.343
91.181
-5.199
301.708
-14.519
13.8210
121.240
-7.419
31.197
30.232
.9 .552
10.50
47.738
35

Average sates
$\begin{array}{r}2.455 \\ +28.895 \\ \hline 12.457\end{array}$
28.895
+12.557
Average axcense $\$$
Average $9 \times 0$ ense $\$$
Average net orofit (ioss) $\$$
Susinesses peorting profit (Mo.)
30.245
47.754
85.954
346.357
avorage sales $\$$
Aver age oxpense $\$$
s
:27.730
Average oxdense
34. 572
9
4.92
Average seles \$
-8.195
53.925
-6.171
91.581
395.353
Average expense $\$$
Aver ege net loss $\$$
14.951
-8.971
$-16.095$

```
    Aversge seles $
Number of obeervetions in sample
    Averace sales $
    Average exoenses
    Avorage net opofit (loss)s
Rusinestes reporting proflt(Mo.)
    Average salas $
    avarage salas g
    Avtrage oxpense?
    Average net Drofits
    Average exoensos
```

        124.535
        124.535
        01.813
        9.25?
        48.063
        83.228
    293.122
2.811
122.518
19.257
32.940
86.828
104.287
15.123
16.398
29.469
47.934
30.210
17.724
82.697
336. 469
31.038
82.897
22.622
17.724
82.127
297.334
.240
$-7.343$

    Average sales $$ $ 123.552
    ```
```

- 

```
```

Mumbsr of observetions in sumple

```
Mumbsr of observetions in sumple
    Average sales $
    Average sales $
    Average sales $
    Average sales $
    Average exoense $
    Average exoense $
8usin
8usin
    Averseg sales s
    Averseg sales s
    Average expenses
    Average expenses
    Average expenses
    Average expenses
Businesses reportIng lose (Mo.)
Businesses reportIng lose (Mo.)
    Average sules S
    Average sules S
    Average exoense S
    Average exoense S
    Average not loss'$
```

        105.393
    65.119
399.419
27.829
12.521
13.651
18.534
27.929
757
126.137
104.047
22.090
879
3

| 757 |  |
| ---: | ---: |
| 126.137 | 32.395 |
| 104.047 | 19.280 |
| 22.090 | 13.115 |
|  |  |
| 122 |  |
| 112.727 | 30.514 |
| 123.576 | 35.824 |
| -10.849 | -5.310 |

112.727
30.514
30.514
35.824
123.727
123.576
123.576
-10.849
35.824
-5.310
32.395
19.280
13.115
13.651
50.425
34.585
15.839

56.034
57.475
-11.441
2.334
9.813
12.521

32.395
19.280
13.115

30.514
35.824
-5.310
I
18.534
$\because$
$(11$ Thest estimates are based on samole of ousinesses reporting sales petween $\$ 25.000$ and 32.000 .000 .
See Table 1 for symbols and noces

TABLE 1. Selected ooerting ratios. in percent of sales. 1987
Canade, ornamment and Miscellaneous faoricared metal |nstellation (Sic 4292)

|  | -orat: |  | $30: 70 \mathrm{~m}$ |  |  |  | Kise: joger |  |  | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ऊusinesses n samole Mo. -ow sales value $\$ 000$ 'si fign saies value (\$000'si |  | $38$ |  | $89$ |  | $\begin{aligned} & 49 \\ & 59 \end{aligned}$ |  |  |  |  |  |
| Selected expense iten | S noustir avaragel? |  |  |  |  | $\begin{aligned} & \because \text { zus: } \\ & \text { Aesses } \\ & \text { recoreing } \end{aligned}$ | ₹apor-ing -usinassas an:u J |  |  |  |  |
|  | Total | 308:0円 25\% | $\begin{array}{r} \text {-awer } \\ \text { midole } \\ 25 \% \end{array}$ | joper midel 25\% | $\begin{aligned} & -00 \\ & 25 \% \end{aligned}$ |  | Po:al | $\begin{array}{r} 30:: 2 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-ower } \\ \text { miote } \\ 65 \% \end{array}$ | $\begin{array}{r} -0001 \\ m i d a l \\ 25 \% \end{array}$ | $\begin{aligned} & -80 \\ & -5 \% \end{aligned}$ |
|  | Purcent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 29.1 | 23.2 | 21.2 | 24.4 | 40.7 | 79.2 | 36.7 | 38.2 | 24.0 | 44.0 | 42.9 |
| Occupency expenses | 8.8 | 12.3 | 7.9 | 4.2 | 5.7 | 92. 2 | 9.5 | 23.5 | 7. 2 | 4.5 | 5.7 |
| Oepreciation | 2. 2 | 2.4 | 3.4 | 1.4 | 1.7 | 79.8 | 2.8 | 5.9 | 3.4 | 1. ${ }^{5}$ | 2.1 |
| Reosirs of mintenance | 0.5 | 0.8 | 0.3 | 0.7 | 0.7 | 44.9 | 1. 2 | 2.3 | 0.9 | 1.2 | 9.0 |
| Heat. light sioleonons | 1.8 4.3 | 3.5 11.9 | 1.6 2.5 | 1.1 | 1.1 2.2 | 81.8 58.8 | 2.2 8.2 | 18.5 | 1.9 | 1.7 2.0 | $\therefore 1$ |
| Personnel expenses | 28.5 | 17.5 | 23.7 | 34.3 | 29.8 | 93.3 | 28.4 | 17.5 | 32.0 | 34.3 | 29.8 |
| Finenciel expenses | 2.3 | 4.6 | 1.9 | 1.4 | 1.5 |  |  | 4.5 |  |  |  |
| interest \& bank sharges Professional fees | 0.9 1.4 | 1.3 3.3 | 0.8 1.1 | 0.8 | 0.9 | 71.0 93.3 | 1.3 | 2. 3 3.3 | 1.5 | 0.8 0.8 | 1.0 0.7 |
| Other expenses | 23.2 | 23.1 | 28.0 | 25.1 | 17.4 | 100.0 | 23.2 | 23.1 | 28.0 | 26. 1 | 19.1 |
| Profit (lose) | 10.1 | 10.3 | 19.6 | 5.8 | 4.1 | 97.5 | 10.3 | 10.3 | 21.5 | 5.6 | 4.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\ldots$ | . . |  |

## Symoole

```
- zero or no observerions
-* &O0 3msl! too be expressed
... not moolicaplo
x confidentisl
```


## Footnotet




This portion of the tebt pertains only io the butinestes reporting the specific expense item. Therefore these perios are calculatoc individually and the cotal will not necessafily equil $100 \%$.

## Notes

Date are shown by guartiles when at leat 13 of the samplad businasses repopt the specific irem.
 one querter of the cotel number of businssses. Within eech quartile. the guerage ratio is presenteg. For cometison purposis. the nigh and low viluts of seles art shown.

How to use the teotas

 $10025 \%$.
(3) 0.ta pertaining to the selected stat size range will be in ther quartile.

## Standerd Industrisb Clestificstion osfinition (SIC 1980):

SIC 4292 - Ornementel and Miscelinneous foticered metal lnataliers
gusinesses primafily ongage in the instalistion and repar of standerd or custom fabricated sheet metal comoonents iexcept for roofing and duct morki. decorative icon or stebl mork. ornamental or arcmitecturgl metal work. Businessas ongaged in the installation of afchifectural metal mork. installation of metal dalconios. installation of metal oecks ano geates. installation of decormive iron and

 stairs installation and the installation of metal store front frames are incluged in this industry

PABLE 2．Balance sneat profil for fncorporeted businesses only， 1987
Ganmam，Ornamental anc Miscellaneous faoricered metel installation（Sic＋292）

|  | －0731：${ }^{\text {a }}$ | $\begin{array}{r} \text { sor:om } \\ i \sum:, ~ \end{array}$ | －．03： 5 Swer |  | － |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses a samole No． －ow sales valite（ 5000 o s） High ss：es ratue 3000 ＇s） | 30 $i!$ 1 | i 3 | $\begin{array}{r}73 \\ 207 \\ \hline\end{array}$ | 3 | ここ |
|  |  |  | verage ； 9000 |  |  |
| Assets |  |  |  |  |  |
| Casn | － |  | － | － | － |
| Accounts and notes fectivable | $42^{\circ}$ | 5 | 15 | 28 | － 3 |
| lnventory Opher currene assees－－ | 33 | ：0 | ： 4 | ？ | －3 |
| Other current assers | 74 | 15 | 29 | 53 | 96 |
| Fixed assers | 29 | 9 | 13 | 32 | \＃ |
|  |  | － |  | － | － |
| Other assets | 3 | － | － | 3 | 3 |
| Total mesets | 108 | 24 | 42 | 89 | 284 |
| Liebilities and equity |  |  |  |  |  |
|  | 43 | 21 | 1 <br> 18 | 11 34 | 16 10 |
| Total surient liabilities | 50 | 21 | 17 | 45 | 117 |
| Martzages oayable | － | ． | － | － | $=$ |
| Lang ierm dubt | 2 | － | 2 | ${ }^{3}$ | 三 |
| Other liabilities | 19 | 5 | 3 | 35 | 31 |
| Total liabilition | 72 | 27 | 22 | 83 | 153 |
| Total equity | 35 | －3 | 20 | 6 | 111 |

191 fhese stimetes are based on sample of businesses peorting selos between \＄55．000 and \＄2．000．000．
see isol i for symools and notes

TABLE 3．Financisi retios（1）for incorporited butinesses only，1987
Consde，Ornemental and Miseellansous Febricated metel Instaliation（Sic 4292）

|  | Total ${ }^{\text {（2）}}$ | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\％ | Uoper <br> niddle 25\％ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol（Mo．） Low sales velue（ $9000^{\circ}$ s） High sales velue（5000＇s） | 50 （1） （1） | 11 73 | 73 207 | 209 400 | 400 10 |
|  | Average |  |  |  |  |
| Liquidity retio Current retio（times） | 1.5 | 0.7 | 1.9 | 1.2 | 1.7 |
| Leverage ratios <br> Debt／equity ratio（times） <br> Interest coverage ratio（times） <br> Debt ratio（ines） | 2.1 8.3 0.7 | -9.4 $0 . i$ | 1.1 25.4 0.5 | 12.9 1.8 0.9 | 1.4 9.2 0.5 |

[^24]Set isole i far symols and notes．

Definisions：
1．biquidity retio：
Cuprent a current assets／curfant liabilities

2．Leverage pesios：
al Debs／equity＝sotal iabilities／equisy．
Deot ratio z total liabilities／total assers
©）Interest coverage $=$ net profit ．interest expense／interess expense．

SOURCE：Small Business and Special Survers Division．Staristics Canade．

TABLE 4. Statament of sianges in financiai position for incorcorated jusinessas only. isg7
Cansad. Ornamental and Miscellaneous faoriceted metal insetiatiom (SIC 4292)

|  | Totalil | $\begin{array}{r} 30: \div 0 m \\ 25 \% \end{array}$ | - owe |  | こ= |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in samol (No. .-2w sales velue (\$000, s) -Gn salus value ( $\$ 000^{\prime}$ s) | $\begin{gathered} 25 \\ \vdots \\ 1 \end{gathered}$ | $104$ | $\begin{aligned} & 04 \\ & 25! \end{aligned}$ | $\begin{array}{r} 3 \\ -3 \\ 033 \end{array}$ | : 3 |
|  |  |  | verase 3000 |  |  |
| jourating activities -isn 6om operations Dapraciation Other | 19 3 -18 | $-14$ | 3 3 3 | ! | $\vdots$ $\vdots$ $\vdots$ |
| Jividends | - | - | - | - | $-2$ |
| :nvestment ectivitice <br> Disposal of fixed assets <br> purchase of fixed assets <br> increase in investment <br> Decrease in investment | $-20$ | 1 -2 | -5 | -50 | -2? |
| Finencing ectivities <br> Ciciesse in long term debt <br> Reosyment of long term debt <br> boans from shar nolders <br> Reoayment of lons from sharenolders <br> advences o loans from government <br> inciase in enuity <br> Cuciese in equity <br> Dener | 5 -2 9 -2 - -1 | $=$ <br>  <br> $=$ <br> $=$ <br> $=$ | 1 -1 -1 - - $i$ | 12 -2 29 | 3 $-\frac{2}{3}$ -9 -7 -8 -2 |
| increaseldecresel in cash sauivelonts Cash \& equivelents-Beginning of the yoser Cash \& quivalents - End of the yoet | 1 10 | $\begin{array}{r} -10 \\ 15 \\ 8 \end{array}$ | 19 10 29 | 7 | -19 13 -5 |

 only those businesses reporeing stetement of cnanges.
So Thole 1 for symbols and notem.

TABLE 5. Employment enanges by size of business. 1984-1987 bised on SIC classification in i987
Caneds. Ornementel and Miscellaneous fabricated metel Installation (SIC 4292)


[^25]TABLE 6．Selected operting emartateristics of small businesses by sales guaryile． $985-1987$ Eanmoe．Ornmentel and Hisctileneous fabricated wetel installation sic 4292 ）

| －2ta $\%$ | Sot：0m | －owe | －35： |
| :---: | :---: | :---: | :---: |
|  | 25\％ | －cole |  |

9885

| Number of sotervations in sample | 11 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {a }}$ | 225．348 | 30.572 | ¢1．72！ | 22.375 | 「29．ここ？ |
| dverage expense | 208.376 | 22． 315 | ：0．437 | 35． 13 | 373． 29 |
| Average not profit（loss）\＄ | 17.272 | 8.657 | 1.284 | 5．383 | 54．484 |
| 8usinesses reoorting profit（Mo．） | 81 |  |  |  |  |
| Averape sales \＄ | 228．709 | 31.238 | 41.731 | 99.039 | 734.839 |
| Average expense 5 | 205.427 | 22.927 | 39.256 | 80.724 | 578.789 |
| Average net profits | 21.282 | 8.309 | 2.465 | 18.315 | 56.042 |
| Busineszes rearting lost（Mo．） | 10 |  |  |  |  |
| Average sales $\$$ | 140．302 | 27.171 | 41.603 | 105．434 | 387.000 |
| Average expense 5 | 152.030 | 28.980 | 54． 480 | 111.858 | 413.000 |
| Average net loss \＄ | －11．728 | －1．809 | －12．877 | － 6.224 | －28．000 |

1986

| Mumber of observations in sample <br> Average sails <br> Average expense \＄ <br> average net prafit（loss）\＄ | 198 138.030 18.417 18.813 | $\begin{array}{r} 31.781 \\ 29.255 \\ 3.508 \end{array}$ | $\begin{aligned} & 47.145 \\ & 35.400 \\ & 11.745 \end{aligned}$ | $\begin{array}{r} 108.815 \\ 95.108 \\ 13.707 \end{array}$ | $\begin{array}{r} 384.399 \\ 328.304 \\ 37.495 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businusses peporting profit（Mo．） | 75 |  |  |  |  |
| Average sales | 137.913 | 31.650 | 46．711 | 108，794 | 384.497 |
| Aversge expense 5 | 120.295 | 27．504 | 33，303 | 93，784 | 326.508 |
| Average net profit \＄ | 17．618 | 4.148 | 13.408 | 15.030 | 37.889 |
| Buginesses reporting lose（Mo．） | 13 |  |  |  |  |
| Average sales | 136.588 | 34.321 | 51.583 | 109.034 | 351，424 |
| Average exoense $\$$ | 144，44？ | 45，708 | 58.711 | 109．197 | 366.171 |
| Average not loss \＄ | －7．381 | $-11,397$ | －5．148 | －183 | －14，747 |

1987

| Number of observations in smaple Average soles <br> Average expense $\$$ <br> Average net Drofit（loss）\＄ | $\begin{array}{r} 78 \\ 222.420 \\ 209.183 \\ 13.237 \end{array}$ | $\begin{array}{r} 38.223 \\ 34.313 \\ 3.910 \end{array}$ | $\begin{aligned} & 79.798 \\ & 88.754 \\ & 13.044 \end{aligned}$ | $\begin{array}{r} 218.307 \\ 202.565 \\ 13.742 \end{array}$ | $\begin{array}{r} 555.353 \\ 533.099 \\ 22.254 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting aprofit（Mo．） <br> Average sales 5 <br> Average expense $\$$ <br> Average net profits | $\begin{array}{r} 80 \\ 220.062 \\ 199.027 \\ 21.035 \end{array}$ | $\begin{array}{r} 38.905 \\ 28.839 \\ 8.058 \end{array}$ | $\begin{aligned} & 79.798 \\ & 86.754 \\ & 13.044 \end{aligned}$ | $\begin{array}{r} 212.237 \\ 195.898 \\ 16.339 \end{array}$ | $\begin{array}{r} 551.309 \\ 504.615 \\ 45.894 \end{array}$ |
| Businasses reporting loss（Mo．） <br> Average sales 5 <br> Average expenses <br> Average net loss s | $\begin{array}{r} 12 \\ 283.313 \\ 295.769 \\ -12.458 \end{array}$ | $\begin{aligned} & 39.994 \\ & 41.674 \\ & -1.680 \end{aligned}$ | － | $\begin{array}{r} 245.851 \\ 250.987 \\ -5.116 \end{array}$ | $\begin{aligned} & 584.093 \\ & 594.566 \\ & -30.573 \end{aligned}$ |

I11 ihese espimates or based on sample businesses peporting sales oneween $\$ 25.000$ and 82.000 .000
see table i for symools and notes

TABLE 1．Selected oderating ratios，in pereent of sales． 1987
Canade，Land Oevelopers（S1C 4491）

|  | －otal： |  | 3ct：om |  | －10a12－2wer |  | － $20: 20 \%$ |  |  | － |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses n samole Mo． Lom sales value 3000 s） tign salos value（ 9000 ＇s） | $\therefore \hat{3}$ |  | ji |  | $\begin{aligned} & \vdots \\ & \text { 荅 } \end{aligned}$ |  | $\begin{array}{r} 55 \\ -58 \end{array}$ |  |  |  |  |
| Solecoo expense i \％mm | indusiry averagelz） |  |  |  |  | $\begin{gathered} \text { Mous: } \\ \text { hesses } \\ \text { roorting } \end{gathered}$ | Fepo: : G ius.nesses 2ni |  |  |  |  |
|  | Potal | $\begin{array}{r} 30 \text { 3tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-ower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { vooer } \\ & \text { nodie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | こと年1 | $\begin{array}{r} 30:: 0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} -=w e r \\ \text { miod } \\ =5 \% \end{array}$ | $\begin{array}{r} \text { Joper } \\ \text { miogit } \\ 25 \% \end{array}$ | $\begin{aligned} & =0 \\ & 05: \end{aligned}$ |
|  | Percent of salus |  |  |  |  |  | zercent af sales |  |  |  |  |
| Cost of seles | 15.1 | 18.3 | 9.7 | 10.4 | 23.7 | 34.0 | 44.5 | 47.9 | 35.4 | 29.8 | 30.1 |
| Decupency expensas | 3．8 |  |  |  |  |  | 8．8 | 8．9 |  | 3.5 | 2.9 |
| Oepreciation | 1.8 1.0 | 2.1 | 3.5 2.6 | 1.1 | 0.8 | 42.1 21.1 | 4．3 4.7 | 18．？ | 9.7 9.4 | 2．3 | 1．2 |
| Repairg m mantenance meet．light of tuleohone | 1.0 0.3 | 0.9 0.2 | 2.6 0.2 | 0.4 | 0.1 0.3 | 21.1 25.8 | 1.7 1.0 | 11.6 2.0 | 9.4 1.2 | 2.0 0.9 | 0．5 |
| Rent | 0.5 | 0.5 | 1.1 | 0.3 | 0.2 | 23.1 | 2.3 | 1.7 | 4.7 | 1.7 | 0.8 |
| Personnel exoenses | 14．8 | 19.8 | 23.3 | 8． 8 | 7.4 | 55.0 | 28.8 | 42.6 | 40．1 | 19.2 | 10.4 |
| Financial expenses | 9.7 | 13.2 | 15．？ | 5.4 | 4.4 |  |  | 13.7 |  |  |  |
| Interest \＆benk cnarges professional fass | 4.6 5.3 | 5． 7.6 | 6.5 19.3 | 1.0 | 3.5 0.9 | 69.4 87.9 | 6.3 5.0 | 8.2 9.3 | 6.0 11.8 | 7.2 1.9 | 4．9 |
| Other expenses | 52.1 | 54.0 | 49.9 | 80.0 | 41.2 | 99.9 | 53.0 | 54.0 | 49.9 | 80.1 | 48.3 |
| Protit（loss） | 4.0 | －7．1 | －6．0 | 13.7 | 15.2 | 99.1 | 4.0 | －7．1 | －6． 1 | 14.1 | 15.2 |
| Toral | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | ．．． | $\ldots$ | ．$\cdot$ |  |

## symbals

－zero of no odservations
－： 00 smell to0 be expesesed
not soolicabl
$x$ conficentiol

## Feotnetes


iotal weignted expengitup on given item

（3）Yelue in tect cell total wightod expenditur on given item

解 individuilly and the sotal will not necesserily equil 1008.

Notes
Datio are shown by quartiles when at liest 13 of the samoloo busingeses roport ehe somific itam．

 migh and low values of silies or shomn．

## How to use the tebles


$12\}$ The selected range will indicate the proper gusptile．i．©．the bottom 25\％．the lower middi 25\％．the upper midol $25 \%$ or the top $25 \%$.
131 Dete ofrtining to the selectid stes size ponge will be in the quartile

## Sendard Induetrial Clestificetion 0efinition（516 1980）：

## SIC 4491－Lend Developers

Businesses primarily engaged in ehe acquistion．assmoly．suodivision and servicing of land for subsequent resele fo builders． lncluded are dusinesses engaged in land development for builoing lor subdividing．land developers．land assembling and develooing and 1 and development for land servicing（hydio．sowep and water）

(1) ihese ustimerns ar besed on sumpl of businesses reporting sales beiween 825,000 and $\$ 2,000,000$.

Set isol. i for symbols and notes.

TABLE 3. Financimi ratios(1) for incorporsted buzinestes only. igst
Ceneds. Lend Developers (S1C 4491)


(11) ihe ratios ropresent the werage of ratios for each business in the group and connot be culculated from the figures shown in iaol 2

see fole ifor symools and notes

Definitions:

1. Liquifity petio:

Current = current assets / currene liabilities
2. Lever nge cotion:

```
31 Deop/ravity = total limilities f equiey
O) Debt ratio * total tiabilities / total assets.
c) Interest coverage = net profit - interest exoense/ interest expense
```

TABLE 4．Statement of enanges in finaneial position for incorporatag jusinessas only．
Eanadd．Land gevelooers（SIC 4491）

|  | －otal： | $\begin{array}{r} 30 t+0 m \\ 25 \% \end{array}$ | の, د大1a | 小uctere | こ\％ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol No． ．ow saies value 5000 ， 4ign sales valut $\$ 000$ ： | so | 37 | $\begin{array}{r} \vdots 7 \\ 01 \end{array}$ | $\begin{aligned} & 9 \\ & 465 \end{aligned}$ | －ミ三 |
|  | Sverage $9000{ }^{\text {3 }}$ |  |  |  |  |
| Ooerating activities Gasn ：́rom zoerations Qeormetion Other | $\begin{array}{r} \text { 50 } \\ 3 \\ 81 \end{array}$ | 3 1 $-: 0$ | － | -9 -5 | $\begin{array}{r} 83 \\ 2: 3 \\ \hdashline \end{array}$ |
| Oividmads | －20 | － | － | －72 | －9 |
| Investment setivities <br> Disposal of fixed assets <br> Purgnese of $\ddagger i x$ ed assets <br> incresse in investmant <br> Oecrese in investment | $\begin{array}{r} 35 \\ -39 \\ -158 \\ 21 \end{array}$ | $\begin{array}{r} 49 \\ -5 \\ -14 \\ 17 \end{array}$ | $\begin{array}{r} 8 \\ -29 \\ -25 \\ 5 \end{array}$ | $\begin{array}{r} 12 \\ -112 \\ -245 \\ 58 \end{array}$ | $\begin{array}{r} 12 \\ -7 \\ -341 \\ 5 \end{array}$ |
| Financing activities <br> Increse in long term debt <br> Reoarment of lang term debe <br> Loans from sharenolders <br> Reosyment of loans fiom sharenolders <br> Advances \＆ioans from government <br> Incresse in equity <br> Decrese in equity <br> Other | $\begin{array}{r} 32 \\ -42 \\ 39 \\ -82 \\ 2 \\ 1 \\ \hline \end{array}$ | 8 -39 13 -9 - - -1 | $\begin{array}{r}22 \\ -75 \\ 4 \\ -7 \\ \hline\end{array}$ | $\begin{array}{r} 305 \\ -9 \\ 59 \\ -19 \\ = \\ - \\ \hline 19 \end{array}$ | $\begin{array}{r} 191 \\ -46 \\ 99 \\ -297 \\ 7 \\ \hline \\ -7 \end{array}$ |
| Increser（decrease）in cesh s equivelents Cash \＆quivalents－Beginning of the year Cash s equivelents－End of the yaer | $\begin{aligned} & 30 \\ & 50 \\ & 80 \end{aligned}$ | 6 2 7 | -24 -24 | $\begin{array}{r} 67 \\ 153 \\ 221 \end{array}$ | $\begin{array}{r} 70 \\ 45 \\ 115 \end{array}$ |

 only those businsess raborting statement of changes．
sec Toble i fop symbols and notes．

TABLE 5．Employment enanges by size of business．i984－1987 based on SIC elaselfication in i987
Caneds．Lend Developers（SIC 4491）

| Business size expressed in aversege labour units（1） | Number of businesses | Total Dayroll （ $\$ 000^{\prime}$ ） | Average labour units（1） | Changes in number of businesses with daid emoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{aligned} \mathrm{New}(\mathrm{y} \\ \text { poopting(2) } \end{aligned}$ | No onger $\text { (00f:ing } 3 \text { ) }$ |
| 1984 |  |  |  |  |  |
| Totel | 2.112 | 287.328 | 14.980 | 410 | 258 |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20^{\circ} \text { - } 98 \\ & 100 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 2.002 \\ 93 \\ 37 \\ 10 \end{array}$ | 84.145 <br> 53.106 <br> 69.915 <br> 60.161 | $\begin{aligned} & 4.638 \\ & 2.361 \\ & 4.055 \\ & 3.326 \end{aligned}$ | $\begin{array}{r} 398 \\ 10 \\ 2 \end{array}$ | $\begin{array}{r} 256 \\ i 2 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 2.388 | 389.768 | 18.847 | 548 | －． |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 2.200 142 37 9 | 128.734 103.935 91.391 45.706 | $\begin{aligned} & 5.908 \\ & 4.880 \\ & 4.108 \\ & 2.158 \end{aligned}$ | $\begin{array}{r}511 \\ 27 \\ 10 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

111 duerbge labour units wre calculaced by dividing total payoll oy the average annull wage ano salary pate as peorisa in the survey of Emoloyment．Payroll and Mours．Stasissics Canade．Calalogue $92-002$ an avarage abour unit coulo de interpreteo as a full－simemployes．Note that the business site gioups used are deternined at the canade lovel．ihus it business has at lest 500 employees in Canado os whol but less then inat nunter in any given opovince it is shown in the 500 and over group．
（2）Refers to ousinessas reporting no payroll deductions in the previous year．
（3）Refors to businesses reporting no gaypoll deductions in the following year
＂Newly coorting＂and＂no longer reorting＂businesses are assumed to have been in activity for six months and the information is adusied accordingly．
see iable for symbols ano noles．

TABLE 6. Selected operating Enaracteristics of suli businasseg oy sales gutrtil ! $985-1987$
Ganads. Land Develapers (515 4491)

1985

Number of osservetions in samole average sties $\$$
dverage axpense 5
Average oxdense Average net profit (loss) $s$

Businesses reporting spofit (No.)
Average sules $\$$
Aver age oxpense s
Aversge net profits

Businesees reporting loes (MO.)
Aversog seles
Average expense
Average net loss $\$$
Fica: 1)
jot:0m
$-1 \operatorname{col}$ ? 3wer
-80e:
$-190!\geq-ま!$
$\therefore:$

| $\begin{array}{r} 309 \\ 297.773 \\ -39.582 \\ -38.091 \end{array}$ | $\begin{aligned} & 45.044 \\ & =3.250 \\ & -8.215 \end{aligned}$ | $\begin{aligned} & 37.382 \\ & 33 .=18 \\ & 34.364 \end{aligned}$ |  | $\begin{array}{r} 325 .: 53 \\ 0 \\ 12 .+97 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} 208 \\ 299.938 \\ 140.039 \\ 157.897 \end{array}$ | $\begin{array}{r} 51.574 \\ 42.387 \\ 9.207 \end{array}$ | 99.748 292.185 -992.417 | $\begin{array}{r} 222.497 \\ 181.909 \\ 46.590 \end{array}$ | $\begin{aligned} & 319.322 \\ & 028.048 \\ & 189.875 \end{aligned}$ |
| $\begin{array}{r} 101 \\ 301.830 \\ 420.843 \\ -119.013 \end{array}$ | $\begin{array}{r} 42.313 \\ 80.313 \\ -18.000 \end{array}$ | $\begin{array}{r} 95.873 \\ 209.307 \\ -113.434 \end{array}$ | $\begin{array}{r} 221.544 \\ 293.900 \\ -72.356 \end{array}$ | $\begin{array}{r} 848.79 ? \\ 1.179 .051 \\ -272.250 \end{array}$ |

1988


Ousinesses roporting lese (Mo.)
Average sales $\$$
(Mo.
Average expente s
Average net loss $\$$
372
290.608
272.248
16.758

288
304.024
24.911
61.113

| 38.572 | 93.173 |
| ---: | ---: |
| 38.857 |  |
| 1.915 | 121.297 |
|  | -28.054 |
|  |  |
| 39.569 | 97.915 |
| 22.890 | 70.507 |
| 18.879 | 27.308 |
|  |  |
|  |  |
| 35.768 | 88.131 |
| 78.206 | 175.034 |
| -60.458 | -88.903 |

210.757
19.343
11.416

207.826
181.835
45.789

219.891
308.871
-88.780
319.920
738.103
81.757

Aversat
304.024
242.911
61.113
39.589
22.890
97.915
70.507
207.826
181.835
370.988

Ayerage expenet $\$$
${ }^{255} .101$
255.401
339.577
$-84.178$

- 60.458
-86. 903
-88.780
879.835
798.398
-120. $\mathbf{5} 53$

1987
Mumber of abeervations in sample
Average seles $\&$
Average expense $\$$

$(11$ These estimetes ar based on samplof busingsses reperting sales petween 525,000 sad 82.000 .000 See itable for symbols and nores

TABLE 1. Selected operating ratios. in percent of sales. 1987
canada. Truck Transport Inaustries (SIC 456)

|  | "ots: |  |  |  | - $20.2 w{ }^{\text {a }}$ |  | T: 301 Joper |  |  | $-\Sigma=$$-\equiv$. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinossas samol iNo. Low sales value. $\$ 000^{\circ}$ si Mign sales vaiue i $\$ 000$ s) |  | 270 | 48 |  | $\begin{aligned} & : 8 \\ & 31 \end{aligned}$ |  | $38$ |  |  |  | ٪ |
| Solucted expense item | incustry avorage (2) |  |  |  |  | $\begin{aligned} & \text { Oyusi- } \\ & \text { nosses } \\ & \text { reoorting } \end{aligned}$ |  |  |  |  |  |
|  | -otal | $\begin{array}{r} 30 r t a m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { omer } \\ \text { middl } \\ \geqslant 5 \% \end{array}$ | $\begin{array}{r} \text { upoer } \\ \text { middl. } \\ 25 \% \end{array}$ | $\begin{aligned} & 35 \% \\ & 25 \% \end{aligned}$ |  | -0:31 | $\begin{array}{r} 30+\div 5 m \\ 25 \% \end{array}$ | $\begin{array}{r} - \text { swer } \\ \text { midal } \\ 25 \% \end{array}$ | $\begin{array}{r} \mathrm{coe} ? \\ \pi 101! \\ 25 \% \end{array}$ | $\begin{aligned} & =50 \\ & 25 \% \end{aligned}$ |
|  | Percent of selos |  |  |  |  |  | Jurcent of seles |  |  |  |  |
| Vehiels expenses | 31.8 10.1 | 28.8 8.8 | 32.9 10.2 | 37.7 12.0 | 30.0 3.5 | 95.1 88.1 | 33.5 | 25.5 10.9 | 34.8 | 38.8 12.8 | 30.6 $: 0.5$ |
| Quprecistion | 10.1 9.8 | 8.8 8.7 | 10.2 10.7 | 12.0 10.4 | 9.5 3.5 | 88.1 87.9 | 14.1 | 19.3 15.9 | ! 0.2 | 13.9 | 11.3 |
| Fuel expense | 12.1 | 9.3 | 11.9 | 15.3 | 12.0 | 63.6 | 19.1 | 17.8 | 19.3 | 21.5 | 17.3 |
| Porsonnel expenses | 13.3 | 9.1 | 9.7 | 13.3 | 23.0 | 74.4 | 17.5 | 13.3 | 14.4 | 16.1 | 24.5 |
| Finenciel expenses | 4.0 | 3.4 | 4.3 | 4.5 | 3.7 | 92.1 | 4.3 | 4.0 | 4.7 | 4.7 | 3.8 |
| interest \& bank chaiges | 3.2 | 2. ${ }^{\text {a }}$ | 3.5 | 3.8 | 3.0 | 17.8 | 1.2 | 4.2 | 4.5 | 4. 5 | 3. 3 |
| Professional fees |  |  | 0.7 |  |  |  |  |  |  |  |  |
| Other expenses | 34.0 | 34.8 | 34.7 | 30.8 | 35.8 | 93.8 | 34.1 | 35.0 | 34.8 | 30.8 | 35.8 |
| Profit (lose) | 18.9 | 27.9 | 18.5 | 13.1 | 7.4 | 98.3 | 17.2 | 28.3 | 18.7 | 16.1 | 7.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | . . | . . | $\ldots$ | * $\cdot$ |

## Symool

tero or no opservetions

- 800 snall 100 on expresesed
not soplicabio
$x$ configentisul


## Footnotee

(1) These estimates are bssed on semple of businuses reporsing sales detween 325.000 anc $\$ 2.000 .000$.


This portion of the table pertains onty to the businesser roorting the specific oxpense icem. iherefore phese ctios art calculated individually and the rotal will not necessarily equel 1002.

## Nores

Oot ar shown by quaptiles man at lusst 13 of the sampled businesses ruport the specific item.
 one quertor of the cotbl number of businesses. Within each quartile, the average ratio is presented. for comparison purposes. the hign and law values of seles are shom

How to use the teoles
III Locase the appropfise selen ronge thet is displayed on the imo lines entitled "low sales velue" ong whign seles volue"
12) The selected range will indicate the proper quartile. i. e. the botton 25z. the lower midde 25z. the upper miodie $25 z$ or ine too $25 \%$.
(3) Data pertaining to the selected sies size fange will be in that quartile.

Standerd Induserial Clastificetion definition (\$1C 1980):
5154550 . iruck irmmoort Industry
Businesses drimerily engaged in the provision of sll sypes of trucking. eransfer and related services. Pruck mbroker-operasorse are incluated in this incustery.

TABLE 2. Baiance sheet profile for incorporated businesses only, 1987
Cansde. Pruck Transport Industries (SiE 455)


| Businesses in samol Mo. -ow sales value $\$ \$ 000$ s: High sales valut $\$ 000$ 's | $\therefore .03$ | $\begin{array}{r} 1 \\ 3! \end{array}$ | $\begin{array}{r} 29 \\ \hdashline 48 \end{array}$ | $\begin{aligned} & : 8 \\ & 3: 3 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | -verage (3000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Casn | - |  | * | - |  |
| Accounts and notes receivabl | 25 | 3 | 3 | 17 | 11 |
| inventory - - | - | - | - | - | - |
| Other curront assers | 32 | 10 | 15 | 28 | ${ }^{18}$ |
| Cotal current assets Fixed assers | 57 109 | 13 | 23 | 84 | 22: |
| fixs: Accum. duo. on fixed assets | 1 | 3 | \% | d | -2. |
| Other assets | 14 | 3 | 8 | 10 | 38 |
| Total ensats | 172 | 48 | 58 | 137 | 408 |
| Lisbilities and equity |  |  |  |  |  |
| Current loans | 13 | , | 6 | 10 | 31 |
| Other cuprent lisbilities | 48 | 14 | 29 | 34 | 116 |
| Tosal current lisbilities | 61 | 18 | 35 | 4 | 148 |
| morigages oayable | - | - | - | - | - |
| Long eerm deot | 2 | 1 | 5 | 9 | : 7 |
| Oener lisoilities | 52 | 21 | 40 | 43 | 102 |
| Total listilitios | 122 | 43 | 80 | 97 | 287 |
| Total equity | 51 | 5 | 18 | 40 | 139 |


See iaple f for symools and notes

TABLE 3. Financial retloe(1) for incorporated butinesses only, 1987
Canodm, Truck Transport Industrles (SIC 45s)

|  | Totsi(2) | $\begin{aligned} & 80 t+0 m \\ & 25 \% \end{aligned}$ | Lower midde 25\% | Upper <br> middle 25\% | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales valut ( 8000 's) Migh sales vilue ( $9000^{\circ}$ s) | 2. 703 (1) | 11 91 | 91 148 | $\begin{array}{r}168 \\ 318 \\ \hline\end{array}$ | 318 <br> 111 |
|  | Average |  |  |  |  |
| biauidity ratio Current ratio (times) | 0.9 | 0.7 | 0.7 | 1.0 | 1.0 |
| Leverege ratios Deot/eaulit itsio (times) Interest coverage ratio (times) Oobt retio (times) | 2.4 2.7 0.7 | 8.6 0.5 0.9 | 4.5 1.8 0.8 | 2.4 2.8 0.7 | 1.9 3.3 0.7 |

[^26]St Tatici for symolis and notes.

Definitions:

1. biquidity ratio:

Cuprent $=$ current sssets / curpent liabiligies
2. leverage ratios:

```
DeDR/equity = coisl |iabilities / equity
Debr |asio z foral liabilities / {oral assets
Interest coverege s net profit incerest expense/ inerest exoense
```

TABLE 4. Statement of Gnanges in financial position for incorporated ousinesses only. isg7
Cansds. Truck Pransport Incustries (516 455)

 only those businesses raporting statmment of changes.
See Table 1 for symools and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in igst
Cansde. Truck Transport Induserles (SIC 45s)

| Businese size expressed in average labour units(1) | Number af businesses | $\begin{array}{r} \text { Total } 0 \text { errall } \\ (\$ 000 \text { s) } \end{array}$ | Average lebour units(1) | Changes in number of businesses with ouid employes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting } \end{array}$ | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 14.088 | 2.221.085 | 136.142 | 3,718 | 2.293 |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text { g9 } \\ & 100 \text { - } 49 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 18.812 \\ 827 \\ 296 \\ 131 \end{array}$ | $\begin{aligned} & 810.180 \\ & 610.667 \\ & 699.874 \\ & 800.384 \end{aligned}$ | $\begin{aligned} & 35,598 \\ & 27.193 \\ & 30,521 \\ & 42,830 \end{aligned}$ | $\begin{array}{r} 3.595 \\ 81 \\ 34 \\ 8 \end{array}$ | $\begin{array}{r} 2.225 \\ 39 \\ 24 \\ 5 \end{array}$ |
| 1887 |  |  |  |  |  |
| Potel | 21.453 | 3.867 .419 | 153.688 | 4.470 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 20.043 \\ 989 \\ 329 \\ 130 \end{array}$ | $\begin{array}{r} 1.059 .091 \\ 796.428 \\ 879.811 \\ 932.093 \end{array}$ | $\begin{aligned} & 41.552 \\ & 31.664 \\ & 34.483 \\ & 45.989 \end{aligned}$ | $\begin{array}{r} 4.332 \\ 95 \\ 38 \\ 7 \end{array}$ | $\ldots$ $\cdots$ $\ldots$ |

(11) average laboup units are calculated by dividing lotal peypoll by the average annull wage and salapy rate as reported in the Survey of Employment. Peyroll and Mours. Statistics Canoda. Catalogue 72-002. An average labour unit could be interpreted as a full-time amployme. Mote thet the business size groups used are determined ap the Canada lovel. Thus if business has at least 500 employees in Canada as a whole but lass than that number in any given province it is shown in ihe 500 and over group
121 Refers to businesses reporfing no peyroll deductions in the drevious year
(3) gefers to Dusinesses reporting no paypoll deductions in the following yetr.

- Mowly reporting" and "no longer reporting" Dusinesses are assumd co have onen in activity top six months and the information is adusted accordingly.

See isole i for symools and notes

SOURCE: Snall Business and Soecibl Supvers Division. Statistics Gansor.

TABLE G. Selucted operating cneracteristics of small businesses by sales quar-ila. :985-1987 Canada, Pruck Pransport Industries (SIC 455)


| Yumber of sbervations in semole Average sales $\}$ <br> Average exoense 3 <br> Average net profit (lass) \$ | $\begin{array}{r} 6.882 \\ 23.338 \\ 137.240 \\ 16.098 \end{array}$ | 37.248 28.547 3.501 | 53.324 53.859 $\vdots 1.355$ | $07 . \therefore: 3$ 90.317 3.538 | 102.363 395.96 07.95 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businessas roporting a profit (Mo.) | 8.173 |  |  |  |  |
| Aversege seies ${ }^{\text {a }}$ | 151.757 | 37.200 | 35.806 | 107.285 | 296.736 |
| Average exoense | 130.389 | 28, 158 | 50.856 | 87.060 | 357. 182 |
| Average net orofit | 21.388 | 11.042 | 14.950 | 20.225 | 39.254 |
| Businesses regorting lass (Mo.) | 819 |  |  |  |  |
| Average sales | 180.435 | 38.814 | 85.340 | 108.337 | 430.352 |
| Average expense $\$$ | 172.771 | 44.081 | 72.880 | 117.492 | 456.851 |
| Average tet losa \$ | -12.335 | -7.247 | -6.740 | -9.155 | -28.199 |

1985

| Number of observations in smmple <br> Average sales $s$ <br> Average exoenses <br> Average ner orofit (loss) \$ | $\begin{array}{r} 8.188 \\ 155.311 \\ 140.214 \\ 15.097 \end{array}$ | $\begin{array}{r} 37.452 \\ 27.793 \\ 9.659 \end{array}$ | $\begin{aligned} & 67.098 \\ & 54.758 \\ & 12.340 \end{aligned}$ | $\begin{array}{r} 112.328 \\ 97.395 \\ 14.733 \end{array}$ | $\begin{array}{r} 404.365 \\ 380.769 \\ 23.856 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesees reporting profit (Mo.) | 7.271 |  |  |  |  |
| Average sults \$ | 155,637 | 37.683 | 87.197 | 111,949 | 405,120 |
| Averege expense $\$$ | 134.699 | 25.120 | 51.485 | 93.509 | 388.702 |
| Aversge nes profit \$ | 20,931 | 12.583 | 15.732 | 18,440 | 37.018 |
| Susinesses reporting loss (Mo.) | 908 |  |  |  |  |
| Average sales | 154.298 | 36. 250 | 88.470 | 114.642 | 399.748 |
| Averige expenses | 185.384 | 41.684 | 75.579 | 122.539 | 421.635 |
| Average net loss \$ | -11.108 | -5.434 | -9.209 | -7.897 | -21.889 |

1987

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ |
| :---: |
| Businesses reporting aprofit (Mo.) <br> Average sales \$ <br> Average expenses <br> Average not profit s |
| Businesses reporting lest (Mo.) <br> Average sales <br> Average exdenses <br> Aversent loses |


| 5.164 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 147.137 | 38.694 | 62.587 | 108.002 | 383.155 |
| 132.291 | 25.528 | 51.072 | 91.395 | 380.169 |
| 14.846 | 10.166 | 11.815 | 14.506 | 22.995 |
| 4.152 |  |  |  |  |
| 166.544 | 38.810 | 62,732 | 105.895 | 380.736 |
| 125.910 | 23.712 | 47,202 | 85.824 | 346.102 |
| 20,634 | 13.098 | 15.530 | 19.272 | 34.634 |
| 1.012 |  |  |  |  |
| 149.392 | 35.960 | 62.481 | 106.572 | 392.574 |
| 161.574 | 44.267 | 70.552 | 116.826 | 414.651 |
| $-12.182$ | -8.307 | -8.091 | -10.254 | -22.077 |

11 These estimetes are onsed on sampl of businesses reporting sales between $\$ 25.000$ anc $\$ 2.000 .000$
Ser iable for symools and notes

TABLE i. Selectec opereting patios. in percent of sales, 1987
Ganada. General Freight Trucxing Industry (SIC 4561)

|  | TS:a!if |  | sot:om |  |  |  | - cs: J20\#! |  |  | 三' |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses a samol iNo. Gow sales valu $\$ 000$ si High sales value : $\$ 000$ s) |  |  | $46$ |  | $\begin{aligned} & : \$ \\ & : 8 \end{aligned}$ |  | $\begin{array}{r} -9 \\ 1=8 \end{array}$ |  |  |  |  |
| Selected expense item | incustry averageit: |  |  |  |  | $\begin{aligned} & \because \text { ousi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | zeoor: 9 g zus.-osses 2n: |  |  |  |  |
|  | Coral | $\begin{array}{r} 30 \text { reom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { omer } \\ \text { midal } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { jooer } \\ \text { miodle } \\ 25 \% \end{array}$ | $\begin{aligned} & 20 \\ & 25 \% \end{aligned}$ |  | -0:31 | $\begin{array}{r} 30 \text { r + 2m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-ower } \\ \text { miodie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Esoer } \\ \text { Tidel } \\ 25 \% \end{array}$ | 25 |
|  | Percent of gales |  |  |  |  |  | percent of salas |  |  |  |  |
| Cost of seles | 1.8 | 1.2 | 0.5 | 1.0 | 1.7 | 5.5 | 20.0 | 21.8 | 12.8 | 23.4 | 20.3 |
| Occupency expenses | 22.9 | 20.1 | 23.1 | 24.7 | 22.7 | 97.8 | 23.2 | 21.1 | 23.7 | 25.0 | 22.8 |
| Dedreciation <br> Reoaics s maintonance | 10.0 | 8.8 8.3 | 9.9 10.0 | 11.5 10.0 | 10.2 8.3 | 87.8 67.3 | 11.4 13.5 | 10.4 15.0 | 11.9 15.1 | 12.7 13.8 | 10.7 11.0 |
| Hest. light \& tolephone | 0.8 | 0.8 | 0.8 | 0.8 | 0.3 | 59.2 | 1.4 | 1.7 | i. ${ }^{\text {a }}$ | 1.3 | 1. 2 |
| Rent | 2.7 | 2.4 | 2.5 | 2.4 | 3.4 | 44.8 | 6.0 | 7.8 | 6.4 | j. 2 | 5.3 |
| Personnel expenses | 11.9 | 6.2 | 9.8 | 11.8 | 19.9 | 72.0 | 16.5 | 12.3 | 14.6 | 14.9 | 21.6 |
| Finenciol expenses | 4.0 | 3.4 | 4.1 | 4.5 | 4.0 | 92.0 | 4.3 | 4.0 | 4.5 | 4.9 | 4.1 |
| intorest \& bank charges | 3.3 0.7 | 2.7 | 3.3 0.7 | 3.9 0.6 | 3.3 0.7 | 79.4 | 6.3 | 1.3 | 1.5 | $4 . ?$ | 3.7 |
| Other expenses | 42.0 | 38.5 | 42.2 | 43.5 | 43.7 | 99.9 | 42.0 | 38.8 | 42.3 | 43.5 | 43.7 |
| Propit (loss) | 18.1 | 30.8 | 20.3 | 14.5 | 8.1 | 58.1 | 18.7 | 31.0 | 20.8 | 16.9 | 8.2 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | ... | . . | . . | $\ldots$ |

## SYebol:

- zero of no coservetions
- too smel! too be expricssed
not applicsole
- confidential


## Footnotes

111 These estimetes are busw on smol of businesses reporing sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\$ 2.000 .000$

(3) Velue in eseh coll $\frac{\text { Total wighted expenditure on given item }}{\text { Total weighted sties of businesses reporting this item of expenditure }} \times 100$ for ench autrerile.

This portion of the ted pertins only to the ousinesses reporting the soecific expense itum. Pherefore these ratiog are calculated individuelly and the totsl will not necessapily equel $100 \%$.

## Notes

Osta are shown oy quartiles when at last 13 of the samoled businesses raport the specific iten
 ong quarter of the totel number of businestes. Within ech quertile. the averge retio is fresented. For comper ison purposes, the hign and lom values of salite are shown

## Now to use the teblet


(2) The selveted range will indicate the proper quertile. i. t. the botrom 25\%. the Iower nidde 25\%. the upptr miodit 25\% or the Lop 25\%
131 Dota pertaining to the sulected seles size range will be in thet quertile.

Stenderd Industrisl Clessificesion Definition (SIC 19801:
SIC 456 General Preight Trucking Industry

 transter trucking servicus. general feight truck transport sepvices and generat freight irucking contractors

TABLE 2. Balance sheet proftle for incorporated businesses only. 1987
Canada. Genaral Freight Trucking Indusery (SIC 458i)

| -0:3ill) |  | . Ow 1 <br> $-\therefore=: \quad=:$ | $\begin{gathered} 6055! \\ -: 00: \\ =: \end{gathered}$ |
| :---: | :---: | :---: | :---: |


| jusinesses , samole (No. Low salgs velue $\$ 000$ s, بigh salas value $(\$ 000$ 's) | $\begin{array}{r} \cdot .9 \mathrm{t} \\ 1 \\ i \\ 1 \end{array}$ | 1 86 | $\begin{array}{r}35 \\ 138 \\ \hline\end{array}$ | 78 394 | :9: |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average ( 5000 s) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | * | - | $=$ | - | - |
| Accounts and notes rectiveole | 24 | 3 | 7 | 14 | 12 |
| !nventory | - | - | 15 | , | : |
| Other curcent assats | 23 52 | 10 | $\begin{array}{r}15 \\ 22 \\ \hline\end{array}$ | 38 | - 37 |
| fixed assets | 95 | 30 | 80 | 82 | 210 |
|  | . | - | - | - | - |
| Other ussets | 13 | 2 | 9 | 9 | 34 |
| Total asets | 180 | 45 | 11 | 124 | 381 |
|  |  |  |  |  |  |
| Other curfent liabilities | 47 | 14 | 29 | 32 | 192 |
| fotal current liobilities | 80 | 18 | 35 | 42 | 144 |
| Mortgages oayabl | - | - | - | - | , |
| Long term oeot | 95 | 20 | $3{ }^{5}$ | 47 | 19 29 |
| Other liabilities | 50 | 20 | 34 | 47 | 29 |
| Total lisbilities | 118 | 41 | 74 | 59 | 281 |
| Total equity | 42 | 4 | 17 | 27 | 120 |

(1) These estimetes are busec on stole of businesses repopting swins detwetn \$25.000 and $\mathbf{8 2 . 0 0 0 . 0 0 0 .}$

See isol 1 for symbols and notes.

TABLE 3. Financiai ratlos(1) for incorporated businesses only. 1987
Cansde. Genersi frolght Trucking Industry (Sic 4551)


See table ifor symols and notes.

Otinitions:

1. Liquidity retio:

Cuprent = cupent assecs / cupent liboiliziss
2. Leverage intios:
a) Dedi/equity = potal habilities/equity
D) DeDt ratio = toral limbilities/ cotal assers
c) Interest coversge net profis - interest expense / interest mpense

TABLE 4. Statement of enanges in financial position for incorporated dusinesses aniy.
Canada, Jeneral Freight Trucking Industry (515 4569)

|  | Total: | Zot:om |  | - =a : =2g | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses $n$ samol : No. Lam sals value 5000 si Hign salies value ( 5000 s) | $341$ | $32$ | $0$ | : | : ${ }^{\text {² }}$ |
|  |  |  | Average (5000 s) |  |  |
| Joerating sctivities Easn irom soerations Jeoreciation Other | $\begin{array}{r} 3 \\ 25 \\ -5 \end{array}$ | -2 | - | ? | - |
| Dividends | -4 | -2 | -2 | -5 | - 9 |
| Investment sctivities <br> Disposs of fixed assets <br> Purchase of fixed assets <br> Incresese in investment <br> Decrese in investment | 18 -46 -2 $i$ | 6 -12 -1 | $\begin{array}{r} 22 \\ -32 \\ -32 \end{array}$ | $\begin{array}{r} 14 \\ -30 \end{array}$ | 30 -108 $-\frac{3}{3}$ 3 |
| Finsencing setivitios <br> increse in long tepm debt <br> Repeyment of long term dobt <br> Loens fiom sharenolders <br> Regayment of loans from snapenoldeps <br> Advances o loans from government <br> fnerease in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 24 \\ -20 \\ 7 \\ -8 \\ - \\ 1 \\ -1 \\ \hline \end{array}$ | $\begin{array}{r} 8 \\ -8 \\ 8 \\ -2 \end{array}$ | $\begin{array}{r} 17 \\ -14 \\ 4 \\ -12 \end{array}$ | $\begin{array}{r} i 9 \\ -18 \\ 3 \\ -0 \\ -9 \\ \vdots \\ -1 \end{array}$ | $\begin{array}{r} 36 \\ -43 \\ 18 \\ -11 \\ \hline \\ -2 \end{array}$ |
| Increase(decresese) in cash equivetents Cash sequivelonts-Beginning of the year Cash : equivilents - End of the yeer | $\begin{aligned} & 3 \\ & 5 \\ & 8 \end{aligned}$ | 10 | $\begin{aligned} & 6 \\ & -5 \\ & -1 \end{aligned}$ | $\begin{array}{r} 3 \\ 8 \\ 11 \end{array}$ | 4 9 13 |

 oniy those businesses raporing a stetiment of chenges.
Sen imol I for symols ond hotes.

TABLE 5. Employment changes by size of bustness, 1984-1987 besed on SIC elissfficttion in igat
Canade. Truck Transport Industries (SIC 455)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll $\begin{gathered}\text { p000's) } \\ (\$ 00\end{gathered}$ | Average labour units(1) | Changes in number of businesses with osic employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Nowiy } \\ \text { peporting }(2) \end{array}$ | No onger reoorting (3) |
| 1384 |  |  |  |  |  |
| Total | 18.086 | 2.921 .085 | 136.142 | 3.718 | 2.293 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and aver } \end{aligned}$ | $\begin{array}{r} 16.812 \\ 827 \\ 295 \\ 131 \end{array}$ | $\begin{aligned} & 810.150 \\ & 810.857 \\ & 699.874 \\ & 800.384 \end{aligned}$ | 35.598 <br> 27.193 <br> 30.521 <br> 42.830 | $\begin{array}{r} 3.595 \\ 81 \\ 34 \\ 8 \end{array}$ | $\begin{array}{r} 2.225 \\ 39 \\ 24 \\ 5 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 21.463 | 3.687 .419 | 153.888 | 4.470 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-\$ 99 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 20.043 \\ 969 \\ 321 \\ 130 \end{array}$ | $\begin{array}{r} 1.059 .091 \\ 795.124 \\ 879.811 \\ 932.093 \end{array}$ | $\begin{aligned} & 41.552 \\ & 31.864 \\ & 34.483 \\ & 45.989 \end{aligned}$ | $\begin{array}{r} 4.332 \\ 95 \\ 38 \\ 7 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |


Survey of Employment. Poyroll and mours. Stacistics Canda. Catalogue 72-002. An average labour unit could be intardited as a fult-time molovet. Nost that the business size grouos used are determined at the Canede lovel. fhus if a business has at igast 500 employees in canada as ahole but less than that number in any given grovince is is snown in the 500 and over grove.
(2) Refers io businesses reporting no gayroll deductions in the grevious year.

IJl Refers to businmses peporning no payrall deductions in the following year
"Newiy feporting" and "no longer roporting" businesses are assumed ta have deen in activity for six monzhs and the information is adjusted accordingly.

Sen isole 1 for symbols and notes

TABLE 6. Sticted opertting characteristics of smell busimesses by stles quartile. i985-ig87 Canada, General Freighe Trucking Industry (Sic 45E1)

| Ftal 1 ! | $\begin{array}{r} \text { 玉ะ: } 0 \text { om } \\ 25 \% \end{array}$ | $\begin{array}{r} - \text {-ower } \\ \cdots, 601-5 \% \end{array}$ | $\rightarrow \cdot 20^{\circ} \mathrm{Cze}$ | - |
| :---: | :---: | :---: | :---: | :---: |

1985

| Number of observations in sample | ?. 488 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| dverage sties | 185.498 | 40.234 | 74.37t | 21.3@1 | 509.190 |
| iverage expense $\$$ | 9.280 | 21.240 | 34.233 | 109, 29 | -80. $: 17$ |
| Average net drofit (loss) $\$$ | 15.418 | 8.994 | 10.472 | 13.:32 | 29.343 |
| Businesses reporting profit (Mo.) | 2.217 |  |  |  |  |
| dverage seles | 187.998 | 39.948 | 74.066 | 121.344 | 515.855 |
| Average expense | 185. 627 | 28.499 | 59.552 | 103.0661 | 469.395 |
| Average net profits | 22.571 | 11.449 | 14.494 | 17.583 | 45.060 |
| Businesses reporting loss (Mo.) | 289 |  |  |  |  |
| Average sales \$ | 181.721 | 42.095 | 77.525 | 124.344 |  |
| Average exomse | 196.442 | 49.047 | 86.030 | 134.275 | 516.415 |
| Average net loss | $-14.721$ | -6.952 | -8.405 | -9.332 | -33.896 |

1988

| Number of observetions in sample | 1.887 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average selies ${ }^{\text {s }}$ | 214.805 | 39.423 | 79.530 | 140.000 | 599.488 |
| Average expense ${ }^{\text {a }}$ | 201.463 | 29.421 | 71.123 | 131.280 | 574.029 |
| Average net profit (loss) s | 13.142 | 10.002 | 8.407 | 6. 720 | 25.439 |
| Businesses reporting sprofit (Mo.) | 1.417 |  |  |  |  |
| Aversge saisa | 223.130 | 38.985 | 79,580 | 140.238 | 833.733 |
| Averoge expense \$ | 199.893 | 24.530 | 65.194 | 122.139 | 587.708 |
| Average net profits | 23.237 | 14.459 | 14.388 | 18.097 | 46.025 |
| Businesses reporting lose (Mo.) | 250 |  |  |  |  |
| Average sules | 193.596 | 40.989 | 79.425 | 139.574 | 514.418 |
| Average expense \$ | 208.683 | 46.835 | 91.999 | 147.741 | 540.075 |
| Average net loss \$ | -13.067 | $-5.858$ | -12.574 | -8.187 | -25.859 |

1937

| Number of observations in saeple | 3.773 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 133.924 | 36.019 | 50.206 | 100.152 | 339.317 |
| Average expensa \$ | 119.312 | 25.142 | 4. 873 | 85.743 | 318.588 |
| Average net profit (loss) \$ | 14.812 | 10.877 | 12.533 | 14.409 | 20.529 |
| Businesses roporting profit (Mo.) | 3.087 |  |  |  |  |
| Averso seles \$ | 132.327 | 36.054 | 59.936 | 99.842 | 333.476 |
| Average expense \$ | 112.751 | 22.763 | 43.555 | 81.523 | 303.182 |
| Average net orofits | 19.576 | 13.291 | 16.381 | 18.319 | 30.314 |
| Businesses reporting lose (Mo.) | 688 |  |  |  |  |
| Aversog sales $\$$ | 140.932 | 35.749 | 61.591 | 102.209 | 364.179 |
| Average expense 3 | 152.732 | 43.599 | 68.820 | 113.727 | 384.782 |
| Average net losss | -11.800 | -7.850 | - 9.229 | -11. 518 | -20.603 |

ili inese estinetes se sesed on sampl of businesses reporting soles between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{\$ 2 , 0 0 0 . 0 0 0 .}$
fet iable for symbols and notes

TABLE 1. Selected operating ratios, in percunt of sales, 1987
Canade. Ory Bulk Materisis Trucking Inaustry (SIC 4554 )


Sywools
zero or no ooservetions

- C 00 snil 100 ove exprisesed
not spolicsole
$\times$ confidentiol


## footnotes

(1) inose stimates ope based on sanol of businesses reporting seiss betwent 825.000 and $\$ 2.000 .000$ rotel weignese expenditur on a given item


This poftion of the table gep suins only to the businesses peporting the specific expense iten. Therefore these ritios are celculeted individuslly and the cotsl will not necesserily equsi $100 \%$.

## Nores

Deto ary shown oy quartiles when al least 13 of the sampled businesses poort the specific itom
Records wer renked in ascending order according to seles size. Each quartile (i. . bottom 25z. Iower midde 25z. etc. represents one querter of the cotal numour of businesses. Within each quartile. the averagt ratio is prasanted. for comparison purposes. the nign and low values of sties are shown

## How io use the teoles


(2) The selected penge will indicate the proper quartile. i. e. the bottom 25\%, the lower mide 25\%. the woper middle 25z or the 200 258.
(3) Ota pertaining to the selected sales size ponge will bs in thet quartilo

Stenderd Industrisl Clessificetion Oefinision (585 1980):
SIC 4564 - Ory Bulk Materials Trucking Industry

 bulk tank truck service. dump iruck fransporting service lfill. sand. deprisl. snow mauling truck service and ory bulk tank truek transpofting service.

TABLE 2. Balance sheet profil for incorporated businesses only. 1987
Eanada. Ory Bulk Materials Trucking Industry (SIC 4554)

|  | -ora: 1; | $\begin{aligned} 30: 19 m \\ 5.5 \end{aligned}$ | ricct - | - :- - - ¢ \% | : |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 211 111 111 | 11 19 | 17 78 | 69 <br> 3 <br> 13 | : |
|  | Average (5000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Easn | $3 \cdot$ | F | - | - | - |
| Aecounts and notes recoivabio | 31 | 7 | 11 | 23 | e |
| inventory | - | - | - | 23 | . |
| jeher current assers | 34 | 14 | 17 | 24 | 98 |
| Total current assets Fixed assets | 65 134 | 14 82 | 28 | 48 106 | 167 $>0 ?$ |
| Less: sccum. deo. on fixed ussety | 13. | 82 | 73 | 106 | ?2? |
| Other sesets | 13 | 1 | 6 | 7 | 38 |
| Total assets | 211 | 78 | 107 | 181 | 497 |
| Liabilitios and eauity ene |  |  |  |  |  |
| Cupcent ioans | 13 | 7 | 12 | 18 | 40 |
| Other curpent liaulioiss | 51 | 18 | 22 | 33 | 134 |
| Totel current lisoilit.es | $7 \%$ | 23 | 33 | 59 | 178 |
| Mor? enges oayale | - | - | - | - | - |
| Long eerm debt | 11 | 1 | 11 | 13 | 19 |
| Otner i isbilities | 68 | 58 | 44 | 47 | 124 |
| Potal lisbilities | 150 | 82 | 85 | 111 | 318 |
| Fotel equity | 81 | -4 | 18 | 50 | 179 |

(1) These extimates are pased on sampl of ousinesses re00rting ssigs getween 825.000 and $\$ 2.000 .000$.

Sot iabl 1 for symools and notes

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
caneds. Dry bulk meterlals Trucking Industry (Sic 45s4)


(1) the rasios pepresent the wertege of patios for sech business in she grouo and cannot be calculated from ehe figures shown in foble 2 .

Set itale 1 for symbols and notes.

Definitions:

1. Lianidisy retio:

Curcens a eurrent assets / euppent lisoilitiss.
2. Levernge retios:

```
a) Dobt/aquity : total liabilitims / equity
b) DeBt ratio = total llaeilitiusi total assets
el Interest coverape s ner profit. interest expenst/ interest expense
```

Canada, Dpy Buik Materials Trucking Inoustry (SIC 4564)

|  | -2rall: | $\begin{array}{r} 20 \div: c m \\ =E: \end{array}$ |  | - 3 - - - \%eit | O\% $=0$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samal : No. -ow sales value : $\$ 000^{\prime}$ : tign salos value $5000^{\circ} \mathrm{s}$ | $37$ | $\begin{array}{r} 1) \\ i 05 \end{array}$ | $\begin{array}{r} 105 \\ 208 \end{array}$ | $\begin{aligned} & 28 \\ & 285 \\ & i 25 \end{aligned}$ | $\therefore 27$ |
|  |  |  | erage 3000 |  |  |
| Doerating activitime Gasn ‘rom soerations Dapreciation Other | $\begin{aligned} & 73 \\ & 38 \\ & -3 \end{aligned}$ | 104 | 4 -3 .9 | $\begin{array}{r} 9 \\ 29 \\ -9 \end{array}$ |  |
| Dividends | -3 | -2 | -1 | -5 | -5 |
| Investment ectivitiss Disposel of fixed assets Pycchase of fixed assets increse in investment Decrese in investment | $\begin{array}{r}21 \\ -85 \\ -3 \\ \hline\end{array}$ | - 10 | $\begin{array}{r}26 \\ -32 \\ \hline\end{array}$ | - ${ }^{7}$ | $\begin{array}{r}39 \\ -159 \\ -10 \\ \hline\end{array}$ |
| Finencing ectivities <br> Increse in long term debt <br> Repayment of long term debt <br> Loans from shar shotders <br> Repayment of loans from shareholders <br> Aovances \& loens from government <br> Increse in equity <br> Oncresse in equity <br> Other | 32 -28 5 -8 - $-i$ | $\begin{array}{r} 14 \\ -17 \\ 1 \\ -3 \\ \hline \end{array}$ | $\begin{array}{r} 6 \\ -12 \\ 5 \\ -4 \\ - \\ -1 \\ -1 \end{array}$ | $\begin{array}{r} 28 \\ -30 \\ 5 \\ -5 \\ \hline \end{array}$ | $\begin{array}{r}36 \\ -52 \\ 3 \\ -12 \\ -1 \\ \hline\end{array}$ |
| increase(decrese) in cash sequivalents Cash sequivalents-feginning of the yest Cash equivalents - End of the your | $\frac{2}{7}$ | -3 -2 | $\begin{aligned} & 9 \\ & 14 \\ & 21 \end{aligned}$ | 5 5 | -2 8 4 |


onty those businesses reporting statement of cnenges.
See Tabl i for symools and notes.
 Canade, Truck Transport Industries (SIC 455)

|  |  |  |  | Changes in number with Dis | of businesses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8usiness ize expressed in average labour units(1) | Number of busincses | $\begin{array}{r} \text { Total payroll } \\ \{\$ 000 \end{array}$ | Average labour units(1) | $\begin{array}{r} \mathrm{N}=\mathrm{wity} \\ \text { poorting }(2) \end{array}$ | No longer <br> roporingl? |
| 1984 |  |  |  |  |  |
| Totel | 18.085 | 2.921 .085 | 136,142 | 3.718 | 2.293 |
| $\begin{aligned} & 1 \text { nss than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 18.812 \\ 827 \\ 296 \\ 131 \end{array}$ | $\begin{aligned} & 810.160 \\ & 610.867 \\ & 699.874 \\ & 800.384 \end{aligned}$ | 35.598 <br> 27.193 <br> 30.521 <br> 42.830 | $\begin{array}{r} 3.595 \\ 81 \\ 34 \\ 9 \end{array}$ | $\begin{array}{r} 2.225 \\ 39 \\ 26 \end{array}$ |
| 198 |  |  |  |  |  |
| Total | 21.453 | 3.887 .419 | 153.888 | 4.470 | . . |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 20.043 \\ 989 \\ 321 \\ 130 \end{array}$ | $\begin{array}{r} 1.059 .091 \\ 796.024 \\ 879.811 \\ 932.093 \end{array}$ | $\begin{aligned} & 41.552 \\ & 31.864 \\ & 34.483 \\ & 45.989 \end{aligned}$ | $\begin{array}{r} 4.332 \\ 95 \\ 36 \\ 7 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

 Survey of Employment. Poypoll ond Houps, Staristics Canade. Catalogue 72-002. An average labour unti could on interoreted as a
 500 mployees in canoda as whol but less than that humber in any given province it is shown in the goo and over groue
(2) defers to businesses eporting no payroll onductions in the previous yebr
(3) Refers to businasses reporting no paypoll deduciions in the following year
 adjusted accordingiy.

See Tabl i for symbols and notes

SOURCE: Smali dusiness and Special Survers Division, Siasistics Camaos.

TABLE 6. Selected operating characteristics of smali businesses by sales quartile. ig8s-1987 Canada. Dry Bulk Materi ! spucking Industry (SiC 4554)

: 985


| 587 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| : 50.730 | 32.134 | $\div 3.502$ | ミ5. 10 | -30.282 |
| 133.504 | 25.183 | 42. 128 | 68.j47 | 385. ${ }^{\text {¢ }}$ \% |
| 6. 328 | 6.311 | $\therefore \therefore .75$ | 6. 993 | 23.7: |
| 513 |  |  |  |  |
| :49.353 | 32.900 | 53.437 | 86.511 | +24.582 |
| 129.288 | 23.919 | 4). 402 | 66.382 | 385.069 |
| 20.085 | 8.981 | 12.035 | 19.829 | 39,493 |
| 54 |  |  |  |  |
| 163.485 | 30.802 | 58.812 | 75.589 | 490.771 |
| 174.279 | 36.740 | 62.401 | 82.190 | 515.784 |
| -10.810 | $-5.138$ | -5.589 | -8.501 | -25.010 |

1985

| Number of abservetions in sampla | 783 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average saies | 163.951 | 37.780 | 65.218 | 114.533 | 438.279 |
| Average exoense $\%$ | 147.487 | 28.913 | 52.778 | 101.219 | +65.880 |
| Average net profit (loss) | 16.504 | 8.987 | 12.440 | 13.396 | 31. 351 |
| Busincsses rsperting profit (Mo.) | 838 |  |  |  |  |
| Average seles $\$$ | 182.894 | 37.681 | 85.418 | 114.895 | 433.781 |
| Avarage expense \$ | 141.113 | 27.083 | 51.002 | 97.,952 | 388.435 |
| Average net profits | 21.781 | 10.818 | 14.418 | 16.743 | 45.348 |
| Susinestes reporting loss (Mc.) | 145 |  |  |  |  |
| Average sales | 187.752 | 38.704 | 83.504 | 113.477 | 455.329 |
| Average expense \$ | 178.376 | 48.039 | 88.015 | 122.545 | 475,906 |
| Average net loss \$ | -10.824 | -7.335 | -4.511 | -9.088 | -21.585 |

1987

Number of observations in sample Average sates $\$$ Average expense Average net profit (loss) $s$

Businesses peporting profit (Mo.) Average sales $\$$
Average expense $\$$
Average net orofit s

Businesses reporting lass (Mo.) Averaga seles Aversge exoenst 5 Average net loses
155. 388
155.425
141.179
30.638
152.288
152.885
132.947
19.939

78
165.027
176.119
$-10.092$
30.638
6.338
56. 205
45.549
10.656
37.495
28.288
35.449
37.443
-2.094
55.411
43.295
13.116
54.821
80.702
$-5.881$
107.87
907.87
$\begin{array}{ll}12.932 & 393.587\end{array}$ 393.587
27.059
413.098
373.362
104.54
86.84
17.89
122.824
131.274
451.014
474.855

- 23.94
(9) These nstimates are dased on sample of Dusinesses paporting sales perween $\$ 25.000$ ond $\$ 2.000 .000$

See iabl i for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Canade, forest Froduces Trucking Industry (SIC 4555)

|  | -otal! |  | $\begin{array}{r} 30 t 10 \mathrm{~m} \\ =5 \% \end{array}$ |  | -12a1-5**? |  | -Tect |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole No. -ow soles value $3000^{\prime}$ ! 4ign salus value' $\$ 000^{\prime} \mathrm{s}$ |  | $420$ |  | $\begin{array}{r} 9 \\ 55 \end{array}$ |  | $0$ |  |  |  |  |  |
| Solucted xoense item | incustry averagei2) |  |  |  |  | $\left\{\begin{array}{c} \because \text { zusi- } \\ \text { nosses } \\ \text { coor: ing } \end{array}\right.$ | 2eoor: Tg iusinesses =n:r. |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bo: } 20 \mathrm{~m} \\ 25 x \end{array}$ | $\begin{array}{r} \text { cower } \\ \text { midd1 } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { cooer } \\ \text { mi } 910 \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | - =2a | $\begin{array}{r} 30:: 9 m \\ : 5 \% \end{array}$ | $\begin{array}{r} \text { - 2wer } \\ \text { nigal } \\ 25 \% \end{array}$ | $\begin{array}{r} 2-20 \% \\ m 10010 \\ 25 \% \end{array}$ | $\begin{aligned} & -30 \\ & 20 \end{aligned}$ |
|  | Parcent of sales |  |  |  |  |  | Parcont of saves |  |  |  |  |
| Cost of sales | 2.8 | 2.9 | 2.6 | 0.7 | 5.1 | 10.2 | 27.6 | 69.0 | 23.8 | 7.0 | 32.9 |
| Oceupancy expenses |  |  |  |  |  |  | 31.8 |  | 34.9 |  |  |
| Oeprecierion | 11.9 | 10.9 | 12.8 | 18.0 | 9.8 | 91.7 | 12.9 | 15.1 | +3.2 | 14.8 | 9.3 |
| Reoairs a maintenance | 18.4 | 20.2 | 18.0 | 15.9 | 11.7 | 80.5 | 20.4 | 28.3 | 22.2 | 18.9 | 13.3 |
| Heet. ight \& telemone Rent | 0.7 2.3 | 0.6 2.0 | 1.0 3.1 | 0.6 1.6 | 0.5 2.3 | 67.3 37.9 | 1.0 5.0 | 1.1 12.1 | 1.1 8.1 | 0.9 3.7 | 4.7 |
| Personnel experses | 16.8 | 12.5 | 11.1 | 18.3 | 24.1 | 83.0 | 20.0 | 23.4 | 13.6 | 18.4 | 25.7 |
| Financial expenses | 4.5 | 6.5 | 5. 5 | 6.8 | 3.4 | 92.3 | 4.9 | 5.5 | 5. | 5.2 |  |
| inierest \& bank enterges | 3.7 0.9 | 3.9 0.6 | 4.6 0.9 | 3.7 1.0 | 2.8 0.9 | 96.1 75.6 | 4.3 | 5.3 | 5.2 | 4.3 1.3 | \%.? |
| Other expenses | 34.7 | 37.8 | 33.3 | 32.9 | 34.5 | 38.9 | 35.1 | 39.5 | 33.9 | 32.9 | 34.5 |
| Profit (leas) | 10.2 | 6.7 | 11.7 | 11.2 | 4.9 | 98. 7 | 10.3 | 8.7 | 11.7 | 11.7 | 8.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | ... | . . | . . | - . |

## \section*{syouls} <br> - 2 ero or no observetions <br> - too small 100 be expressed <br> not spelicable <br> $\times$ confidentlal

## Pootnotes

(1) These estimetes art bsed on stepl of businesses pepopting selve betweem \$25.000 ant $\$ 2.000,000$

21 Value in each cell. Total whignted mapenditur on siven ity

3) Value in sech cell a Rotel wighted mostditurn on given item

This portion of the tableptins only to the businesses peporting the specific expense iten. pherefore these ratios are calculated individuelly and the sotal will hat necesserily equal $100 \%$.

## Hotes

Dete are shown by quartiles when ot latet 13 of the sompled businsses report the soecific item
 one quartep of the cotel number of busingsses. Within bech qutritil. the average ritio is pregented. for comperison purposes. the high and low vilues of selis are shom.

How to usa the tebles
[il Locate the aporopritet sales range thet is displaynd on the two lines enticled elow sales veluel shd enigh sales velues
(2) The sulucted range will indicate the proper suartile, i. t. the bottem 25\%, the lower micdie 25\%, the upgar migal 2g\% or the 100 25\%.
(3) Data pertaining to the selected sales size rang will be in thet quertile.

Standmrd lindugtrist Clestifiestion oefinition (51C 1980):
SIC 458s. Forest products Trueking Industry
Businassas primarily engaged in pransporting oulowood wood chips and sow-logs whether or not specialized equipment is used. lncluded
 truck hauling service.

TABLE 2. Balance shet orofile for incorporated businesses only, 1987
Canada. Forest Products Trucking Industry (SiC 4555)


Set Pable for symbols and fores

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Canade, Forest Products Trucking Industry (SIC 4585)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | midul $25 \%$ | Uoper midal 25\% | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (Mo. Low soles value ( 5000 's) High sales value ( $\$ 000^{\circ}$ s) | 252 $(1)$ $(1)$ | (1) 98 | $\begin{array}{r}98 \\ 185 \\ \hline\end{array}$ | $\begin{array}{r}165 \\ 327 \\ \hline\end{array}$ | 32? |
|  |  | Average |  |  |  |
| Liquidity patio Curpent iatio (times) | 0.9 | 0.8 | 0.6 | 0.8 | $\therefore .0$ |
| Leversge ratios Debt/equity patio (times) interest coverage patio (times) Dobt patio (times) | 2.0 3.1 0.7 | 9.7 0.9 | 4.5 2.0 0.8 | 1.6 4.5 0.6 | 1.5 4.0 0.0 |

[^27]Definitione:

1. Liquidity petio:

Gurrens: currons assets / cuprent liabilitios
2. Leverege retios:

```
Ocbr/muity = cotal liabilities / equity
Debr ratio = coral ligoilitiss / cozal assets
Incerest goversge z net profit . interest expense / interest mxense
```

SDURCE: Small Business and Special Survers Division. Stapistics Canada.

TABLE 4. Statement of enanges in financial position for incorporated ousinesses only. 1987
Ganada, forest prooucts Trucking Inoustry (S1C 4505)

|  | Forail: | $\begin{array}{r} 30 t: 0 m \\ \text { izt } \end{array}$ | $\begin{gathered} \text { - =we } \\ \text { Midocie } \end{gathered}$ | フ1 | - 28 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fusinesses in samole: No. -ow sales value $\$ 000$ 's! High saies value ( 8000 's : | $1 \varsigma 1$ | $\begin{aligned} & 11 \\ & 96 \end{aligned}$ | $\begin{array}{r} 95 \\ : 80 \end{array}$ | $\begin{array}{r} 130 \\ 9.45 \end{array}$ | j: |
|  |  |  | verage 5000 |  |  |
| Ooersting ctivities Casn iram soerations Jedrec: aition Other | $\begin{aligned} & 20 \\ & 31 \\ & -6 \end{aligned}$ | $\begin{array}{r} -10 \\ 12 \\ -3 \end{array}$ | ?! | -2 | 2 $j$ $j$ -16 |
| Dividends | -5 | - | -3 | -7 | -9 |
| !nvestment activitics <br> Disposel of fixed ssets <br> Purchase of fixed susets <br> lncrease in investment <br> Decrese in investment | $\begin{array}{r} 20 \\ -53 \\ -3 \\ 2 \end{array}$ | $\begin{array}{r}10 \\ -23 \\ \hline\end{array}$ | $\begin{array}{r}25 \\ -31 \\ \hline\end{array}$ | 18 -54 | $\begin{array}{r} 28 \\ -103 \\ -12 \\ 8 \end{array}$ |
| Financing ectivities <br> incresse in long term debt <br> keosyment of lang term deb: <br> boans from sharenolders <br> Redayment of loans fiom sharenoiders <br> sovances \& loans from government <br> Increase in equity <br> Jecresse in equity <br> Other | $\begin{array}{r} 29 \\ -28 \\ 5 \\ -6 \\ -1 \\ -2 \end{array}$ | 17 -4 5 -2 - -3 | 21 -33 1 -5 | 24 -23 3 -5 | $\begin{array}{r} 67 \\ -50 \\ 8 \\ -19 \\ - \\ 3 \\ -4 \\ -1 \end{array}$ |
| Increase(decrese) in cssh equivalents Cash s equivalents-8eginning of the yeep Cash \& equivalents - End of the yeer | 24 27 | $-1$ | 6 12 18 | 18 | 5 83 89 |

 only those businesses reporting a startment of changes.
See Toble 1 for symbols no notes.
TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciasstfication tri i987
Canade. Truck Trensport Induseries (SiC 45B)

| 8usiness size expiessed in average labour wnits | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \text { (\$000's) } \end{array}$ | Average labour units(1) | Changes in number of businesses with poid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 <br> remorting(2) | No longer reporting 3 |
| 1984 |  |  |  |  |  |
| Total | 18.056 | 2.921 .085 | 136.142 | 3.718 | 2.293 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 16.812 \\ 827 \\ 296 \\ 139 \end{array}$ | $\begin{aligned} & 810.160 \\ & 610.687 \\ & 699.874 \\ & 800.384 \end{aligned}$ | $\begin{aligned} & 35.598 \\ & 27.193 \\ & 30.521 \\ & 42.830 \end{aligned}$ | $\begin{array}{r} 3.595 \\ 81 \\ 34 \\ 3 \end{array}$ | $\begin{array}{r} 2.225 \\ 39 \\ 24 \\ \bar{y} \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 21.463 | 3,857.419 | 153.888 | 4.470 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-99} \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 20.043 \\ 969 \\ 321 \\ 130 \end{array}$ | $\begin{array}{r} 1.059 .091 \\ 798.124 \\ 879.811 \\ 932.093 \end{array}$ | 41,552 <br> 31.664 <br> 34.483 <br> 45.989 | $\begin{array}{r} 432 \\ 95 \\ 36 \\ 9 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

(1) Aver age lsoour units are calculated by dividing total payroll by the average annul wage and salary pate as reorted in the Survey of Employment. Payroll and Mours. Statistics Canade. Catalogue 92-002. An average labour unit couid de interoreted as a full-time mployes. Mote that the business size groups used are detepmined at the Censde level, fhus if a business nas at least 500 employees in canade as whol but luss than that number in any given province it is shown in the 500 and over group
(2) Refers io businesses reporting no oaycoll deouestions in the provious yesr.
(3) Refers to businesses iporting no payroll deductions in the tollowing year
"Newiy roorting" and "no longer reporting" businetses are assumed to have been in ac:ivipy for six moneths and the information is adjusted accordingiy.
see iable 1 for symbols and notes

TABLE 6. Selected operiting Gharacteristies of smali businesses by sales quartile. $1985-1987$
Canade. Forest Products Trucking Industry (S1C 4565)


1985


1915

| Mumber of observations in sample | 878 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {a }}$ | 194.402 | 55.685 | 104.980 | 142.899 | 474.083 |
| Average exoense 3 | 179.503 | 49.760 | 92,639 | 127.240 | 448. 372 |
| Averege net orofit (loss)s | 14.899 | 5.925 | 12.321 | 15.659 | 25.69 |
| Businesses peporting profit \{Mo.) | 590 |  |  |  |  |
| Average sales | 192.413 | 56.525 | 104.531 | 141.903 | 486.693 |
| Average exotnse \$ | 189.904 | 47.767 | 85.975 | 118.885 | 425.990 |
| Average net profits | 22.509 | 8.758 | 17.558 | 23.018 | 40.703 |
| Businesses reoopting loss (Mo.) | 18 |  |  |  |  |
| Average sales s ( | 201.732 | 52.701 | 108. 421 | 148.487 | 501.317 |
| Average exoense ${ }^{\text {a }}$ | 214.324 | 56.838 | 111.045 | 157.389 | 531.144 |
| Average net loss \$ | -12.592 | -4, 137 | -5.524 | -10.882 | -29.827 |

1987

| Munber of observetions in semple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net ppofit (loss) \$ | 435 178.997 183.645 15.352 | 49.949 48.785 1.154 | 84.429 74.090 10.339 | 133.247 117.852 15.395 | $\begin{array}{r} 448.354 \\ 413.852 \\ 34.512 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reorting proflt (Mo.) | 339 |  |  |  |  |
| Average sales 5 | 181.256 | 51.353 | 84.530 | 137.059 | 452.082 |
| Average expense 3 | 155.989 | 39.342 | 69.679 | 112.090 | 402.864 |
| Average net profit $\$$ | 25.287 | 12.011 | 14.851 | 24.989 | 49.218 |
| Qusinesses reporting loss \{ Mo.) | 97 |  |  |  |  |
| Average salis \$ | 172.248 | 46.710 | 84.104 | 123.583 | 434.596 |
| Average expense | 186.506 | 70.572 | 88.387 | 132.513 | 454.55 ! |
| Avorage net loss ${ }^{\text {S }}$ | -14.258 | -23.862 | -6. 283 | -8.930 | -19.955 |

11 ihese estimates are based on s smplo of businesses reporting sales Detween $\$ 25.000$ and $\$ 2,000.000$.
See Table f for symbols and notes

TABLE 1．Selected operating patios．in percent of sales．1987
Canade．School sus Operations Industry（516 4573）

|  | －otal： |  | ミ0：tom |  | 7 T －－－－ |  | －1ce：－20\％ |  |  | ご， |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samol No． －2w sales valu $\$ 8000$ ： Hign sales value（ $\$ 000^{\circ}$ s） |  | $\begin{aligned} & 331 \\ & 1! \\ & 1! \end{aligned}$ |  | ！！ 3 |  | $\begin{aligned} & 25 \\ & 32 \end{aligned}$ |  |  |  |  |  |
| Sulected axpense item | inaustry average（2） |  |  |  |  | $\begin{aligned} & \because \text { susi- } \\ & \text { resses } \\ & \text { reoorting } \end{aligned}$ | Feoor－：ç zusinesses 2niy ： |  |  |  |  |
|  | Caral | $\begin{aligned} & \text { 3ortom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text {-ower } \\ \text { Tidli } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { "oo } \\ & 25 \% \end{aligned}$ |  | －0．31 | $\begin{array}{r} 30:-0 \mathrm{om} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { - wer } \\ \text { midal } \\ 25 \% \end{array}$ | $\begin{array}{r} -50 e r \\ \text { misol } \\ \geq 5 \% \end{array}$ | $\begin{aligned} & 20 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Poreent of sales |  |  |  |  |
| Cost of setos | 0.5 | － | 0.1 | 0.1 | 1.9 | 8． 5 | 8.1 | － | 1.5 | 1.8 | 15.3 |
| Oceupmey expenses |  |  |  |  |  |  |  |  |  |  | $18.1$ |
| Deoreciation | 10.9 | 10.4 6.8 | 10.8 5.7 | 12.0 | 10.4 | 98.4 72.3 | 11.1 | 10.7 10.8 | 11.2 | 12．8 | 10．4 |
| Reoutig meintenance | 5.6 0.8 | 6.8 0.8 | 1.7 1.0 | 5.2 0.8 | 4.9 0.8 | 72.3 68.0 | 7.8 1.2 | 10.8 1.3 | 9.0 1.7 | 6.8 1.8 | 5． |
| Rent | \＄． 1 | 0.3 | 0.5 | 1.4 | 2.1 | 42.8 | 2.5 | 1.4 | 2.1 | 2.9 | ： 3 |
| Personnel expenses | 25.7 | 15.4 | 12.7 | 38.2 | 40.2 | 84.2 | 31.7 | 24.0 | 17.6 | 38.2 | 40.6 |
| Financial expenses | 3.1 | 2.0 | 3.8 | 3.3 | 3.3 |  |  | 2.3 | 4.3 |  |  |
| Intorest 3 bank cherges | 2.1 1.0 | 1.4 0.6 | 2.7 1.0 | 2.0 1.3 | 2.4 0.9 | 70.8 82.7 | 3.0 1.2 | 3.4 1.0 | 1.4 1.3 | 2.4 1.3 | 2． 5 |
| Other expenses | 28.9 | 23.2 | 30.3 | 27.1 | 25.2 | 100.0 | 28.9 | 23.2 | 30.3 | 27.1 | 25.2 |
| Profit（lozs） | 24.4 | 41.1 | 35.2 | 12.0 | 10.3 | 100.0 | 24.4 | 41.1 | 35.2 | 12.0 | 10.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | ．．． | ．． | ．． | $\ldots$ |

## Syebols

－zero or no observetions
$=\quad i 00$ smill too be expressed
not applicablo
$\times$ confidential
Pootnotes



This partion of the table perteins only to the businesses reporting the specific expense iten．Therefore these retios are caiculated incividually and the cotal will not necessarily equal $100 z$.

Not ${ }^{\text {set }}$
Dota are shown by quartiles when at lust 13 of the sampled businessas raport the specific itum．
Records were ronked in sseanding order according zo stiss size．Esch quartile li．e．bottom 25z．Iowtr midde 25\％．tte．）represents one quarter of the total number of businesses．Within bach gutaile．the average ratio is or asented．for comperison purposus．the high and low valuss of seliss ore shown．

How to use the tatias
（1）Locate the appopriat sales range thet is displayed on the two lines entitled low sales value and migh sales viut
 top $25 \%$.
（3）Data pertaining to the stiected selus size range will be in that quartile．

Stenderd Industrisl EInstifictetien Ofinition（SIC 1980）：
S15 4573 －Senool Bus Operation Induetry
Businesses primorily engaged in ooerating buses and other motor vehicles to transpopt pupils to and from school such as school bus sepvices．



See tol 1 for symbols mo nores

TABLE 3. Financisi retios (1) for incorporatad businesses only. 1987
Canadt. School bus Operations Industry (Sic 4573)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lomer middle 25x | Joper middle 25\% | T00 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No. Low sales velue ( $\$ 000$ 's) High sales value ( $\$ 0000^{\prime}$ s) | $\begin{aligned} & 265 \\ & 11) \end{aligned}$ (1) | $11)$ 105 | 105 243 | 243 548 | 548 $11)$ |
|  | Avorage |  |  |  |  |
| Liquidity patio Cupfont ratio (times) | 1.1 | 2.2 | 1.1 | 1.3 | 0.9 |
| Leverage tatios Onot/ouity cetio (times) interest coverage ratio (times) Dot titio (times) | 1.0 5.4 0.5 | 0.7 5.1 0.4 | $\begin{aligned} & 0.7 \\ & 5.7 \\ & 0.4 \end{aligned}$ | 0.8 5.8 0.4 | 1.2 5.2 0.5 |

(1) The retios represen the werage of patios for mech business in the groud and cannot be calculated from the figures shown in table 2 .

See Table i for symbols and notes.

Definitions:

1. biquidity ratio:

Curpene = current assets / current liabilitios.
2. Leversege retias:
a) Gebelequisy = cotal liabilitiss / aquity
b) Debt fatio = toisl liabilitiss total assets
c) Infefest coverage z net peofit imerest oxpense / interest expense

TABLE 4. Statoment of changes in financial position for incoroorated businesses only. igst
Canada. School 3us Opurations Industry (S16 4573)

 only those businesses poperting stetent of ghanges.
see Teble 1 for symbols and notes.

TABLE 5. Employment enanges by size of businesa, 1984-1987 based on SIC elasififiction tn i98T
Caneda. School $\begin{gathered}\text { Bus Opertions industry (SIC 4573) }\end{gathered}$


(1) Averege laoour units are celculated dy dividing total puyroll by the average annusi wage and solsty rate as fonorise in the

 500 employess in Canada as mol but less than intet number in any given province it show in the 500 and over groub.
(2) Refers to businesses reporting no payrall deductions in the previous year
(31 Refers to businesses reootting no payrol geductions in the following year
"Newiy reoorting" and "no longer reporting" businesses are assumed to hove dean in activity for six monims and the information is adjusted accordingly
sen iable 1 for symbols and noies

PABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Canada. School sus Operations Industry (SiC 4573)



1988


1987

| Number of observations in sample <br> Average sales <br> Averege expenses <br> Average net profit (loss) $\$$ | 352 223.401 195.193 28.208 | $\begin{aligned} & 30.388 \\ & 17.420 \\ & 12.968 \end{aligned}$ | 45.770 30.829 15.841 | $\begin{array}{r} 131.683 \\ 116.159 \\ 15.504 \end{array}$ | $\begin{array}{r} 684.782 \\ 818.286 \\ 68.518 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Suginesges reporting profit (Mo.) | 322 |  |  |  |  |
| Avertge sales ${ }^{\text {d }}$ | 223.721 | 30.230 | 45.252 | 133.814 | 684.589 |
| Average expense \$ | 192.597 | 16.095 | 29.859 | 115.136 | 609.298 |
| Avorage net profit \$ | 31.124 | 14.135 | 16.393 | 18.67\% | 75.291 |
| Bualnesses reporting lous (Mo.) | 30 |  |  |  |  |
| Average sales 5 | 223.900 | 32.824 | 82.140 | 113.154 | 587.470 |
| Average exoenses | 234.717 | 37.901 | 62.835 | 124.958 | 713.371 |
| Average net losas | -10.817 | -5.077 | -495 | -11.796 | -25.901 |

(11) These estimates are oased on sampl of businesses reoorting sales between $\$ 25.000$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0}$.
set ione 1 for symbols and notes

TABLE 1. Selacted operating ratios, in ourcent of sales. 1987
Cansda. Taxicse Industry (SIC 45s1)
Totaii: うotiom

| jusinesses in samol No. -ow sales value 3000 s) righ sales value ( 3000 's) |  | $\begin{aligned} & 373 \\ & 111 \\ & 111 \end{aligned}$ | $\begin{aligned} & 11 \\ & 28 \end{aligned}$ |  |  | $\begin{aligned} & 28 \\ & 24 \end{aligned}$ | $\begin{aligned} & \vdots 4 \\ & 15 \end{aligned}$ |  |  | $\therefore 5$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selocted exoense item | Industry averagel 2 : |  |  |  |  | $\begin{gathered} \text { च susi- } \\ \text { nesser } \\ \text { reporting } \end{gathered}$ | Reporting zusinesses $2 n \rightarrow$ at |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-ower } \\ \text { middl } \\ 25 \% \end{array}$ | udoer niddl. 25\% | $\begin{array}{r} 00 \\ 25 \% \end{array}$ |  | -otal | $\begin{array}{r} 30 t: 0 m \\ i 5 \% \end{array}$ | $\begin{array}{r} \text {-ower } \\ \text { middi } \\ 25 \% \end{array}$ |  | $\begin{aligned} & -50 \\ & -5 \% \end{aligned}$ |
|  | Porement of sales |  |  |  |  |  | Peresent of saiss |  |  |  |  |
| Venicl expenses | 15.9 | 17.2 | 19.3 | 21.8 | 21.1 | 84.8 | 22.3 | 20.2 | 23.3 | 24.0 | 21.9 |
| Deorectation | 5.2 | 4.3 | 5.4 | 5.8 | 5.3 | 73.3 | 7. | 7.3 | B. 1 | 7.3 | 3. 3 |
| Roouirs 8 meintonence | 8.3 | 5.2 | 5.1 | 5.8 | 9.2 | 48.2 | 13. | 17.9 | :2. 1 | 10.7 | :3.7 |
| Fuel expense | 8.3 | 7.7 | 8.8 | 10.2 | 6.8 | 51.3 | 16.2 | 16.6 | 17.2 | 16.8 | 14.3 |
| Personnel expenses | 10.7 | 5.8 | 8. 2 | 7.3 | 23.8 | 45.3 | 23.7 | 28.9 | 20.2 | 17.0 | 27.5 |
| Financisl expenses | 2.9 2.5 | 3.2 3.0 | 2.5 2.2 | 2.5 2.2 | 3.2 2.5 | 88.5 50.3 | 4.2 4.9 | 8.3 8.9 | 4. 4 5.4 | 3.1 | 3.7 3.3 |
| Profossional fees | 0.4 | 0.2 | 0.3 | 0.3 | 0.0 | 49.3 | 0.9 | 0.6 | 1.0 | 0.6 | 3.3 |
| Other expenses | 47.0 | 55.3 | 47.2 | 45.0 | 40.7 | 100.0 | 47.0 | 55.3 | 47.2 | 45.0 | 40.7 |
| Profit (10xt) | 19.5 | 18.7 | 24.8 | 23.3 | 11.4 | 99.5 | 19.8 | 18.7 | 24.8 | 23.8 | 11.5 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\ldots$ | . . | ... |

## Symools

```
zero or no ooservetions
- coo smell to0 be Exprnssed
    not applicsol
* confidentil
```


## footnotes

111 ihese estintes are bused on semple of busintsess reporting seles betwent $\$ 25.000$ and $\$ 2.000 .000$

(3) value in bech cell a lotel wighted oxpenditure on given item for forg gurtile.
 individusily and the totsi will not mecessarily equal $100 \%$.

## Motes



 high and low vilues of salss are shown.

How to use the tebles

(2) Phe selected range will indicete the proper guertile, i. ©. the dottom 25\%, the lower middle 25\%. the upoer midde $25 \%$ or the 10025 \%.
(3) Date perisining to the selgeted sales size range will be in that quartile.

## Stenderd Industris Clustificetion Definition (SIC 1980):

516 4581-Texicsb Industry
Businesses primerily engaged in providing passenger fransportation by eutomobiles not ocerated on regular schedules or betmem fixed

 and taxicab sarvicse ar included in this industry

TABLE 2．Balance shetet orof 11 for fneorporzted businesses only， 1987
cansed．Taxicat Indusery（SIC 4581）

|  | －2：31（i） | $\begin{array}{r} 30: \geq m \\ \text { iz: } \end{array}$ | Tictle－ower |  | \＃： |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses ：sample（No． －ow sales value 5000 s ） Hign sales value（\＄000＇s） | （1） | ！ | 53 <br> $\vdots 6$ | $\begin{aligned} & 50 \\ & \vdots 2 \% \end{aligned}$ | ごっ |
|  | Iverage（\＄000＇s： |  |  |  |  |
|  |  |  |  |  |  |
| Cagh | 20 | － | 3 | 16 | E\％ |
| Acequnte and notes receiveole inventory | 20 | － | 3 | 16 | E\％ |
| Other curpent assets | 32 | ， | 13 | 35 | －5 |
| Total curiont assets | 52 | 4 | 16 | 51 | 135 |
| Fixed assets | 57 | 13 | 18 | 20 | ： 77 |
| iess：3ccum．ono．on fixed assets | － | － | － | － | － |
| Other essets | 58 | 51 | 28 | 15 | 132 |
| Total ussets | 185 | 5 | 11 | 86 | 443 |
|  |  |  |  |  |  |
| Current loons | 41 | 22 | $10^{3}$ | 25 | ： 21 |
| Total curient lisoilitica | 57 | 24 | 14 | 33 | ：5？ |
| Mortgages Dayable | － | － | － | － |  |
| Long term 000t | 3 | 2 | 1 | ， | ） |
| Other liabilitioe | 55 | 27 | 19 | 27 | 148 |
| Total liabilities | 116 | 53 | 34 | 81 | 313 |
| Total sauity | 50 | 15 | 27 | 24 | 130 |

111 inese estimetes are gesed on sampl of businesses reporing sales ouween $\$ 85.000$ and $\$ 2.000 .000$ ．
Sce isole i for symbols and nores．

TABLE 3．Financial ratios（1）for incorporeted buthesses only． 1987
Cansde．Taxicab Industry（SiC 45s1）






Otinitione：
1．Liquidity retio：
Current s current assets／curpont liatilitics．

2．Leveroge retios：
al Deet／equity＊otal liabilities／equity．
b）Debt ratio a lotel lisoilizies／totel assers．
c）Interess coversoe z net profit interest expenef interese oxpense

PABLE 4. Statament of changes in financial position for incorporatea ousinesses anly. isa7
Eanade. Taxicab Inausery (SIC 4581)

|  | -6:3: 1 | $\begin{array}{r} \text { E0tiom } \\ 2 \Xi \% \end{array}$ | - © - 2wer : | - cci |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 3usinesses in sample Na . Low saics valut $\$ 3000$ s: High sales value ( $50000^{\prime}$ ) | $\begin{gathered} 29 \\ i 1 \\ 11 \end{gathered}$ |  | -- | -- |  |
|  |  |  | -r8ge 1800 |  |  |
| Joerating activities Cash from ooerations Jeoraciation Other | 18 -5 -12 | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investmant activities <br> Disposel of fixed assers <br> Purchase of fixad issets <br> tncrease in investment <br> Decrese in investment | $\begin{array}{r} 9 \\ -48 \\ -1 \\ -1 \end{array}$ | -- | -- | -- | -- -- -- |
| Financing activities <br> Increase in tong term debt <br> Reoarment of long term dobt <br> boans from shareholders <br> Reoayment of loans from sharaholders <br> Advances \& loans from government <br> Increse in equity <br> Decreese in equity <br> Other | $\begin{array}{r} 25 \\ -18 \\ 11 \\ -9 \\ - \\ -1 \\ -1 \end{array}$ | -- | - <br> - <br> -- <br> -- <br> -- | -- -- -- -- -- | - -- - - - |
| Incresese(decrease) in cash sequivelents Cash \& quivalents-geginning of the year Cash s equivalonts - End of the youp | 2 6 8 | $\cdots$ | -- | -- | -- |

 oniy those ousinesses roporifing stetement of changes.
Soe ingle 1 for symools and noces.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciaseificetion in ige7
Canade, Taxicab Industry (Sic 45\#1)

 Survey of Emoloyment, Peyroli and Hours. Statistics Canada. Catalogue 12-002. An average laogr unit coulo of intororeted os a full-time emoloyme. Note that the business size groups used aro determined at the Caneda lovel. Thus if a business has at loest 500 employees in Canada as a whale but less than that number in any given province if is snown in the 500 and over groud
121 Refers to businesses raorting no payroll deductions in the previous year.
131 Rufers to businesses feoprting no payroll deductions in the following yetr
"Nowly reoorting" and "no longer reporting" Dusinesses are assumm to hove buen in activity for six nonths and the information is adusied sccordingiy.
set Taole 1 for symools and roies

TABLE G. Selected operating enturacteristics of small businesses by sales guartile. i985-ig87 Canada, Taxicab Industry (SIC 4581)


| Numet of observations in sample <br> Average saies $\$$ <br>  <br> Average net profit ‘lozs! | 349 74,120 35.190 3.830 | 28.121 9.382 8.139 | 29.344 -1.308 7.338 | $\begin{aligned} & 17.37 \\ & 31.37 \\ & 3.300 \end{aligned}$ | $\begin{array}{r} 23.022 \\ 30.00 \\ 2.542 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 500 |  |  |  |  |
| Average sales | 70.902 | 26.122 | 29.345 | 37.361 | 190.498 |
| Average expense ${ }^{\text {a }}$ | 60.073 | 19.878 | 20.784 | 28.107 | 173.524 |
| Aversge ner profits | 10.829 | 8.244 | 8.831 | 9.234 | 15.374 |
| Businesses reporting loss (Mo.) | 49 |  |  |  |  |
| Averege salos | 90.848 | 28,000 | 29.828 | 38.833 | 258.129 |
| Average expense 8 | 97.211 | 34.387 | 34.856 | 46.29 | 278.390 |
| Average net lass | -6.583 | -5.387 | -5.028 | -5.378 | -10. 6 ¢ |

198

| Number of observations in sample Aversge saies <br> Average expmses <br> average net profit (loss) \$ | $\begin{array}{r} 385 \\ 82.533 \\ 74.287 \\ 8.248 \end{array}$ | $\begin{array}{r} 25.980 \\ 19.478 \\ 8.504 \end{array}$ | 29.070 21.917 7.153 | $\begin{aligned} & 39.288 \\ & 28.962 \\ & 10.304 \end{aligned}$ | 275.815 225.753 9.027 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting eprofit (No.) | 342 |  |  |  |  |
| Average sales \$ | 76.715 | 25.949 | 29.094 | 38.935 | 212.882 |
| Average exoense \$ | 65,894 | 18.228 | 21,549 | 27.536 | 196.261 |
| Average net profit \$ | 10,821 | 7.721 | 7.545 | 11.400 | 16.621 |
| Susinesses reporting loss (Mo.) | 43 |  |  |  |  |
| Average sales | 102.295 | 28.197 | 28.400 | 42.544 | 311.937 |
| Average exsense $\$$ | 107.994 | 28.178 | 32. 123 | 43.543 | 328.133 |
| Average nut loss | -5.899 | -1.981 | -3.723 | -899 | -16.:96 |

1987

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | 412 85.980 59.488 8.472 | 28.651 21.868 4.783 | 30.503 22.895 7.708 | 38.062 29.319 8.743 | 168.724 156.063 12.650 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting erofit (Mo.) | 341 |  |  |  |  |
| Average sales | 62.953 | 26.398 | 30.677 | 38.065 | 156.7:3 |
| Average oxoense 5 | 52.628 | 19.631 | 22.324 | 29.190 | 139.367 |
| Averege net profits | 10.335 | 8.767 | 8.353 | 8.875 | 17.346 |
| Susinesees reporting tess (Mo.) | 71 |  |  |  |  |
| Average sales | 81.504 | 28.881 | 29.505 | 37.868 | 231.681 |
| Average exomens | 87.675 | 37.495 | 30.549 | 39.052 | 243,602 |
| Average net loss \$ | -6.171 | -10.634 | -944 | -1.184 | -19.321 |

111 These estimates be Dased on sample of Dusinesses reporing soles between 825,000 and $32,000,000$.
Sen iabl ifor symols and notes

TABLE 1. Solected operating ratios, in percent of sales, i987
Eanada. Postal z̈ervice noustry (SIC 484)

|  | - ctalil |  | $\begin{array}{r} 95: \pm 0 m \\ 25 \% \end{array}$ |  | 710012- =wer |  |  |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses a samole (No. fom sales value (\$000.s) High salas value i $9000^{\circ}$ s; |  | 25 |  | -- |  | -- |  |  |  |  |  |
| Selected exoense item | Industiv zueragel 2 ! |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { ressesting } \end{aligned}$ | 2000p:ing gusinesses onluy ju |  |  |  |  |
|  | -0t21 | $\begin{array}{r} 30 t r o m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { ower } \\ \text { middl } \\ 25 \% \end{array}$ | Voon mod $25 \%$ | $\begin{aligned} & 50 \\ & 25 \% \end{aligned}$ |  | -otal | 3a::om - $5:$ | $\begin{array}{r} \text { ow r } \\ \text { nicu } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { vecer } \\ \text { +1. } 310 \\ 25 \% \end{array}$ | $00$ |
|  | aereent of salet |  |  |  |  |  | percent of sales |  |  |  |  |
| Cost of salus | 0.1 | - | - | - | -- | 8.8 | 0.8 | - | - | ** | - |
| Dceusancy expenses | 14.0 | -- | - | -- | -- | 100.0 88.0 | 14.0 | - | -- | - | $\cdots$ |
| ( | 5.3 3.1 | -- | -- | -- | -- | 86.0 48.5 | 6.2 5.4 | -- | -- | -- | -- |
| Heet. light \& tolophone | 1.9 | -- | $\cdots$ | -- | -- | 58.8 | 3.3 | -- | -- | -- | -- |
| Rent | 3.5 | $\cdots$ | -* | - | - | 50.7 | 7.2 | -- | - | - | -- |
| Personmel expenses | 13.8 | -* | -- | - | $\cdots$ | 58.5 | 24.5 | -- | -- | -- | -- |
| Finencial expenses | 2.2 | - | -- | - | - | 77.0 | 2. 8 | -- | -- | - | -- |
| interest \& bank charges Prafessional fees | 1.7 | -- | - | -- | -- | 88.5 56.4 | 2.5 0.8 | -- | -- | - | -- |
| Other expenses | 39.0 | -* | -- | -* | -- | 100.0 | 35.0 | -- | -- | -* | -- |
| Profit (loss) | 30.9 | -- | -- | - | -- | 100.0 | 30.9 | -- | - | -* | - |
| Fotel | 100.0 | - | -- | -- | - | 100.0 |  | -- | - | -* | ** |

## Symbel:

- ztro or no observetions
-- too small to0 be exprissed
.. nor apalicsole
$\times$ confidensiel


## Foernotes

191 These estimates or bused on semple of businesses reporting swies between 525,000 su0 52.000.000. Tothl wighted expenditur on given item



> Phis portion of the tabio pertains only to the businesses raporting the soecific oxpense item. itherefore these retios spe culculated individually and the tolsi will not necessapily equel 100 z.

## Notes


 one querter of the sotol number of businesses. Within tech quartile. Phe aversege ratio is presented. For comperison pupposes. the high and low veluts of satos apo shown

(21 The selected range witl indicete the proper quersile. i, the botzom 25\%. the lower midol 25z, the upper midd 25\% or the too $25 \%$.
(3) Ders portaining to the selected seles size range wilt be in thet guartile.

## Stenderd Induetrisl Clustifiotion offinition (31C 1980):

## SIC 4841-Dostel Sepvice Induetry

Gusinesses primerily engegeg in opereting postal service. In the main. this industry contains businesses of the post ofsice, but it also covers busingsses lincluding individuals working on theif own account primarily engaged in carrying on one or more functions of



|  | 7=:31.: | $\begin{array}{r} 30:-2 m \\ : 5 \% \end{array}$ | \% | $=$ |
| :---: | :---: | :---: | :---: | :---: |
| Jusinesses n samol No. -ow sales va:un : $\$ 000$ si tign sales alue $13000^{\prime} s$ ) | ( $\left.{ }^{1}\right)^{\text {a }}$ | -- | -- |  |
|  | Average ( 8000 's |  |  |  |
| Assets Gasn | X | -- | -- | -- |
| Accounts and notea receivabte | $x$ | **** | -- | -- |
| !nventory | $x$ | -- | -- | -- |
| Other current assers | $x$ | -- | -- | -- |
| jopel current assets | $\times$ | -- | -- | - |
| Fixed assets | $\underline{x}$ | - | -- | -- |
| Less: Accum. deo. on fixed essets | x | -- | - | -- |
| Other essets | $x$ | -- | -- | - |
| Total ssaets | $x$ | - | - | -* |
| bisbilities end equity |  |  |  |  |
| Cuprent coans liabilities | x | - | .- | -. |
| Total curcont liobilities | x | -- | - | -. |
| Mor:gages dayable | $\times$ | - | -- | -- |
| Long torm debt | $x$ <br> $\times$ | -- | - | -- |
| Other itabilities | $\times$ | - |  | -- |
| Total liabilitiea Total equity | $x$ <br> $\times$ | - | -- | -- |

Total cauity $\quad x \quad-\infty \quad-\infty$
see intele f for symbols and notes

TABLE 3. Financtai ratios(1) for incorporsted bustnesses only. 1987
Canmed. Postel Service Industry (Sic 4s41)

|  | Totel(2) | Bottom $258$ | midele $25 \%$ | middleper $25 \times$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busincsses in samol (No. Low sales value ( $9000^{\circ} \mathrm{s}$ ) 4igh sales value ( 5000 's) | (1) | -- |  | -- | -- |
|  |  |  | Average |  |  |
| Liauidity potio Gurcont ratio (times) | 0.7 | - | ** | - | -- |
| ```Leverege patios Deot/eauity ratio {times) lnterest goverage ratio (times) Deot (stio (times)``` | $\begin{array}{r} 2.4 \\ 10.5 \\ 0.7 \end{array}$ | -- | -- | -- | -- |



See fiole i for symols and notes.

Definitions:

1. biquidity ratio:

Gupront = current assets / current lisbilisies
2. Leverege retios:
al Deot/equity a soral liabilitins / oquity
bl Dede ratio setal liabilities/ cotal assets
c) Incerest covergege net profic - interest expense/ interest expense

TABLE 4. Statement of enanges in financial posttion for incorporated businesses only, ig87
Canade, Postel Service Industry (S1C 4841)

 only thase businasses reporting stasement of chenges.
see fitel 1 for synools and notes

TABLE 5. Employment enanges by tize of business. 1984-1987 based on SIC ciasification in 1987
Canade. Postal Service Indusery (SIC 4s41)

|  |  |  |  | Changes in num with pal | of busincsses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susiness size exprassed in average lobour units(1) | Number of businesses | Tot $\begin{array}{r}\text { pariol } \\ (\$ 000\end{array}$ | Average labour unita(1) | $\begin{array}{r} \text { Newly } \\ \text { reoorting(2) } \end{array}$ | Mo longer - Dorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 402 | 1.883.241 | 84.438 | 84 | 50 |
| 1888 than 20 | 388 2 | 9.759 | 380 95 | 84 | 50 |
| $\begin{aligned} & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 12 | x | 63.961 | - | - |
| 1987 |  |  |  |  |  |
| Totel | 427 | 2.047.534 | 72.126 | 93 | . . |
| 1088 $20-99$ | 413 | 11.275 $\times$ | 107 114 | 93 | - |
| $100-499$ | - | $x$ | - | - |  |
| 500 and over | 12 | $x$ | 72.305 | - | . $\cdot$ |

 Survey of Employment. Peyroll and Hours. Statistics canda. Catiogue 72-002. An average labour unip coula be interpreted as a
 500 mployetes in Canada as whol but leas than that number in any given province is is snown in the goo and over group.
(2) Reters 10 businesses reporiing no payroll duductions in the previous year
(1] Refers to ousinesses reporting no paypoll dequctions in the following yes

- Mewly reoorting" and "no longer poporting" businesses ar assumed to heve bean in sctivity for six months end the intormation is adjusted accordingly
see table 1 for symools and notes.

TABLE 6. Selected operating characeeristics of small businesses by sales guartile, 1985-1987
Canada, Postal Servico Industry (S1C 4841)

|  | -oval: | $\begin{array}{r} 30:: 5 m \\ 65 \end{array}$ |  | T ニ is - =2ar | (1) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Numoer of ooservations in sample | 53 |  |  |  |  |
| duerage sales 3 | 33. 21 | -3. 213 | 32.321 | 17.30 | 37. ${ }^{\text {\% }}$ |
| Average axomens s | -5.922 | \%3.717 | 23.789 | 33.775 | 5ŋ. 54 |
| Average net profit (loses) \$ | \%2.399 | 18.498 | 9.172 | \% 4.9 | 11.729 |
| Susinetses reoorting profit (Mo.) | 53 |  |  |  |  |
| Everege sales 3 | 61.737 |  |  |  |  |
| Avermotexoense \$ | 47.588 | 13.917 | 22.110 | 33.775 | 120.748 |
| Avorage net profits | 14.149 | 14.498 | 10.895 | 14.199 | 17.209 |
| Businesses reporting loss (Mo.) | 148.79 |  |  |  |  |
| Aversge sales \$ | 146.791 | - | 33.781 | $\cdots$ | 259.780 |
| Average exoense \$ | 150.451 | - | 35.635 | - | 255.287 |
| Average net loss ${ }^{\text {S }}$ | -3.580 | - | -1.874 | - | -5,487 |

1988

| Number of observations in sample <br> Averoge sales $\$$ <br> Average exoense $\$$ <br> Averoge net profit (loss) $\$$ | $\begin{array}{r} 91 \\ 57.397 \\ 44.235 \\ 13.162 \end{array}$ | 28.330 18.838 11.892 | $\begin{aligned} & 34.905 \\ & 22.854 \\ & 12.251 \end{aligned}$ | $\begin{aligned} & 50.978 \\ & 32.565 \\ & 18.411 \end{aligned}$ | $\begin{array}{r} 115.378 \\ 105.384 \\ 10.296 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8usinessen Peporting a profit (Mo.) | 14 |  |  |  |  |
| Avorage sales ${ }^{\text {s }}$ | 64,494 | 28.330 | 33.857 | 50.843 | 145.147 |
| Avorage expense ${ }^{\text {c }}$ | 47.319 | 18.838 | 18.050 | 31.825 | 124.761 |
| Averege net profit \$ | 17.175 | 11.692 | 17.807 | 18.818 | 20.385 |
| Businesses ceporting logs (Mo.) | 7 |  |  |  |  |
| Average sales \$ | 82.814 | - | 37.845 | 65.215 | 84.382 |
| Average expense \$ | 84.083 | - | 41.182 | 66,411 | 84. 595 |
| Average net loss \$ | $-1.249$ | - | -3.337 | -196 | -213 |

1887

| Number of observations in samole <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net opofit (loss) $\$$ | $\begin{array}{r} 60 \\ 83.485 \\ 65.134 \\ 18.351 \end{array}$ | $\begin{aligned} & 29.850 \\ & 16.140 \\ & 13.710 \end{aligned}$ | $\begin{array}{r} 36.509 \\ 25.850 \\ 9.659 \end{array}$ | $\begin{aligned} & 53.454 \\ & 39.745 \\ & 13.719 \end{aligned}$ | $\begin{array}{r} 214.115 \\ 179.801 \\ 36.314 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 48 |  |  |  |  |
| Average sales 5 | 93.0 20 | 29.850 | 35.509 | 53.464 | 254.658 |
| Average exotnse \$ | 71.918 | 16.140 | 26.850 | 39.745 | 204.937 |
| Average net profit\$ | 21.702 | 13.710 | 9.559 | 13.719 | 49.721 |
| Businesses reporting lese (Mo.) | 12 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 98.478 | - | - | - | 98.678 |
| Average expenses | 100.405 | - | - | - | 100.405 |
| Average net loss ${ }^{\text {S }}$ | -1.927 | - | - | - | -1.927 |


Set ?able f for symools and notes

TABLE 1. Selected operating latios, in percent of sales. 1987
Canada. Courier Servige industry isic ag42)


## symbic

zero or no observitions

- too smell too be expressed
not applicable
- confidential


## footnotes

(1) Thase estimetes are besed on sampl of businesses recorting sales betwem 125.000 and 32.000.000
(2) Volue in eech enil $=\frac{\text { lotsl weighted expenditure on given item }}{\text { lotal weighed sates of all businesses in the samol }} \times 100$ for ech ouertile.

This portion of the tode pertaint only to the ousinesses reporsing the seecific expense icem. ihernfore these rotios aro calculated individuelly and the totel will not necessafily equal $100 \%$.

## Notes

Data er shown by quartiles when at leest 13 of the steled businesses report ine specific iten.
 one quarter of the total number of businesset. Hithin esch quartile. the average petio is ppesonted. for comparison oupposes, the high and low vilues of stics are shom

How to use the teroles

(2) The selected ewge will indicete the proper quitite. i. e. the dotson 25\%. the tower miode 25\%. the upper midole 25\% or the top 258.
(3) Dotiongrsining to the sitected sales size rang will be in thet quartile.

Stancurd Industritl Clestification Definition (SIC 1980):
SIC 4842 = Courise Service Industry
Susinesses primarily engaged in providing a delivery service for letiers and mail pyot smalt percels. Businesses engaged in courier messengar services, coupiar parcel delivery services. courior parcel express services and courior pick-up and delivery services ar -ncludec in ine indust?y

TABLE 2. Balance sneet profile for incorporeted butinesses only, i987
Eanade. Eourier Serviee Indusery (516 4842)

|  | -ovaitil |  | - cs: - - \% \% |  | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinessas n samol iNo. -ow sales value $5000^{\prime}$ s! <br> High sales vaiue ( $\mathrm{SOO}_{\mathrm{O}} \mathrm{A}$ s) | $43$ | -- | -- |  | -- |
|  | dverage (3000. |  |  |  |  |
| Assets |  |  |  |  |  |
| -asn | - | -- | -- | -- | -- |
| accounts and notes receivable | 48 | -- | -- | -- | -- |
| tnventory | - | - | -- | - | -- |
| Other =urront assets | $2 ?$ | -- | -- | -- | -- |
| Total curcent essets | 89 | -- | -- | -- | -- |
| fixed asatets <br> bos: Accum. dep. on fixed assets | 18 | -* | - | -- | -- |
| best Accum. dep. on fixed astet Qther sssets | 8 | -- | -- | -- | -- |
| Total uspets | 13 | -* | - | -- | -* |
| Lispilitios end equity |  |  |  |  |  |
| Qther curcent liadoilities | 39 | -- | -- | -- | -- |
| Total current liabilities | 48 | -- | -- | -- | -- |
| Mortgages parable | - | -- | =- | *- | -- |
| Long erm deot | 2 | ** | - | -- | - |
| Other : doilities | 5 | -- | -- | -- | -- |
| Total liabilities | 55 | - | -- | - | -- |
| Total equity | 34 | *- | -- | -- | - |


St in fole ifor symbols and notes.

TABLE 3. Financial ratios (1) for incorporated buitinesmes only, 1987
Eanede. Courlor Service Industry (SIC 4E42)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Uooer middle 25\% | 500 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low seles value ( $\$ 0000^{\circ}$ s) Hign sales value ( $\$ 000$ 's) | $\begin{aligned} & 43 \\ & (1) \end{aligned}$ | -- | -- | -- | - |
|  | Average |  |  |  |  |
| biquidity ptio Cuprent catio (times) | 1.4 | -- | -- | -- | -- |
| Leverage retios <br> Cootlequity ratio (times) <br> Interest coverage ratio (simes) <br> Debt ratio (times) | 1.5 6.3 0.5 | -- | -- | -- | -- |


(2) These estimeser besed on semple of businessus peporting seles between 325.000 uno 32.000.000.

See reole 1 for symools and notet.

Definitions:

1. Liquidity ratio:

Current $=$ currone essees / cuppont lisoilitios.
2. Leversge retios:
al Dest/eanity s caral lisoilities / equily
b) Deber ratio totsl listilities/f cotal essers
c) Internst coverage z net orotit interest expense/ inierest expense.

TABLE 4. Stitement of changes in financial position for incorporated ousinesses only. !987
Camede. Courier Service Indusery (Sic 4842)

|  | cotail? | $\begin{array}{r} \text { ヨot:om } \\ =5 \% \end{array}$ | n, boo ?E: |  | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 3usinesses in samole imo. Low sa:s value $8000^{\circ} \mathrm{s}$ ) तigh saies vaiue (S000's | $\begin{array}{r} 16 \\ \text { (1) } \\ 11) \end{array}$ | -- | -- | -- | -- |
|  |  |  | Average: $\$ 00$ |  |  |
| Qoersting serivities Gasn from ooerations Seorection Jtner | 20 -6 | -- | -- | -- | -- |
| Dividends | -9 | - | - | - | -- |
| Invertment setivities <br> Disposs of fixed assets <br> Purchase of fixed assets <br> Increses in investment <br> Docreste in investment | $\begin{array}{r}8 \\ -15 \\ -1 \\ \hline\end{array}$ |  | -- | -- | -- |
| Financing activities <br> increase in long term debt <br> Reoarment of long term debt <br> bome from ghareholders <br> Reorymene of loans from sharanolders <br> sdvances toans from government <br> increase in tauity <br> Oecreste in sauity <br> Other | 17 -15 1 -5 $\vdots$ -9 | -- | -- | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - |
| Increase (decrease) in cash sauivalents Cash fequivalonts-8eginning of the your Cash $f$ equivalents - End of the yoar | 7 14 21 | -- | -- | -- | -- |

(1) Phese estimetes or dezed on sample of incorporited businesses reporting salve between \$25.000 and \$2.000.000. Sample count ineludes only those businesies raporting stitement of changes
set isole i for symols and nores.

TABLE 5. Employment cnmenges by size of business, i984-1987 bused on SIC clessification tn ige7
Canade. Courier Service industry (Sic 4t42)


 Surver of Engloyment, Payroli and Hours. Statistics Cansod. Cetalague 72-002. An average tadour unit could de inteporeted os e full-time moloyee. Not thet the business size groups used art determined ol the Canade level. Thus if ousiness has et letst 500 employens in Canodes as mole out lass thm thes number in any given province it is shown in she soo and over group.
(2) Refers to businesses reporqing no payroll ueductions in the provious yeer
(31) Refers to businesses reporiting no payroll deducsions in the following yeer
"Mewly reopting" and "no longer poporting" Dusinesses are assumed so have bean in activity for six months ano the information is adjusted accordingly.
see iable : for symools and notes.

```
Ganade. Courier Service Indusery (SIC 4842)
```



| Number of soservations in sample <br> tverage sales 3 <br> Averace oxpense $\$$ <br> suerage ne: profit (loss) \$ | $\begin{array}{r} 197 \\ 99.381 \\ 152.975 \\ 16.305 \end{array}$ | 7.795 3.512 4.285 | $\begin{array}{r} 35.532 \\ 19.337 \\ 1 ? .245 \end{array}$ | $\begin{aligned} & 9.5 ミ 0 \\ & 02.24 \\ & 5 .: 25 \end{aligned}$ | $\begin{array}{r} 50 . इ \vdots 7 \\ 550,532 \\ 20.35 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses renorting profit (Mo.) | 185 |  |  |  |  |
| Aversege seles | 188.435 | 27.795 | 36. 382 | 79. 358 | 531.308 |
| Average expense \$ | 150.094 | 13.512 | 19.337 | 62.040 | 505.488 |
| Average net profit | 18.341 | 14.283 | 17.245 | 18.018 | 25.820 |
| Susinesees reperting loze (Mo.) |  |  |  |  |  |
| Average sales \$ | 482.820 | - | - | 52.590 | 883.050 |
| Average exoensa | 473.028 | - | - | 73.951 | 872.104 |
| Average net loss \$ | -10.208 | - | - | -11.381 | -3.054 |


|  | 1988 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observations in sample | 283 |  |  |  |  |
| Averoge sales ${ }^{\text {a }}$ | 182.257 | 28.089 | 35.352 | 69.290 | 518.288 |
| Averoge exounses | 143.857 | 16.977 | 17.898 | 40.721 | 199.832 |
| Averoge net profit (lose) s | 18.400 | 11.112 | 17.484 | 28, 269 | 18.456 |
| Busineseet reporting profit (Mo.) | 283 |  |  |  |  |
| Average sales | 188.217 | 27.918 | 35.362 | B9. 085 | 540.504 |
| Average expense ${ }^{\text {a }}$ | 148.798 | 14.780 | 17.898 | 39.985 | 514.548 |
| Aversege net profit \$ | 21.419 | 13.158 | 17.484 | 29.100 | 25.958 |
| Businesest peporting losa (Mo.) | 20 |  |  |  |  |
| Averege sales 5 | 185.312 | 29.511 | - | 83.090 | 443.335 |
| Aversge expenses | 193.520 | 35.181 |  | 90.184 | 455.495 |
| Average net loss \$ | -0.308 | -5.670 | - | -7.094 | -12.181 |

1987

(11) ihese estinets. besed on sample of businesses repering sales between $\$ 25.000$ and $\$ 2.000 .000$.
see table I for symools and nopes

TABLE $\uparrow$ ．Selectea operating ratios．in pereent of sales． 1987
Canmat wholestie Perpoieum Procucts（S！6 5111）

|  | （ctali） |  | うa：：0m 2こ： |  | - code |  | $\begin{array}{r} \text { OOE } \\ \text { Toci } \end{array}$ |  |  | an$=0$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ：n samol ！No． －ow salos vaiue 5000 s） High sales value i\＄000＇s | $820$ |  | $111$ |  | $\{3\}$ |  | $\begin{aligned} & 22 ? \\ & \vdots 33 \end{aligned}$ |  |  | ミミ |  |
| Stected exoense item | ：ndustiy average（2） |  |  |  |  | $\begin{aligned} & \text { *busi- } \\ & \text { resses } \\ & \text { reporting } \end{aligned}$ | 2eoorting susinesses salyi 3） |  |  |  |  |
|  | Topal | $\begin{array}{r} \text { Bot } \% \text { Om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { cower } \\ \text { midol } \\ 25 \% \end{array}$ | Joder 10018 25\％ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Toea | 30t＋om ここ\％ | $\begin{array}{r} \text {-ower } \\ -2 a i z \\ 25 \% \end{array}$ | $\begin{array}{r} \text { wooer } \\ \text { Jodia } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & -2: \end{aligned}$ |
|  | －Porcent of sales |  |  |  |  |  | Otrent of seles |  |  |  |  |
| Cost of sales | 32.8 | 18.6 | 17.5 | 34.5 | 59.9 | 80.7 | 53.8 | 53.8 | 36.4 | 51.0 | 65.0 |
| Occupency expenses | 10.3 | 14.1 | 13.1 | 1.3 | 4.5 | 98.3 | 10.5 | 14.8 | 13.4 | 9.1 | 4． 5 |
| Jebreciation | 4.9 | 8.1 | 7.1 | 4.4 | 1.9 | 92.8 | 5． 3 | 7.1 | 7.7 | 4． 7 | 2.0 |
| Roosips of mintenance | 3.0 | 5.4 | 2.8 | 2.5 | 1.3 | 72.9 | 4.1 | 8.0 | 3.3 | 3.3 | 1.5 |
| Hest．light 8 teleohone | 1.9 0.9 | 1.4 | 2.3 0.9 | 1.4 0.9 | 0.6 | 88.9 44.4 | 1.7 2.1 | 2.2 | 2.5 3.0 | 1.5 | 3.7 $i .8$ |
| Persennel expenses | 23.0 | 22.1 | 31.5 | 28.7 | 11.8 | 92.4 | 24.9 | 25.5 | 34.8 | 27.4 | 12.4 |
| Finmeist expenses | 3.0 | 4.4 | 4．2 | 2.4 | 1.2 | 97.8 | 3.1 | 4． 5 | 1．2 | 2.4 | 1.3 |
| lnterest a jank charges | 2.1 | 3.2 | 2.8 | 1.7 0.5 | 0.8 | 83.7 89.1 | 2.5 | 1． 3 | 3．${ }^{8}$ | 1.9 | 0.9 |
| Professional foes | 0.9 |  |  |  |  |  |  | 1.5 |  | 0.7 | 0．t |
| Other expenses | 21.7 | 23.0 | 29.5 | 19.7 | 18.3 | 100.0 | 21.7 | 23.0 | 25.5 | 19.7 | 18.9 |
| Profit（lose） | \＄． 3 | 17.8 | 8． 2 | 7.4 | 3.8 | 97.5 | 9.5 | 18.0 | 8.8 | 7.5 | 3.8 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 900.0 | ．${ }^{\text {a }}$ | ．． |  | ．． |  |

## Symols

－zero or no observerions
－too small too de expreseed
not applicsol．
$x$ confidentisl

## Footnoten

111 These estimates bre based on sampl of businesees roporting seles between $\mathbf{3 2 5 . 0 0 0}$ tho $\mathbf{1 2 . 0 0 0 . 0 0 0 \text { ．}}$


This portion of the table pertains only to the businesses peporting the specific exomte itom．Thertofo ineso rotios art calculatoc individully and the cotel will not necessarily equi $100 x$ ．

Mot
Deta are shown oy quartiles when at lest 13 of the sempled businesses peopt the specific isem

 high and low values of sales are shown

How to une the tebles
（1）tocet the sopropriste seles renge that is displyed on the two lines entipled blom seles veluet and migh seles velue
（2）The selectedrenge will indicnte the proper oust tile．i．e．the botton 25\％．the lower midde 25\％．the upoer midele 25\％or the cop $25 \%$.
（3）Oate pertsining to the sermeted seles size renge will be in thet quertile．

Standard Industrial Clastifiestion Deflimition（SIC 1980）：
SIC 51：11－tholessle Petroleuw Produezt
Businesses primprily engaged im wholesal⿻ deting in refinted perroleumproducts．Businesses primarily engaged in dealing in fuel oil
 retail．｜ncluodere businesses engaged in wholesal bulk tank station．whol esel diesel fuel．wholesale fuel oil．wholessie furnace oil．wholesale gasoline．whol esal heating oil．Wholesale kerosent．wholesal liguifitg petrol vungases．whoresal iubricsing oils and greases．wholesal oetrolmun products and whol esal of rafinto oneroleum products

TABLE 2. Salance sheet proflie for incorporated businusses only, 1987
Eanade, Wholesale peeroleum proquets (Sic 5111)


19 ihese estimses art ossed on a smel of businesses reporting seles detmeen $\mathbf{\$ 2 5 , 0 0 0}$ anc $\mathbf{\$ 2 . 0 0 0 . 0 0 0}$ Ste iable i for symols and notes.

TABLE 3. Financiai retios (1) for incorporisted businemses oniy. 1987
Canade. Wholesal Petrolmu Products (Sic 5111)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | $\begin{aligned} & \text { Uoper } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busineases in sampla (No.l Low sales value ( $\$ 000$ 's) High sales velue $\left(\$ 000^{\circ}\right.$ s) | 630 $(11)$ (1) | 11 152 | 152 277 | 277 686 | 604 111 |
|  | Average |  |  |  |  |
| Liquidity petio Current retio (times) | 1.4 | 1.2 | 1.3 | 1.8 | 1.4 |
| Leverage ratiof ```Oebt/equity ptico (times) Intorest coverage patio (times) Osot ratio (times)``` | $\begin{aligned} & 1.9 \\ & 4.7 \\ & 0.8 \end{aligned}$ | 2.4 2.1 0.7 | 2.9 3.7 0.7 | 1.3 4.6 0.6 | $i .1$ 8.1 0.6 |



Sut Table i for symbels and notes.

## Definitions:

1. Liquidity retio:

Curcont $=$ currons assets / currons liabilitios
2. Leversge retios:

1 Dedijequity = rotal lisbilities / equity.
a Dedr ratio = rotal lisoilifies / total assets
cl Interest coverage $=$ net profit interest expense/ interist expense

TABLE 4. Statement of changes tn financial position for incorporated ousinesses oniy, ig87
Caneda. Wholesale petrol um Procucts (SIC 5111)

|  | -20817 | $\begin{aligned} 30: \pm 0 m \\ 25 \% \end{aligned}$ | mıco | $\begin{array}{r} -=\Sigma e \\ -.212 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samole No. -2w sales value ( 8000 's) aigh zales value ( 8000 s) | $304$ | $\begin{array}{r} 11 \\ 195 \end{array}$ | $\begin{array}{r} 196 \\ 344 \end{array}$ | $\begin{gathered} \hat{4} 4 \\ i \& 3 \end{gathered}$ | -? |
|  | Average $\$ 000$ ) |  |  |  |  |
| Qoerating activities Eagn from oderetions Depreciation Other | $\begin{aligned} & 24 \\ & 18 \\ & -2 \end{aligned}$ | 7 -5 | -7 | $\begin{aligned} & 2 \vdots \\ & 20 \end{aligned}$ | -¢ |
| Dividends | -7 | -4 | -8 | -5 | -13 |
| Investment activities <br> Disposel of fixed assets <br> Purchase of fixed sssets <br> fnefuse in investment <br> Decrese in investment | $\begin{array}{r} 13 \\ -33 \\ -8 \\ -8 \end{array}$ | 11 -22 -1 1 | $\begin{array}{r} 15 \\ -29 \\ -3 \\ -3 \end{array}$ | $\begin{array}{r} 16 \\ -35 \\ -10 \\ 3 \end{array}$ | $\begin{array}{r} 14 \\ -48 \\ -10 \\ -10 \end{array}$ |
| Finanoing ectivities <br> Incresse in long term debt geosyment of long term debt boans from sharetolders <br> Reoayment of loans from shareholders <br> Advences \& loans fiom government <br> incresse in equity <br> Decresse in equity <br> Dther | $\begin{array}{r} 18 \\ -12 \\ 8 \\ -9 \\ - \\ 2 \\ -1 \\ -1 \end{array}$ | 13 -7 4 -8 | $\begin{array}{r} 11 \\ -11 \\ -10 \\ - \\ - \\ -1 \\ -1 \end{array}$ | $\begin{array}{r}21 \\ -16 \\ 7 \\ -13 \\ \hline 5\end{array}$ | 18 -14 $?$ -8 - 3 -3 -1 |
| Increese(decrease) in cesh tequivelonts Cesh \& equivelents-tिeginning of the year Cash equivelente - End of the reer | $\begin{array}{r} 10 \\ 9 \\ 19 \end{array}$ | -2 | $\begin{array}{r} 8 \\ -1 \\ -1 \end{array}$ | $\begin{array}{r} 18 \\ 2 \\ 17 \end{array}$ | 22 31 52 |

 only shoss businesses pmporiing stetement of chenges.
Set Teble 1 for symbol ond notes.

TABLE 5. Employment changes by size of butinese, 1984-19a7 based on SIC ciasilfication tn i987
Canade. Wholesal Petroleum Products (SIC 5111)

| Business size expressed in avorage labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of busincsses with paid emoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newiy } \\ \text { reportingiz } \end{array}$ | No ionge reortingl? |
| 9984 |  |  |  |  |  |
| Totel | 3.358 | 413.878 | 17.754 | 345 | 227 |
| $\begin{aligned} & \text { 10: than } 20 \\ & 20 \text {. } 99 \\ & 100 \text {. } 499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 3.228 \\ 92 \\ 15 \\ 21 \end{array}$ | $\begin{array}{r} 204.829 \\ 60.302 \\ 25.844 \\ 122.703 \end{array}$ | $\begin{aligned} & 8.708 \\ & 2.608 \\ & 1.282 \\ & 5.188 \end{aligned}$ | 324 15 1 4 | $222$ |
| 1987 |  |  |  |  |  |
| Total | 3.245 | 528.857 | 20.780 | 318 | -.. |
| $\begin{aligned} & 1 \text { ass than } 20 \\ & 20-\$ 9 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.055 \\ 122 \\ 42 \\ 26 \end{array}$ | $\begin{array}{r} 246.916 \\ 93.998 \\ 36.488 \\ 151.25 ? \end{array}$ | $\begin{aligned} & 9.866 \\ & 3.836 \\ & 1.582 \\ & 5.916 \end{aligned}$ | 289 13 15 1 | - $\quad \cdots$ |


 fuit-time mployes. Mote thet the Dusiness size grouos usec are antermineo ot the cansor lovel. ihus if ousiness nas at leas? 500 employees in canede as ahol dut less then that numoer in any given province it is shown in the 500 and over groug.
121 Refers to businesses reporting no payroll deductions in the provious yeer.
(3) Refers to businesses reporting no payroll deductions in the following yesr
*Newly poporling" and mo longer reporting" businesses are assumed to have been in activily for six months and the information is adjusisa accordingly

Set isoln i for symbols and notes

TABLE 6．Selected operating enarteteristics of smali businusses by sales quartile．4985－1987 Ganada，Wholesal Patroieum Products（516 5111）


9985

| Number of observations in samble | 454 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| dverage sates ${ }^{\text {a }}$ | －57．16 | 37．90 | －5． 10 | 4．7． 23 | －${ }^{\text {－}}$ |
| Average gxoense \＄ | \＄42，769 | 33.440 | 80． 501 | 122．+33 | 1． 236.333 |
| Average net pratit（loss） | 24，377 | 14.350 | ： 1.509 | －5．こミ | －3．296 |
| －－ |  |  |  |  |  |
| Ousinesser reporting grofit（Mo．） | 443 |  |  |  |  |
| Average sales $\$$ | 456.921 | 68．731 | 173．688 | 148.042 | ：：177．224 |
| Average exoense \％ | 435.200 | 51.372 | 155.376 | 412.377 | 1.121 .375 |
| Average net profit \＄ | 31.721 | 17．359 | 18.312 | 35.585 | シう．ミ48 |
| Businesses reporting a loss（Mo．） | 51 |  |  |  |  |
| Average sales \＄ | 468．751 | 60.540 | 189.058 | 145.581 | 1.179 .743 |
| Average expense \＄ | 496．902 | 89.370 | 204.676 | 508.721 | 1．208．839 |
| Average net loss \＄ | －28．151 | －8．830 | －15．818 | － 61.080 | －27．095 |

1988


1237
Number of obsurvations in semple
Average salis $\$$
Average expense
Average net profit（loss）$\$$

| $\begin{array}{r} 887 \\ 423.802 \end{array}$ | 62.398 | 165.732 | 368.507 | 1．098．563 |
| :---: | :---: | :---: | :---: | :---: |
| 401.323 | 54.294 | 152.984 | 342.118 | 1.098 .563 1.055 .897 |
| 22.479 | 8．104 | 12.748 | 25．389 | 42.672 |
| 730 |  |  |  |  |
| 430.103 | 60.508 | 168.840 | 368．197 | 1．122．967 |
| 396， 823 | 45．45？ | 144.892 | 331.466 | 1．064．576 |
| 33.480 | 15．151 | 23.748 | 36.731 | 58.291 |
| 207 |  |  |  |  |
| 394.657 | 66.820 | 156.949 | 369.769 | 985.290 |
| 413.290 | 75.144 | 177．430 | 385.452 | 1．015．：35 |
| －18．833 | －8．526 | －20．481 | －15．685 | －29．845 |

19 These estimetes are besed on samel of Dusinessts reoorting sales betwenn $\mathbf{3 2 5 . 0 0 0}$ and $\mathbf{3 2 . 0 0 0 . 0 0 0}$
See iable for symbols and notes

SOURCE：Small Business and Special Surveys Division．Stalistics Canada．

TABLE 1. Selected operating ratios. in percent of salis. i987
Canade. Wholesal Food (Sic 521)

|  | -otal $1:$ |  | $\begin{aligned} & 30:: 0 \mathrm{~m} \\ & 25 \% \end{aligned}$ |  | -191-ower |  | - - - Joser |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in samol iNo. Low sales valut $\$ 900$ : High sales valut 3000 's |  |  | \{1! |  | $\begin{gathered} 07 \\ 28 \end{gathered}$ |  | $\begin{array}{r}39 \\ -9.6 \\ \hline\end{array}$ |  |  |  |
| jelected exoense. tem | Industry aversge(2) |  |  |  |  | $\begin{aligned} & \text { :Obsi- } \\ & \text { hesses } \\ & \text { redor:ing } \end{aligned}$ | Reoofting susinesses only 3 it |  |  |  |
|  | -0:3 | $\begin{gathered} \text { Ot } \mathrm{tom} \\ 25 \% \end{gathered}$ |  | $\begin{aligned} & \text { Jooer } \\ & \text { iddil } \end{aligned}$ $25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Ota | $\begin{aligned} & 0:: 0 m \\ & 25 \% \end{aligned}$ |  | $\begin{array}{r} 9 \\ 25 \end{array}$ |
|  | Percent of sales |  |  |  |  |  | Torcent jt sates |  |  |  |
| Cost of seles | 58.2 | 39.2 | 53.9 | 64.8 | 88.8 | 78.1 | 72.0 | 85.6 | $71.3 \quad 74.4$ | 74.7 |
| Qccupency expenses | 5.8 | 9.9 | 5.17 |  | 3.3 1.0 | 90.9 | 8. 2 | 12.3 5.0 | $\begin{array}{ll}5.7 & 4.3 \\ 2.3 & 1.4\end{array}$ | 3.5 |
| Qooreciotion Reosirs \& maintenance | 1.7 | 3.1 | 1.8 | 0.2 | 1.0 | 58.4 | 2.2 2.0 | 5.0 | 2.3 1.9 | 0.9 |
| Heat. ight \& telophone | 1.1 | 1.5 | 1.1 | 0.9 | 0.8 | 72.3 | 1.5 | 2.8 | 1.6 1.2 | 0.9 |
| Rent | 1.6 | 3.2 | 1.2 | 1.3 | 0.9 | 54.6 | 3.0 | 6.9 | 2.6 2.2 | 1.4 |
| Persennel expenses | 10.2 | 10.2 | 11.3 | 9. 3 | 9.5 | 76.7 | 13.3 | 18.3 | 15.411 .9 | 9.9 |
| Financiel expenees | 1.7 | 2.7 | 1.3 | 1.1 | 1.1 | 50.5 |  | 3.8 |  |  |
| fnterest a bank charget Professionel fees | 1.0 | 1.5 1.3 | 1.2 0.8 | 0.8 | 0.8 0.4 | 74.2 78.2 | 1.3 0.9 | 2.5 1.9 | $\begin{array}{ll}1.6 & 0.8 \\ 1.0 & 0.5\end{array}$ | 1.7 0.5 |
| Other expenses | 21.8 | 27.1 | 24.5 | 18.9 | 17.2 | 100.0 | 21.6 | 27.1 | 24.518 .3 | 17.2 |
| Profit (loses) | 4.9 | 10.1 | 3.3 | 3.2 | 2.1 | 18.4 | 4.8 | 10.4 | 3.3 3.2 | 2.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\ldots$... | $\cdots$ |

## Symbole

```
- zero or mo observilitions
- too sm|l| too be expressed
    not sopliceble
* contidenticl
```


## footnoter


(2) Volue in each cell $x$ lotal wighted expenditure on given iten. $x$ for foch quertile

 individu*lly and the totel will not necesserily equel $100 \%$.

Meres
Date se shown by quartilles when of leest 13 of the stmplod Dusinesses ptoprt the specific item.
 ons quartor of the cotel number of businesses. Within tien queptile, the average petio is prosented. Fof conperison purposes. the high and low values of siles er shom.

Mom to use the tebles

(2) Phe selucted pange will indicati the propmr quaptile. i. . the dotom 25\%. the lower midele 25\%, the uoper middla 25\% or the top 25 x .
(3) Dets pertsining to the selectud selfe size range will be in thet guttile.

Stenderd Industrist Clessificesien Deflinitien (S1C 19e0):
SIC \$210. Wholesele Food
Businesses primarity engaged in whol esal dealing in confectionary. frozen foods lpackaged). daipy products, poultry and ages. fish and stafood. fresh fruits and vegetables. mest and mat products op other soetilty lines of food

```
TABLE 2. Salance snett profile for incorporated businesses only, 1987
Canaca, Wholesal food (SIC 521)
```



| Jusinesses ir samol ino. Low salas value $\$ 000^{\prime}$ s) itign sales rave \$000's | 790 111 | $\text { i } 3$ | $\begin{array}{r} 98 \\ -75 \end{array}$ | ? | ミ\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Averag ( 3000 s) |  |  |  |  |
| assets |  |  |  |  |  |
| Casn | - | - | - | $\bullet$ | - |
| Accounts and notes pecelvable | 46 | 3 | - | 45 | $\cdots$ |
| Inventory | - | - | - |  | - |
| Dther current assers | 80 | 25 | 39 | 93 | -90 |
| Total current assets | 126 | 35 | 39 | 29 | 282 |
| Eixed assets deo. on fixed assets | 48 | 20 | 31 | 33 | 29 |
| Less: Accum. deo. on fixed assets Other assers | - | - | - | 2 | 24 |
| Other assers | 15 | 9 | 4 | 26 | 24 |
| Total osents | 130 | 84 | 54 | 208 | 394 |
|  |  |  |  |  |  |
| Cuprent 'oens Oener current limoilieies | 21 | 7 |  |  |  |
|  | 77 97 | 25 32 | 41 | 82 99 | 158 208 |
| lotal eupront $\begin{aligned} & \text { Mortgages onymble }\end{aligned}$ | 97 | 32 | 5 | - | - |
| Long term geot | , | 1 | ! | 3 | 3 |
| Other ! isbilities | 42 | 20 | 31 | 42 | 76 |
| Total lisbilities | 143 | 53 | 82 | 144 | 292 |
| Total eavity | 47 | 11 | 12 | 64 | 102 |

(1) inese estimeses ar besec on smplof businesses reoorting salas detween \$25.000 and \$2.000.000.
see fole 1 for symools and notes

TABLE 3. Financial ratios (1) for incorporsted businessies only, 1989
Canede. Wholesel food (S16 521)

|  | Total(2) | $\begin{array}{r} 80 t 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { lower } \\ & \text { midd } 25 \% \end{aligned}$ | Uoder $\text { middle } 25 x$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) Mign sales value ( $8000^{\circ}$ s) | $\begin{aligned} & 790 \\ & (1) \\ & 11) \end{aligned}$ | 111 188 | 188 673 | 473 981 | 98! |
|  | Average |  |  |  |  |
| Liquidity retio <br> Current ratio (times) | 1.3 | 1.1 | 1.2 | 1.3 | 1.4 |
| Leversege retios Oebrlequity retio (times) interest coverage ratio (times) Oeot patio (times) | 3.0 3.5 0.8 | 4.9 1.8 0.8 | 7.0 1.5 0.9 | 2.9 3.5 0.7 | 2.3 4.3 0.7 |

[^28](2) These estimetes art based on sanol of businesses roporting soles Detween 525.000 and $\mathbf{5 2 . 0 0 0 , 0 0 0}$.

See isole 1 for symools and notes

Definitions:

1. biquidity eatio:

Current : cuprent assets / curcens liabilities
2. Lever age ratios:

```
De0t/equity = cotal liabilities / equity
Osot ratio = total liabilities / total assots
interest coversge s net profit * incerest mxpense/ incerest expense.
```

TABLE 4．Statement of changes in financitl position for incoroorated businesses only，igs7
Caneds．Wholesal Food（S16 521）

|  | －orarilil | $\begin{array}{r} \text { 3or:on } \\ =5 \% \end{array}$ | Tucale－ | －ice exestit | ご |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses a samole（No． ．om sales value（ $3000^{\circ} \mathrm{g}$ ） Hign salus value $\$ 000^{\prime} \mathrm{s}$ ） | $347$ | $235$ | 导 | $\begin{array}{r} 3 E \\ \therefore . \\ \hline 540 \end{array}$ | $\therefore$ |
|  |  |  | 2verage（9000＇s |  |  |
| Ooepating activities Gasn from ooerations Jeoreciation Other | $\begin{array}{r} 5 \\ 1! \\ -11 \end{array}$ | $\begin{gathered} =1 \\ \vdots \\ 12 \end{gathered}$ | $\begin{aligned} & \vdots \\ & ? \\ & -3 \end{aligned}$ | 19 -12 | 2 -38 -33 |
| Oividends | － 6 | －1 | －7 | －10 | － 7 |
| Investment setivities <br> Disposel of fixed essets <br> Purehase of fixed assets <br> increase in investmant <br> Oecrease in investment | 6 -29 -6 1 | $\begin{array}{r} 3 \\ -17 \\ -4 \\ 2 \end{array}$ | $\begin{array}{r} 5 \\ -29 \\ -1 \\ \hline \end{array}$ | $\begin{array}{r} 11 \\ -24 \\ -13 \\ 3 \end{array}$ | $\begin{array}{r}4 \\ -48 \\ -5 \\ \hline 1\end{array}$ |
| Financing activities <br> increse in long term debt <br> Reoarment of long torm deot <br> Loens from sherenolders <br> Reosyment of louns from shareholders <br> sdrances \＆loans from government <br> increses in equity <br> Qecrense in equity <br> Jther | 18 -8 11 -9 -8 4 | 11 -3 7 -8 | $\begin{array}{r} 14 \\ -5 \\ 14 \\ -5 \\ - \\ 4 \\ -1 \\ 1 \end{array}$ | 12 -6 6 -6 - -1 | 25 -17 .5 -15 -0 |
| incfesectocrese）in cash sequivalents Cash savivelents－Beginning of the your Cash \＆equivelonts－End of the yeer | -4 13 1 | $\begin{array}{r} 5 \\ 18 \\ 22 \end{array}$ | $\begin{gathered} -1 \\ 17 \\ 18 \end{gathered}$ | -7 23 18 | -13 -5 -18 |

 only those businesses reporting stetment of changes．
see teol i for symools and notes．

TABLE 5．Employment changes by sizo of business，1984－i9s7 besed on SIC ciassification in 1987
Caneds，Wholeseic food（SIC 521）

| Business size moressed in sucrege labour units（1） | Number of businesses | $\begin{array}{r} \text { Totel payroll } \\ \text { (\$000's) } \end{array}$ | Average labour unite（1） | Changes in number of businesges with paid moloress |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly <br> reporting（2） | No longer －enerting（3） |
| 1984 |  |  |  |  |  |
| Fotal | 4.288 | 1.350 .784 | 75.748 | 618 | 389 |
| $\begin{aligned} & \text { 10s. than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { ene over } \end{aligned}$ | $\begin{array}{r} 3.563 \\ 519 \\ 166 \\ 40 \end{array}$ | 256.408 299.439 257.470 577.469 | $\begin{aligned} & 13.008 \\ & 15.462 \\ & 12.888 \\ & 34.388 \end{aligned}$ | $\begin{array}{r} 549 \\ 44 \\ 20 \\ 5 \end{array}$ | $\begin{array}{r} 346 \\ 28 \\ 15 \\ 2 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 4.714 | 1．722．899 | 81.879 | 770 | $\ldots$ |
| $\begin{aligned} & 103: \text { then } 20 \\ & 20 \text { : } 99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.547 \\ 549 \\ 163 \\ 55 \end{array}$ | $\begin{aligned} & 329.589 \\ & 378.734 \\ & 339.488 \\ & 875.088 \end{aligned}$ | $\begin{aligned} & 14.110 \\ & 18.245 \\ & 14.545 \\ & 36.979 \end{aligned}$ | $\begin{array}{r} 699 \\ 36 \\ 19 \\ 18 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

III Average taoour units are calculated by dividing total payroll oy the average annual wage and salsery inte as reperted in the Supver of Emolovment．Paypoli and Nours．Statistics Canads．Caralogum $12-002$ ．An average labour unit could de incerpreted as a fult－time mployee．Note phet the business size groups used are ofermined at the canse level．fhus if a business has at last 500 mploymes in Canso 85 o whol but less thon that numoer in any given province it is shown in the 500 and over group
（2）Refers to ousinesses reporting no payroll deductions in the pegious year．
（1）Refers to ousinesses reporting no osypoll deductions in the following year
＂Mewiy coporing＂and＂no onger ceporting＂businesses are assumed to hove been in activity tor six months and ing information is adjusted accordingly．

See ial 1 for symools and neles．

PABLE 6. Selected operating Enaractaristics of small businesses sy gales quartile $1985-1987$
Canadm. Wholest © Food (SIC 521)


1985

| Number of observations in sample | 312 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| -vorage sales s | -14. $32 ?$ | 73.553 | 99.3!3 | 11.309 | - $29.1 .: 9$ |
| Average exomse $\$$ | 431.358 | -5.723 | 190. 380 | ¢02. ${ }^{\circ}$ | j03.37 |
| Average not profit (loss) \$ | 2.965 | 7.830 | 3.353 | 12,339 | 62, 340 |
| Businesees resorting profit (No.) | 780 |  |  |  |  |
| Average sales | \$60.152 | 78.400 | 208.680 | 42?.32¢ | 132.244 |
| Average exoense \$ | 435.170 | 67.870 | 132.852 | 394.255 | 1.085.533 |
| Average net profit \$ | 24.742 | 10.530 | 15.78 | 27.100 | 45.5E: |
| Businesses roporting lost (Mo.) | 132 |  |  |  |  |
| Average sales \$ | 409.707 | 52.258 | 173.000 | 393.817 | 987.752 |
| Average exomens | +23.292 | 56.295 | 183.493 | 429.233 | 1.524 .348 |
| Average net loss \$ | -21.585 | -4.037 | -10.693 | -35.2!8 | -36.596 |

198

| Number of observetions in sample <br> Average sales $\$$ <br> Average exoense $\$$ <br> Average net profit (loss) \$ | 946 512.676 49.652 13.024 | 54.150 49.888 4.482 | $\begin{array}{r} 198.298 \\ 188.138 \\ 8,158 \end{array}$ | $\begin{array}{r} 504.735 \\ 494.958 \\ 9.797 \end{array}$ | $\begin{array}{r} 1.295 .522 \\ 1.255 .842 \\ 29.581 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinessen peporting prafit (Mo.) | 784 |  |  |  |  |
| Averege soles 5 | 519.105 | 80.089 | 204,110 | 522.742 | 1.283.486 |
| Average expenses | 489.518 | 48.202 | 189.859 | 500.773 | 1.219.236 |
| Averege net profit \$ | 29.587 | 11.887 | 14.25? | 21.989 | 70.244 |
| Susinuses reporting loss (Mo.) | 162 |  |  |  |  |
| Average salis s | 495,327 | 45.046 | 168.851 | 480.571 | 1.307.039 |
| Averege expense $\$$ | 517.327 | 51.916 | 182.047 | 480.695 | 1.354.351 |
| Average not loss | -22.000 | -6.970 | -13.398 | -20.124 | -47.812 |

1987

| Mumber of observetions in smole <br> Average sales <br> Average expenses <br> Average net profit (loss) \$ | $\begin{array}{r} 1.309 \\ 482.666 \\ 468.613 \\ 14.053 \end{array}$ | $\begin{array}{r} 59.189 \\ 50.332 \\ 6.837 \end{array}$ | $\begin{array}{r} 198.831 \\ 184.421 \\ 7.410 \end{array}$ | $\begin{array}{r} 459.688 \\ 445.445 \\ 14.243 \end{array}$ | $\begin{array}{r} 1.221 .977 \\ 1.194 .252 \\ 27.725 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting profit (Mo.) <br> Average sales $\$$ <br> Average exomses <br> Average net profit $\$$ | $\begin{array}{r} 951 \\ 489.627 \\ 464.338 \\ 25.289 \end{array}$ | $\begin{aligned} & 57.819 \\ & 44.305 \\ & 13.514 \end{aligned}$ | $\begin{array}{r} 197.937 \\ 172.994 \\ 17.963 \end{array}$ | $\begin{array}{r} 454.297 \\ 429.595 \\ 25.602 \end{array}$ | $\begin{array}{r} 1.254 .454 \\ 1.210 .358 \\ 44.096 \end{array}$ |
| Susinestes reportins less (Mo.) Average sales $\$$ <br> Average expense $\$$ <br> Aversoget loss | $\begin{array}{r} 358 \\ 480.562 \\ 478.759 \\ -18.197 \end{array}$ | $\begin{array}{r} 55.473 \\ 66.088 \\ -10.595 \end{array}$ | $\begin{array}{r} 191.600 \\ 207.159 \\ -15.559 \end{array}$ | $\begin{aligned} & 476.921 \\ & 498.395 \\ & -22.074 \end{aligned}$ | $\begin{array}{r} 1.118 .254 \\ 1.142 .813 \\ -24.559 \end{array}$ |

(11) These estinates are based on sampl of businesses reporting sales betwen 129,000 and 32.000,000 set iatel for symools and noies

PABLE 1. Selected operating ratios. in percent of stios. 1987
Canaca. wholesale Apparel (5ic 531)

|  | "otal! ${ }^{\text {a }}$ |  | 3ctiom : $5:$ |  | - ¢ ¢ - Ewer |  | - 20.505 \% |  |  | : |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Zusintsses: n samol No. -2w sales value 3000 s Mign sales velue (\$000's) |  | $138$ |  | (1) |  | ¢ 5 |  | - |  |  |  |
| Sulected exoense item | ?ndustry average(2) |  |  |  |  | $\begin{aligned} & \text { \& busi- } \\ & \text { nosses } \\ & \text { poorting } \end{aligned}$ | Reoort nq jusinesses onlyt a |  |  |  |  |
|  | -otal | $\begin{array}{r} 90+80 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Sower } \\ \text { mod } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooe? } \\ & \text { M ddie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Foea | $\text { Bo: } 0 \text { m }$ $\because E:$ | -2wer $25 \%$ | $\begin{array}{r} \text {-ooer } \\ 156: \$ \\ 25 \% \end{array}$ | $\begin{aligned} -55 \\ 0 \end{aligned}$ |
|  | Percent of solex |  |  |  |  |  | Percont of salus |  |  |  |  |
| Cost of swise | 38.4 | 28.8 | 25.4 | 18.2 | 57.8 | 60.7 | 83.3 | 55.4 | 57.1 | 52.2 | 66.1 |
| Decupency expenses | 8.8 1.3 | 8.9 1.4 | 8.1 2.2 | 6.1 1.2 | 3.6 0.6 | 92.7 81.0 | 7.2 1.8 | 19.4 2.3 | 8.3 | 6.3 1.3 | 3.8 0.7 |
| Reolils 8 nointenance | 0.4 | 0.5 | 0.5 | 0.3 | 0.1 | 33.5 | 1.1 | 2.0 | -. 5 | 0.7 | 0.4 |
| Heat. ! ignt 3 teleohone | 1.5 | 2.2 | 2.0 | 1. 5 | 0.9 | 78.5 | 2.1 | 3. 3 | 2.4 | 1.3 | i. 1 |
| Rent | 3.3 | 4.8 | 3.5 | 3.2 | 1.9 | 67.7 | 4.3 | 8.8 | 5.1 | 1.5 | 2. ${ }^{\text {d }}$ |
| Personnel expenses | 22.8 | 25.5 | 24.9 | 22.3 | 14.6 | 87.7 | 25.9 | 34.7 | 32.2 | 24.4 | 15.2 |
| Financial expenses | 2.4 | 2.8 | 2.8 | 2.1 | 2.1 | 91.6 |  |  | 2.9 | 2.2 | 2.1 |
| lntorst s banx charges | 1.1 | 0.9 | 1.1 | 1.0 1.2 | 1.4 | 72.3 87.3 | 1.5 1.8 | 1.5 2.5 | 1.8 | 1. 1.3 | O. 0.8 |
| Other expenses | 22.1 | 24.0 | 25.9 | 20.5 | 18.3 | 100.0 | 22.1 | 24.0 | 25.9 | 20.5 | 18.3 |
| Ppoflt (loss) | 7.8 | 10.1 | 8.8 | 9.1 | 3.6 | 98. 3 | 7.7 | 10.2 | 9.3 | 7.9 | 3.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | ... |  | $\ldots$ | . . |

```
Symbolt
- zero or no observations
- reo small too be expressed
... not soplical.
\(\times \quad\) configeneisl
* confioseriel
```


## Footnotes

$(11$ ihese estimetes are besed on sanplo of businesses feporting sties between 125,000 and $82,000,000$.
(2) Velue in sech coll $=\frac{\text { lotal wighed expenditure on givem isen }}{\text { rotel wighted sales of all businasses in the sample }} \times$ iot for esch quartile.

Ihis portion of the teble pertains only to the businesges reoorting the soecific expense iten, Therefore these terios are calculateg individuslly and the coid will not necessarily squl $100 \%$.

## Motes

Outa shown by quartiles whyn ar least 13 of the samol busimesses paport the spocific itun.
 one querter of the sotil humber of businesses. Within sech quartile. the averege relio is presented. Fop eomperison purooses. she high and low values of siles ere shown

## How 80 ust the tebiss


(2) ihe selucted fonge will indiente the proper quettile. i.t. the ootton 25\%, the lowet midele 25\%. the upper midde 25\% or the ROD 25\%.
(3) Oats persining to phestected sales size range will of in thet quartile.

Standerd Industrisl Clestificetion Definition 1516 19801:

## $5 I 65310$ - molestic apperel

 hositry, underwer and aposel accessories: shoes ano other footwear: and other aporal

TABLE 2．3alance sneet profile for incorporated businesses only． 1987
Caneda，Wholesal Apparal（SIC 539）

|  | －2：aif！ | $\begin{array}{r} \text { zo: :om } \\ \text { i5: } \end{array}$ |  |  | $=2$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| jus nesses sanol No －ow sales vaiu $3000^{\circ}$ tigh sales ralue（ $8000^{\circ}$ g） | $\begin{aligned} & 35 ? \\ & 1 \\ & 1 \end{aligned}$ | 35 | $187$ |  | きこ |
|  | Average $\$ 000{ }^{\text {c }}$ ， |  |  |  |  |
| Astets |  |  |  |  |  |
| Sasn Account and notes cecoiveole | 59 | 5 | 15 | 35 | 179 |
| inventopy | 59 | － | 5 | 3 | － |
| Other Euprant assets | 122 | 27 | 50 | ： 26 | $30:$ |
| cotal zurcont assets | 181 | 33 | 15 | 35 | －80 |
| fixed assets | 18 | 3 | 10 | 18 | 30 |
| bess：Accum．deo．on ix ixed ustets | 20 | 4 | 31 | 2 | 13 |
| Other assets | 20 | 4 | 31 | 20 | 23 |
| Total assets | 217 | 41 | 117 | 171 | 539 |
|  |  |  |  |  |  |
| Other curpont lisoilities | 86 | 10 | 36 | 59 | 229 |
| －otal current liooilities | 115 | 12 | 49 | 86 | 33 |
| Morigages payeol | － | － | － | － | － |
| Long ：arm debt | 1 | 1 | ， | － | ， |
| Other listilites | 29 | 15 | 13 | 18 | 9 |
| Total liabilitios | 145 | 29 | 82 | 103 | 383 |
| Total equity | 73 | 12 | 51 | 68 | 155 |


5月巴 iable 1 for gynools and notes

TABLE 3．Financial rettot（1）for theorported businesset only． 1987
Canads，Wholasale Apparel（SIC 531）



（2）Thes estimeres ore besed on senple of businesses repopting sties betwien $\$ 25.000$ and $\$ 2.000 .000$ ．
Setidele i for symools and notes，

Oefinitiont：
1．Liquidity ratio：
Current＝current astets／cuprent lisoilities

2．Leversge ratios：
al Oeot／equity＊ratal lisbilitise／equity
b）Debi ratio $=$ rotal liabilities $/$ lotal assets
c）Inserest coverage s net orotis．interess expense ineerest expense．

TABLE 4. Statement of changes in financial position for incorporatad businesses only. 1989
Canada, Wholestle Apparel (SIC 531)

| -0:31: |  |  | $-\therefore 0 a^{-20 e r}$ |  |
| :---: | :---: | :---: | :---: | :---: |


| jusinesses $n$ samo: (No.: Low sales value 5000 s) Hign salos value $\$ 000^{\circ}$ s. | $\begin{gathered} \vdots 72 \\ \vdots \\ \vdots 1 \end{gathered}$ | $3 \equiv$ | $20$ | $\begin{aligned} & : ? \\ & \vdots \\ & \vdots \end{aligned}$ | 引 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 5000 |  |  |
| Operating activities Easn fram operations Oeqeciarion Other | - 14 | 2 | 8 $\vdots$ -7 | - -2 -2 | $\begin{aligned} & -\frac{3}{7} \\ & -49 \end{aligned}$ |
| Dividends | -8 | -7 | $-3$ | $-2$ | $-13$ |
| Investment setivities <br> Disposel of fixed assets <br> Purchase of fixed assets <br> increse in investment <br> Decrease in investment | $\begin{array}{r} 4 \\ -6 \\ -11 \\ \hline \end{array}$ | -5 | $\begin{array}{r} -2 \\ -40 \\ 3 \end{array}$ | $\begin{gathered} 2 \\ -2 \\ -1 \end{gathered}$ | $\begin{array}{r}-1 \\ -1 \\ -\frac{3}{5} \\ \hline\end{array}$ |
| Financing activities <br> incrase in long term tebt <br> Recayment of long term debt <br> Loans fiom sharenolders <br> Repayment of ioans from sharenolders <br> Aovances s oans from government <br> incresse in mouity <br> Decrate in equity <br> Dether | $\begin{array}{r} 9 \\ -3 \\ 9 \\ -5 \\ -5 \\ 3 \\ -1 \end{array}$ | $\begin{array}{r}2 \\ -1 \\ \hline\end{array}$ | $\begin{array}{r} 24 \\ -1 \\ 2 \\ -1 \\ -1 \\ 3 \\ -2 \end{array}$ | 1 -3 3 -3 | 5 -8 20 -7 - 5 -2 |
| Incresse(decrease) in cest equivalents Cash s equivicents-beginning of the yenf Cash s equivelents - End of the yesr | -5 5 -3 | 5 | $\begin{array}{r} -14 \\ 29 \\ 14 \end{array}$ | 7 | -28 -10 -38 |

(11) These espinates are dased on sangin of incorporated businesses ruporting sales detween $\$ 35.000$ and 82.000 .000 . Smple count inciudes
only those businesses reporting statement of changes.
Ses teble i for symools and notes.

TABLE 5. Employment changes by gize of business, 1984-1987 based on SIC clasifification in i987
Cansde. Wholestle Apporel (SIC 531)

|  |  |  |  | Changer in num with os | of Dusinesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in average labour units(l) | Number of businesses | $\begin{array}{r} \text { Total payioll } \\ \left(\$ 000^{\circ}\right. \text { s) } \end{array}$ | Average labour units!1) | reporting(2) | No longar reoorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 2.037 | 281.458 | 15.949 | 304 | 218 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20 \text { - } 99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.827 \\ 160 \\ 35 \\ 15 \end{array}$ | $\begin{array}{r} 105.802 \\ 87.817 \\ 41.496 \\ 28.343 \end{array}$ | $\begin{aligned} & 5.095 \\ & 5.199 \\ & 2.560 \\ & 2.095 \end{aligned}$ | 287 14 2 1 | $\begin{array}{r} 196 \\ 20 \\ 2 \end{array}$ |
| 1987 |  |  |  |  |  |
| Tote 1 | 2.323 | 352.023 | 13.558 | 372 | . . |
| $\begin{aligned} & \text { less enten } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 2.094 \\ 181 \\ 39 \\ 9 \end{array}$ | $\begin{array}{r} 162.082 \\ 116.747 \\ 55.554 \\ 18.640 \end{array}$ | $\begin{array}{r} 6.133 \\ 4.502 \\ 2.296 \\ 527 \end{array}$ | $\begin{array}{r}347 \\ 22 \\ 3 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\ldots$ |

(1) Average labour units are calculated by dividing total paypoll by the average annual wage and aalary fate as foortec in the Survey of Employmens. Payfoll and Hours. Staristics Canaca. Catalogue 72-002. An average labour unit could de interofered as a full-fime enployet. Hote that the ousiness size groups used ape determined at the Canade level. ihus if a pusiness has at least 500 employees in canada as a whol out less than that number in any given province it is show in the 500 and over groue
121 Refers io businesses reooring no daypoli deductions in the provious yesp
13) Refers to businesses reopting no payroll deductions in the following yeat
"Nawly reporting" and "no longer reporting" Dusinesses are assumed to have been in activity for six months and the information is adjusied accordingly
see table 1 for symools and notes

TABLE 6. Selected operting enaraetertsties of smali businesses by sales guartile. $1985-1987$
Cansde. Wholesale Apparel (SIC 531)


1985

| Number of ooservations in samole | 44 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 285.881 | 503.935 | - 06.130 | 94.3\% | 85.-83 |
| diverage gxdense 3 | 272.518 | 33.376 | 37.32? | 8!. 20 | 737.341 |
| Averape net profit (lost) क | 13.385 | -25.341 | 18.203 | 13.352 | \$7.345 |
| Susinesses reporting grofit (Mo.) | 117 |  |  |  |  |
| Average sales \$ | 282.802 | 58.840 | 108.130 | 223.345 | 782.892 |
| Average expense $\$$ | 248.355 | 37.683 | 87.927 | :78.014 | 591, :99 |
| Average net profit 5 | 34.446 | 21. 57 | 18.203 | 28.731 | 71.893 |
| Businesses reporting loss (Mo.) | 27 |  |  |  |  |
| Average sales \$ | 385.081 | 55.602 | = | 194.436 | 925.:46 |
| Average expense ${ }^{\text {a }}$ | 444.077 | 115.351 | - | 192.169 | 1.024.7:2 |
| Average net loss \$ | -59.016 | -59.749 | - | -17.733 | -99.585 |

1988

| Number of observetions in smole <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net orofit (loss) $\$$ | 179 439.351 408.986 30.385 | $\begin{array}{r} 84.243 \\ 61.920 \\ 2.323 \end{array}$ | $\begin{array}{r} 148.854 \\ 102.911 \\ 43.943 \end{array}$ | $\begin{array}{r} 405.157 \\ 381.705 \\ 23.452 \end{array}$ | $\begin{array}{r} 1.949 .148 \\ 1.089 .409 \\ 59.739 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busineszes reporting mproflt (No.) | 138 |  |  |  |  |
| Average sales | 429.925 | 63.925 | 151.307 | 387.052 | 1.117,413 |
| Average expenses | 381.801 | 54.389 | 100.581 | 348.196 | 1.024.036 |
| Average net profit \$ | 48.124 | 9.537 | 50.728 | 38.856 | 93.377 |
| Businessee reporting loge (Mo.) | 43 |  |  |  |  |
| Average salos \$ | 671.148 | 64.736 | 116.115 | 458.193 | 1.245 .547 |
| Average expense \$ | 512.356 | 73.607 | 118.999 | 479.864 | 1.375.952 |
| Average net loss | -11.208 | -8.871 | -2.884 | -21.871 | -131.405 |

1987


| 352.863 | 49.692 | 116.151 | 268.594 | 975.216 |
| :---: | :---: | :---: | :---: | :---: |
| 338.410 | 44.756 | 107.513 | 249.809 | 94.3500 |
| 16.253 | 4.938 | 8.538 | 18.785 | 32.656 |
| 363 |  |  |  |  |
| 360.330 | 50.065 | 120.779 | 274.470 | 995.006 |
| 328.198 | 40.759 | 98.542 | 241.954 | 931.537 |
| 32.132 | 9. 308 | 22.237 | 32.516 | 64.469 |
| 130 |  |  |  |  |
| 329,620 | 48.748 | 106.971 | 247.538 | 915.223 |
| 359.697 | 54.905 | 125.310 | 277.355 | 980.816 |
| -30.097 | -5.159 | -18.339 | -30.419 | -65. 393 |

(1) These Estimstes ar based on sampl of businesses reporting ssibs betwen 825.000 and 82.000 .000 .

See iaple f for symools and notes

TABLE 1．Selected operzting ratios，in percent of sales． 1987
Canada．wholesale Mozor Venicle Pares and Aceessories（5：C 552）

|  | －3：31： |  | シャワ： |  |  |  | $m= \pm 10$－ |  |  | 20． |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fusinesses in samole No． －ow saiss value（3000＇， بign sales value（\＄000＇s） |  | $\begin{aligned} & 51 \\ & 1 \\ & i 1 \end{aligned}$ |  | $\because 3$ |  | 335 |  |  |  |  |  |
| Selocted exomene item | induster suersese（z） |  |  |  |  | $\begin{aligned} & \text { nbusi- } \\ & \text { resses } \\ & \text { roorting ín } \end{aligned}$ | zeoor－ing yusinesses only 三！ |  |  |  |  |
|  | Coral | $\begin{array}{r} 30+20 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { ower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { 100 } \\ & -5 \% \end{aligned}$ |  | －ota | 30t:om | $\begin{array}{r} \text { awer } \\ \text { micol } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { jooer } \\ \text { al } 61 \\ =5 \% \end{array}$ | $\begin{aligned} & -\infty \\ & =E: \end{aligned}$ |
|  | Pereent of salos |  |  |  |  |  | Dercent of sates |  |  |  |  |
| Cost of seles | 51.0 | 44.7 | 46.1 | 54.5 | 57.8 | 88.5 | 57.8 | 80.0 | 52.1 | 58.3 | 80.3 |
| Occupency expenses Dopreciation | 6.5 1.5 | 9.4 1.9 | 8.4 1.7 | 5.8 1.5 | 4.2 1.1 | 98.1 86.4 | 8.8 1.8 | 10.0 2.0 | 8.4 1.9 | 5.8 1.6 | 4.2 1.2 |
| Repeirs \＆mintenance | 0.8 | 0.9 | 0.8 | 0.6 | 0.5 | 55.8 | 1.1 | 2.6 | 1.1 | 0.8 | 2.7 |
| Heet．light \＆teleohone | 1.7 | 2.2 | 1.7 | 1.7 | 1.2 | 88.9 | 9.9 | 3.0 | 2.0 | $1 . ?$ | 1.2 |
| Rent | 2.8 | 4.4 | 2.4 | 2.0 | 1.4 | 63.1 | 3.9 | 7.1 | 3.9 | 2.7 | i． 9 |
| Persannel expenses | 17.8 | 14.8 | 20.9 | 19.1 | 18.5 | 90.7 | 19.8 | 21.3 | 22.0 | 19.1 | 16.8 |
| Financial expensea | 2.6 | 3.9 | 2.1 | 2.4 |  |  |  |  |  |  |  |
| fnterest s bank charges Professional fees | 1.8 0.8 | 2.7 1.2 | 1.5 0.8 | 1.8 0.6 | 1.2 0.6 | 82.3 87.7 | 2.2 0.9 | 1.9 1.9 | 2.0 0.9 | 1.9 0.6 | 2．$\frac{3}{2}$ |
| Other expenses | 20.5 | 27.4 | 22.1 | 18.8 | 18.2 | 100.0 | 20.5 | 27.4 | 22.1 | 15.8 | 18.2 |
| Prafit（loss） | 1.7 | － | 1.8 | 1.5 | 3.8 | 93.1 | 1.7 | － | 1.7 | 1.6 | 3.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | －$\cdot$ | $\cdots$ | ＊． | $\ldots$ |

```
Symbels
    zero or no observetiona
-- 100 smell too be expreseted
    not applicablo
* conficentill
```


## footnotes




This portion of the table pertains only to the businesses poorting the specific cxopse item．Fhernfort these patios are calculated individuslly and the totel will not necessarily equal 1008.

## Motes

Deta are shown by quartiles when st lest 13 of the sempleo businusses poopt the speciflc item．

 high and low vilues of setes are inown．

How to use she teoles

（2）The selected range will indicate the proper quartile．i．©．bhe botson 25\％．the lower midol 25\％．the uoper midde $25 \%$ or the $10025 \pm$.
（3）Oets pertaining to the sel⿻cted sale sizt range will be in thet austile．

Standerd lnduserial Clasificetion Definition 151C 18501：
SI6 5520－Wholesele Motor Yehici Perts and Acesesor iet
Businesses orimarily engeged in wholesal desing in sires．tubes and otner motor vohicle parts and acessories．

PABLE 2．Balunce snate orofile for incorporated businesses only． 1987
Ganada．Wholesal Motor vehicle Parts and Acessories（Sle 552）

|  | －9\％3：1 | Zo:-0m |  | －ニ＝ | 为 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samai No． －ow sales value $\$ 000$ s． mign sales value $3000^{\circ}$ s | ミ๐Э | 10 | 196 +48 | $\begin{array}{r} \div \varepsilon \\ 372 \end{array}$ | ！＂ |
|  | Average 15000 s |  |  |  |  |
| Assers |  |  |  |  |  |
| －asn accounts and notes paceivabie | 62 | 12 | 30 | $3 i$ | ： 37 |
| Inventory | 2 | － | ） | \％ | － |
| Other currons assets | 134 | 29 | 78 | $i: 6$ | 232 |
| Torsl currons assers | 196 | 41 | 107 | ：$: 3$ | －20 |
| Fixed assers | 49 | 18 | 38 | 三3 | ミร |
| Less：Accum．deo．on fixed assets | \％ | $\overline{5}$ | － | － | － |
| Other assets | 13 | 5 | 13 | 10 | 23 |
| Total essets | 257 | 64 | 151 | 277 | 527 |
|  |  |  |  |  |  |
| Cupront lomen Other current lisoilities | 34 83 | $2{ }^{5}$ | 21 50 | 38 98 | 7\％ |
| Tois current liaoilities | 117 | 28 | 71 | 135 | 233 |
| Mortgages darabl | － | － | \％ | － | － |
| Long enerm debt | 6 | 4 | $?$ | กิ | 8 |
| Othor liabilities | 56 | 21 | 46 | 50 | 78 |
| Total liabilitios | 179 | 51 | 124 | 191 | 339 |
| Total equity | 79 | 6 | 34 | 88 | 189 |


See Table Ifor symools and notis

TABLE 3．Financial retios（1）for incorporated busincsate oniy． 1987
Canada．Wholesal Motor Vohicle Parts and Accoseories（SiC 552）

|  | Totel（2） | $\begin{array}{r} \text { Sottom } \\ 25 \% \end{array}$ | midd Lower | midd Uoper $25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNo． Low sales vilue $\{\$ 000$ s） Migh sales value（ $\$ 0000^{\prime}$ ） | $\begin{aligned} & 569 \\ & (1) \\ & (1) \end{aligned}$ | （1） 198 | 198 448 | 448 873 | 873 111 |
|  | Average |  |  |  |  |
| Liauidity ratio Cuprent iatio（times） | 1.7 | 1.6 | 1.5 | 1.8 | 1.8 |
| Leverage ratios Debtiequity ratio（times） <br> Interest coverage ratio（times） <br> Debt patio（times） | 2.3 2.9 0.7 | 10.4 0.7 0.9 | 3.7 1.2 0.8 | 2.2 2.8 0.7 | 9.8 4.2 0.8 |



Sce isole i for symbols mat notes．

Definisions：
1．Liquidizy ratio：
Curpen：surrent sssets／cupronz listilizios

2．Leversge ratios：
al Onb：／squicy $=$ total liabiliiles／equity．
b）Oube ratio＝cotal liabilities／total assets
c）Inserest coverage a net profit inter est expense／inierest expenst

PABLE 4. Statement of enanges in finameial position for incorporatac susinesses snly. ig87
Canada. Wholesal Motor Vehicle Parts and Accessories (5:C 5s2)

 only those businesses poporting stetoment of changes.
See Tabie I for symools and notes.

Canade. Wholesale Motor Vehicle Parts and Acceseorles (S16 552)

|  |  |  |  | Changes in number with os | of businesses boyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8usiness ize expressed in average lobour units(1) | Number of businesses | Total payroll | Average labour unitstl? | $\begin{array}{r} \text { Yewly } \\ \text { peoorting(2) } \end{array}$ | No langer - Dor:ing:3) |
| 1984 |  |  |  |  |  |
| Total | 3.073 | 858.725 | 35.791 | 331 | 231 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 2.536 \\ 364 \\ 145 \\ 28 \end{array}$ | $\begin{aligned} & 248.369 \\ & 205.890 \\ & 220.333 \\ & 184.133 \end{aligned}$ | $\begin{array}{r} 11.514 \\ 9.843 \\ 10.186 \\ 8.448 \end{array}$ | $\begin{array}{r} 292 \\ 29 \\ 10 \end{array}$ | $\begin{array}{r} 192 \\ 29 \\ 9 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 3.184 | 1.052 .221 | 42.981 | 329 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 2.608 \\ 378 \\ 139 \\ 39 \end{array}$ | $\begin{aligned} & 296.204 \\ & 251.856 \\ & 249.387 \\ & 264.974 \end{aligned}$ | $\begin{array}{r} 12.145 \\ 10.287 \\ 9.963 \\ 10.588 \end{array}$ | $\begin{array}{r} 272 \\ 34 \\ 29 \\ 2 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

III Average labour units are calculated by dividing totel payroll by the average onnual wage and salory rate as foporiec in the Survey of Employment. Payroll and Mours. Stotistics Canada. Catalogue 72-002. An average labour unit could de interoreted as a fult-time employee. Note that the ousiness siz groups used are determinec at the canado tevel thus if ousiness hes at last 500 mployees in canade as whol but less than that number in any given province it is shown in the 500 and over group
(2) Refers to businesses reporting no peyroll deductions in the previous year
(3) Refers to businesses peporting no payroll deductions in the foltowing year
"Newly regorting" and "no longer reporting" businesses are assumed to have been in activity for siz months and ihe information is adjusted accordingly
sen isole 1 for symools and noies

TABLE G. Stiected operating enaracteristics of smali ousinesses by saies auar=:1e. :98E-1987
Canade. Wholesele Motor Vehicle parts and Acesssories (S1C 552)


1985

| ```Number of observetions in samole average sales s Avorage expense $ Average net grofi& (losa) $``` | $\begin{array}{r}241 \\ \text { j} 58.369 \\ \overline{37} .846 \\ \text { 21. } \\ \hline\end{array}$ | 2.3 .083 114.414 8.589 | $\begin{array}{r} 313.559 \\ 304.690 \\ 8.589 \end{array}$ | $\begin{aligned} & \vdots \vdots 8, \div 6 \\ & \vdots 45.337 \\ & =2,109 \end{aligned}$ | $\begin{array}{r} : 23 \\ 1.185 .546 \\ +5.345 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses raporting apofit (Mo.) | 209 |  |  |  |  |
| Average sales | 382.895 | 134.214 | 317.950 | 591.241 | 1.218.291 |
| Average expense \$ | 533.028 | 120.508 | 303.672 | 545.511 | 1.152.323 |
| Aversge net grofits | 29.857 | 13.708 | 14.178 | 35.730 | 55.851 |
| Businceses reporting a lose (Mo.) | 32 |  |  |  |  |
| Average salms | 552.875 | 76.598 | 285.584 | 511.552 | 1.337 .777 |
| Average exoment \$ | 580, 572 | 88.987 | 310.132 | 547.258 | 1.375 .331 |
| average net loss \$ | -27,797 | -12.379 | -25.248 | -35.706 | -37.854 |

1986

| Number of doservstions in sample | 282 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales 3 | 502.021 | 82.893 | 220.734 | 537.603 | 1.187 .053 |
| Average exoense $\$$ | 487.889 | 57.125 | 219.189 | 523.927 | 1.151.225 |
| Average net opofit (loss) \$ | 14.152 | 5.588 | 1.545 | 13.578 | 35.818 |
| Suginesses reporting profit (Mo.) | 189 |  |  |  |  |
| Average seles \$ | 498.297 | 68, 728 | 233.908 | 520.675 | 1.169 .875 |
| Average expense \$ | 468.593 | 58.181 | 221.318 | 487.358 | 1.107.446 |
| Average net profit \$ | 29.704 | 10.547 | 12.522 | 33.317 | 82.429 |
| Ausinesser reporting lose (No.) | 73 |  |  |  |  |
| Averege sales ${ }^{\text {S }}$ | 521.255 | 48.394 | 209.235 | 579.398 | 1.247.993 |
| Average expense 5 | 548.172 | 54.622 | 217.292 | 614.29 | 1.306 .576 |
| Average not loss \$ | -25.917 | -6.228 | -8.037 | -34.921 | -58.583 |

1987

| Mumber of observations in smmple | 725 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {a }}$ | 498.892 | 85.801 | 217.127 | 515.697 | 1.197 .141 |
| Average expenst $\$$ | 485. 255 | 66.728 | 214.333 | 507.080 | 1.152 .882 |
| Average net profit (loss) \$ | 13.836 | -1.127 | 2.794 | 8.817 | 42.259 |
| Businsses reporting orofit (Mo.) | 503 |  |  |  |  |
| Average sties $\$$ | 507.588 | 77.471 | 222.782 | 517.434 | 1.213 .065 |
| Average expense $\$$ | 478.840 | 61.920 | 207.570 | 492.172 | 1.53.699 |
| Average net orefit | 28.848 | 15.551 | 15.212 | 25.252 | 59.368 |
| Businesses reporting laing (Mo.) | 222 |  |  |  |  |
| Average sales \$ | 474.514 | 58.006 | 209.378 | 511.124 | 1.119.547 |
| Averege expenst $\$$ | 497.153 | 89.805 | 223.801 | 546.344 | 1.148.900 |
| Average net loss \$ | -22.849 | -11.799 | -14.223 | - 35.220 | -29.353 |

(1) These esqimeres are besed on a sample of businesses peorting sales oetween $\$ 25.000$ and 32.000 .000 .

See raol i for symools and notes

TABLE 1. Seiected operating patios, in percent of sales. 1987
Canade. whotesal plumoing, heating, hir Condieioning Equioment \& Suopiles (SIC 5E22)

|  | -oi31: $:$ ! |  | 30t:omm |  | midole swe? |  | - 0012 2 -5:\% |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses as samoia No. Low sales value $\$ 000$ 'si L- gn saies value : \$000's | $292$ |  |  | [1] | $30$ |  | $304$ |  |  |  |  |
| Selectedexomse itmm | Industir average (2) |  |  |  |  | $\begin{aligned} & \text { \%jusi- } \\ & \text { rosserting } \end{aligned}$ | Qeoorting ousinesses 2nivi ? |  |  |  |  |
|  | Total | $\begin{array}{r} 30 t+0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { cower } \\ \text { middle } \\ 25 \% \end{array}$ | Uoon r Middi 25\% | $\begin{gathered} -80 \\ c 5 \% \end{gathered}$ |  | OPal | $\begin{aligned} 30:: o m \\ : 5 \% \end{aligned}$ | $\begin{array}{r} -0 w e r \\ \text { miocia } \\ 25 \% \end{array}$ | $\begin{array}{r} j 00 \mathrm{r} \\ 1201 e \\ 25 \% \end{array}$ | $\begin{aligned} & -02 \\ & -0.0 \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | pecoent of sales |  |  |  |  |
| Cost of seles | 49.3 | 31.8 | 47.8 | 57.0 | 60.8 | 87.3 | 56.5 | 44.7 | 57.1 | 58.9 | 62.1 |
| Occuponcy expenses | 8.3 | 10.2 | 8. 3 | 4.7 | 3.8 | 99.0 | 8.4 | 10.3 | 7.1 | 4.7 | 3.5 |
| Depreciation | 1.7 | 3.4 | 1.6 | 1.0 | 0.9 | 86.4 | 2.0 | 4.3 | 2.1 | 1.0 | 0.2 |
| Repaics \% maintenance | 0.4 | 0.4 | 0.5 | 0.3 | 0.4 | 44.5 | 0.9 | 1. 4 | 1.1 | 9.8 | 0.3 |
| Heat. light a telephone | 1.7 | 2.4 | 1.8 | $1 . ?$ | 1.1 | 88.8 | 2.0 | 2.8 | 2.1 | 1.9 | !. 1 |
| Rent | 2.5 | 4.1 | 3.1 | 1.7 | 1.2 | 72.8 | 3. 4 | 5.5 | 4.7 | 2.3 | ¢. 5 |
| Personnel expenses | 18.0 | 19.8 | 19.2 | 18.3 | 14.8 | 92.0 | 19.5 | 25.0 | 20.4 | 18.8 | 15.0 |
| Financial expenses | 2.2 | 3.3 | 2.3 | 1.7 | 1.8 | 94.7 | 3.4 | 3.9 | 2.3 | 1.8 | 1.5 |
| interest 8 bank charges | 1.4 | 2.2 | 1.3 | 1.1 | 1.0 | 83.2 | 1.7 | ?. 8 | 1.3 | 1.3 | 1. 2 |
| Other expenses | 18.9 | 27.7 | 18.4 | 18.2 | 13.6 | 100.0 | 18.9 | 27.7 | 18.4 | 18.2 | 13.5 |
| Profit (loss) | 5.1 | 7.3 | 5.3 | 2.0 | 5.9 | 97.3 | 5.3 | 7.8 | 5.4 | 2.1 | 5.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | -• | - ** | -•• | $\ldots$ |

## Syubols

- zero or no observetions
-- too snell too be expressid
. not applicabla
$\times$ configential


## Foot notes

(1) These stimetes ars besed on sample of businesses reporting ssies between 325,000 and $\$ 2,000.000$


This portion of the toble pertains only to the businesses poorging the specific expense item. Therefore chese ratios are calculbto individusily and ine cotsil will not necesserily equel 100 s .

## Notes

Deta are shown oy quartiles when at loast 13 of the samol businesses report the soecific item
 one quartor of th cotal number of businesses. Within asch qusftile. the average ratio is presteted. for camparison purposes, the high and low volues of seles ere showh.

## How to use the sates


121 The selmeted range will indicete the proper quertile. i. the oot tom 25\%. the lower middle 25\%. the upper middi 25\% or the $10025 \%$.
131 Data pertaning to the selfected satet size rong* will be in that quat ile

## 

SIC 5522. Wholesele Piuebing. Menting and Air Conditioning Equipment end Suppliss
 equipment lexcepe smal window-tyo unissi Inciuded ara businesses engaged in wholgsal of air conoitioning equigment lexceot winoow type unitsi: wholesal of bathtubs and sinks: wholesal of non-refrigerated drinking fountains: wholesalemetal fireplacts: wholesale fuel burning equipment: wholesal of mon- leceric furnaces. sioves and heaters: whol esalg gas and gil heating equipment: whol esale of
 oil and gas hot water heeters: wholesale laundry tubs: wholesate pipe fipings: wholgale plumoing fixturas: wholeste sanitary ware:

 equipment and water softening tquipment.



Sut Tacle 1 for symbois and notes.

TABLE 3. Financial retfos(1) for incorporated businessee only, 1987
Canede, Wholeate Plumbing, Henting, Alr Conditioning Equipmane \& Supplies (SiC 5E22)

|  | Total(2) | $\begin{aligned} & \text { Battom } \\ & 25 \% \end{aligned}$ | Lower <br> midd 25\% | midel $\begin{array}{r}\text { Uoper } \\ \text { max }\end{array}$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( $\$ 000$ 's) High sales value $(\$ 000$ 's) | $\begin{aligned} & 240 \\ & (1) \\ & 11) \end{aligned}$ | $11)$ 139 | $\begin{array}{r} 139 \\ 368 \end{array}$ | $\begin{array}{r}368 \\ 805 \\ \hline\end{array}$ | 805 |
|  | Average |  |  |  |  |
| Liquidity ratio Current retio (times) | 1.8 | 1.1 | 1.5 | 1.6 | 1.8 |
| Leverage ratios Oeot/equity ratio (times) Interest coverage retio (times) Dobt ratio (times) | $\begin{aligned} & 2.0 \\ & 5.1 \\ & 0.9 \end{aligned}$ | $\begin{aligned} & 3.8 \\ & 3.7 \\ & 0.8 \end{aligned}$ | $\begin{aligned} & 3.1 \\ & 3.9 \\ & 0.8 \end{aligned}$ | 1.8 3.5 0.6 | 1.7 5.3 4.3 |

(i) The fasios reoresent the average of ratios for esch business in the group and eannot be calculated from ine figures shown in iable 2

see Table i for symbois and noies.

## Definitions:

1. Liquidity fetio:

Gurrent a current asseis / current liabilitims
2. Leverege ratios:
a) DeDt/ auity = cotal lisoilizies $/$ equity
b) Oent ratio = total lisoilitios/ cotal assets.
c) Interest coverage z net profit interest expense/inierest expense

Canade. Wholesal Plumbing, Heating, Aif Eenditioning Equipmene \& Supplias (Sic 5822)

|  | -orar : | $\begin{array}{r} 30:: 0 \mathrm{~m} \\ : 5 \% \end{array}$ |  | -0.0. | $=$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses .n samol No. Low sales value $\$ 000$ s) Hign sales value i $\$ 000$ 's) | : : | $184$ | $\begin{array}{r} 94 \\ 453 \end{array}$ |  | $\because$ |
|  |  |  | Average 13000 si |  |  |
| Operating activities Gasn from aperations Deornciation Other | $\begin{array}{r} 2 ? \\ -!2 \end{array}$ | 2 2 -5 | 2 | $\begin{array}{r} 20 \\ 0 \\ -10 \end{array}$ | - |
| Dividends | -7 | -3 | -2 | - | $-19$ |
| ```Investment activities 0isposel of fixed assets Purenase of fixec assets increas* in investment Decresen in investment``` | $\begin{array}{r} 3 \\ -12 \\ -1 \\ 1 \end{array}$ | -2 | 4 -10 - | 5 -11 0 | $-28$ |
| financing activitisa <br> increase in long ierm deot <br> peosymant of lang term dabt <br> Loans from sharenolders <br> Redayment of loans from sharenolders <br> Advances \& ions from government <br> Incemse in equity <br> Decresse in mauity <br> Other | $\begin{array}{r} 6 \\ -4 \\ 5 \\ -6 \\ - \\ 1 \\ -1 \\ -1 \end{array}$ | 3 -3 1 -2 | $\begin{array}{r} 1 \\ -5 \\ 5 \\ - \\ - \\ -3 \\ - \end{array}$ | $\begin{array}{r} 4 \\ -5 \\ 5 \\ -9 \\ -9 \\ -9 \\ -1 \\ -1 \end{array}$ | 15 -4 -5 -15 $\vdots$ $\vdots$ -2 |
| Increse (decrease) in cash s equivalents Cash \& quivalents-Beginning of the year Cash s equivalonts . End of the year | 1 | -2 8 4 | $\begin{array}{r} 5 \\ 13 \\ 18 \end{array}$ | $\begin{aligned} & -1 \\ & 22 \\ & 21 \end{aligned}$ | 2 -35 -34 |

 oniy those businesses reporiing statement of changes.
see isole I for symols and notev.

TABLE 5. Employment chunges by size of bustness. 1984-1987 besed on SIC elassification in i987
Cansda. Wholesele Plumbing, Heating, Alr Conditioning Equipment supplies (Sit 5822)

| Susiness size exoreseed in sverage lsoour units(1) | Number of Dusinesses | $\begin{array}{r} \text { Ootal onyroll } \\ (\$ 000 \text { s) } \end{array}$ | Average abour unies(i) | Changes in number of businesses with paic moloress |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Now ly reporting(2) | No onger reoorting 13l $^{\text {l }}$ |
| 1984 |  |  |  |  |  |
| Total | 895 | 210.710 | 10.114 | 148 | 82 |
| $\begin{aligned} & 1 \text { ese han } 20 \\ & 20.99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 724 \\ 125 \\ 29 \\ 17 \end{array}$ | $\begin{aligned} & 86,642 \\ & 60,148 \\ & 39,618 \\ & 44,302 \end{aligned}$ | $\begin{aligned} & 3.194 \\ & 2.879 \\ & 1.346 \\ & 2.097 \end{aligned}$ | $\begin{array}{r} 125 \\ 13 \\ 7 \\ 1 \end{array}$ | $\begin{array}{r} 58 \\ 12 \\ 2 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 1.018 | 322.352 | 13.281 | 151 | . . |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 821 134 43 20 | $\begin{aligned} & 87.262 \\ & 84.077 \\ & 65.578 \\ & 85.435 \end{aligned}$ | $\begin{aligned} & 3.584 \\ & 3.459 \\ & 2.747 \\ & 3.491 \end{aligned}$ | 125 11 10 5 | $\ldots$ $\cdots$ $\cdots$ |

(1) Average laboup units are calculated by dividing total payroll by the overage annual wage and salsiy rate at roorted in the
 full-i, me omploved wote that the business size groups used are determined at the banede tuvel thus it a ousintsg has at leas? 500 amployess in Canada as a whol du? lass than inat numper in any given province it is shown in the 500 and over group
(2) Refiers to Dusinesses reporting no paypoll deductions in the previous year.
(3) Refers to businesses reporting no payral deductions in the following yes

Newly reporting* and "no longer reporting* businasses afe assumed to nave den in activity for six months and the information is adjusied accordingly
see table i for symools and notes

TABLE G. Selectad operating charactaristics of small businessess by sales quartile. 1985-i987
Canteds. Wholesele Plumbing. Hesting. Air Coneitioning Equipment \& Supplies (Sic 5622)


1985


1988


1987

| Number of observations in samole <br> Average sales $\$$ <br> Average exoenses <br> Average net profit \{loss\} s | 359 501.069 479.655 21.414 | 76.901 72.331 4.570 | $\begin{array}{r} 200.219 \\ 193.423 \\ 6.796 \end{array}$ | $\begin{array}{r} 498.751 \\ 484.316 \\ 14.435 \end{array}$ | $\begin{array}{r} 1.228 .405 \\ 1.168 .351 \\ 59.354 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 288 |  |  |  |  |
| Average sales 5 | 502,381 | 97,200 | 198.202 | 507.583 | 1,225.540 |
| Average exoense $\$$ | 457.442 | 84.223 | 178.558 | 479.908 | 1.146 .979 |
| Avorage net profits | 34.939 | 12.977 | 19.544 | 27.675 | 79.551 |
| Businesses reporting lose (Mo.) | 93 |  |  |  |  |
| Average sales $\$$ | 498.590 | 76.355 | 204.705 | 471.053 | 1.242 .246 |
| Average examse \$ | 535.037 | 87.096 | 226.264 | 498.140 | 1.328.548 |
| Average net loss \$ | -36.447 | -10.741 | -21.559 | -27.087 | -86.402 |

111 These estimates are based on sample businesses feporing sates between 825.000 and $82.000,000$.
Set iade i for symbols and notes

TABLE 1. Selected operating retios, in percent of sales, 1987
Canada, whoiesaie Lumoer ane guilaing Materiais iSiE 553)

|  | Cotalit! |  | 30r=0m |  | नiこd - Jwer |  | -.sele |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses n samol No. Lom sales value $\$ 000$ 'si High sales value ( $\$ 800$ 's |  | $390$ | () |  |  | $\begin{aligned} & 69 \\ & 140 \end{aligned}$ | 210354 |  |  | $\vdots$ - |  |
| Selected exoense : | -idustry averageiz? |  |  |  |  | $\begin{aligned} & \text { Busi- } \\ & \text { nessiser } \\ & \text { cooreing } \end{aligned}$ | Reoor:ing gusinesses nol |  |  |  |  |
|  | Toral | Sottom 25\% | $\begin{array}{r} \text { own r } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Yooer } \\ & \text { modi } \\ & 25 \% \end{aligned}$ | 200 |  | -0tal | $\begin{array}{r} \text { 30t:om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-awer } \\ \text { ni ad } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { jaoer } \\ & \text { miagi } \\ & 25 \% \end{aligned}$ | - |
|  | Purcent of sales |  |  |  |  |  |  | ${ }^{\circ}$ | cent at | sales |  |
| Cost of sules | 58.6 | 43.3 | 54.3 | \$2.0 | 88.3 | 89.0 | 83.7 | 59.5 | 60.4 | 84.5 | 89.0 |
| Oceupancy expenses Deoreciation | 5.3 1.8 | 7.8 2.4 | 5.8 1.8 | 6.5 1.3 | 3.2 1.1 | 85.5 | 5.8 1.8 | 9.1 | 5.8 2.1 | 4.5 $i .3$ | 3.2 |
| qupsirs \& maintenance | 1.0 | 1.4 | 1.0 | 0.9 | 0.5 | 82.0 | 1.5 | 3.7 | 1.7 | 1.3 | 0.7 |
| Heat, light es teleghone | 1.2 | i. 7 | 1.7 | 1.0 1.3 | 0.7 | 85.3 | 1.1 | 2.7 | 1.4 | $\therefore .0$ | 0.8 |
| Rent | 1.5 | 2.8 | 1.7 | 1.3 | 0.9 | 58.3 | 2.7 | 5.5 | 2.8 | 2.0 | 1.4 |
| Personnel expenses | 13.5 | 12.8 | 15.4 | 14.0 | 11.7 | 91.0 | 14.8 | 17.1 | 16.9 | 14.2 | 11.8 |
| Finaneial expenses nntarest \& benk enarges | 2.0 | 2.3 1.2 | 2.1 | 1.6 1.2 | 1.7 1.3 | 98.1 82.0 | 2.1 1.5 | 2.6 1.9 | 2.5 2.0 | 1.6 1.3 | 1.7 |
| protessional fees | 0.7 | 1.1 | 0.7 | 0.4 | 0.4 | 90.9 | 0.7 | 1.5 | 0.3 | 0.5 | 0.6 |
| Other expenses | 19.4 | 29.6 | 19.1 | 15.1 | 14.0 | 100.0 | 19.4 | 29.8 | 19.1 | 15.1 | 14.0 |
| Profit (less) | 3.1 | 4.2 | 2.4 | 2.8 | 3.1 | 98.8 | 3.2 | 4.2 | 2.5 | 2.9 | 3.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\cdots$ | - $\cdot$ | $\ldots$ |  |

## 5ymeols

- zero or no observations
- too small too be expressed
not applicmole
$\times$ confidentiol


## Footnotes

11 These escimeres are based on sample of ousinesses roporting sales between s2s.000 mo 52.000 .000


individually and the cotal will mot mecesserily equel 1005.

## Notet

Data are shown by quartiles when at lest 13 of the sempled businesses poport the specific item.
 one querter of the cots number of ousinesest. Within ebth quertile. the sversge retio is ortsenter. for comperison Durposes. the high and low volues of sales are snown.

Hew to use the reales

(2) The selected renge will indicete the proper quertile, i. the botton 25\%. the lower midel 25\%. the upoer midele 255 or the top 252.
(3) Date pertaining to the sslected sits size range will be in that quertile.

## Standerd Industrial Clessiflcetion Definition (SIC 1SBO):

5IC 5530 . Wholesele Lutber and Building Materisele
gusinesses primarily ungageo in dealing in lumoer. pl mood and millmork; paine. glass and wallpaper: and other ouilding meterits.

TABLE 2. Balance sheet prof il for incorporated businesses only. 1987
Canade. Wholesal bumber and Building materials (S:C 563)


Set Tale ifor symools and notes.

TABLE 3. Financtal petios (1) for incorporated bustnesses only. 1987
Canade, Wholetale Lumber and wilding Materimis (sic 583)

|  | Totel (2) | $\begin{aligned} & \text { Sot tom } \\ & 25 \% \end{aligned}$ | $\text { middl } 25 \%$ | Uoeer <br> midde 25\% | +00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in smmolo (Mo. Low sales value (\$000's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 880 \\ & (1) \\ & 11 \end{aligned}$ | $11)$ 257 | $\begin{array}{r}257 \\ 574 \\ \hline\end{array}$ | $\begin{array}{r}574 \\ 1.094 \\ \hline\end{array}$ | $\begin{array}{r}\square .934 \\ 1 \\ \hline\end{array}$ |
|  | Average |  |  |  |  |
| Liauidity petio Cuppent ratio (times) | 1.5 | 1.4 | 1.4 | 1.0ิ | 1.7 |
| Leverage petios <br> Debi/equity retio (times) <br> interest coversge ratio (times) <br> Debt retio (imes) | 2.2 3.1 0.7 | $\begin{aligned} & 2.9 \\ & 0.7 \\ & 0.7 \end{aligned}$ | 2.8 2.6 0.7 | 2.8 3.0 0.7 | 1.8 3.8 0.6 |

[^29]Soe toole 1 for symols and notes.

## Oefinitions:

1. biquidity retio:

Curpent = current assets / current lisoilities
2. Leverege petios:
al Debr/equity $=$ rotal liabilitus / equisy
b) Depr ratio = total liabilitiss/totalassets
el Interest coverege zet profis interest expensef inepest expense.

TABLE 4. Statement of changes in financial position for ineorporated dusinesses only
Caned.. Wholesale tumber and suilding materiais (SIC 563)

|  | -¢:3:17 | 30: $\begin{gathered}\text { i5m } \\ \text { is\% }\end{gathered}$ |  |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 30 \\ & i \vdots \\ & i j \end{aligned}$ | 302 | 302 $\vdots 29$ | $\therefore i 2$ | : |
|  |  |  | Average ( 5000 : ${ }^{\text {a }}$ |  |  |
| Operating activities casn from ooverations Deprectetion Dther | $\begin{array}{r} 22 \\ 10 \\ -12 \end{array}$ | 9 -3 -3 | $\begin{aligned} & 3 \\ & 3 \\ & 5 \end{aligned}$ | $\begin{array}{r} 1 \\ -9 \\ -9 \end{array}$ | 3 -93 |
| Dividends | -5 | -3 | -2 | -8 | -9 |
| investment activition <br> Oisposel of fixed aseets <br> Purchase of fixed assets <br> incresse in investment <br> Docresese in investment | 6 -23 -5 -5 | 9 -88 -13 1 | - 25 -1 | r -23 -1 -1 3 | - -38 -5 5 |
| Financing activities <br> Increase in long term dobt <br> reonyment of long term seot <br> Loans from snarenolders <br> reonyment of losns from sharenolders <br> Advances \& loans from government <br> Incresse in quizy <br> Decresse in squity <br> Other | $\begin{array}{r}15 \\ -10 \\ 8 \\ -9 \\ \hline\end{array}$ | $\begin{array}{r}4 \\ -2 \\ -10 \\ -8 \\ \hline\end{array}$ | 15 -12 5 -6 | 18 -12 13 -11 $!$ -2 | 21 -14 -12 -12 $\vdots$ -1 |
| Increaseldecrease) in cash equivelents Cash equivelonte-Beginning of the year Cash equivalents - End of the yoer | -2 -8 -8 | -9 8 | - ${ }^{2}$ | -8 | -1 -23 -27 |

 only those bus inusses reporting stetement of cnenges.
See Teble i for symeols mo noter.
TABLE 5. Employment changes by size of bustness. 1984-1987 based on SIC clasziftcation in 1987 Canada. Wholesale Lumber and suliding Materials (Sic 583)


[^30]"Nowly roporting" and "no longer reporing" businesses are assumed to have bet in activity for six monihs and the information is adiusteo accordingly

See iabls i for symools and notes

TABLE G. Selected operating characteristics of small businesses by sales guartile. $1985-1987$
Caneds. Wholeselv Lumber and Building Mueterisis (SIC 553)

|  | Co:a i ! | $\begin{array}{r} \text { Zotrom } \\ \text { i三n } \end{array}$ | N.6cl: | mıcoe ecz: | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 598 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 543.972 | 90.357 | 334.842 | 915.592 | 1.131. 585 |
| Average exoense \$ | 519.717 | :00.544 | 298.328 | -93. 38 \% |  |
| Average net profit (loss) \$ | 24.155 | $-10.887$ | 38.314 | 25.304 | $15.387$ |
| Butinesses remorting a profit (Mo.) | 475 |  |  |  |  |
| Average salas | 654.028 | 99.485 | 344.482 | 727.060 | 1.455. 104 |
| Average expense \$ | 611.752 | 80.318 | 290.296 | 584.541 | 1.391.857 |
| Average net profit \$ | 42.276 | 9.151 | 54,i88 | 62. El9 | 63.247 |
|  |  |  |  |  |  |
| Aver age ites <br> Average expenses | 594.271 834.412 | 89.947 131.043 | 301.321 326.256 | 692.408 728.380 | 1.293 .409 1.351 .387 |
| average net loss \$ | - 40.141 | - 41.098 | -24.935 | -35.974 | -59.558 |

1986

| Number of observations in sample <br> Aversog sties $\$$ <br> Averege expense <br> Average not profit (lose) \$ | 830 884,231 823.033 21.198 | 77.853 85.993 11.860 | 291.404 277.782 13.622 | 771.400 780.099 22.301 | $\begin{array}{r} 1.438 .257 \\ \mathrm{i} .399 .258 \\ 37.309 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businustes peporting a profit (Mo.) | 495 |  |  |  |  |
| Average sales | 847.879 | 71.213 | 298.482 | 776.874 | 1.448.277 |
| Average expense 5 | 813.225 | 52.817 | 271.150 | 738.709 | 1. 392.222 |
| Average net profit \$ | 34.454 | 18.488 | 25.332 | 37.965 | 58.055 |
| Businesses reporting lose (Mo.) | 135 |  |  |  |  |
| Average sales 8 | 831.500 | 95.428 | 217.797 | 781.207 | 1.391.588 |
| Average expenst $\$$ | 852.478 | 101.239 | 295,555 | 787.679 | 1.425.440 |
| Average net loss \$ | -20.978 | -5.811 | -17.758 | -26.472 | -33.872 |

## 1987

| Number of observations in sample <br> Aversge sales $\$$ <br> Average expense $\$$ <br> Averoge net profit (loss) $\$$ | $\begin{array}{r} 1.202 \\ 609.791 \\ 590.910 \\ 18.881 \end{array}$ | $\begin{array}{r} 85.315 \\ 84.127 \\ 1.188 \end{array}$ | $\begin{array}{r} 299.084 \\ 292.229 \\ 8.855 \end{array}$ | $\begin{array}{r} 678.659 \\ 658.268 \\ 20.391 \end{array}$ | $\begin{array}{r} 1.378 .107 \\ 1.329 .016 \\ 67.09 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses peporting profit (Mo.) | 887 |  |  |  |  |
| Average sales 5 | 813.817 | 79.595 | 299.604 | 680.022 | 1.398.445 |
| Average exoense \$ | 579.581 | 89.145 | 275.611 | 844. 227 | 1.32\%.341 |
| Average net profit \$ | 34.336 | 10.450 | 23.993 | 35.795 | 67.104 |
| Businasees peporting loss (Mo.) | 335 |  |  |  |  |
| Avorage sales 5 | 587.990 | 96.502 | 298.120 | 674.027 | 1.283.309 |
| Average expense 5 | 817.493 | 113.432 | 323.008 | 705.995 | 1.327. 525 |
| Aversog net loss \$ | -29.503 | $-18.930$ | -24.888 | -31,968 | -44.226 |

(1) insse estimates are sused on a sample businesses repopting sales between 525.000 and 82.000 .000

See Tabil f for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ganade, Wholessie ferm mechinery, Equipment and Supplies (\$16 5711)

|  | -073: 1 |  | 30: y : 0 m |  | - - - - - - - \% \% |  | - ¢ ¢ - joce |  |  | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses a samole No. -ow sales volue $\$ 000$ sj High salas vaino ( $\$ 000$ 's) | $(1)$ |  | ; 12 |  | $321$ |  | $\begin{aligned} & 385 \\ & 354 \end{aligned}$ |  |  | 3ミ4 |  |
| Selocted exoense item | inaustry zverage: 2 ) |  |  |  |  | $\begin{aligned} & \because \text { Jus } \\ & \text { nisses } \\ & \text { rocorting } \end{aligned}$ |  |  |  |  |  |
|  | Fotal | Ortom | $\begin{array}{r} \text { bower } \\ \text { midd1 } \\ 25 \% \end{array}$ | Joper <br> idde $25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | 2eal | $\begin{array}{r} 30: 5 \pi \\ 25 \% \end{array}$ | $\begin{array}{r} \text { - ower } \\ \text { midgle } \\ \text { a5\% } \end{array}$ | $\begin{array}{r} -20 e \% \\ \text { midel } \\ 25 \% \end{array}$ | $\begin{aligned} & \vdots \% \\ & 5 \% \end{aligned}$ |
|  | Papeent of seles |  |  |  |  |  | porcent of sales |  |  |  |  |
| Cost of sales | 55.0 | 10.1 | 52.7 | 83.8 | 83.2 | 12.7 | 53.3 | 48.2 | 58.9 | 65.6 | 64.8 |
| Decupancy expenses | 8.2 2.8 | 11.0 | 7.1 3.0 | 3.7 1.3 | 2.8 1.0 | 97.9 | 8.3 3.1 | 19.8 | 7.1 3.2 | 3.7 1.3 | 3.0 3.0 |
| Ropaics s mantanence | 0.9 | 1.0 | 1.4 | 0.5 | 0.5 | 68.1 | 1.3 | 1.9 | 2.2 | 0.8 | 3.5 |
| Hest, light \& talophon | 1.5 | 2.3 | 1.7 | 1.0 | 0.8 | 30.0 | 1.5 | 3.0 | 1.9 | ?. 1 | 0.3 |
| Rent | 1.0 | 1.5 | 1.0 | 0.8 | 0.9 | 52.9 | 1.9 | 4.8 | 2.0 | -. 6 | 0.9 |
| Personnel expenses | 11.9 | 9.5 | 14.5 | 12.5 | 11.1 | 19.9 | 13.2 | 14.4 | 15.4 | 12.6 | 11.1 |
| Financial expenses | 2.4 | 3.9 | 2.2 | 2.0 | 1.5 | 95.7 | 2.5 | 4.4 | 2.3 |  |  |
| lnterst s bank charges | $1 . ?$ | 2.7 1.2 | 1.5 0.7 | 1.5 0.5 | 1.1 | 83.1 | 2.0 | 4.3 | 1.8 0.8 | 1. 0.5 | 0.8 |
| Other expenses | 20.3 | 24.7 | 22.2 | 15.7 | 18.8 | 39.7 | 20.6 | 25.0 | 22.2 | 15.7 | 18.8 |
| Profit (lose) | 4.2 | 10.7 | 1.3 | 2.3 | 2.7 | 98.8 | 4.3 | 10.1 | 1.3 | 2.3 | 2.7 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ |  | . . ${ }^{\text {a }}$ | ... |  |

## Symbols <br> - zero of no observetions <br> - $t 00$ small too be expressed <br> hot applicmole <br> $x$ confidentil

## Pootnotes




This portion of the teole per ? ins only to the businesses roporting she specific expense item. therefort these retios ore celculated individuelly and the totsl will not necesserily equel $100 \%$,

## notes

Oest ar shown by quertiles when st leset iJ of the sampled businetses report the specific item
Aecopos were penked in oscending ordep eceording to seles size. Ench quertile li. e. botton $25 \%$. lower midde $25 \%$. etc. pepresents
 high and low velues of sistes sho shown.

## How to use the tatoles


121 the selected renge will indicate the prooer gutptile. i. the botsom 29\%. the lower midde 25\%. the upper midde 25\% or the cop $25 \%$.
(3) Dote perteining to the selcerse ssiss sizer解ge will be in ther quertile.

## Stenderd Industrici Clastificesion Definition (SIC 180):

SIC 971\% - Whelesele ferm mechinery. Equipment and Supplies
 businesses primerily engaged in selling suan equipmene direcily to farmers as well as those selling to farmeguionent ofelers. also




 equipmene: wholesal fapm erop planting machinery, wholesale farm and garden ploughs. har pows and tilleps: wholesale farm sorayers ano dusters: whotesal farm swathers and windpowers and wholesale fapm and garden sfacsors ar also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only. i987
Canade, Whoiesale Farm Maeninery, Equipment and Suppiles (sic 571i)

(1) These estimates are beged on stole of businesses reporting setes detween 325.000 anc $32,000,000$.

Set itel i for symbols and nores.

Canada, Wholesale Fari Mechinery. Equipment and Supplies (S1C 5711)

|  | Total(2) | $\begin{array}{r} \text { Botrom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper midde 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesseat in samal (Mo.) Low sales value ( 5000 s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 378 \\ & (1) \\ & (1) \end{aligned}$ | 11 225 | 225 530 | $\begin{array}{r}530 \\ 1.055 \\ \hline\end{array}$ | 1.055 111 |
|  |  | Average |  |  |  |
| Liquidity retic Curtent ratio (times) | 1.8 | 1.8 | 1.5 | 1.6 | 1 1. |
| ```Leverage ratios Debt/equity ratio (times) Inturest covarage ratio (times) O-bt istio (times)``` | 2.4 2.8 0.7 | 2.8 3.8 0.7 | 1.7 2.0 0.6 | 2.8 2.9 0.7 | 2.7 3.1 0.7 |


12) These estimetes are ossed on semplo of Dusinesses reporting sel detwen $\mathbf{1 2 5 . 0 0 0}$ and $\mathbf{5 2 . 0 0 0 . 0 0 0 .}$

See fable for symbols noter.

## Definitions:

1. Liquidiey retio:

Euprent z Eupront essets/ cuppent liabilitios.
2. Leverege retios:
al Oner/mquity $=$ cotal lisbiliqits / equity
D) Deot ratio zots liobilitims/ tolal assets
¢) Interest coversge a net profit ineerest expense $/$ interest expense.

TABLE 4. Statement of enanges in finanetal position for incorporated businesses only. igs7
Canade. Wholesale Farm Machinery, Equipment and Supplies (S16 3711)

|  | Potal: | $\begin{aligned} \text { jor:am } \\ \text { : } \end{aligned}$ |  | - : ca | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samoi :No. Lom sales valse $9000^{\prime}$ s High sales value (\$00C's) | $\begin{aligned} & 25 i \\ & i 1 i \\ & i i \end{aligned}$ | 271 | $\begin{aligned} & 59 \\ & \dot{3} 25 \end{aligned}$ | $\begin{aligned} & 565 \\ & 284 \end{aligned}$ | : $:=$ |
|  |  |  | Average (\$000 |  |  |
| Joerteting ectivities Casn from ootertions Depreciation Other | $\begin{array}{r} 14 \\ -9 \end{array}$ | 23 ${ }^{\frac{5}{5}}$ | 1 -2 | 5 0 2 | -20 |
| Dividends | -9 | -2 | $-10$ | -6 | $-17$ |
| Investment activities <br> Disposel of fixed ssecs <br> Purchase of fixed assets <br> Increase in investment <br> Oecrese in investment | 18 -18 -5 1 | 3 -4 -15 2 | 3 -10 - | 5 -28 -5 2 | 4 -35 $i$ |
| Finaneing activities <br> increase in long term deos <br> Reperment of long term deb? <br> Loans from sharenal ders <br> Reosyment of loans from sharsholders <br> Advances \& loans from governmen: <br> increse in equity <br> Decrese in equity <br> Other | 14 <br> -8 <br> 8 <br> -11 <br>  <br> -1 <br> - | 1 -2 4 -16 | $\begin{array}{r} 14 \\ -10 \\ 12 \\ -3 \end{array}$ | $\begin{array}{r} 10 \\ -8 \\ 5 \\ -20 \\ -2 \\ 1 \\ -3 \end{array}$ | 29 -13 19 -5 $\vdots$ $\vdots$ $-!$ |
| incremse(decrease) in cesh \& equivelents Cash quivalonts-8eginaing of the year Cash equivelonts - End of the rear | 1 | 8 35 43 | $\begin{aligned} & 5 \\ & 1 \\ & 5 \end{aligned}$ | $\begin{array}{r} -11 \\ 21 \\ 10 \end{array}$ | 1 -41 -60 |

 only those businesset puporting stet them of cnenges.
See inde 1 for symols and notes.

Canta. Wholesale Farm Machinery, Equipment and Supplies (SiC 5711)

|  |  |  |  | Changes in num -ith oa | of businesses larees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in sverage labour units(l) | Number of businesses | $\begin{aligned} \text { Total } \\ \text { peyroll } \\ \left\{000^{\circ}\right. \end{aligned}$ | average labour units(1) | Now 14 <br> peorting(2) | No : onger rocting(3) |
| 1984 |  |  |  |  |  |
| Total | 2.555 | 324.732 | 16.339 | 237 | 149 |
| 1ess than 20 $20-99$ $100-499$ 500 and over | $\begin{array}{r} 2.369 \\ 176 \\ 8 \\ 6 \end{array}$ | $\begin{array}{r} 217.978 \\ 86.576 \\ 15.329 \\ 15.911 \end{array}$ | $\begin{array}{r} 11.009 \\ 4.306 \\ 215 \\ 809 \end{array}$ | 222 12 2 1 | $\begin{array}{r}135 \\ 13 \\ \hline\end{array}$ |

1987


[^31]TABLE 6. Salected operating characteristics of smali businasses by sales quartile $1985-1987$
Canade, Wholesale Farm Machinery. Equipment and Supplies (S15 3791 )


1985

| Number of observations in sample <br> Average sales 3 <br> Average exomse <br> Averace net orofit (loss) $\$$ |
| :---: |
| Susineses reporting profit (Mo.) <br> Average sales <br> Averige exomites <br> Average net profit $\$$ |
| Businesses recorting loss (Mo. Average sales 5 <br> Average expenses <br> Averioge net loses |



1985

| Mumber of observetions in semple <br> Averege sales $\$$ <br> Average expense $\$$ <br> Average net profit (lass) \$ | 470 536.183 520.927 15.256 | $\begin{array}{r} 54.712 \\ 48.206 \\ 8.536 \end{array}$ | $\begin{array}{r} 207.668 \\ 197.268 \\ 10.378 \end{array}$ | $\begin{array}{r} 556.954 \\ 352.248 \\ 14.706 \end{array}$ | $\begin{array}{r} 1.315 .388 \\ \therefore 287.984 \\ 27.104 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 380 |  |  |  |  |
| Average sales | 535.237 | \$1.503 | 217.558 | 552.839 | 1.299 .047 |
| Average expense \$ | 506.280 | 4. 160 | 197.420 | 530.277 | 1.250.263 |
| Average net profit \$ | 28.957 | 14.343 | 20.138 | 32.582 | 48.784 |
| Suginesses reporting lose (Mo.) | 90 |  |  |  |  |
| Average sales | 535.841 | 39.134 | 185.502 | 578.864 | i. 359.062 |
| Average exoense \$ | 551.316 | 44.003 | 198.821 | 615.836 | 1.388.802 |
| Average net loss \$ | -25.675 | -4.869 | -31.119 | -36.372 | -29.740 |

1987
Mumber of observitions in semple
Average sales
Average exoense $\$$
Average net orofit (loss) $\$$

## 620

 Average sales?Average net orofit (loss) s
558.140
543.985

320
14.155
85.81
85.819
60.219
5.600
240.172
235.286
593.207
171.793

- 55.992
-52.482

Businesses reportinge profit (Mo.)
Average sales $\$$
Averson expenses
Avorage net orofits
433
556.159
528.48 E
27.673

Susinesses reporting less (Mo.)
Average sales \$
Average expense $\$$
187
564.935
586.692
5.346
54.872
11.474
4.886
$\begin{array}{lr}12.111 & 1.299 .338 \\ & 34.023\end{array}$
54.087
78.008
-13.941
240.392
258.543
-18.151
579.147
1.376.135

Averege net loss $\$$ 586.692

Ill Thest istimotes ar based on sangl of busingeses poorting sales betwem $\mathbf{2 3}, 000$ and $\mathbf{3 2}, 000,000$
See rable ifor symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Cansda, Whelesale Industrial Mechinery Equipmene and Supplies (S1C 5731)

|  | -otal: |  | 30::5m |  |  |  | - $=\mathrm{c}$ |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses : n samole Mo. Low sales value $\$ 000$ s) Hign saies value (500úsi |  | $337$ |  | $129$ | $357$ |  | $\begin{aligned} & \vdots 7 \\ & \vdots \\ & 3 \end{aligned}$ |  |  |  |  |
| Sulected exoense item | industre average(í) |  |  |  |  | $\begin{gathered} \because \text { susi- } \\ \text { nesses } \\ \text { roorsing } \end{gathered}$ | zeoor: © ¢ こus, nesses sal. |  |  |  |  |
|  | Fotal | $\begin{array}{r} 30+t 0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bower } \\ \text { midd } \\ : 5 \% \end{array}$ | $\begin{gathered} \text { jooep } \\ \text { nidole } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 50 \\ & 25 \% \end{aligned}$ |  | -0:3i | $\begin{array}{r} 30:-0 \mathrm{~cm} \\ 25 \% \end{array}$ | $\begin{array}{r} -5 w e r \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \because 30 e r \\ \pi 1 d \mathrm{~d} \\ 25 \% \end{array}$ | $\begin{aligned} & 50 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percant of sales |  |  |  |  |
| Cost of salos | 48.9 | 32.8 | 45.1 | 54.2 | 54.5 | 85.2 | 55.9 | 49.1 | 51.9 | 57.3 | 59.7 |
| Occupency expenses | 8.1 | 9.9 | 8.5 | 5.3 | 3.9 |  | 8.6 | 10.2 | 8.8 | 5.8 | 3.9 |
| Oeprecistion | 1.8 | 3.2 | 1.5 | 1.5 | 1.1 | 86.3 | 2.1 | 4.7 | 1.8 | 1.6 0.8 | - 1 |
| Ropaipg f maintenance | 0.5 | 0.7 | 0.5 | 0.4 | 0.3 | 47.0 | 1.0 | 1.8 | 1.2 | 0.8 | -. |
| Heet. light s toluonon | 1.9 2.2 | 3.0 3.0 | 1.9 | 1.6 | 1.2 | 85.3 89.1 | 2.2 | 3.8 5.2 | 2.2 3.8 | 1.9 2.4 | 1.3 |
| Perstonnel expenses | 13.5 | 25.1 | 18.2 | 11.5 | 15.9 | 51.2 | 21.4 | 30.3 | 20.1 | 19.5 | 16.5 |
| Finsncisl expenses | 2.8 | 4.5 | 2. $\frac{1}{4}$ | 1.7 | 1.5 |  |  |  |  | 1.8 | 1.5 |
| Interost \& bank charges protessional fess | 1.3 | 2.0 2.5 | 1.3 | 1.0 0.6 | 0.9 | 79.7 91.4 | 1.6 | 2.9 2.9 | 1.5 | 1.3 3.7 | - 0.5 |
| Other expenses | 20.8 | 25. 2 | 20.1 | 18.2 | 18.5 | 100.0 | 20.8 | 28.2 | 20.1 | 18.2 | 19.9 |
| Profit (lose) | 4.0 | 1.2 | 8.3 | 4.2 | 4.2 | 97.9 | 4.1 | 1.3 | 8.4 | 4.2 | 4.3 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\cdots$ | $\cdots$ | $\ldots$ |

## Symole

- zero or no oomervetions
.- too smell too be expressed
not soplicsola
$\times$ confidentiol


## footnotes

(11) ihese extimetes are besed on sampl of businestes reporting salez between $\$ 25.000$ and $\mathbf{5 2 . 0 0 0 , 0 0 0 .}$ Totel wighted expenditur on given 1 tem

13) Vilue in eeen ewll lotil weighted senditurt on given item $\times 100$ for esen quartile.
Potal weighed setel of businesses reporting this iten of expenditure
This portion of the eble pertuins only to the businesses reporting the specific expense item. fherefore these ratios ars calculated individually and the cotal will not necessarily equal $100 z$.

## Notes

Oete ar shown by quartiles when be lese is of the smoled businesses poport the specific ifen.
Records mert conked in tscending order secording to salts size. Ench quartil li.e. Dotton 25z, lower wicde 25s, etc.) represents ons guarter of the cotol number of businmses. Hishin each quertile, the average ratio is presented. for comperison purposes. the high and low velues of seles are shown

How to use the sele
(1) locate the spproprite selen range thet is disolayed on the two lines entilied "low seles velue" ang "migh sales volue"
(2) The selected pengemill indicate the proper quartile. i. E. the Dotton $25 \%$, the tower nidde $25 \%$, the upper midde $25 \%$ or the 100 25\%.
(3) Date pertaining so the selected seles sire renge will be in that oustile.

## Stendard Industrist Cissaifleation Oefinition (\$16 1880):

S1C 5731. Whalenale Industrisl Mechinapy. Equipment and Supplies
Businasses primarily engaged in wholosal deaing in any pype of now and used induserial machinery. adiament. supplios and parts, inciuding non-electic gowerhouse and power transmission equipment. meterials handing equigment and induspral practors inis industry also incluges whol essle chemical industries machinery. equipment and supplies: wholesol comprescers ond vaccuum pumps: wholesale conveying equipment lexc farmi. wholesal fievating machinery lexcept forml: wholesale tood and opererage processing machinery. wnolesale foundry nachinery and
equipment: wholesale hoisting machinery and equipment loxcept construction and forestryi: wholessie inaustrial furnaces. kilas and ovens wholeste industrial machinery. equipment and supplis: wholesale lift trucks lexcede construction and formspyl: whol esale machamict and power transmission equiament: wholesal metal working machinery: wholesal dower piant machinery: wholesale power transmission equioment (gxcept lectrical): wholesal powerhouse equipmont lexcept electricall: molesels pringing ang lithograpning industries machinery: whole sai pulp and paper industry mochinery: wholesale industril pumps: wholesale textil industres machinery. equipment and supplies and molusale welding and machinery.



Ste iabit i for symbols and mates.

TABLE 3. Financial ratios (1) for incorporated businessea oniy. 1987
Canadm. Wholesele Induserial Mechinery Equipmene and Supplies (SIC 5731)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | Upoer midele 25\% | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in ssmple (No.) bow sules value $\left\{\$ 000^{\prime}\right.$ s) High sales volue ( $\$ 000$ 's) | 480 <br> (1) <br> (1) | $\begin{aligned} & (1) \\ & 159 \end{aligned}$ | $\begin{array}{r}159 \\ 393 \\ \hline\end{array}$ | 393 914 | 914 11 |
|  | Average |  |  |  |  |
| Liquidity ratio Cupent ratio (times) | 1.6 | 1.7 | 1.9 | 1.5 | i. |
| Leversge patios <br> Debt/equity patio (times) <br> Intorest coverage potio (times) <br> Debt retio (times) | 2.3 5.2 0.7 | 2.6 0.3 0.7 | 2.1 6.8 0.7 | 2.9 3.1 0.7 | 2.0 6.6 0.7 |


(2) These estimetes ere besed on semple of businesses repopting sel es betwem 525,000 and 52,000,000.

5en table ifor symbols mad notes

Definitions:

1. biquidity resio:

Current = current assets / cuppent liabilities
2. Lover age retios:
a) Dabtequity $=$ sotal $\mid$ iabilities $/$ equity
b) Dob: ratio = total liabilities/ total assets
c) fnterest soverage $z^{\text {net }}$ profit - interest expenso / interest expense

TABLE 1. Selected operating retios, in pereant of sales. 1989
Canade. Wholesale wasze Materials (SIC 5s1)

|  | Fatal. |  | $30+5$ |  | $-¢ ち=$ E. |  | -1 $=$ - 2 20e? |  |  | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| dusinesses , n samole ino. .ow sales value $\$ 000$ s tigh saies value : $\$ 000^{\prime}$ s |  | $324$ |  | -1 |  | $\therefore 22$ |  |  |  |  |  |
| Selocted expense item | incustry sverage: : |  |  |  |  | $\begin{aligned} & \text { Ozus: } \\ & \text { hesses } \\ & \text { eoorting } \end{aligned}$ |  |  |  |  |  |
|  | iotal | $\begin{array}{r} 30+20 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { jooer } \\ & \text { riddl } \\ & 25 \% \end{aligned}$ | 25\% |  | -otal | 3ot:9m | $\begin{array}{r} \text { swer } \\ \text { midal } \\ 25 \% \end{array}$ |  | $\begin{aligned} & -50 \\ & -5 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Parcent of sales |  |  |  |  |
| Cost of sules | 33.9 | 32.0 | 35.0 | 38.7 | 53.5 | 88.8 | 45.0 | 33.2 | 48.1 | 41.5 | 57.9 |
| Occupency expenses | 10.0 | 14.0 | 9.0 |  | 8.5 | 97.8 | 10.3 | 14.4 | 9.4 | 10.8 3.3 | 5.5 |
| Deoreciation <br> Rodairs 8 maintonance | 3.2 3.1 | 4.0 2.3 | 3.9 3.4 | 3.2 2.3 | 1.7 | 80.9 | 4.0 3.2 | a. 3 3.5 | 5.9 4.4 | 3.3 3.1 | 1.3 8.2 |
| Hest. light \& iclephons | 2.2 | 3.1 | $1 . ?$ | 2.5 | 1.5 | 90.5 | 2.4 | 3.5 | 1.9 | 2.? | 1.5 |
| Rent | 2.5 | 4.5 | 1.0 | 2.9 | 1.6 | 52.8 | 4.7 | 10.8 | 2.3 | 4.7 | 2.3 |
| Personnel expenses | 18.9 | 18.2 | 14.8 | 25.5 | 17.3 | 88.4 | 21.4 | 21.6 | 19.9 | 28.0 | 17.9 |
| Financial expenses | 3.1 | 3.5 | 4.0 | 3.2 | 1.8 | 90.9 | 3.4 | 4,9 | 4.2 | 3.3 | 1.9 |
| Interest s bank charges | 2.3 0.9 | 2.3 1.2 | 3.3 0.8 | 2.3 0.9 | 1.1 | 12.0 82.0 | 3.1 | 4.2 | 4.? | 2.8 | 0.7 |
| Other expenses | 23.1 | 25.0 | 28.5 | 22.8 | 18.3 | 100.0 | 23.1 | 25.0 | 28.5 | 22.8 | 18.3 |
| Profit (loss) | 4.9 | 7.3 | 8.7 | -1.1 | 4.6 | 99.6 | 4.9 | 7.3 | 8.7 | -1.2 | 4.7 |
| Tatel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\ldots$ | - - | $\ldots$ |

## Syebole

- zero or no observetions
-- too smal! too be expressed
... not apolicable
$\times$ confiontiel


## footnotes

(1) Thest essimetes art besed on sumple of businesses reoorting sal es between 525.000 and \$2.000.000.
(2) Value in each cell $=\frac{\text { lotal wighted expmoitur on given item }}{\text { fotal wighted selus of all businteses in the sample }} \times 100$ for ench autrile

This oortion of the toble dertaing only to the businesses reoorting the specific expense itam. Therefore these istios ar culculated ingividuslly and the cozal will not necessarily equal $100 z$.

## Notes

Dote ore shown by quertiles when al lese 13 of the sgmpled ousinnsses peport the soucific iten.
 one querter of the cotsl number of businesses. Within pech quereile. the werage ratio is prisented. For conperison purposes. the high and low values of soles art ynown

How to use the teles
(1) bocat the pproprist salus range that is displeyed on the tmo lines antitlod low sales valuen and migh salies valuen
 top 25\%.
(3) Dat pertmining to the selmeted salts sige pange will bo in thet quertile.

Standerd Industrici Cleseificetion osfinition ISIC 1980):
SIC 5910 - Moifesta meste Meterisis
Businesses primarily engeged in automodil wrecking and in buying and selling weste meterisls

PABLE 2. Salance shet profile for incorporated businesses only, i987
Canade. wholesal Waste Meterials (SIC 591)

(1) thase estimetes are based on sample of businesses peopting sates betweer \$25.000 and \$2.000,000.

Sen Pate 1 for symols and noter

TABLE 3. Financiai retios(1) for incorporsed businesses only, 1987
Canads. Wholesale Waste Muteriais (SIC 591)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midd $25 \%$ | Upoer $\text { middle } 25 \%$ | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo. Low sales value ( 8000 's) Hign salas value ( 9000 's) | $\begin{aligned} & 234 \\ & (1) \\ & 1 \end{aligned}$ | 11 134 | $\begin{array}{r}134 \\ 352 \\ \hline\end{array}$ | 352 674 | 678 1.1 |
|  | Average |  |  |  |  |
| Liquidity potio Current itio (times) | 1.6 | 2.4 | 2.0 | 1.5 | 1.5 |
| Leverage patios <br> Qeot/equity ratio (times) <br> Interest coverage retio (times) <br> Onot (atio (times) | 1.6 3.6 0.6 | 2.1 2.5 0.7 | 2.5 0.7 | 1.5 3.0 0.6 | 1.4 6.0 0.5 |

[^32]See Table i for symbols and notes.

## Definitions:

1. Liquidity ratio:

Current = current assers / curpme |iabilisies.
2. Leverage retios:
a) Deot/equity = coral liadilisies / equity
b) Deot atio = iotal licolities / total assers
c) Interest coverage = net profit. interest expenst /interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. ig87 Canade, wholestle west Materitis (S16 599)

 only those businustes reporting stetement of chenges.
see itole i for symols and nozes.
TABLE 5. Employment changes by tize of businese, 1984-1987 besed on SIC ciassification in igst
Canade. Wholesale Waste Muterlals (StC 591)

|  |  |  |  | Changes in numo with oa | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business gize exoressed in average labour units(i) | Number of businesses | $\begin{array}{r} \text { Total peypoll } \\ \left(\$ 000^{\circ}: 3\right) \end{array}$ | Average labour unita(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer copring: 3 |
| 1984 |  |  |  |  |  |
| Total | 1.387 | 184.413 | 9.879 | 189 | 122 |
| $\begin{aligned} & \text { 105s than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 1.258 \\ 113 \\ 18 \end{array}$ | $\begin{aligned} & 74.604 \\ & 83.981 \\ & 26.028 \end{aligned}$ | $\begin{aligned} & 4.537 \\ & 3.839 \\ & 1.503 \end{aligned}$ | 177 7 5 | $\begin{array}{r} 119 \\ 4 \\ ! \end{array}$ |
| 1987 |  |  |  |  |  |
| Tots 1 | 1.505 | 210.767 | 10.508 | 228 | $\ldots$ |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 1.360 \\ 128 \\ 17 \end{array}$ | 93.476 <br> 90.888 <br> 26.383 | $\begin{array}{r} 4.719 \\ 4.595 \\ 1.294 \end{array}$ | 221 6 1 | $\ldots$ |
| 500 and over | - | - | - | - | . . |

 Survey of Emplowment. Payroll and hours. Setistics Cansoda. Catslogue 72-002. An average laour unlt could ou intergrered as a
 500 engloyeses in Canads as athel out itss than that number in any given provinct it is shown in the 500 and over gioup.
(2) Refers to businesses reporting no payroll duductions in the provious ymar.
(3) Refers to bus inesses reporting no payroll deductions in the following yeap

- Mewly roporting" and "no longer reporting" businesses arolasume to have jeen in activity for six months and the information is adjusted sccordingly

See iable 1 for symols and notes

TABLE 6. Selected operating enaracteristics of samil businesses by sales zuar=ile. 1985-987
Eansda, wholeszle west Materials (Sic 591)


| Number of observations in samole | 227 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales ${ }^{\text {cos }}$ | 329.857 | 16.857 | : 15.854 | 22:. ${ }^{\text {20\% }}$ | 335.43 |
| Avorage expense 3 | 320.345 | 10.017 | -10.025 | 912.17 | 320.83 |
| Average net profit (loss) | 9.012 | 6.340 | 5.823 | 9. 555 | 14.785 |
| Susinessen reporting protit (Mo.) | 185 |  |  |  |  |
| Average sales | 338.090 | 48.016 | 112.535 | 230.028 | 361. 784 |
| Average expense ${ }^{\text {S }}$ | 314.719 | 38.451 | 100.055 | 210.225 | 910.146 |
| Average net grofit \$ | 23.371 | 9.565 | 12.480 | 19.801 | 51.338 |
| Businesses reorting lose (Mo.) | 42 |  |  |  |  |
| Avorege sales | 302.980 | 41.477 | 121.181 | :85.289 | 863.992 |
| average expense \$ | 338.350 | 47.290 | i28.033 | 623,423 | 948.552 |
| Average net loss | -33.370 | -5.813 | -4.852 | -38.158 | -84.650 |



1917

| Mumber of observations in semole Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (lass) \$ | 354 339.455 324.473 14.982 | 48.261 42.351 3.890 | 102.474 93.187 9.287 | 284.492 291.139 -6.645 | $\begin{array}{r} 924.513 \\ 871.216 \\ 53.397 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businessex reporting a profit (Mo.) | 275 |  |  |  |  |
| Average sales | 344.368 | 45.285 | 104.550 | 304.253 | 923.383 |
| Averagn expense \$ | 314.115 | 36.205 | 17.991 | 277.896 | 954.367 |
| Averege net profits | 30.253 | 9.080 | 18.559 | 26.35? | 69.016 |
| 8usinesses reporiting lose (Mo.) | 79 |  |  |  |  |
| Average sales | 334.948 | 48.031 | 97, 878 | 281.980 | 931.895 |
| Avorage exoenses | 358.931 | 53.850 | 104.696 | 306.221 | 970.957 |
| Average net loas ${ }^{\text {a }}$ | -23.988 | -5.829 | -8.818 | -46.241 | - 39.082 |

111 These intimetes are Desed on sample of Dusinesses reporting sales optween \$25.000 and 52.000.000.
Sec iagol for symols and notes

TABLE 1. Selected operating ratios, in percent of seles. 1987
Cancaa. Gasoline Strvice Stations (SIC 5331)

|  | Forail! |  | Sor:3m |  | M.dol こうe: |  |  |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses n samol (Mo. - Ow sales value $\$ 000^{\prime}$ si Hign sales value $\left(9000^{\circ}\right.$ s) | $\because .129$ |  |  | 17) |  | 448 |  |  |  |  |  |
|  | industry average(2) |  |  |  |  | $\begin{gathered} \because \text { ousi- } \\ \text { nosses } \\ \text { rooorting } \end{gathered}$ | =edori:ng zusinesses sum, ze |  |  |  |  |
| Selected exoense item | iotal | $\begin{array}{r} \text { Bor rom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { vooer } \\ & \text { niddif } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { iod } \\ & 25 \% \end{aligned}$ |  | -0:31 | $\begin{array}{r} \text { 3ot: } 2 m \\ 25 \% \end{array}$ | $\begin{array}{r} -2 w e! \\ \text { midel } \\ i 5 \% \end{array}$ | $\begin{array}{r} \text {-20er } \\ \operatorname{miogl} \\ 25 \% \end{array}$ | $\begin{aligned} & 20 \\ & 25 \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | perent of salus |  |  |  |  |
| Cost of sales | 85.5 | 44.3 | 89.3 | 73.3 | 75.0 | 12.1 | 91.1 | 53.6 | 74.0 | 78.8 | 77.7 |
| Occupancy oramense | $4.6$ |  |  | 3.2 | 2.7 | 35.0 | 4.8 | 8.1 | 4.8 | 3.2 | 2.7 |
| Deprecietion | 1.1 | 1.8 | 1.2 | 0.9 | 0.5 | 80.6 | 1.4 | 3.1 | 1.5 | 0.9 | 0.7 |
| Repairs d maintunance | 0.9 | 1.2 | 0.7 | 0.5 | 0.4 | $81 . ?$ | 1.9 | 1.8 | 0.3 | 0.6 | 0.4 |
| Keet. I ight o telsonon | 1.5 | 3.0 1.9 | 1.3 1.3 | 0.9 | 1.0 | 95.8 55.9 | 1. 2.3 | 3.3 4.3 | 1.18 | 0.9 1.6 | $\bigcirc .7$ |
| Porsonnel expenses | 12.1 | 20.5 | 11.1 | 8.5 | 7.9 | 95.1 | 12.7 | 23.5 | 11.7 | 9.0 | 7.9 |
| Finencial expenses | 1.4 | 2.4 | 1.5 | 1.1 | 0.1 | 98.1 | 1.5 | 2.6 | 1.5 | 1.1 |  |
| Interest \& oank enarges | 1.0 0.8 | 1.6 0.8 | 1.1 | 0.7 0.3 | 0.5 0.2 | 78.9 85.3 | 1.3 0.5 | 2.5 | 1.3 | 0.9 | 0.6 0.2 |
| Other expenses | 13.1 | 17.9 | 11.0 | 19.7 | 12.0 | 100.0 | 13.1 | 19.9 | 11.0 | 11.9 | 12.0 |
| Profit (loss) | 3.3 | 7.1 | 2.6 | 1.8 | 1.7 | 58.8 | 3.4 | 7.3 | 2.8 | 1.1 | 1.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\ldots$ | ... | . . |

## Symbele

- zero or no observilions
- \& 00 smell \$00 be expressed
not aoplicable
$\times$ confidentill


## foot notes

(1) These estimetes are besed on semple of businesese reporiing sales. Detween $\$ 25.000$ and 82.000 .000 .


 individully and the copal will not necesearily equel 1008.

## Motes

dete ore shown by quartiles when ar laast 13 of the stapled businesses report the specific itun.

 high and low valuss of stios ure shom

How to use the tates

 cop 25\%.


Stmenerd Industrinl Glestification Definition (SIC 1se0):
S1C 6331-Gesoline Service Stetions
Businesses or merily engaged in petail dealing in gasoline. Iubricating oils and gresese. Included in this incustry are firms orimarily engeged in uoricating mozor vehicles. This ingustry group includes fipms described as petell diesel fuel. filling zearions. gas bars. gasoline sefvice stations. rutbil gasoline. motor venicles ludricapion services and sebferve gasoline stations.

TABLE 2. Balance sheet onoflle for incorporited businesses only, 1987
Canada. Gasoline Service Stations (SIC 6331)

|  | -0:3,1: | $30:: 3 m$ | - 20 -3me. 5 \%\% | -16 - | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl Mo.: -ow sales value : 5000 's) Hign sales value (3000's) |  | 35 | $\begin{array}{r} 357 \\ 386 \end{array}$ |  | -i |
|  | Averege $\$ 000$ s: |  |  |  |  |
| dsset: |  |  |  |  |  |
| Casn <br> accounts and notes pectivabie |  |  | 13 | id | § |
| accounts and notes pectivade Inventory | 13 | 5 | 13 | 11 | 3 |
| Coher curront assets | 58 | 30 | 48 | $5{ }^{\text {¢ }}$ | 33 |
| Total curtent assets | 99 | 35 | ¢ 1 | 76 | c2 |
| Fixed assers | 65 | 39 | 73 | \$6 | 引 |
| Less: Accum. deo. on fixed assets | - | - | - | - | - |
| Other assets | 8 | 8 | ¢ | \% | 3 |
| Total assets | 142 | 10 | 142 | 148 | 200 |
|  |  |  |  |  |  |
| Current loans | 8 | 5 | 8 | 8 | 12 |
| other cupsont liabilities | 37 | 18 | 37 | 10 | 55 |
| Total curient liabilities | 48 | 22 | 45 | 48 | 59 |
| Mortgages sayabie | - | - | - | - | - |
| Long ierm debr | 53 | ${ }^{3}$ | $8{ }^{3}$ | - 4 | 3 |
| Other liabitities | 53 | 34 | 80 | 37 | 61 |
| Total lisbilities | 102 | 59 | 108 | 105 | 133 |
| Total equity | 40 | 21 | 34 | 35 | 57 |


See iable ! for symbols and notes

TABLE 3. Financial patios(1) for incorporated businesses only, 4987
Canede. Easoline Service stations (SiC 8331)

|  | Tot 1 (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lomer } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middl } 25 \% \end{aligned}$ | To $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( 5000 s) Migh sales value (\$000's) | $\begin{array}{r} 1.473 \\ (19) \\ 19) \end{array}$ | (1) 357 | 357 <br> 884 | 684 1.031 | $\begin{array}{r} 1.031 \\ 11 \end{array}$ |
|  | Average |  |  |  |  |
| biquidity ratlo Current ritio (times) | 1.5 | 1.8 | 1.4 | 1.6 | 1.5 |
| Leverage ratios <br> Jebt/equity ratio (times) <br> Interest coverage ratio (times) <br> Det: patio (times) | 2.5 2.3 0.7 | $\begin{aligned} & 2.8 \\ & 0.5 \\ & 0.7 \end{aligned}$ | $\begin{aligned} & 3.2 \\ & 1.2 \\ & 0.8 \end{aligned}$ | $\begin{aligned} & 2.8 \\ & 2.5 \\ & 0.7 \end{aligned}$ | 2.0 3.8 0.8 |



See Taol 1 for symbol and notes

Definitions:

1. Liquidisy posio:

Current = current assers / current liaoilities
2. beverege retios:
3) Oevt/equity $=$ total $\mid$ iabilities $/$ tavity
b) Dabt ratio $=$ toral 1 iabilities $/$ total assets
e) Interess coveragn $=$ net piofit interest exoense / interest expense.

TABLE 4. Statement of enanges in ftnancial position for incorporated ousinesses only. 1987
Eanada, Auromodi (Used) Jealers (SIC 3312)

 only those businesses roporting sterement of chonges.
see iable for symbols and notes.

TABLE 5. Employment cnanges by stze of bustness. 1984-1987 based on SIC ciasstlication tn i987
Cansda. Automotile Deelers
(sic

| Business size expressed in average labour units(1) | Number of businesses | TotalpeycollS000's) | Average labour units(1) | Chenges in number of businesses with poid emolayes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No longer reporting(3) |
| 1914 |  |  |  |  |  |
| Total | 5.522 | 1.985 .152 | 27.084 | 129 | 147 |
| less then 20 20-99 100-499 | $\begin{array}{r} 4.078 \\ 1.258 \\ 188 \end{array}$ | $\begin{array}{r} 452.311 \\ 1.052 .828 \\ x \end{array}$ |  | $\begin{array}{r} 615 \\ 90 \\ 24 \end{array}$ | $\begin{array}{r} 390 \\ 48 \\ 11 \end{array}$ |
| 500 and over | 2 | $x$ | 634 | - | - |
| 1987 |  |  |  |  |  |
| Total | 6.069 | 2.931 .218 | 118.738 | 758 | . . |
| $\begin{aligned} & 1 \text { ess then } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | 4.371 1.454 241 3 | $\begin{array}{r} 593.525 \\ 1.552 .030 \\ 972.972 \\ 12.691 \end{array}$ | $\begin{array}{r} 23.774 \\ 69.452 \\ 30.894 \\ 816 \end{array}$ | 633 96 28 1 | $\ldots$ $\ldots$ $\ldots$ |

If Average labour units are calculated by dividing totel poyroli by the average anmel woge and salary rete as reported in the Surver of Emplomens. Deyroll and Hours, Statistics Canada. Cocologue 12-002. An average ldbout unit could be interpreted as a


(2) Refers to ous inesses reporting no payroll geductions in the previous year
(3) feters to businesses coporting no payroll decuctions in the following yerr.
"Mewly eporting" and "no longer reporting" Dusinessas ara assuned to nge deen in activity for six months and the intormasion is adjusied accordingly

See table i for symools and noles.

| -oヶalif) | 30t:9m | $-00!\text { - }-\mathrm{zw}$ |  |
| :---: | :---: | :---: | :---: |


| Numoer of abservations in samole <br> iverac zales 3 <br> Averaga exoense 3 <br> Average net profit (loss) 3 | $\begin{array}{r} 730 \\ 390.305 \\ 362.088 \\ 8.217 \end{array}$ | $\begin{array}{r} 82.127 \\ 36.75 \\ -824 \end{array}$ | $\begin{array}{r} 61.363 \\ -54.322 \\ 7.240 \end{array}$ | $\begin{array}{r} 245.325 \\ 337.757 \\ 3.115 \end{array}$ | $\begin{array}{r} 911.157 \\ 193.37 \\ 18.137 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sates $\$$ <br> Average expenses <br> Average net profits | $\begin{array}{r} 583 \\ 379.804 \\ 353.502 \\ 18.302 \end{array}$ | $\begin{aligned} & 65,625 \\ & 51,714 \\ & 13.912 \end{aligned}$ | $\begin{array}{r} 164.292 \\ 150.074 \\ 14.218 \end{array}$ | $\begin{array}{r} 351.947 \\ 335.788 \\ 15.159 \end{array}$ | $\begin{array}{r} 905.351 \\ 975.433 \\ 29.998 \end{array}$ |
| ```Gusinessen reoorting loss (Ma.) Average seles $ Average expenses Average not loss$``` | $\begin{array}{r} 187 \\ 388.820 \\ 383,485 \\ -14.865 \end{array}$ | $\begin{array}{r} 59.505 \\ 99.330 \\ -19.825 \end{array}$ | $\begin{array}{r} 156.827 \\ 184.43 \\ -7.804 \end{array}$ | $\begin{aligned} & 329.780 \\ & 340.114 \\ & -10.334 \end{aligned}$ | $\begin{aligned} & 931.387 \\ & 952.086 \\ & -20.099 \end{aligned}$ |

1988

| Number of observations in sample | 530 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 352.400 | 48.225 | 140.257 | 295.092 | 928.026 |
| Average expenses | 347,287 | 58.083 | 138,355 | 290.237 | 908.413 |
| Average net profit (loss) s | 5.133 | -7.838 | 3.902 | 4.855 | 19.813 |
| Businesges resorting a profit (Mo.) | 473 |  |  |  |  |
| Average sales \$ | 351.211 | 50.173 | 146,83? | 236.388 | 910.646 |
| Average expense \$ | 336.088 | 13.898 | 33.903 | 282.212 | 884.480 |
| Average net profit \$ | 14.963 | 6.27 ? | 13.134 | 16.178 | 26.188 |
| Busineszes reporting loze (Mo.) | 151 |  |  |  |  |
| Average sales \$ | 389.144 | 47.017 | 129.429 | 291.922 | 1.008.206 |
| Average expenses | 384.476 | 63.812 | 140.719 | 309.850 | 1.023.716 |
| Average net loss ${ }^{\text {s }}$ | -15.330 | -16.595 | -11.290 | -17.928 | -15.510 |

1987

| Nunber of ebservations in smole <br> Average sales \$ <br> Averagn expense 5 <br> Average net profit (loss) $\$$ | $\begin{array}{r} 731 \\ 377.518 \\ 370.055 \\ 7.481 \end{array}$ | $\begin{aligned} & 59.903 \\ & 51.301 \\ & -1.398 \end{aligned}$ | $\begin{array}{r} 138.555 \\ 133.136 \\ 5.119 \end{array}$ | $\begin{array}{r} 322.749 \\ 317.191 \\ 5.338 \end{array}$ | $\begin{array}{r} 988.856 \\ 958.072 \\ 20.784 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesget reporting profit (Mo.) | 493 |  |  |  |  |
| Averagn sales 5 ( ${ }^{\text {a }}$ | 373,253 | 59.925 | 139.180 | 325.652 | 957.285 |
| Average sxpense 5 | 356.98 ? | 55.131 | 127.689 | 309.699 | 935.367 |
| Average net profit \$ | 18,286 | 4.794 | 19.471 | 16.963 | 31.918 |
| Businesses reporting loss (Mo.) | 238 |  |  |  |  |
| Average sales | 394.294 | 59.880 | 137,280 | 315.992 | 1.054.023 |
| Avorage expense 5 | 406.499 | 67.736 | 145.537 | 330.726 | 1.081 .998 |
| Average ret loss | -12.205 | -7.856 | -8.25? | -14.734 | -17.975 |

(11) These estimates are ossed on sample of businesses peporting sales between $\$ 25,000$ and $\$ 2,000,000$.

See iable for symbols and notes

TABLE i. Selected ooerating ratios. in percent of sales. 1987
Canads. Aucomosile (Used) Dealers (SiC 8312)

|  | Tota: ! | 30t*om | T.aciz 2 - 2 \%: |  | : |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samela No. -Jw sales volue 3000 sl Hign sales value \$000s | $576$ | 11 89 | ? $?$ | $7: 1$ -78 | - 3 |


| Sulected exomens itam | Sndustry average( 2 ) |  |  |  |  | $\begin{aligned} & \text { \% 2us:- } \\ & \text { nosses } \\ & \text { roortingl } \end{aligned}$ | feoorting jusingsses zn. |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $30+70 m$ $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Looer } \\ \text { middl } \\ 25 x \end{array}$ | -50\% |  | -0:31 | $30+$-0m $25 \%$ | $\begin{aligned} & \text {-zwer } \\ & \text { miagit } \\ & 25 \% \end{aligned}$ |  | $5 \%$ |
|  | Dercent of seles |  |  |  |  |  | Parcent of situs |  |  |  |  |
| Cost of salas | 88.4 | 53.3 | 54.8 | 65.8 | 75.7 | 31.0 | 13.0 | 75.3 | 89.1 | 69.7 | 77.5 |
| Oceupancy expenses | 4.4 | 6.9 | 5.7 | 4.1 | 2.8 | 89.8 | 4.9 | 6.7 | 8.3 | 4.2 | 2.9 |
| Deorection | 0.8 | 0.7 | 0.7 | 0.6 | 0.5 | 59. | 1.1 | 3.0 | 1.2 | 2.8 | 0.3 |
| Reozics \& mainienonce | 1.8 | 2.3 | 2.1 | 1.1 | 0.9 | 63.5 | 2.5 | 6.1 | 3.2 | 1.1 | 1.3 |
| Heat. light \& telohone | 1.0 | 1.0 | 1.3 | 1.0 | 0.6 | 81.8 | 1.2 | 1.7 | 1.8 | 1.2 | 0.5 |
| Rent | 1.2 | 1.0 | 1.6 | 1.5 | 0.8 | 50.0 | 2.5 | 4.3 | 3.1 | 2.5 | 1. 3 |
| Personnel expenses | 5.1 | 0.8 | 8.4 | 7.3 | 5.8 | 88.0 | 7.5 | 3.1 | 10.0 | 8. 3 | 6.2 |
| Financial expenses | 1.8 | 2.5 | 1.8 | 1.8 | 1.3 | 88.8 | 2.0 | 3.3 | 1.9 | 1.7 | 1.3 |
| Intorest \& gank charges | 1.2 0.8 | 1.5 | 1.2 0.5 | 1.2 0.4 | 1.0 0.3 | 74.1 | 1.8 0.7 | 2.87 | 1.7 | 1. | 23 |
| Professional fees | 0.8 | 1.0 | 0.5 | 0.4 | 0.3 | 79.1 | 0.7 | 1.9 | 0.7 | 0.3 | ว.? |
| Other expenses | 20.0 | 32.0 | 17.0 | 19.1 | 12.2 | 99.3 | 20.2 | 32.8 | 17.0 | 19.1 | 12.2 |
| Profit (loss) | 2.3 | 0.5 | 4.3 | 2.1 | 2.2 | 99.3 | 2.3 | 0.5 | 4.3 | 2.1 | 2.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | . . | . $\cdot$ | . . |  |

## Symbol

zero or no ooservetions
-- 200 smal! io0 be oxpressed
not appilcsole

* confidential


## footnoter

(1) These estinetes are bsed on sample of businesses peporting saics aetween 825.000 and 82.000 .000

(3) Value in esen cell a Tots1 wightad xosenditure on given itmm

This popsion of she colo per teins only to the businesses reporting the specific expense item. Therefore thest retios are ceiculeted individually and the cotal will hot neesssapily equsl $100 \%$.

## Motes

Dati are shown oy quartiles when si inest 13 of the semplod businessos poport the specific itent
 one quarter of the totsl numper of businmsses. Within esth quartilt. the average ratio is pristette. for congerison purposes. iht high and low values of ssies ars shown

How to ute the reoles

12) The selected range will indicate the proper quartile, i. the botion 25\%, the lower midotio 258. the upper midol 25\% or ithe top $25 \%$
131 Deta pertsining so the selected sales sise range will os in that quartile

Stenderd Industriel Clestification Definition (SIC 1980):
SIC 6312 . Automobile lused Desiers
Businesses primarily engeged in refail debing in used cars. Such businesses mity be secondarily engaged in selling new cars and equioment.

|  | Teral: | 3ct:9m |  |  | $\begin{aligned} & =2 \\ & 20 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole Mo. -ow seles value (8000's) tign sales value : $\$ 000$ 's ; | $\begin{aligned} & 303 \\ & \vdots \\ & 11 \end{aligned}$ | $\text { : } 28$ | $\begin{aligned} & 28 \\ & 3 \equiv 3 \end{aligned}$ | $35$ | $3: 1$ |
|  | 二verage (5000 3) |  |  |  |  |
| Assets |  |  |  |  |  |
| Casn Accounts and notes receivable | 9 | $\cdots$ | 8 | 7 | 50 |
| ? nveniory | -. - 19 |  | - | - | - |
| Other eurrent asseis | 190 | 28 | E2 | 103 |  |
| Totil current assets | 119 | 28 | ¢0 | 110 | -58 |
| Fixed assers | 33 | 2 | 24 | 37 | E? |
| Less: Accuin. deo, on fixed assets | - | 14 | 17 | \% | 25 |
| Other assets | 14 | 14 | 12 | 5 | 25 |
| Total assets | 188 | 44 | 97 | 151 | 382 |
| Lisbilities and equity |  |  |  |  |  |
| Curtont loans Other current itabilities | 25 37 | 12 | 17 20 | 25 33 | 56 83 |
| Total curcent liabilities | 52 | 12 | 38 | 5 5 | 37 |
| Mortgages dayabla | - | - | - | - | - |
| Long ierm deot | 3 | - | 5 | 5 | ${ }^{3}$ |
| Other !iabilities | 40 | 34 | 37 | 15 | 43 |
| Total limbilities Total equity | 105 61 | 46 -2 | 19 | 106 45 | 183 179 |

(1) These estimates gre deste on samel of Dusinesses coopting suits between \$25.000 and \$2.000.000.
see table for symols and notes.

TABLE 3. Financiti ratios(1) for ineorporeted businessez only. 1987
Canadm. Automotile (Used) Deelers (SIC B312)

|  | Totel(2) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | wiadlomer | $\begin{array}{r} \text { Upper } \\ \text { midd } \end{array}$ | Tod $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low soles value ( $\$ 000$ s') High sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 303 \\ & 11 \\ & 11 \end{aligned}$ | $11)$ 128 | 128 355 | 355 821 | 321 11 |
|  |  | Averege |  |  |  |
| Liquidlty ratio Current iatio (times) | 1.9 | 2.4 | 1.8 | 1.9 | 2.0 |
| ```Leversege ratios Debt/equity ratio (times) interest goverage ratio (times) Ont* (atio (times)``` | 1.7 2.0 0.8 | -23.4 $i .0$ | 4.8 0.5 0.8 | 2.3 2.3 0.7 | 1.0 2.4 6.5 |

[^33](2) These estimetes ore besed on semple of businesses reporting seles between $\$ 29.000$ and $\$ 2.000 .000$.

Sen iate 1 for symools nod notes.

## Definitions:

1. Liquidity ratio:

Curfont s current assers / current liabilities
2. Leverege ratios:

```
Debirequicy * tosal liabilities/ equiey
Debe ratio z cotal |iabilisies/ cotal asmers
incorest coverage m not profil - internst expmse / interese exomse.
```

```
Canada. Automodile (New) Jalers (S1C 5311)
```


 only those bus inesses reporting stetement of enenges.
See reol i for symols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciamelfication in ige7
Canteda, Automoblle Deslers
(sic

| Business size expressed in average labour units(1) | Number of Dusinesses | $\begin{array}{r} \text { Total perroll } \\ \left(\$ 000^{\circ}\right. \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with deid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New } 1 y \\ \text { roporting }(2) \end{array}$ | No longer roortingl3 |
| 1984 |  |  |  |  |  |
| Totel | 5.582 | 1.985 .152 | 97.064 | 729 | 447 |
| less than 20 | 4.078 | 452.311 | 21.997 | 615 | 390 |
| 20-99 | 1.258 | 1.052.825 | 51.209 | 90 | 46 |
| 100-499 | 184 | - $\times$ | 23.224 | 24 | 11 |
| 500 and over | 2 | $\times$ | 834 | - | - |

1987

| Total | 6.069 | 2.231 .218 | 116.736 | 758 |
| :---: | :---: | :---: | :---: | :---: |
| less than 20 | 4.371 | 593.525 | 23.774 | 633 |
| 20-99 | 1.454 | 1.552 .030 | 61.452 | 96 |
| $100-49$ | 241 | 772.972 | 30.894 | 28 |
| 500 and ovep | 3 | 12.691 | 618 | 1 |

(11) Average labour units are culculsed by dividing totel peyroll dy the berece annuel wage anc salary rate as reportec in the Survey of Employment, Payroll and Mours. Statistics Canada. Calalogue 72-002. An average laoour unit could de interproted as a full-time mployee. Not ther ine business size groups used ar determined at the Canadelel. Thus if ousiness nas at least 500 employess in conada as whol but less than thas number in any given province if is shown in ine 500 ano ovep group
(2) Refers to businesses reporting no payroll deductions in the previous year.

131 Refers 10 Dusinessis reporting no payroll ceductions in the following yent
"Newly ceporting" and "no longer roporting" businesses are assumed 20 have been in activity for six months and the information is adjusteo accordingly.

See iable 1 for symools and noses

TABLE 6. Selected operting entractertstics of small businesses by sales quartile. 1985-1987 Caneds. Automooile (New) Deelers (SIC 5311 )


Numoer of osservations in sample iveraçe salas j
Average xpense $s$
Aversge her Drofit (loss) $\$$

Businesses regorting profit (Mo.)
Average seles
Average mxpense ?
Averseg not profit

Businessas roporting loss (Me.)
Average sales $\$$
Average exjense 5
Average net oss $\$$

255
786.336
781.235
5. 101

200
788.293
785.441
22.852
780.241
780.25
819.517
$-39.278$

14,554
$: 32,334$
132.334
-18.780
114.079
101.031
13.948
13.948
112.288
205.095
-82.807
$11!.251$
105,562
5. 299
405.689
389.824
15.885
15.885
424.371
444.795
44.195
-20.124

7:3.295
397.303
15.292
903.341
876.725
27.216
938.704
956.770
-19. 286
$125.33 ?$
$738 .=2$
19.32
‥9=8. 559
$\therefore .894 .185$
34.375
1.645 .302
1.871 .107

1986

```
Number of observetions in sample Average salus 5
Average expense \(S\) Average net profit (losa) s
```

Businesses reporting a profit (Mo.)
Avertge sulat ?
Aversge oxponse s
Average not profit s

Sugincsees poporting lose (Ma.)
Avertge soles \$
Average expense $\$$
Average net lots $\$$
252
981.420
975.858
5.562
241.186
244.552
-3.388
623.586

608,770
1.287 .700
1.287 .149
1.773 .226

177
972.533
947.242
223.385
219.180
819.910
588.518
.279:228
1.787 .607
25.291
12.225
33.392
$\begin{array}{ll}998 & \\ 992.052 & 253.719 \\ .018 .088 & 288.084 \\ -26.854 & -14.345\end{array}$
830.788

1. 299.781
1.783 .938
652.238
. 334.839
1.811 .883
-27.945

1987

600
682.810
677.583
5.827
79.941
294.305
800.085
1.556 .907
77.583
73.981
8.585
-8.645
290.131
791.991
1.541 .623
5.227
4. 174
8.094
15.284

Aversge sales
23
675.54
653.80
100.181
90.310
283.328
271.402
763.925
1.554 .748

Average expense $\$$
652.80
90.310
9.871
271.402
11.925
741.351
22.575

45

| 163 | 71.225 |
| ---: | ---: |
| 706.501 | 81.982 |
| 725.593 | -13.757 |
| -19.092 |  |

324.312
361.327
-17.015
870.427
890.501
-20.074
1.560.039
1.585.563
-25.524

11 These estimates ern osed on sampl of businesses peopting salus between $\$ 25.000$ and $\$ 2.000 .000$.
See iabl i for symools and motes

TABLE 1．Selected oderating ratios，in percent of sales， 1987
Canede．Auromobile（New）Dealers（Sic 8311）

|  | ＂2\％al： |  | E0：$=0 \mathrm{ym}$ |  | －こ61－これも！ |  | －－201－29\％ |  |  | － |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| jusinesses in samele iHo． <br>  tigh saies value \＄000＇s | $270$ |  | $51$ |  | $\begin{array}{r} : 51 \\ +5 E \\ \hline \end{array}$ |  | $\begin{array}{r} : 55 \\ \hline \end{array}$ |  |  |  | ミ |
| Sulected exomen item | ！ndustry overagelz！ |  |  |  |  | $\begin{gathered} \text { : Susi- } \\ \text { nesiss } \\ \text { peorting } \end{gathered}$ | Fooor：Th susinesses Sniri ： |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bor ram } \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-ower } \\ \text { midd } \\ \text { is\% } \end{array}$ | jeoer <br> 10010 －5． | $\begin{aligned} & 20 \\ & 25 \% \end{aligned}$ |  | －otal | $\begin{array}{r} \text { Ec: } \\ \text { 25\% } \\ \text { 25\% } \end{array}$ | $\begin{array}{r} - \text { Swer } \\ \text { Tigdi } \\ 25 \% \end{array}$ |  | $\begin{aligned} & 90 \\ & 20 \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | cont or | sales |  |
| Cost of sales | 84.5 | 50.8 | 89.4 | 71.5 | 55.4 | 88.5 | 74.5 | 81.3 | 74.1 | 74.5 | 70.9 |
| Occupmncy expenses | 4.1 | 8.7 | 3.1 | 2.8 0.5 |  | 35.2 | 4．8 |  |  |  |  |
| Deorecietion | 1.6 | 1．4 | 1.1 | 0.5 | 0.5 | 73.1 | 2.1 | 7.4 | 1． 6 | 0.7 | 9.5 |
| Reoaics s mainsenance | 1.1 | 1.6 | 9.1 | 0.9 | 0.9 | 90.3 | 1.5 | 2.8 | 1．9 | 1.0 | 0.9 |
| Heet．light s toleohone | 0.8 | 1.0 | 0.9 0.6 | 0.7 | 0.6 | 82.9 50.1 | 1.0 | 1.6 3.3 | 1.2 2.1 | 0.7 1.3 | 0.8 1.2 |
| Personnel uxpenses | 5.7 | 4.1 | 4.0 | 7.7 | 7.0 | 75.7 | 7.5 | 12.5 | 5.5 | 8.1 | 7.0 |
| Financial expensea | 2.1 | 4.3 | 2.1 | 9．8 | 1.6 | 95.3 | 2.5 | 4.5 | 2.1 | 1.6 | 1.5 |
| Interest o bank charges | 1.4 | 3． 3 | 1.8 | 1.3 | 1.3 | 82.2 | 1．？ | 2.0 | 1.9 | 1.5 0.1 | 1.4 |
| Professional less | 1.0 | 3.0 | 0.5 | 0.3 | 0.3 |  |  |  | 0.6 |  |  |
| Other expenses | 23.3 | 36.5 | 19.7 | 14.3 | 22.7 | 100.0 | 23.3 | 38.5 | $19 . ?$ | 14.9 | 22.7 |
| Profit（loss） | －0．2 | －4．4 | 1.1 | 1.4 | 0.5 | 99.5 | －0．2 | －4． 4 | 1.2 | 1.4 | 0.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | ．．． | $\ldots$ | ．． | ．．． |

## Symole

zero or no observitions
－ 800 snall too be expressed
hot toplicsol．
＊configentill

## footnotes

111 These estimetes are Desed on semple of businesses poporting ssles betwen $\$ 25.000$ tho $\$ 2.090,080$ ．
（2）Velue in esen cell s Totel weighted oxpenalture on given item

This oortion of the teole pertbins only to the ousinesses rearting the specifia oxpense ipem．Therefore these ratios ere galculstec individuelly and the copel will noe necesser ily equel $100 \%$ ．

## Notes

Det er show oy quertiles when at lest 13 of the sompled businesses paport the specific item

 high and low velues of seles se snown

## How to use the stelte


121 The seloctod pange will indicate the proper guartite．i．the botton 25\％，the lower middl 25z．the upper middie 25\％or pho 100 25\％．
（3）OAta pertsining to the selected seles size pange will be in phat quertile．

Sthndera industris！Cleselficetion Defintsion（SIC 18s0）：
Sic 8311 －Qutonotile（MEm）Deslers
gusinasses primerily engaged in resail dealing in now atompoiles．Inese businesses are usully operated under factory franchise ano have departments engaged in the sale of used cars．parts and accessories．motor venicio forips and often incluot serice station fac：lipes．

TABLE 2. Balance shetet profile for incorporated bustnesses only. 1987
Canada. Automobil (New) Deslers (Sic 5319)


See itble 1 for symbols ano notes.

TABLE 3. Financial fatioz(i) for incorporated butinesmex only. 1987
Canede. Ausomobile (New) Deelers (SIC E311)

|  | Total(2) | $\begin{array}{r} \text { sottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bower } \\ \text { middl } 25 \% \end{array}$ | Upoer middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample iNo.) Low seles value ( 8000 s) High sales value ( $9000^{\circ}$ s) | $\begin{aligned} & 192 \\ & (1) \\ & (1) \end{aligned}$ | $11)$ 308 | $\begin{array}{r}308 \\ 832 \\ \hline\end{array}$ | $\begin{array}{r}832 \\ 1.359 \\ \hline\end{array}$ | $1.359$ |
|  | , | Averege |  |  |  |
| Liquidity retio Current istio (times) | 1.4 | 2.9 | 1.6 | 1.3 | 1.3 |
| Leverage ration Debtloquity ratio (times) Intorest coverage ratio (times) Oebt ratio (times) | $\begin{aligned} & 2.8 \\ & 1.4 \\ & 0.7 \end{aligned}$ | 0.4 0.5 0.3 | $\begin{aligned} & 2.1 \\ & 1.8 \\ & 0.7 \end{aligned}$ | $\begin{aligned} & 3.7 \\ & 1.5 \\ & 0.8 \end{aligned}$ | 4.0 1.6 0.8 |

[^34]Ses foble I for symols and notes.

Definitions:

1. Liquidity retio:

Gurrent a current assets / current liabilisies.
2. Leverage patioz:
al Debi/equity s solal lisoilities / squity.
bl Dabs ratio a rotal liabilities/folal assets
c) Intoress coversge $=$ net profit interest expense/ interest expense

TABLE 4. Statament of enangas in financial position for incorporated businesses only, ige7
Centede, Appliance, Television, Radio stereo Repair Shops (SiC 6223)

|  | -stal(1) | $\begin{array}{r} \text { Yot:om } \\ \text { i5: } \end{array}$ | -1.10ie 5 - 5 ¢ | -ida Jode: | $\begin{aligned} & -5 \% \\ & 0=0 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses a samole ino.. -ow sales value 3000 's) High salies value $\$ 000$ 's) | is | $\begin{aligned} & 11 \\ & i 3 \end{aligned}$ | $\begin{array}{r} 73 \\ : 32 \end{array}$ | $\begin{array}{r} 32 \\ : 35 \end{array}$ | : $:$ |
|  | Averse 3000 , |  |  |  |  |
| Joerating sczivizies Cash 'com soertations Leornctarion Other | 8 5 -8 | 4 -2 -2 | 3 3 -6 | $\begin{array}{r} 2 \\ 3 \\ -\frac{1}{3} \end{array}$ | - |
| Oividends | -2 | -3 | - | -1 | -5 |
| Investment sctivities Oisposal of fixed aseets Purchase of fixed assets Incresese in investment Docrease in investment | $\begin{array}{r} 2 \\ -8 \\ -2 \\ 1 \end{array}$ | - | -4 | $\begin{array}{r} 2 \\ -6 \\ -4 \\ 3 \end{array}$ | 1 -18 -3 1 |
| Finsmeing activities <br> lnecease in long torm dobt <br> Reonyment of long term debt <br> Loens from shereholders <br> Recayment of loens from sharsholders <br> Aovances 8 loans from government <br> lncrease in eouiqy <br> Decrease in equity <br> Other | 4 <br> -3 <br> 2 <br> -2 <br> -1 | 4 -1 2 -1 | 2 -2 1 | r -2 -2 -2 | 7 -5 0 -3 -3 2 |
| Incresesidecreses) in essh sequivelente Cash sequivelents-8eginning of the yeer Cash s equivalents - End of the year | -2 8 4 | -2 4 2 | 5 | -2 5 3 | -3 9 6 |

 only those businesses reporting statemen? of chunges.
see trole 1 for symeols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in i987
Caneda, Appllance, Television, Radio Stereo Repair Shop: (Sic 5223)

|  |  |  |  | Changes in num with peid | of businusses playees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in averse labour units!l! | Number of businesses | $\begin{aligned} \text { Totel } \\ \\ \left(\$ 0000^{\prime}\right. \end{aligned}$ | Averse laboup units(1) | $\begin{array}{r} \text { New } / y \\ \text { reoorting }(2) \end{array}$ | No longer peorting(3) |
| 1984 |  |  |  |  |  |
| Total | 2.253 | 81.939 | 5.752 | 392 | 211 |
| $\begin{aligned} & \text { 10s: than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 2.238 \\ 17 \end{array}$ | $\begin{array}{r} 74.737 \\ 7.202 \end{array}$ | $\begin{array}{r} 5.258 \\ 494 \end{array}$ | $\begin{array}{r} 390 \\ 2 \\ \hline \end{array}$ | 209 2 |
| 500 and over | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Total | 2.371 | 103.447 | 5.382 | 321 | . . |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20 \text {. } 99 \\ & 100 \text {. } 49 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r}2.352 \\ 19 \\ \hline\end{array}$ | 94.173 9.314 | 4.882 500 - | $\begin{array}{r}319 \\ 2 \\ \hline\end{array}$ | ‥ $\therefore$ $\ldots$ |

 Survey of Employmem?. Paypoll thd Hours. Statistics Cance. Catalogue 72-002. An average labour unit could De interpreted as a
 500 employees in Cansod as ahole but iss than that number in any given province it is shown in the soo and over groub.
121 Reines to businesses reporiing no peyroll deductions in the previous year
13 Refers to businesses reporting no paypoll deductions in the following yerr
Whewly reporing" and no longep roporing businesses ap assumed to nove beth in activity for six months and the information is adjusted according!y
see iable 1 for symools and nopes

Canada. Appliance, Television, Radio z Stereo Repair Shops (Sic 5z23)



Average expense $\begin{aligned} & \text { average nee orofis (loss) } 5\end{aligned}$

Businesees peporting profit (No.)
average ssics $\$$
average expenses
Averege net orofit $\$$

Butineses reporting less (Mo.)
Gvertge sales $\$$
Average exoenses
Aversog net loss b

10753
110.344
38.388
12.858

244
254
103.258
88.883
88.883
14.375
210.878
217.365
-6.491
31.454
47. 119
34.291
13.148
47.379
32.950
32.006
20.969
11.035
29.241
48.080
55.465
-7.405
79.448
83.580

588, 749
701.539
-12.390
$-12.890$

1985

| Number of observations in sample | 195 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales 8 | 112.289 | 38.281 | 58.478 | 86.516 | 287.899 |
| average expenses | 103.639 | 33.801 | 47.283 | 74.125 | 259.366 |
| Average net profit (loss) \$ | 8.850 | 4.480 | 9. 215 | 12.391 | 8.533 |
| Susinesses reportine grofit (Mo.) | 171 |  |  |  |  |
| Average sales | 105.991 | 38.601 | 58,621 | 86,409 | 245.927 |
| aversege expense | 91.008 | 30.454 | 42.480 | 70,006 | 221.295 |
| Averase net diofit \$ | 15,883 | 8.154 | 14.141 | 16,405 | 24.832 |
| Susinesses reporting a ioss (Mo.) | 24 |  |  |  |  |
| Aversge salos | 140,890 | 37.183 | 56.078 | 88.925 | 383.374 |
| Average oxpense \$ | 183.814 | 46, 183 | 80.724 | 89.847 | 460.501 |
| Aversge net loss? | -22.924 | -7.000 | -4.848 | -2.922 | -97. 127 |

1987

| Number of coservations in sample | 298 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average soles ${ }^{\text {a }}$ | 112.585 | 30.217 | 45.714 | 85.900 | 288.507 |
| Average expenses | 101.843 | 25.519 | 33.513 | 71.378 | 276.381 |
| Average not profit (loss) \$ | 10.742 | 4.698 | 12.201 | 14.522 | 11.546 |
| Businesses reporting profit (Mo.) | 228 |  |  |  |  |
| Average sales 3 | 112.948 | 30.248 | 45.602 | 95.329 | 290.805 |
| average expense ${ }^{\text {s }}$ | 98.185 | 21.858 | 32.071 | 87.761 | 271.251 |
| Average net profit \$ | 14.761 | 8. 592 | 13.531 | 17.566 | 19.354 |
| Businesses reporting less (Mo.) | 70 |  |  |  |  |
| Average sales | 112.270 | 30. 145 | 46.957 | 89.513 | 282,465 |
| average expense \$ | 117.891 | 36. 389 | 49.594 | 94.184 | 293.398 |
| Avorage net loss \$ | -5.621 | -4.266 | -2.637 | -4.671 | -10.932 |

11) Thest estimaties are based on sample of ousinerses peporting sal bes betme 325.000 and $\$ 2.000 .000$.

See Table i for symbols and motes

TABLE 1. Selactad sourating ratios, in percent of sales. 1987
Canade. Appliance. Television, Radio \& Stereo Repair Shops (SiC 32:3)

|  | Cota 19: |  | $\begin{aligned} \text { So: }: 0 \mathrm{~m} \\ 25 \% \end{aligned}$ |  | -1.20:30\% |  | - Jc Jese: |  |  | -: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses n sambie No. ow sal vilu \$000' si Hign sales value $\$ 000^{\circ}$ s) | $: 74$ |  | 36 |  | $\begin{aligned} & 38 \\ & 3 \\ & =3 \end{aligned}$ |  | \# |  |  |  | - |
| Selected expense item | industiv average(2) |  |  |  |  | $\begin{aligned} & \text { \% susi- } \\ & \text { hesses } \\ & \text { reooring } \end{aligned}$ | Fecor:ac zus:-asses zn. |  |  |  |  |
|  | iorai | ottom 25\% | Lower midde :5\% | jooer iddl. 25\% | $\begin{aligned} & 29 \\ & 25 \% \end{aligned}$ |  | -0:31 | $\begin{array}{r} \text { Bot: }=\mathrm{m} \\ : 54 \end{array}$ | $\begin{array}{r} \text { swer } \\ \text { midc } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { cesr } \\ \pi \operatorname{col} \\ i 5 \% \end{array}$ | $\begin{aligned} & -2 \\ & 2 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Sercent of sales |  |  |  |  |
| Cost of seles | 32.3 | 25.9 | 30.9 | 31.3 | 39.6 | 85.8 | 38.3 | 38.8 | 35.2 | 36.3 | 42.8 |
| Oceupency expenses | 9.1 | 11.5 | 11.0 | 9.0 | 7.8 | 98. 8 | 10.0 3.8 | 12.2 8.7 | 19.0 4.8 | 9.0 2.8 | 7.8 2.2 |
| Jeareciation | 3.1 | 3.8 | 4.1 | 2.4 | 2.1 | 81.9 | 3.8 2.0 | 6.7 2.3 | 4.8 | 2.8 2.3 | 2.2 |
| Repairs a maintenance | 0.9 | 0.6 | 0.8 | 1.3 | 0.9 | 44.0 | 2.0 | 2.3 4.8 | 2.7 | 2.3 2.5 | 2. |
| Heat. light s teleohone | 2.8 3.2 | 3.2 | 3.0 3.0 | 2.3 3.0 | 2.1 | 84.2 85.8 | 3.1 | 4.8 5.7 | ? 6.4 | 2.5 6.3 | 2.8 |
| Personnel expensea | 17.0 | 8.3 | 10.4 | 22.5 | 28.1 | 74.7 | 22.8 | 15.8 | 13.4 | 28. 1 | 29.2 |
| Financial expenses | 2.1 | 1.1 | 2.4 | 2.0 | 2.1 | 92.3 | 2.2 | 2.0 | 2.8 | 2.2 | 2.1 |
| interest \& Dank eharges | 1.2 0.8 | 1.4 | 1.3 | 1.1 | 1.2 0.9 | 81.0 88.8 | 1.5 1.2 | !. ? | 1.7 | 1. ${ }^{\text {a }}$ | 1.3 |
| Profossional fees | 0.8 | 0.4 | 1.1 | 0.9 | 0.9 | 68.8 |  | 1.2 | 1.8 |  |  |
| Other expenses | 21.4 | 28.1 | 21.4 | 18.3 | 17.9 | 100.0 | 21.4 | 28.1 | 21.4 | 18.3 | 17.9 |
| Profit (loss) | 16.7 | 21.7 | 24.0 | 18.8 | 4.5 | 98.8 | 16.5 | 22.0 | 24.3 | 18.8 | 4.6 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | $\cdots$ | - | $\cdots$ | . . |

## Symbels

- zero or no observitions
-     - 100 smell $\$ 00$ be expristed
hot sagi icable
$\times$ confidentioi


## Footnotes




This portion of the table pertains only to the businesses peporting the specific expense item. inarefort these retios ore calculate individusly and the torel will not necesser ily equel 1001 .

## Metes

Dets art shown by quertiles when at lase iJ of the sampled businesses report the specific iqum.
 ons quarter of the total numer of Dusinestes. Within esch quartile. the average ratio is presented. for comotison purposes. the high and lom vilute of sales bre shom.

Mov to use the tebley

(2) The selpcted range will indicete the proper quartily, $i$, the potzom 25z, the lower middle 25z. the upper midde $25 \%$ or the 100252.

131 Dase pertaining to the selected sales size pange will de in thmt guartile.

Standert Industrici Eluseificetion Osfinition (S16 1980):
SIC 5223 - Appliance, Television, Radio and Stereo Aepair Shops
Businesses primarily engaged in ene rectir and mantensence of padios. tel wision sets. ster to equionent, taot recorders and household electical appliances. Such shops may de secondarily gngaged in selling such equipment and parts gusinesses pr imap ly engegeo in petail dealing in such equipmen and apoliances are classified in one of the preceding classes of this industry group. gusinesses engaged in the repaip of mousehold appliances. repar of padios. repar of sterto equipment and phe ropar of bitisuion sets are incluoded in enis industry

TABLE 2. Balance snest profile for incoroorated businessas only. 1987
Canads. mppliance. Tulevision. Radio stermo Repair Shoos (Sic E223)

|  | ioral: : | 30:-9m | - - - - - - | Trce -22E** | こ\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses n samole iNo. -ow sa os value $\$ 000^{\circ} \mathrm{s}$ ) Hign sales valua ( $\$ 000^{\circ}$ s) | $165$ | i, | 8 | $\begin{aligned} & \vdots 5 \\ & \vdots: E \end{aligned}$ | $\because \vdots$ |
|  |  | iverage SC20 $^{\text {s }}$. |  |  |  |
| 45sets |  |  |  |  |  |
| Sash Aceounts and notes pecoivabl | 13 | 4 | ; | :0 | 31 |
| inventory | 13 | - | - | - | 31 |
| Jther current assets | 45 | ; 3 | 29 | 38 | 03 |
| Total curcent assets | 57 | 17 | 2? | 18 | 35 |
| - xeo assets | 19 | 5 | 10 | : 8 | 12 |
| Less: sccue. deo. on fixed ersets | - | - | 2 | 3 | B |
| Other essets | 4 | 2 | 2 | 3 | \% |
| Total assets | 80 | 25 | 39 | 68 | 188 |
|  |  |  |  |  |  |
| Other curpent liabilitios coral current liabilities | 37 | 11 | - 0 | 31 | 89 |
| Mortgagas payable |  | - | - | , |  |
| Long term deot | 1 | - | 1 | $?$ | $?$ |
| Other liabilities | 19 | 13 | 6 | 24 | 31 |
| Total lisbilitiom | 57 | 23 | 25 | 58 | 120 |
| Toted equity | 23 | 2 | 13 | 11 | 66 |

111 These tstimes are besed on samplo of Dusinesses poporting seles between $\$ 25.000$ and $52.000,000$.
See roble 1 for symols and notes.

TABLE 3. Financial ratios(1) for incorporated busimesses only. 1987
Canede. Appliance. Televislon, Redio stereo Repoir shope (SIC E223)




See rable I for symbols and notes

## Definitions:

1. biouldity retio:

Curpent = cuprent assets/current liabilites
2. leverage patios:
al DeDt/equity = cotal lisbilisies $f$ equity
b) Deot ratio = toral liabilities / qotal asseis.


TABLE 4. Statement of Enanges in financial position for incorporated jusinesses only, i987
Ganace, ielevision, Raaio j Jtereo jtores (SIC j222)

 only those businesses reporting stitenter of ghenges.
see isbl 1 for symbols and notes.

Cenade. Televislon, Radio Stereo Stores (SIC 8222)

| Business size exorested in average labour units(l) | Number of businesses | Total oayroll ( $\$ 000{ }^{\circ} \mathrm{s}$ ) | Average l bour unite(!) | Changes in number of businesses with peid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \end{array}$ | No longer coor:ingl |
| 1984 |  |  |  |  |  |
| cotal | 3.442 | 255.905 | 17.549 | 828 | 483 |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.318 \\ 98 \\ 18 \\ 12 \end{array}$ | $\begin{array}{r} 138.343 \\ 42.831 \\ 27.239 \\ 49.893 \end{array}$ | $\begin{aligned} & 8.854 \\ & 2.752 \\ & 1.757 \\ & 4.176 \end{aligned}$ | 809 14 3 | $\begin{array}{r} 455 \\ 13 \\ 8 \end{array}$ |
| 1387 |  |  |  |  |  |
| Potel | 3.565 | 396.678 | 24.084 | 545 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text { - } 99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.362 \\ 163 \\ 26 \\ 18 \end{array}$ | $\begin{array}{r} 177.853 \\ 72.327 \\ 51.028 \\ 95.660 \end{array}$ | $\begin{array}{r} 10.450 \\ 4.222 \\ 2.959 \\ 8.443 \end{array}$ | 511 28 7 1 | . |



 500 moloyets in Canada as a mol but lass than thas number in any given province it is shown in the goo and over grouo
121 Aefers to businesses pooorting mo paycoll oeductions in ihe previous year
(3) Refers to businesses reporting mo payroll deductions in the following year
"Nowly peporting" and no longer poporting" Dusinesses ape assumed to have been in activity for six months and the informetion s adjusted accordingly
see fabl i for symools and noiss

TARLE 6. Sulectod operating Gharacteristics of smili Dusinasses Dy sales quartile. i985-1987
Canada, Television, Radio stereo Stores (SIC 6222)


```
Number of ooservations in sample
    jverage sales 3
    {verage sales a 
    Av*rage exoense $
Businesses reportine profit (Mo.)
    Average sales }
    Average saims 3 % 302.707
```



```
Suginesees reporting los:(No,) (%)
Bugingeses reporting los:(No,) (17%
    Averag* mxomese s
    Average net ioss!
```

595
296.59
285.577
9.092
15.532
+2.120
3.612
39.083
34.329

478
707
759
45. 642
00.400
88.948
252.124
245.522
802.302
759.241
284.450
-18.44
$-5.495$
107.764
255.431
-21. 356
$\begin{array}{r}586.47 \\ \hline 13.97\end{array}$
713.287
$-25.812$

1986

Number of observetions in sample Sverage sales \$ Average expense $\$$ Average expense

505 355.016 350.578 5.338
5.38

Businestes faporting oraflt (Mo.) Average siles $\$$
(mo.)
Average expense
Average net profit $\$$
350.283
331.417

Businceses peporting lose (Mo.)
Average sal es
382.792

Average exoenst \$
Average net loss \$
412.503
$-29.711$

| 42.809 | 110.454 |
| ---: | ---: |
| 44.814 | 110.542 |
| -2.005 | -88 |
|  |  |
| 44.478 | 116.302 |
| 37.505 | 103.786 |
| 6.973 | 12.518 |
|  |  |
|  |  |
| 41.242 | 103.838 |
| 51.577 | 118.183 |
| -10.435 |  |
|  |  |
|  |  |
|  |  |
|  |  |



1587

729
325.337
317,318
9.019
44.250
44.353
-113
111.427
107.692
276.7
872.938

Aver eqe expense
Average net profit (loss) $\$$

Businesses reporting profit (Mo.)
Average sales $\$$
Average expenses
501
330.148
310.629
19.519
46.475
113.985
$41.058 \quad 102.895$
275.107

885,044
Average net profits

228
318.485
332.364
332.364
-15.879
4.317
47.238
106.557
116.899
-10.342
280.707
836.257

Businesses reporting lass (Ma.)
-4.919
$-10.342$
$-21.453$
(1) These estimates are pasec on sample of pusines $\$$ es poporting sates detwen $\$ 25.000$ anc $\$ 2.000,000$.

Set Tabie i for symools and notes

TABLE 1. Selected operating ratios, in gereant of sales, 1987
Canada. Televiston, Radio \& Stereo Stores (Sil 6222)

|  | -ota il |  | 30: iom |  | -igorers. |  | - $\rightarrow$ ¢ |  |  | : |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses n samol No. -ow sales viua $\overline{3} 000 \mathrm{~s}$ -ign sales value (S000's | $5: 3$ |  | $73$ |  | $5$ |  | $\begin{aligned} & \therefore 7 \\ & 15 \end{aligned}$ |  |  |  |  |
| Selecied exonse item | ?ndusery 3verage:? |  |  |  |  | $\begin{aligned} & \text { gusi- } \\ & \text { iessom } \\ & \text { reoorting } \end{aligned}$ | Fgoor-ing :us, nesses =0 |  |  |  |  |
|  | Total | $\begin{array}{r} \text { ertom } \\ 25 x \end{array}$ | $\begin{array}{r} \text {-ower } \\ \text { miodl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { yooer } \\ & \text { middil } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & -50 \\ & 25 \% \end{aligned}$ |  | - $=0$ | $\begin{array}{r} 30::=m \\ 25 \% \end{array}$ | $\begin{array}{r} -\Xi n e r \\ \pi i d c l \\ =5 \% \end{array}$ | $\begin{array}{r} 0091 \\ \operatorname{sical} \\ \vdots 5 \% \end{array}$ | 32 |
|  | Percent of seles |  |  |  |  |  | percent of sales |  |  |  |  |
| Cost of sulse | 57.6 | 50.4 | 60.4 | 60.1 | 59.3 | 93.9 | 81.4 | 58.1 | 84.0 | 52.9 | 82.3 |
| Occupancy expensea | 8.8 | 11.9 | 3.8 |  | 5.8 | 98.3 | 8. 9 | 12.5 | 10.0 | 7.9 3.0 | 5.6 |
| Oepreciation | 3.2 | 1.0 | 4.1 | 2.7 | 2.0 | 83.5 | 3.8 1.0 | 6.5 | 1.8 | 3.0 | 2.0 |
| Reosits \& maintenance | 0.7 | 1.1 | 0.8 | 0.5 | 0.5 | 86.6 | 1.0 | 2.0 | 0.9 | 0.7 | 0.7 |
| Het. light \& : leohone Rent | 1.8 3.2 | 2.4 | 2.2 2.9 | 9.5 3.2 | 1.0 | 39.2 63.4 | 2.0 5.0 | 3.2 9.5 | 2. 6.1 | 4.8 | 1.2 |
| Personnel expenses | 11.2 | 9.2 | 11.3 | 11.4 | 12.3 | 79.8 | 14.1 | 18.3 | 14.7 | 12.3 | 13.2 |
| Financial expenses | 2.1 | 3.2 | 2.3 | 2.3 | 1.7 | 95.7 | 2.5 | 3.3 | 2.5 | 2.4 | 1.7 |
| lntorest \& Dank charges | 1.4 | 1.7 | 1.3 | 1.5 | 1.2 | 79.2 | 1.8 | 2.5 | 1.8 | 1.9 | $\therefore 3$ |
| Professional fees | 0.9 | 1.5 | 1.0 | 0.8 | 0.5 | 85.6 | 1.1 | 1.8 | 1.3 | 0.9 | 0.5 |
| Other expenses | 17.7 | 25.0 | 13.4 | 14.5 | 18.1 | 100.0 | 19.7 | 25.0 | 13.4 | 18.5 | 18.1 |
| Profit (loss) | 2.3 | 0.2 | 2.8 | 3.7 | 2.1 | 97.5 | 2.4 | 0.2 | 2.9 | 3.8 | 2.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | -.. |  | . . | $\ldots$ | $\ldots$ |

## Symeol

- zero or no observetions
- 100 smell 100 be expressed
not applicsole
* confidentisl


## footnotes

(1) These estimetes are sised on sanple of businesses reporting sales betwien 825.000 and 52.000 .000
totel weignind oxpenditure on given itmm


This portion of the tebl periting only to the busingest poporting the specific axpense item. fher fort these ratios are catculated individully and the lotal will not necessefily equel $100 \%$.

## Notes

Data dre shown by quartiles when as lesst 13 of the sampled ousinesses report the specific itum
Records were ranked in escending order sccording to seles size. Esen qustile li. t. bottom 25z. lower midole 25z, etc.l raprestents ons quarter of the total number of businesses. Within emen quartile. the average ratio is prestated. For comperison purposes. the migh and low valuts af sbles ar shown.

How to uat the teblea
lit Locate the approprist seles range thet is diaplayed on the two lines entitled lom selus valuet and emigh selts valus"
(2) The selected pange will indicate the proper quertile. i. the ootsom 25\%, the lomer midul 25z, the uppor niode $25 z$ or the 10025 2.
(3) Dte pertaining to the selucted salus size renge will be in that quartile

## Stenderd Industrief Clastificstion Definition (S1C 1980):

## SIC 8222 - Tititvision, Radio and Sterte Storts


engeged in selting recopds, tapes. musical instruments ano papts for television and racio sers and stereo equioment as well as some
pepsiring of such bqupmeni. Included are busingsses engaged in perail nome computersi retail loud soeakers: reitil noustholo padio
receiving seis: reibil sound equipment. components and garts: retoil mousenold sterto pecord players. retail household tape glayers ano recoreers; retbil lelephones: felevision and radic stores: tolgision. radio and stepto stores: retal television sels; retail tuners and amplifiers and retail video recofoers

TABLE 2. Balance sneet profile for incorporated businesses only. 1987
Ganade. Pelovision, Aadio \& Stereo Stores (Sic 8222)

(1) Phese estimetes or besed on sample of busingeses reporting sales betweyn 825.000 ano $\$ 2.000 .000$.

Set itol i for symools and nores.

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Canade. Television, liedlo stereo sterex (Sic s222)


(1) The ratios represen the averege of retios for bech businese in the group ano cannot on celculated from the figuras shown in foble 2.
(2) These estinates beste on sample of businesses reporting sales betwen 525.000 and 52.000 .000 .

See isole i for symools and notes.

Definitions:

1. Liquidiey potio:

Cupent $=$ currant assets / current liabilities
2. Leverege ratios:


TABLE 4. Statement of enanges in financial position for incorporated businesses only, ig8t
Cansda, Appliancs, Tuievision, Radio 3 Jtarao Stores (51C 6221)

\begin{tabular}{|c|c|c|c|c|c|}
\hline \& -oval 1 : \& $$
\begin{array}{r}
\text { ミニ:•5m } \\
i 5: \%
\end{array}
$$ \& -1.0. - - - \& - $30: 5 \mathrm{El}$ \&  <br>
\hline ३us nesses a samol No. bow sales valje 15000 sl High sales vaive '\$000's; \& $$
\begin{aligned}
& 38 \\
& 3 \\
& (i)
\end{aligned}
$$ \& 145 \& $$
\begin{aligned}
& 145 \\
& 378
\end{aligned}
$$ \& $$
\begin{array}{r}
9: 3 \\
\vdots: 3
\end{array}
$$ \& <br>
\hline \& \& \& Average 3000 \& \& <br>
\hline Joersting se?ivities Cash fom operarions Jaorac: ation Other \& $$
\begin{array}{r}
15 \\
7 \\
-9
\end{array}
$$ \& -3
3

2 \& $$
\begin{array}{r}
8 \\
-10 \\
-10
\end{array}
$$ \& - \& - <br>

\hline Qividends \& -5 \& -4 \& -1 \& -3 \& $-12$ <br>

\hline | Investament activitios |
| :--- |
| Disposal of fixed assets |
| Purenase of fixed assers |
| incrose in invesement |
| Oecrease in investment | \& a

-11
-3
1 \& - 4 \& 2
-3 \& 4
-10

-3 \& $$
\begin{array}{r}
3 \\
-25 \\
-10 \\
1
\end{array}
$$ <br>

\hline | Finsneing setivities |
| :--- |
| lnc:ease in long term deot |
| Redayment of long term debt |
| Loans from sharenolders |
| Reoayment of loans from sharenolders |
| dovances s ioans from government |
| incresse in equity |
| Occrese in equity |
| Other | \& 6

-4
5
-6
-
-1
-1 \& 1
-2
4
-5 \& 3
-3
3
-4
-4 \& 7
-5
2

-7 \& $$
\begin{array}{r}
11 \\
-5 \\
9 \\
-9 \\
-9 \\
\vdots \\
\vdots \\
-1 \\
2
\end{array}
$$ <br>

\hline increse(decrease) in cash s eauivelents Cash squivalents-8eginning of the year Cash sequivalents - End of the ycer \& -2
8
8 \& -2 \& -1
2
1 \& 2
5
8 \& -8
22
18 <br>
\hline
\end{tabular}

 only inose businesses coporing stmetment of chenges.
see isold, for smmols and notes

TABLE 5. Employment changes by sizo of business, 1984-1987 besed on SIC elassiflcetion in 1987
Canada, Appliance, Television, Nedio stereo Stores (Sic B221)


111 avarage labour units tor calculated by dividing rotal payroll by the average annual wage ang salary rate as reported in the Surver of Employment. payroll and Hours. Statistics Canada. Catalogue $72-002$ an average isour unit could be inemprated as a full-time enolovet. Mote that the dusinuss size grouds used ape delermined at the Canade level. Thus if a business has at least 500 employets in Canada as whol. but less than that numoer in any given province it is shown in the 500 and over group
12) Refers io ousinesses reporting no peyroll decuctions in the previous year.

13: Refers to ousinesses reporting no peypoll deductions in the following yetr
"Newly reporting" and "no longer poporting" businesses are assumed so mave deen in acpivity for six months ang the information is aojusied accordingly

See table 1 for symools and noves

TAELE S. Selected oourating characteristics of small businesses by salue quartile. $1985-1987$
Conmas. Applisnce. Television. Redio \& Stereo stores (SIG 2221)

$\qquad$

1985
Vumear of josurvitions in sample
dvarage sales
Ivarage expense 3

| 314 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 298. 93 | 20.308 | 93.418 | -25.:82 | 333. de $^{\text {c }}$ |
| 296.703 | 34.352 | 37.301 | ? 9.94 | 306. 385 |
| 11.490 | 5.358 | 6.117 | 7.008 | 27.480 |
| 258 |  |  |  |  |
| 295.477 | 38.488 | 92.565 | 228.866 | 923.988 |
| 276.229 | 29.410 | 81.956 | 211.814 | 781.735 |
| 19.248 | 9.078 | 10.609 | 15.052 | 42.253 |
| 48 |  |  |  |  |
| 321.285 | 44.893 | 97.499 | 221.424 | 921.523 |
| 354.675 | 48.305 | 112.876 | 232.374 | 1.025 .145 |
| -33.390 | -3.612 | -15.377 | -10.350 | -103.822 |

1981

| Number of observations in ample | 288 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales | 337.608 | 49.932 | 133.640 | 328.983 | 839.978 |
| Average expense ${ }^{\text {S }}$ | 322.127 | 64.159 | 123.388 | 308.848 | 812.314 |
| Average net grofit (loss) \$ | 5.481 | 5.773 | 10.252 | 18.335 | 27. 362 |
| Businesses poorting orofit (Mo.) | 230 |  |  |  |  |
| Average sales | 333.232 | 47.887 | 135.812 | 325.718 | 823.712 |
| Averspe expense \$ | 310.631 | 39.918 | 118.815 | 299.125 | 796.887 |
| Average net profit \$ | 22.601 | 7.771 | 18.997 | 25,593 | 37.045 |
| Businseses cocorting iose (Mo.) | 38 |  |  |  |  |
| Avernge sales | 358.222 | 59.307 | 128.488 | 332.204 | 914.888 |
| Average exomens | 371.548 | 81.879 | 145.027 | 347,957 | 931.330 |
| Average net losis | -13.328 | -2.572 | -18.539 | -15.753 | -16.462 |

1987


| - 384 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 347.831 | 82.846 | 141.793 | 304. 109 | 882.577 |
| 334.585 | 55.209 | 137.537 | 289.256 | 855.338 |
| 13.248 | 6.637 | 4.256 | 14.853 | 27.239 |
| 291 |  |  |  |  |
| 345.542 | 63.585 | 140.038 | 305.633 | 871.930 |
| 324.630 | 52.234 | 128.074 | 284.646 | 833.565 |
| 20.912 | 11.331 | 11.984 | 21.987 | 38.365 |
| 93 |  |  |  |  |
| 357.517 | 60.928 | 145.475 | 294. 621 | 929.046 |
| 370.295 | 66.812 | 157.409 | 305.585 | 950.373 |
| -12.778 | -5.885 | -11.933 | -11.954 | -21.327 |

191 Thnse estimeres are besed on a semple of businesses peopring sales betwen $\$ 25.000$ anc $\$ 2.000 .000$.
See izol 1 for symools and notes

TABLE 1. Selected operating ratios．in percent of sales． 1987
Canada．Appliance．Television，Radio Stareo Stores（\＄1C 5221）

|  |  |  | ミ0： 0 ： 0 \％ |  |  |  |  |  |  | － |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3usinesses in samol：No． －ow salas ralue $\$ 000$ s； High sales value（5000＇s） | $343$ |  | $\begin{aligned} & 1) \\ & 96 \end{aligned}$ |  | $\begin{array}{r} 35 \\ 2.25 \end{array}$ |  | $\begin{aligned} & 25 \\ & 20 \end{aligned}$ |  |  | $-\hat{e r}^{*}$ |  |
| Solecteo axpense item | Sodustiy avarage 2 |  |  |  |  | $\begin{gathered} \text { Reusi- } \\ \text { nossesting } \end{gathered}$ |  |  |  |  |  |
|  | iotal | ot tom 25x | $\begin{array}{r} \text { bower } \\ \text { middie } \\ 25 \% \end{array}$ |  | －25\％ |  | ご31 | $\begin{array}{r} 30:-5 \pi \\ 2 \leqslant \% \end{array}$ | $\begin{array}{r} \text {-siver } \\ \text { mi } 601 \\ -5 \% \end{array}$ | $\begin{array}{r} .0091 \\ m 1001 \\ 25 \% \end{array}$ | －29 |
|  | Percont of sales |  |  |  |  |  | percent ji saves |  |  |  |  |
| Cost of seles | 58.6 | 47.8 | 58.4 | 61.6 | 80.3 | 97.7 | 57.9 | 50.5 | 56.4 | 82.5 | 82.0 |
| Decupeney expenses | 6.7 | 15.2 | 8.8 | 6.5 |  | 99.7 | 8.7 | 15.2 | 8.7 | 8.5 | 4.1 |
| Oepreciation | 1.8 0.8 | 3.3 2.2 | 1.8 0.8 | 1.1 0.5 | 1.0 | 86.2 67.7 | 2.9 | 4.1 3.7 | \％． 2 | 1.2 | 1． 0.3 |
| Reosirs emaintonance | 1.9 2.0 | 2.3 2.9 | 1.8 2.8 | 0.5 1.5 | 0．1 | 67.7 94.3 | 2.1 | 3.7 3.1 | 2.9 | 1.5 | 0.3 1.2 |
| Rent | 4.0 | 7.0 | 3.8 | 3.3 | 2.0 | 73.1 | 5.5 | 9.3 | 5.4 | $4 . j$ | 2.3 |
| Personnel oxpenses | 13.0 | 8.7 | 13.6 | 14.2 | 15.3 | 88.7 | 15.0 | 13.7 | 15.7 | 14.5 | 15.5 |
| Finencial expenses | 1.9 | 2.9 | 1.5 | 1.9 | 1.2 | 99.0 | 2.0 | 2． 5 | 2.0 | 1.7 | 1.2 |
| lnterest \＆oank efarges | 8.3 | 1.8 | 1.3 0.6 | 1.1 | 0.9 | 86.5 85.4 | 1.5 0.8 | 2．1 | 1.8 <br> 0.8 | 0.7 | －． 0.4 |
| Other expenses | 14.3 | 14.3 | 18.7 | 10.6 | 15.5 | 100.0 | 14.3 | 14.3 | 18.7 | 10.6 | 15.5 |
| Profit（loss） | 5.6 | 11.1 | 2.8 | 5.3 | 3.2 | 58.1 | 5.8 | 11.1 | 2.9 | 5.3 | 3.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\cdots$ | －． | ．$\cdot$ |  |

## Symbels

zepo or no observations
－l00 smell too de exprensed
not applicable
$\times$ confidential

lotal wighted apomaisur an given item


inis portion of the tab porpins onty to ine businesses poporting the specific mpense iten．Thernform bhest ratios are calculated individudly and the total will not nocesserily equal $100 z$ ．

## Notes

Cata fere shown oy querpiles when as leost ij of the samplod businesses report the specific iftem
 on quapter of the total numoer of businesses．Within ech guertile，the overage iatio is petented．for comparison ourposes，the high and low values of siles ar shom

How to use the tables

121 Phe selected renge will indicate the prooef quertile，i．the oottom 25\％，the lower midde 25\％，the upper miodie 252 of the 10p $25 \%$.
（3）Oata pertaining to the sulected seltes size pange will be in that guaftily．

## Stenderd Industriel Classificstion Definition 151c 1380f：

SIC 8221－Applimnce．Ielevition，Andio and Stereo Stores
Businessas primarily engagad in retail debling in nousenold apoliances．radios，tiol ision sets and sound equipment．fhesa businasses

 freezers．Petil household haip drigrs．retail housthold kitchen apoliances．retail microwave and convention ovens．retail housenols
 cluaners ang ritil housenold washing machines．

TABLE 2．Balance sneet profile for tncorporated businesses only． 1987
Ganede，Appliance，Television，Redio stereo Stores（SiC 6221）

|  | Fsea！！i） | $\begin{array}{r} 30:-0 \mathrm{om} \\ =5 \% \end{array}$ |  |  | $=0$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susunsses a samole No． Low sales value 5000 ，s） figh saies yaium（ 3050 ： | $\begin{aligned} & 5+i \\ & \vdots 1 \\ & 1 \\ & i \end{aligned}$ | $\begin{gathered} 1 \\ i 52 \end{gathered}$ | $\begin{aligned} & 52 \\ & 307 \end{aligned}$ | $\begin{aligned} & i p h \\ & i 5 i \end{aligned}$ | きゔ |
|  | Average ！ 3000 s： |  |  |  |  |
| Assets |  |  |  |  |  |
| －esh |  |  | \％ | 92 | 3 |
| Accounts ana notes pecaivale inventory | 24. | 3 | 3 | 22 | 33 |
| Other curpent assets | 114 | 33 | 55 | 199 | －： 7 |
| Total curront essers | 137 | 35 | 72 | － 30 | 3：0 |
| Fixed assets | 32 | 14 | 20 | 10 | 50 |
| Less：Accum．deo．on fixed assets | － | i | 6 | － | is |
| Other sssets | 9 | 3 | 6 | 10 | i 6 |
| Totsl msets | 179 | 52 | 98 | 181 | 382 |
| Lisbilities and equity $0^{\text {a }}$ |  |  |  |  |  |
| Cuprent lams liabilities | 18 65 | 21 | 19 38 | 13 | 32 58 |
| Total current liabilities | 81 | 28 | 48 | 54 | 184 |
| Mortgages gayable | － | － | － | － |  |
| bong term anot | 3 | 3 | \％ | ， | 2 |
| Other lisbilities | 34 | 18 | 35 | 31 | 53 |
| Total liabilitios |  | 49 | 89 | 96 | 241 |
| Total equity | 60 | 4 | 9 | 85 | 142 |


See tiol i for symools and notes．

TABLE 3．Financial ratiot（1）for incorporased businesses only． 1987
Eansde，Appliance，Television，Redio Seteo Scores（SIC 8221）

|  | Total（2） | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lomer } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } 25 \% \end{aligned}$ | 700 $35 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in semole（No．） Low sales value（ $\$ 000^{\circ}$ s） High sales value（ 5000 ＇s） | $\begin{aligned} & 247 \\ & (1) \\ & (1) \end{aligned}$ | 11 <br> 152 | 352 307 | 307 657 | 657 111 |
|  | Average |  |  |  |  |
| Liquidity retio Cuprent patio（times） | 1.7 | 1.2 | 1.5 | 2.0 | 1.7 |
| Leverage ratios Debt／equity patio（times） Interest coverage ratio（times） Debt ratio（times） | 2.0 3.7 0.7 | 13.1 0.9 | 9.9 1.7 0.9 | 1.1 4.4 0.5 | 1.7 5.1 0.6 |


（2）These msimeps be Dosed on stopl of Dusinesses roporting sal es betwen 525.000 and s2，000．000．
Set isole ifor symools and netes

Definitions：
P．Liquidity retio：
burrent s current asems／current liabilities．

2．Leversge ratiol：
a）Deber／equity＝potal lisbilitios／equity
b）Debt ratio $=$ cotal liabilitios $/$ total assets
cl bnter est coveraģ $z$ net profit interest expense／interest expense．

TABLE 4．Statement of shanges in financial position for incorporated businesses only．
Canada．Apoliance．Teltvision，Radio and stereo Stores（Slt 5ิ2 ）

|  | －3¢al｜： | ミo::3m |  |  | － |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samol No． －ow sares value i S000＇s） －ign sales value（\＄000＇s） | $\begin{array}{r} +92 \\ 1 \vdots \\ 1 \vdots \end{array}$ | ： 82 | $\begin{aligned} & 32 \\ & =63 \end{aligned}$ | $\begin{aligned} & : \sum ? \\ & \vdots 75 \end{aligned}$ | ご， |
|  |  |  | 2verage i\＄000 si |  |  |
| Jperating activities 3asn 6rom ooerarions Jegectation Other | $\begin{array}{r} 10 \\ 3 \\ \hline \end{array}$ | $\begin{aligned} & 6 \\ & \frac{2}{3} \end{aligned}$ | $\begin{array}{r} 2 \\ \vdots \\ -2 \end{array}$ | $\begin{aligned} & U \\ & 3 \\ & 8 \end{aligned}$ | 56 $\vdots$ -10 |
| Qividende | －4 | －1 | －3 | $-3$ | －？ |
| Investment activities <br> Disoosal of fixed assets <br> Purchase of＂ixed assets <br> inctesest in investment <br> Decrease in investment | $\begin{array}{r} 4 \\ -14 \\ -4 \\ 1 \end{array}$ | $\begin{array}{r} 9 \\ -11 \\ -5 \end{array}$ | $\begin{array}{r} 2 \\ -8 \\ -2 \\ 2 \end{array}$ | $\begin{array}{r} 4 \\ -8 \\ -5 \end{array}$ | 2 -29 -3 $i$ |
| Finaneing activities <br> Increase in long term deot <br> Reparment of long term debt <br> Loans from snartholders <br> Reosyment of loans from shareholdery <br> advances $\&$ ：oans from government <br> Incresse in eauity <br> Decreese in equisy <br> Other | $\begin{array}{r} 7 \\ -5 \\ ? \\ -11 \\ \vdots \\ \vdots \end{array}$ | 2 -2 7 -7 | $\begin{array}{r} 8 \\ -8 \\ 5 \\ -\frac{5}{5} \\ \vdots \\ 2 \\ 2 \end{array}$ | $\begin{array}{r} 7 \\ -4 \\ -21 \\ 1 \\ 1 \end{array}$ | 9 -7 10 -19 -1 -1 1 |
| Increse（decrese）in ceth sequivelents Cosh s equivitents－feginning of the yeer Eash equivalents－End of the yoer | -1 7 8 | 8 | -3 7 4 | 5 | -1 7 6 |

 only those businasses reporiing stetement of chinges．
Set intel for symbols and notes．

Canede．Appllunct，Television，Redio snd Sterto Storet（SIE 622）

| 8usiness size expressed in average labour units（1） | Number of Dusinesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\prime} s\right) \end{array}$ | Average laboup units（l） | Chenges in number of businesses with daid molorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newiy } \\ \text { roorting( } 2 \text { ) } \end{array}$ | No langer －oorting（3） |
| 1984 |  |  |  |  |  |
| Totel | 7.333 | 432.330 | 23，500 | 1.481 | 888 |
| $\begin{aligned} & 10 \text { ss than } 20 \\ & 20^{-} 99 \\ & 100^{-}-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 9.143 \\ 154 \\ 24 \\ 12 \end{array}$ | $\begin{array}{r} 281.324 \\ 69.891 \\ 32.022 \\ 49.893 \end{array}$ | $\begin{array}{r} 18.714 \\ 4.581 \\ 2.049 \\ 4.175 \end{array}$ | $\begin{array}{r} 1.481 \\ 17 \\ 3 \\ \hline \end{array}$ | $\begin{array}{r} 86 \% \\ 17 \\ 5 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 7.858 | 620.628 | 35.583 | 1.124 | －． |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{\circ}-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 7.374 230 36 18 | $\begin{array}{r} 356.294 \\ 108.117 \\ 60.555 \\ 95.660 \end{array}$ | $\begin{array}{r} 20.332 \\ 5.259 \\ 3.519 \\ 6.443 \end{array}$ | $\begin{array}{r} 1.085 \\ 29 \\ 9 \\ 1 \end{array}$ | $\ldots$ $\ldots$ $\ldots$ |

（l）suerage labour units are calculated by gividing total poypoll by ine average annual wigo and salary rate as eoorted in the
 full－time mployet．Mote that the business size groups used are aerormined ar the canade ivel．ihus if ousinass has at lest 500 emplovees in Canada as a whol but less than that number in any given province it is shown in the goo ano over group
（2）Refers to businesses reporting no payroll deductions in the previous yot
131 Refers to ousinesses reporting no payroll deductions in the following year
Nowly roporting＂and＊o longer reporting＂businssses are assumed to mave deen in activity for six months ang the information is sojusted sccordingly

See lable for symbols wa notes

TABLE G．Selected opertting enaracteristics of small busineszes by salez quartile．i985－1987 Cantat，Appliance，Television，Redio and stereo stores（Sic 622）


1985

| Number of observations in sample | $\therefore .177$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| iverage sales ${ }^{\text {a }}$ | $=47.023$ | 37.730 | 76.840 | 172.229 | 721.293 |
| Average expense \＄ | 236.412 | 30.230 | 39． 363 | 6\％． 5 \％ | ざき，－97 |
| Average net profit \｛loss）\＄ | 10.611 | 7.500 | 9．479 | 5.890 | 21.996 |
| Susinesses cooorting aralit（Mo．） | 932 |  |  |  |  |
| Average seios \＄ | 255． 558 | 37.905 | 17.083 | ： 70.560 | 736.585 |
| Average exoense 5 | 236.720 | 27.506 | 63.952 | 157.952 | 697． 170 |
| Aversge net profits | 18.838 | 10．399 | 13.131 | 12．708 | 39．195 |
| Businesses reouring lose（Mo．） | 185 |  |  |  |  |
| Average selas 3 | 219.557 | 37.082 | 75.087 | 175．775 | 538，302 |
| Aversige expense \＄ | 235.061 | 40.654 | 86.129 | 191.508 | 621.954 |
| Average net loss\＄ | －15．504 | －3． 602 | －10．034 | －14．738 | －33．652 |

1988

| Number of observetions in sample <br> Average sains $\$$ <br> Average expenses <br> Average net profit（loss）$\$$ | $\begin{array}{r} 989 \\ 280.610 \\ 272.127 \\ 8.483 \end{array}$ | $\begin{array}{r} 40.909 \\ 39.240 \\ 1.689 \end{array}$ | $\begin{array}{r} 82.804 \\ 75.954 \\ 6.850 \end{array}$ | $\begin{array}{r} 202.475 \\ 196.763 \\ 5.708 \end{array}$ | $\begin{array}{r} 798.253 \\ 776.543 \\ 19.710 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesese reporting profit（Mo．） <br> Average sales \＄ <br> Average expenses <br> Aversge net prefits | $\begin{array}{r} 795 \\ 281.727 \\ 282.520 \\ 19.207 \end{array}$ | $\begin{array}{r} 40.245 \\ 32.344 \\ 7.901 \end{array}$ | $\begin{aligned} & 82.408 \\ & 87.995 \\ & 14.411 \end{aligned}$ | $\begin{array}{r} 201.719 \\ 184.187 \\ 17.532 \end{array}$ | $\begin{array}{r} 802.538 \\ 765.352 \\ 36.986 \end{array}$ |
| Businesses roportins loge（Mo．） <br> Average seles \＄ <br> Average exoensis <br> Average net loses | $\begin{array}{r} 178 \\ 278.298 \\ 298.237 \\ -21.939 \end{array}$ | $\begin{aligned} & 41.988 \\ & 50.219 \\ & -8.253 \end{aligned}$ | $\begin{array}{r} 83.790 \\ 95.868 \\ -11.878 \end{array}$ | $\begin{array}{r} 204.648 \\ 232.980 \\ -28.332 \end{array}$ | $\begin{aligned} & 774.788 \\ & 814.081 \\ & -39.293 \end{aligned}$ |

1987

| Mumber of abservations in sample <br> Average seles $\$$ <br> sverage expense $\$$ <br> Average net profit（loss）$\$$ | $\begin{array}{r} 1.411 \\ 252.086 \\ 248.491 \\ 10.585 \end{array}$ | $\begin{array}{r} 38.950 \\ 32.281 \\ 4.569 \end{array}$ | $\begin{array}{r} 80.22 i \\ 70.855 \\ 9.365 \end{array}$ | $\begin{array}{r} 182.701 \\ 174.481 \\ 8.220 \end{array}$ | $\begin{array}{r} 708.473 \\ 588.348 \\ 20.125 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit（Mo．） | 1.020 |  |  |  |  |
| Average sales 5 | 254.043 | 35.843 | 79.900 | 183.077 | 716.351 |
| Average expense 5 | 235.580 | 27.556 | 66.034 | 166.365 | 682.365 |
| Average net profit 5 | 18.453 | 9.287 | 13.886 | 18.712 | 33.985 |
| Susinesses reporting lose（Mo．） | 391 |  |  |  |  |
| Average sales | 245.916 | 37.154 | 81.416 | 111.784 | 683．308 |
| Avorige expense 5 | 257.955 | 41．298 | 88.792 | 194.288 | 707．661 |
| Average net loss \＄ | －12．039 | －4．144 | －7．356 | －12．504 | －24．153 |

[^35]TABLE 1. Selected ocerating ratios，in percent of sales． 1987
Ganada，Apoliance，Television．Radio and Stereo Stores（SIE 622）

|  | －0：a 1：1 |  | ラ0－＊am |  | －＝etoser |  |  |  |  | ＂ここ。 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samola Mo． －ow salss value $\$ \$ 000$ s， <br>  |  | $\begin{aligned} & 230 \\ & 11 \\ & 11 \end{aligned}$ |  | $\begin{aligned} & 1! \\ & 53 \end{aligned}$ |  | $\begin{array}{r} 53 \\ : \quad 5 \end{array}$ |  |  |  |  |  |
| Stectud expense item | ：noust：y suerageiz： |  |  |  |  | $\begin{gathered} \because \text { uns } \\ \text { nesses } \\ \text { cooreing } \end{gathered}$ | ＊epo：t1n7 2us－esses＝n |  |  |  |  |
|  | Pote | O＋\％ 25\％ | $\begin{array}{r} \text { Lower } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { uooel } \\ & \text { miod! } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & \hline 8 \% \end{aligned}$ |  | －0：31 | $\begin{array}{r} 30: \div 2 m \\ 25 \% \end{array}$ | $\begin{gathered} \text { ower } \\ \text { miodi } \\ 25 \% \end{gathered}$ | $\begin{array}{r} - \text { ooer } \\ \pi .001 \\ 25 \% \end{array}$ | － 20 |
|  | Percent of sales |  |  |  |  |  | 2ercent of sats |  |  |  |  |
| Cost of seles | 48.4 | 31.3 | 43.3 | 52.3 | 59.5 | 11.8 | 52.7 | 44.7 | 48.3 | 54．9 | 61.3 |
| Decupancy expenses | 9.1 | 12.3 | 9.3 | 8.7 | 5.8 | 98.8 | 9.2 | 12.7 | 10.0 | 8.8 | 5． 5 |
| Depreciation | 2.8 | 4.0 | 3.2 | 2.6 | 1.8 | 83.3 | 3.8 | 5.1 | 3.9 | 2.3 | 1.7 |
| Repairs \＆maintenance | 0.8 | 0.9 | 1.1 | 0.7 | 0.5 | 58.0 | 1.4 | 2.7 | 2.0 | 1.0 | 0.7 |
| Hest，light f teleonone | 2.1 | 2.8 | 2.1 | 2.1 | 1. | 88.2 | 2.4 | 3.8 | 2．${ }^{\text {5．}}$ | 2．2 | 1.2 |
| Rent |  | 4.5 | 3.2 |  | 2.4 | 65.2 | 5.1 | 8.2 | 5.1 | 1．8 | 3.2 |
| Personnel expenses | 13.3 | 8.1 | 14.9 | 17.2 | 15.1 | 73.6 | 17.4 | 14．8 | 20.1 | 18.9 | 15.4 |
| Financisl expenses | 2.2 | 2.3 | 2． 5 | 2.2 | 1.7 | 95.1 | 2.3 |  | 2.9 | 2.3 | 1.9 |
| lnterest s bank chargos Professionst lees | 1.3 0.9 | 1.5 0.9 | 1．3 | 1.8 | 1.1 | 80.3 79.9 | 1.6 | 2.0 | 1．5 | 1.5 0.9 |  |
| Other expenses | 18.2 | 25．1 | 17.3 | 15.3 | is． 1 | 100.0 | 18.2 | 25.1 | 17.3 | 15.3 | 15.1 |
| Profit（l0se） | 8.3 | 13.9 | 12.2 | 4.2 | 2.9 | 98.3 | 8.5 | 14.3 | 12.3 | 4.4 | 3.0 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  | $\ldots$ | ．． | . . . |

## \section*{Symbele} <br> －zero or no observetions <br> －． 100 small 100 be expressed <br> not applicable <br> $\times$ confidential

## Pootnotee

（i）Thest estimetes are besed on a sumple of businesses reporting seies betwen $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0}$
21 Volu in Total weighted expenditure on given itom

This portion of the table pertains only to the businesper poorting the soecilic expense item．Thernfor these ratios ar calculatec individusly and the cotal will not necesserity equel $100 \%$ ．

## Motes

Oita are show oy quarliles when at least 13 of the sampled businesses ceport the soecific item．
Records ware ranked in ascending order according io sales size．Each quertile li．©．botcom 25x，lower micole 255．etc．papresents one quarter of the total number of businesses．Within each quartile．the average ratio is presented．for comperison purposes．the high and low velues of sales are shown．

Mom to use the toles
（1）Locate the aporopriate sales range that is displayed on the two lines entitled＂am sales velue＂and＂Migh sains value＂
（2）The selecied range will indicate the proper guspile．i．t．the dottom 25\％．the lower migole 258 ，the upper midde $25 \%$ or the $10025 \%$.
131 Dara pertuining 10 the selected sales size ronge will on in thet quartile．

## Stenderd Industrim Clastifiestion Definition（SiC 18801

Sit 5220 －Appliance，Pifevision，Radio and Stermo Storea
Businesses primarily engaged in retail dealing in major housanold apoliances．amell electrical appliances，tigision．padio and sound equipment．Repair shoos for suen appliances are included in this industry group

TABLE 2．Balance sneet profil for incorporated ousinesses only．1987
Cansat．Applisenca．Television，Radio ang stereo stores（Sic z22）

| T－＊1： 1 ！ | $\begin{array}{r} \text { zor:om } \\ \text { Z三 } \end{array}$ |  | $\text { n: } 24: 3=a^{2} .$ |
| :---: | :---: | :---: | :---: |


| Jusinesses a samo：No． －ow saies value $\$ 000$ ； tigr sales vary $\$ 000^{\circ}$ ； | $157$ | $\because$ | 2．5 | 为 | E\％ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2verage（3000＇s？ |  |  |  |
| Assets |  |  |  |  |  |
| Jasm |  | － | － | － | － |
| accounts and notes receivable | 20 | 3 | 6 | 8 | う |
| Inventory |  | － | － | － |  |
| Other curpent assets Total cuprent assets | 95 115 | 21 25 | $\pm 3$ | 38 068 | －298 |
| Total curront assets Fixed assets | 115 34 | －9 | 33 | 21 | －5 |
|  |  | － |  | － | － |
| Other assets | 8 | 6 | 4 | 8 | 16 |
| Totel asseti | 157 | 39 | 87 | 145 | 359 |
| Liebilities and equity $0^{\text {a }}$ |  |  |  |  |  |
| Current losns | 15 | 3 | 7 | 14 | 37 |
| Other current lisbilities | 80 | 15 | 28 | 49 | 147 |
| Total eurrent liabilities Mortgages payable | 75 | 18 | 35 | 83 | 183 |
| Mortgages oayabl | ； | － | － | － | － |
| Long term otbt | 3 | 13 | $3^{4}$ | $3{ }^{3}$ | 5 |
| Other liabilities | 34 | 13 | 31 | 38 | รัร |
| Fotel lisbilities | 112 | 32 | 71 | 103 | 243 |
| Total equity | 45 | 7 | 18 | 42 | 198 |

（1）These sstimetes are besed on sample of businesses reporting swles between 325.000 and 32.000 .000 ．
See table for symools and notes．

TABLE 3．Financial ratios（1）for incorporated businessez only． 1987
Cansda．Appliance．Television，Radio and Stereo stores（\＄1C 622）

|  | Total（2） | $\begin{array}{r} 80 t+0 \mathrm{~m} \\ 25 \% \end{array}$ | Lown miod 25\％ | Unoer middle 25\％ | 700 25\％ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol（Mo． Low sales vilu（ $\$ 000^{\prime}$ s） High sales value（ $\$ 000^{\prime}$＇s） | 857 <br> （1） <br> （1） | 111 115 | 115 <br> 238 | 236 547 | 54 i |
|  | Aversog |  |  |  |  |
| Liquidity retio Current ratio（times） | 1.5 | 1.4 | 1.1 | 1.7 | 1.5 |
| ```Leverage petios Dobt/oculity potio (times} interest coverage ratio (times) Onbt retio (timas)``` | 2.5 3.0 0.7 | 4.3 1.6 0.8 | 4.4 1.8 0.8 | 2.5 2.3 0.7 | 2.1 4.0 0.7 |

（11）The phtion represent the verege of ratios for eech business in the group and emnot be calculated from the figures shown in iable 2.
（2）These estimetw ore beet on sample of businesaes peporting seles betwen $\mathbf{5 2 5 . 0 0 0}$ end $\$ 2.000 .000$ ．
See iable 1 for symbols and notes．

Definitions：
1．Liquidity potio：
Curpent z curpent assets／current lisoilities

2．Leverage ratiot：
a）Debt／equity $=$ total liabilit：s／equity
a）Debt ratio $=$ total liabilities $/$ total assets．
cl Interest coversge anet profit interest expense $f$ interest expense

Cansda. Furnicure. Refinishing and Repaif shoo (SiC ź213)

|  | [o:a.' | $\begin{array}{r} \text { इo: :om } \\ 25 \% \end{array}$ |  | -1ac! z 5 - | $\begin{aligned} & =z \\ & =Z \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No. Low sales value i 5000 s) Hign sales value 15000 s | $\begin{array}{r} 39 \\ \because \\ \because \end{array}$ | $1!$ $\vdots 9$ | $\begin{aligned} & 69 \\ & 63 \end{aligned}$ | 引う | : $:$ |
|  |  |  | iverage \$000 |  |  |
| Veorating scivities Easn feam ooerations Jeorectation Other | - | 0 3 -2 | 2 | - | -10 |
| Dividends | -3 | -9 | - | -1 | -5 |
| Investment activities <br> Disoosal of fixed assers <br> pyrchase of fixed assers <br> Increase in investment <br> Occrease in investment | 3 -10 -2 -2 | $-\frac{3}{7}$ | -2 | 8 -12 -6 1 | $-21_{-1}^{3}$ |
| Financing setivitios <br> Increse in long term deot <br> Reosyment of long term debet <br> boens from sharenolders <br> Reobyment of loans from sharaholdars <br> Advances 8 loans from government <br> incioses in equity <br> Decrease in equity <br> Other | $\begin{array}{r}5 \\ -5 \\ 2 \\ -3 \\ - \\ 2 \\ -1 \\ \hline\end{array}$ | $\begin{array}{r} -1 \\ 5 \\ -2 \end{array}$ | 1 -2 $\vdots$ -4 | 9 -6 - -2 - 5 -4 | $\begin{array}{r} 13 \\ -10 \\ -? \\ -? ~ \end{array}$ |
| incpose (decpese) in cesh sequivionts Cash \& equivalents-8eginning of the year Cas \& equivalents - End of the your | - $\begin{array}{r}\text { F } \\ 9 \\ 9\end{array}$ | -1 11 10 | 3 8 9 | -23 -13 -10 | -5 5 - |

 only thase businesses cooorting statement of enanges.
see taple i for symools and nozes.

PABLE 5. Employment cnanges by size of business. 1984-1987 based on Sic classiflcation in 1987
Canade. Furniture. Refinishing and Repair Shop (Sic 6213)

|  |  |  |  | Changes in numb with pa | of jusinesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(i) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average laboup units(1) | $\begin{array}{r} \text { Newly } y \\ \text { reoopting } 2 \text { ) } \end{array}$ | No langer eporting(3) |
| 1984 |  |  |  |  |  |
| Total | 1.415 | 59.339 | 3.283 | 271 | 839 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-}-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 1.405 \\ 8 \end{array}$ | $\begin{array}{r} 46.744 \\ 2.475 \end{array}$ | $\begin{array}{r} 2.595 \\ 135 \end{array}$ | 271 | $\begin{array}{r} 138 \\ ! \end{array}$ |
| 500 and ove? | 6 | 10.120 | 533 | - | - |
| 1987 |  |  |  |  |  |
| Fotal | 1.493 | 72.897 | 3.952 | 246 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 9.473 \\ 18 \\ ? \end{array}$ | $\begin{array}{r} 58.558 \\ x \\ x \end{array}$ | $\begin{array}{r} 3.215 \\ 468 \\ 281 \end{array}$ | 245 1 0 | .. $\cdots$ $\ldots$ |

Iti dverage labour units me colculated by dividing totel payroll py the average manal wage and salary rate as reported in the Surver of Employment. Peyroll and Mours. Stasistics Canada. Cetalogue $12-002$. An average lapour unit could be interpreted as a fullitime employee. Note that the business size groups used are determinco at the canada lovel. Thus if a business has af least 500 omployes in Cansoe as a whol but less than that number in any given province it is shown in the 500 and over group.
(2) Refers to businesses reporting no peyroll deductions in the previous yetr
(3) Reters 10 businesses peporting no paypoll deductions in the following year
"Newly reporting" and "no longer reporting" ousinesses are assumed to have deen in activity for six months and the information is actusied accordingly.
see table ifor symools and noles.
source: Smal| 8usiness and Speciel Surveys Division. Statistics Canada.

TABLE 6. Saleeted operating emaraeteristies of smali businesses by sales quartile. ig85-ig87 Canmde. Furniture, Refimishing and Repair shop (516 6213)

|  | - =a 111 | 30::0m | $-1 \cos =25 \%$ | - ¢0, -2eer |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of ooservations in sample <br> tverage sales $\$$ <br> Average monense g <br> Average net profit (loss) $\$$ | $\begin{array}{r} 254 \\ 39.25 \\ 30.51 \\ 9.110 \end{array}$ | $\begin{array}{r} 29.351 \\ 23.344 \\ 6.507 \end{array}$ | $\begin{array}{r} 45.147 \\ 35.029 \\ 10.518 \end{array}$ | $\begin{aligned} & 73.379 \\ & 59.39 \\ & 10.875 \end{aligned}$ | $\begin{array}{r} 200.368 \\ ؟ 2 .=\equiv 0 \\ 3.130 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Average seles 3 <br> Average expense 5 <br> Average net protit $\$$ | $\begin{array}{r} 224 \\ 79.003 \\ 65.985 \\ 13.018 \end{array}$ | $\begin{array}{r} 30.029 \\ 21.255 \\ 8.786 \end{array}$ | $\begin{aligned} & 45.708 \\ & 33.997 \\ & 11.709 \end{aligned}$ | $\begin{aligned} & 79.020 \\ & 52.995 \\ & 16.025 \end{aligned}$ | $\begin{array}{r} 51.285 \\ 145.051 \\ 15.574 \end{array}$ |
| Businasses reporting lose (Mo.) <br> Averege seles <br> Avmrage axpense \$ <br> Average net ioss $\$$ | $\begin{array}{r} 30 \\ 122.777 \\ 130.139 \\ -7.382 \end{array}$ | $\begin{array}{r} 29.585 \\ 34.859 \\ -5.294 \end{array}$ | $\begin{aligned} & 51.511 \\ & 55.475 \\ & -3.984 \end{aligned}$ | $\begin{aligned} & 83.113 \\ & 89.107 \\ & -5.994 \end{aligned}$ | $\begin{aligned} & 325.920 \\ & 341.116 \\ & -14.198 \end{aligned}$ |


| Number of observations in sample | 110 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales | 100.429 | 31.145 | 48.384 | 72.929 | 249.259 |
| Average expense 3 | 86.050 | 18.653 | 37.832 | 57.18 E | 230.528 |
| Average not profit (loss) \$ | 14,379 | 12.492 | 10.552 | 15.743 | 18.729 |
| Businesses resorting profit (No.) | 188 |  |  |  |  |
| Average seles | 101.052 | 31,589 | 48,384 | 72.841 | 251.615 |
| Average expense | 8. 8.600 | 17.738 | 37. 421 | 55.589 | 228.853 |
| Average net profits | 18.452 | 13.831 | 10.983 | 18.052 | 24.952 |
| Businceses reporting lose (Mo.) |  |  |  |  |  |
| Average sales \$ | 101.213 | 25.811 | 48.388 | 90.281 | 240.595 |
| Average expense 5 | 109.147 | 30.610 | 60.084 | \$3.151 | 244.764 |
| Average net loss \$ | -5.934 | -4.999 | -11.678 | -2.890 | -4.169 |

1987

| Number of observations in sample <br> Average salus $\$$ <br> Average expense $\$$ <br> Average net profit (loss) s | 222 117.318 104.397 12.921 | 31.947 22.791 9.158 | $\begin{aligned} & 52.845 \\ & 37.299 \\ & 15.569 \end{aligned}$ | $\begin{aligned} & 94.552 \\ & 81.49 \\ & 13.236 \end{aligned}$ | $\begin{array}{r} 289.828 \\ 298.105 \\ 13.723 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses poportine profit (Mo.) | 113 |  |  |  |  |
| Average sales \$ | 119.708 | 32.022 | 53.001 | 92.635 | 301.173 |
| Average expenses | 102.985 | 21.797 | 36.193 | 79.218 | 275.937 |
| Average net profit \$ | 18.922 | 10.225 | 16.808 | 15.417 | 25.236 |
| Businesses reporting loss (Mo.) | 39 |  |  |  |  |
| Avorage sales \$ | 113.299 | 30.835 | 50.727 | 110.903 | 250.731 |
| Average expense 3 | 120.333 | 37,498 | 52.071 | 115.229 | 275.534 |
| Average net loss \$ | -7.034 | -6,663 | -1.344 | -1.325 | -15.803 |

[^36]TABLE 1．Selected joereting ratios．in percent of sales．1987
Canada．Furniture．Refinishing and Repair Shop（sic á213）

|  | 20311： |  | 907 |  | －Jate－${ }^{\text {－}}$ \％ |  | －35 ミ－ごき， |  |  | －： |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Zusinesses a samol to． ．om sales rau is SOO s． digñ sales value 5000 s． | $\begin{aligned} & : 5 \\ & \vdots \\ & 11 \end{aligned}$ |  | $42$ |  | $\begin{aligned} & \therefore 2 \\ & 37 \end{aligned}$ |  | $3 i$29 |  |  | ： |  |
| Selected exoense itam | industry guerage（2） |  |  |  |  | $\begin{aligned} & \because \text { zusi } \\ & \text { nesses } \\ & \text { recor:ing } \end{aligned}$ |  |  |  |  |  |
|  | Toral | $\begin{aligned} & \text { 30ヶtom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text {-ower } \\ \text { mal } \\ 25 x \end{array}$ | $\begin{gathered} \text { uooer } \\ \text { niddl } \\ 25 \% \end{gathered}$ | －25\％ |  | 2：31 | $\begin{array}{r} 30:=2 m \\ \\ : 5 \% \end{array}$ |  | $\begin{array}{r} \text { 'scer } \\ \text { minal } \\ 25 \% \end{array}$ | $\begin{aligned} & 25 \\ & : 5: \end{aligned}$ |
|  | Porcont of salus |  |  |  |  |  | Jorcant oi salas |  |  |  |  |
| Cost of sales | 28.6 | 18.1 | 28.1 | 30.9 | 31.0 | 82.4 | 32.3 | 29.9 | 30.9 | 33.4 | 33.9 |
| Occupancy expenses | 10.9 | 13.1 | 10.3 | 11.1 | 9.1 | 99.9 | 10.9 | 13.1 | 10.3 | 11.1 | 9.1 |
| Deoreciation | 2.3 | 5.0 | 2.5 | 2.3 | 1.7 | 87.1 | 3.3 | 7.2 | 2.5 | 2.3 | ！－ |
| Reosirs \＆maintenance | 1.3 | 1.4 | 1.5 | 1.1 | 0.9 | 50.2 | 2.1 | 2.8 | 2， 3 | 1．？ | ：．${ }^{1}$ |
| Heat．I ignt s telaphone | 3.0 | 3.1 | 3.4 2.8 | 2.9 | 2.8 | 91.6 | 3.3 6.8 | 10.5 | 3.8 | 3.2 | 2． 5 |
| Rent | 3.7 | 3.5 | 2.8 | 4.8 | 3.8 | 54.9 | 6.8 | 10.0 | 6.4 | 7.6 | －． |
| Personnel expenses | 19.5 | 1.2 | 12.6 | 25.5 | 35.4 | 75.9 | 25.4 | 9.7 | 18.5 | 25.5 | 35.5 |
| Financial exponses | 3.4 | 8.7 | 2.6 | 2.3 | 2.2 |  |  | 6.8 | 3.0 |  |  |
| lnterest \＆bank chargus professional foes | 2.7 | 5.2 0.5 | 1.8 0.8 | 1.4 0.9 | 1.1 | 79.5 | 3.4 1.0 | 7.4 1.1 | 2． 5 | －． 8 | 9．6 |
| Other expenses | 20.1 | 29.7 | 17.5 | 15.8 | 17.8 | 100.0 | 20.1 | 29.7 | 17.5 | 15.8 | 17．6 |
| Profit（lose） | 19.5 | 30.2 | 28.9 | 16.3 | 4.7 | 99.9 | 19.5 | 30.2 | 28.9 | 14.3 | 4.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ |  | ．． |  | $\ldots$ |

## Symols

```
zero of to obsepvetions
- to0 small coo De expressed
    not applicablo
x confidun%।al
```


## footnetes

（1）These estineres ern besed on stmple of businesses reoorting sales betwen 525.000 tinc 52.000 .000


 individudly and the total will not necesser ily equil $100 \%$ ．

## Nores

Deta are shown by quertiles when st less 13 of the samplec businesses pepop：the specific iten．
 on quarter of the total numoer of ousinesses．Within tech quertile，the average ptio is prosentad．for comparison ourposes．the high and low values of salins ar shomn．

How to use the tetims

（2）The selected range will indicate the proper quartile．i．e．the botron 25\％．the lower miade 25\％．the upot midgle $25 \%$ or thit $10025 \%$.
（3）Data pertaining to the seluctad salas size range will ob in that quartila．

## Stenderd Industrisl Clestifieneien Definisian（SIC 19s0）：

SIC 5213－Furniture Refinishing and Repair Shops
Businesses primarily engaged in the reosir and refinishing of furnitur such as patail antigu furniture repar．retal furniture reupholstering．tuphiture refinishing ant ropar shops．furniture repair．furniture paint and varnish stripping and polishing of furniture．

TABLE 2. Salance sheet proftle for incorported businestes only. 1987
Ganmds. Furniture. Retinisning and Reosir shop (StC azi3)

|  | Feial: ${ }^{\text {a }}$ | $\begin{array}{r} 30:: 2 n \\ : 2: \% \end{array}$ | $9.0010^{-3 w e r}$ | -1ce: esee: |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businessas in sampl (Mo. . Ow sales value ( $\$ 000^{\prime}$ s) Hiģ saics value ( $\$ 000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 198 \\ & 11 \\ & 11 \\ & 1 \end{aligned}$ | $26$ | $: \frac{66}{35}$ | $\begin{gathered} =9 \\ -48 \end{gathered}$ | :-8 |
|  | Sverage \{ $\$ 000$ s ) |  |  |  |  |
| Assets |  |  |  |  |  |
| assn accounts and notes receivable | 4 | 2 | 3 | 10 | 37 |
| !nventory - | - | - | = | - | - |
| jther surrent assets | 31 | 19 | : 7 | 77 | 5? |
| Potel curpent sssets | 45 | 13 | 23 | 38 | 04 |
| Fixed assets | 28 | 11 | 6 | 31 | E4 |
| Less: Accum. deo. on fixed assets | - | - | 5 | ; | 5 |
| Othor assets | 4 | $!$ | 5 | 3 | 5 |
| Total sesets | 77 | 24 | 45 | 10 | 182 |
|  |  |  |  |  |  |
| Current loens | 28 | 12 | 18 | 5 | 18 59 |
| Total current liabilities | 36 | 16 | 21 | 28 | 77 |
| Mortgages oaymole | - | - | - |  | - |
| Long term debt | 1 | 1 | , | - | : |
| Other liabilities | 24 | 9 | 19 | 21 | 45 |
| Total litbilities | 80 | 24 | 41 | 48 | 123 |
| Total equity | 17 | 1 | 4 | 22 | 39 |

(1) These estimates are bssed on sempl of businesses pooofting situs berween $\$ 25.000$ and $\$ 2.000 .000$.

Set iagl: i for symools and notes.

TABLE 3. Finuncial ratios(1) for incorporisted businesteis only. 1987
Canada. Furniture, Refinishing and Repeir Shop (SiC 6213)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | Lown middl 25\% | Uoper midde $25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 108 $(1)$ $(1)$ | (1) 108 | 105 155 | 155 <br> 248 | 248 $!$ |
|  |  | Averege |  |  |  |
| biquidity petio Current ratio (times) | 1.3 | 0.9 | 1.1 | 1.3 | 1.3 |
| ```Leverage intlos Deot/equity retio {times} interest coverage retio (times) Onot retio (times)``` | 3.8 3.6 0.8 | 44.9 3.8 1.0 | 10.0 3.3 0.9 | 2.2 3.8 0.7 | 3.2 3.7 0.9 |

$(11$ ine retios peoresens the everege of ctios for eech business in the group and cannor be calculted from the figures shown in table 2 .

Sen fute I for symols and notes.

Definitions:

1. Liquidity estio:

Cuprent s curfont assets / cuprent liabilities.
2. Leverlige fatios:
al Devilequity = total liabilities / eauity
D) Doot ratio = cotal |ibilities/ total essets
c) Internst coverage a not orolif. interest expense / incernst expense.

Canaaa, Houshold furnitur Stores (Sic 8̂21)


 only those ousinesses roporing stitement of chenges.
Se tate 1 for symools ind noses.

TABLE 5. Employmont enanges by size of business, 1984-1987 based on SIC elassification in 1987
Canme, Houshold Furniture Stores (SIC 621)

| Business se expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payrol } \\ (\$ 000 \end{array}$ | Aversge labour units(1) | Changes in number of Dusineses with paid emoloress |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 y <br> reporting (2) | No ionger (000r*ingl 3 . |
| 1984 |  |  |  |  |  |
| Potel | 4.277 | 383.381 | 24.785 | 719 | 397 |
| $\begin{aligned} & \text { lass than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} .048 \\ 184 \\ 25 \\ 20 \end{array}$ | $\begin{array}{r} 202.408 \\ 81.072 \\ 41.276 \\ 58.605 \end{array}$ | $\begin{array}{r} 12.892 \\ 5.390 \\ 2.752 \\ 3.751 \end{array}$ | $\begin{array}{r} 897 \\ 17 \\ 5 \end{array}$ | $\begin{array}{r} 383 \\ \vdots \\ 3 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 4.555 | 527.122 | 30.895 | 859 | - . |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-} 99^{2} \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | 4.288 228 38 12 | 256.351 130.017 76.645 66.109 | $\begin{array}{r} 14.980 \\ 7.649 \\ 4.391 \\ 3.875 \end{array}$ | $\begin{array}{r}847 \\ 12 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

111 Average labour units are colculated by dividing total poyroll oy the average annul wage ond stary rate os reported in the

 500 employees in Canade as whol but less phan that number in any given orovince it is shown in ine soo and over group
121 Refers to ousinesses reporting no geyroll deductions in the previous yeler
131 Refers to ous inesses peporsing no payroll deauctions in the following vear

* Mewly reporting" and mo longer reporting" businessgs are assumed to have pen in activity for sit months and the nformation is djusild accordingly

Set Table 1 for symods and notes.

PABLE 6. Selected operating Characteristics of small businesses by sales quartile. is85-4987 Canade, Houshold furniture Stores (Sic $\overline{21)}$


1985

| Number of soservations in sample <br> Ivarago sales § <br> average exoense j <br> Avarage net arofit (loss) \$ | $\begin{array}{r} 742 \\ 362.324 \\ 348.825 \\ 13.999 \end{array}$ | $\begin{gathered} 60.187 \\ 24.433 \\ 5.754 \end{gathered}$ | $\begin{array}{r} 03.346 \\ 35 . ~ \\ 332 \\ 9.713 \end{array}$ | $\begin{array}{r} 309.8 E 3 \\ 302.755 \\ 7.393 \end{array}$ | $\begin{aligned} & =98.93 \\ & 39 \\ & 35.03 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reperting opofit (No.) <br> Average saies s <br> Average expense <br> Average net profit \$ | 823 383.875 339.922 23.953 | $\begin{aligned} & 39.799 \\ & 29.247 \\ & 10.552 \end{aligned}$ | $\begin{aligned} & 39.103 \\ & 84.596 \\ & 14.507 \end{aligned}$ | $\begin{array}{r} 300.387 \\ 282.85 \\ 7.336 \end{array}$ | $\begin{array}{r} 3: 5.209 \\ 362.993 \\ 53.2: 6 \end{array}$ |
| Businesses reporting lose (Mo.) <br> Average seless <br> Avarage expenses <br> Average net oss | 111 351.483 372.859 -29.178 | $\begin{array}{r} 41.909 \\ 57.489 \\ -15.560 \end{array}$ | $\begin{array}{r} 112.75 \% \\ 120.115 \\ -7.359 \end{array}$ | $\begin{aligned} & 332.539 \\ & 350.199 \\ & -19.840 \end{aligned}$ | $\begin{aligned} & 918.726 \\ & 982.872 \\ & -44.146 \end{aligned}$ |

1985

| Mumber of observetions in sample <br> Average selus \$ <br> Average expenses <br> Average net profit (loss) \$ | 548 379.715 357.890 14.025 | 37.548 27.572 9.978 | $\begin{aligned} & 89.593 \\ & 75.383 \\ & 12.210 \end{aligned}$ | $\begin{array}{r} 309.582 \\ 295.457 \\ 13.105 \end{array}$ | $\begin{array}{r} 1.052 .588 \\ 1.031 .347 \\ 20.811 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses roporting profit (Mo.) | 449 |  |  |  |  |
| Average sales | 364.300 | 38.243 | 84. 855 | 302.487 | 1.031 .813 |
| Average expense | 342.102 | 25.043 | 88.827 | 282.465 | 992.272 |
| Average net profit\$ | 22.198 | 13.200 | 18,228 | 20.022 | 39.341 |
| Bueinestes reporting loss (Mo.) Average sates |  |  |  |  |  |
| querage sates $\$$ | 396.880 | 32.818 | 110.281 | 329.847 | 1.113 .772 |
| Average expenso \$ | 415.312 | 44.790 | 131.355 | 336.572 |  |
| Average nut loses \$ | $-18.632$ | -11.972 | -21.074 | -5.725 | -34.760 |
|  |  |  | 1987 |  |  |
| Number of observations in sample | 1.044 |  |  |  |  |
| Average stics | 387.915 | 42.376 | 115.855 | 317.768 | $995.8 B 2$ |
| Average xoense | 353.249 | 31,125 | 107.863 | 309.238 | 964.768 |
| Average net profit (loss) \$ | 14.688 | 11.249 | 7.992 | 8.530 | 30.894 |
| Businesses peporting a profit (Mo.) | 808 |  |  |  |  |
| Average seles | 372.641 | 42.338 | 110.974 | 326.237 | 1.011 .013 |
| Average expense \$ | 348.495 | 28.828 | 97.110 | 304.327 | 983.913 |
| Average net orofit \$ | 24.146 | 13.710 | 13.864 | 21.910 | 47.100 |
| Gusinesses reporting lose (Mo.) | 235 |  |  |  |  |
| Averoge seles | 352.661 | 42.615 | 133.460 | 297.269 | 937.300 |
| average empense $\$$ | 370.957 | 48.042 | 146.547 | 321.123 | 988.014 |
| Average net loss \$ | -18.296 | -5.427 | -13.187 | -23.854 | -30.716 |

11 These estimates ore ossed on sempl of ousinesses peopting sal detween $\$ 25,000$ end $\$ 2.000 .000$.
Sen rable 1 for symools and notes

TABLE 1. Selected operating retios, in pereent of saies, 1987
Canade. Houshold Furniture Stores (SIC 521)

|  | -2.31: ii |  | 30ヶ\%om |  |  |  |  |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samo : Vo. Low sales value $\$ 000$ s) tign saies value i $\$ 0 C 0$ 's, |  | $\begin{array}{r} 330 \\ 11 \\ 11 \end{array}$ |  | ¢0 |  | : ${ }^{56}$ |  |  |  |  |  |
| Sulected expense item | industry average: |  |  |  |  | $\begin{aligned} & \text { Ozusi- } \\ & \text { inses } \\ & \text { oocrting } \end{aligned}$ | =eoor: 0 g zus.-ossas =nivl |  |  |  |  |
|  | Total | $\begin{array}{r} 30+70 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Gower } \\ \text { midd } \\ 25 \% \end{array}$ | joper iod: 25\% | $\begin{array}{r} 700 \\ 25 \% \end{array}$ |  | 2231 | $\begin{array}{r} 30 t: 5 m \\ : 5 \% \end{array}$ |  | $\begin{aligned} & 20 e r \\ & 001 \\ & 25 \% \end{aligned}$ | -30 |
|  | Pareant of sales |  |  |  |  |  | Percant of sales |  |  |  |  |
| Cost of sales | 48.4 | 25.5 | 41.0 | 54.7 | 84.3 | 20.4 | 51.3 | 33.7 | 44.2 | 57.7 | 65.1 |
| Decupency expensen | 1.3 | 12.1 | 10.1 | 1.8 | 5.1 | 99.5 | 1.9 | 12.3 | 10.2 | 7.8 | 5.4 |
| Sepreciation | 1.9 | 3.8 | 1.8 | 1.3 | 0.9 | 89.5 | 2.2 | 4.5 | 2.8 | 1.4 | 0.8 |
| Ropairs \& maintenance | 0.9 | 1.5 | 1.0 | 0.7 | 0.6 | 67.5 | 1. 4 | 2.8 | 1.5 | 0.9 | 0.7 |
| Heat, light s itephone | 2.2 | 3.2 | 2.8 | 1.8 | 1.1 | 94.6 | 2.4 | 3.7 | 2.9 | 1.8 | 1. 2 |
| Rent ${ }^{\text {ent }}$ | 3.8 | 3.7 | 4.5 | 4.0 | 2.8 | 67.9 | 5.5 | 3.2 | ถิ. 6 | 5.2 | 3.3 |
| Personnel expenses | 14.7 | 7.5 | 21.4 | 17.3 | 12.4 | 85.7 | 17.1 | 13.5 | 23.0 | 18.3 | 12.5 |
| Financial expenses | 2.9 |  |  |  |  |  |  | 4.8 4.9 |  |  | 1.7 |
| lnterest s bank chargas | 2.0 | 3.7 0.8 | 1.6 1.0 | 1.3 0.7 | 1.3 0.6 | 80.9 | 2.8 0.8 | 4.9 1.2 | 2.0 | 1.5 0.7 | 1.5 |
| Dther expenses | 17.5 | 24.3 | 17.3 | 15.1 | 13.3 | 100.0 | 17.5 | 24.3 | 17.3 | 15.1 | 13.3 |
| Profit (loses) | 9.9 | 28.1 | 7.7 | 3.1 | 2.2 | 99.4 | 10.0 | 25.1 | 7.8 | 3.1 | 2.9 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | $\ldots$ | -•• | . . |  |

## Symol:

- zero of no observetions
- 200 smeli soo be expresesed
not applicsole
$\times$ confidentisi


## footnotes

111 These estinetes pre besed on semple of businesser roporting sales betwem \$25.000 shd $\$ 2.000 .000$.
(2) Value in esch cell : Totel wighted oxpenditure on given iten

This goption of the tol gertsins only to the businesses reorting the specific oxpense itum. Therefore these retios ar calculated individuslly and the cotsl will not necesserily equal $100 \%$.

## Motes

Data are shown by quertiles when et lest 13 of the sampled businesses repert the specific item.
 one querter of the sotil number of businesses. Hithin each quartilo. the average ratio is presented. for conparisan ourposes. the high and low values of salas ore shown.

## How so use the tebles

(1) bocete the spprooriate sales range the is displayed on the two lines entigled low satios valuel and emigh sal es vituem
(2) The selocted range will indicete the proper gueptile. i. the gottom 25\%. the lower middla 25s. the upoer midde 252 or the 200 25\%.
(3) Date perteining to the velected seles size pange will be in thet quertile.

## Senderd Industrisl Ctessificesion Definision (SIC 1180):

Sic 6210 - Mousthold furniturt Stores
 bre included in this incustry group.

TABLE 2. Balance shete profilt for incorporated businesses oniy. 1987
Canada. Houshold Furniture Stores (SIC 521)



```
Ses indicif for symbols and notes.
```

TABLE 3. Financial retios(1) for incorporated buzinesses oniy. 1987
Canede. Houshoid furniture Stores (SIC E21)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\text { midel } 25 \%$ | Uoder middl 25\% | 200 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales vilue ( $\$ 000^{\prime}$. | 706 $(1)$ 11 | $11)$ 178 | 178 389 | 389 808 | 808 <br> 111 |
|  | Averepe |  |  |  |  |
| Liquidity retio Current retio (times) | 1.7 | 1.3 | 1.7 | 1.7 | 1.7 |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage patio (times) <br> Dobt ratio (times) | 2.3 2.9 0.7 | $\begin{aligned} & 5.8 \\ & 0.2 \\ & 0.8 \end{aligned}$ | 3.1 2.2 0.8 | 2.9 2.5 0.7 | 1.9 3.0 0.7 |


12) These stimetes are besed on semple of businesses reporting seles between $\$ 25,000$ and $\mathbf{~ \$ 2 , 0 0 0 , 0 0 0 . ~}$

See rable 1 for symols and notes.

## Definitions:

1. Liquidiry retio:

Current $=$ curpent assets / cupront liabilities
2. Leverage ratios:
a) Oebtequity $=$ total liabilities / equity
b) Oebtratio = total liagilities/ total assets.
c) Interest covarage = net profit - interest expense / interast expense.

TABLE 4 . Statement of =nanges in financial position for ineoroorated businesses only. 1987 Sanada, Fatis and farn ztores iSic jisi)

|  | -3¢ali: | $\begin{aligned} \text { zatem } \\ 2 \end{aligned}$ | T1 चऽ: |  | : $=$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samo © Mo. -ow sales vaiue ( 3000 s) Hign sales value (5000's) | و乌 | $109$ | $\begin{array}{r} 109 \\ 185 \end{array}$ |  | : |
|  |  |  | erage 3000 |  |  |
| ```Joerating activities -asn'com opefations Zodraciafion Other``` | $\begin{array}{r} 7 \\ 4 \\ -2 \end{array}$ | r $\begin{array}{r}3 \\ 2 \\ -11\end{array}$ | $\begin{array}{r} -5 \\ 2 \\ -\quad 13 \end{array}$ | $\begin{array}{r} \div \\ 3 \\ 3 \\ \hline \end{array}$ | 29 98 $\cdots$ |
| Dividends | -2 | - | - | -1 | -5 |
| Investment activities <br> Disposal of fixed assets <br> purchase of 1 i xed essets <br> increse in investment <br> Oecrese in investment | $\begin{array}{r} ! \\ -1! \\ \hline \end{array}$ | -1 | -1 | - ${ }^{2}$ | $-34$ |
| Finmeing ectivities <br> incresse in long eerm debt <br> Reparment of long cerm debt <br> Loans from snarenolders <br> Repayment of laans from sharenolders <br> Advances \& loans from government <br> incresse in equ.ty <br> Ocresse in equity <br> Other | $\begin{array}{r} 10 \\ -2 \\ 7 \\ -6 \\ - \\ 1 \\ -2 \end{array}$ | 9 -4 -8 | 18 -8 8 -6 | 2 -1 -8 -9 -8 -8 | 20 -2 4 -4 - -2 |
| Increse(deciesse) in cash \& equivalents Cash s quivsionts-8eginning of the year Cash squivelents - End of the yoer | ? | 6 -2 4 | $\begin{aligned} & -5 \\ & -3 \\ & -8 \end{aligned}$ | 24 -31 21 | 12 15 |


only those businesses reporting statement of ensnges.
see inole 1 for symols the notes.

TABLE 5. Empioyment changes by size of bualness, 1984-1987 based on SIC classiffestion fn i987
Canade. Fabrie and Yern Seoras (SiC 6151)

|  |  |  |  | Changes in numb with poid | of businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average laboup units(1) | Number of businesses | $\begin{array}{r} \text { Total oayrall } \\ (\$ 000 \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Mew } 19 \\ \text { roorting }\{2\} \end{array}$ | No longer ropareing(3) |
| 1984 |  |  |  |  |  |
| Tote ${ }^{\text {a }}$ | 1.883 | 70.559 | 7.887 | 282 | 178 |
| $\begin{aligned} & \text { 1ess then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.615 \\ 50 \\ 17 \\ 1 \end{array}$ | $\begin{array}{r} 35.868 \\ 14.378 \\ x \\ x \end{array}$ | $\begin{array}{r} 3.959 \\ 1.807 \\ 1.708 \\ 613 \end{array}$ | $275$ | $176$ |
| 1987 |  |  |  |  |  |
| Totel | 1.735 | 81.288 | 7.559 | 236 | . . |
| $\begin{aligned} & 1 \text { ess then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.871 \\ 45 \\ 18 \\ 1 \end{array}$ | $\begin{array}{r} 10.546 \\ 15.783 \\ x \\ x \end{array}$ | $\begin{array}{r} 3.770 \\ 1.475 \\ 1.629 \\ 685 \end{array}$ | 236 | $\cdots$ $\cdots$ $\cdots$ |

[^37]TABLE 6. Selected operating enaracteristies of smail ousinesses oy saies duartile. $1985-1987$
Eanade. Faoric and yarn storea (SiC 5151)

| 3ot:cm | - jwer |
| :---: | :---: |
| -5\% | $=21$ E\% |

Number of ooservations in samola Autiod sties 3 ¿verage axpense क Average net orofit \{loss) $\$$

Busineses reporting arofit (Mo.) Average sales $\$$ Average exponst $\$$ Aversge not orofit s

Businesses reopting lass (MO.) Aver sog seles Average expense \$ Average Aot loss $\$$

## 335

53. 328 53,328
$1+\frac{0}{6}, 368$

- 6.682

155. 271

155,811
161.849
14.152
148.980
158.908
158.908
-9.928
24.122
36.310
56.338
3
3.972
09.577
08.323
0.054
201.350
12.370
19
19.379
103.:81
373.816
29.365
3.972
69.793
59.753
59.753
8.040
30.822
5.740
34.543
39.182
81.586
70.604
-9.038
-4.539
1.507
1.403
29.365

1986

Mumber of observations in smele Avertige ssies $\$$ Average sieles average expenge $\$$ Average expenge 5
Average not profit (loss)

Busingeses reporting opofit (Mo.) Average seles $\$$ Aversge expense s Average not orotits

Uusinusese peoorting lose 〈Mo.〉
Average stlet 5
Averset expense 5
Avorage net los:

## 528

145.598
40.183
5.435

381
146.295
134.882
134.892
11.613
149.005
159.274
$-10,259$
33.419
33.358
.358
83
33.538
29. 135
4.481
33.173
39.220
-6.047
65.209
65.209
83.888
$\begin{array}{rrr}\mathbf{8 3 . 8 8 8} & 108.355 & 355.255 \\ 1.323 & 4.174 & 18.178\end{array}$
10.836
83.786
8.872
56.880
84.073
$-7.193$
385.506
342.093
23.413
398.869
417.142
$-18.473$
397.453
12.52
08.35
371.231
102.356
117.111
$-14.755$

1987

331
145.222

Dusinceses peperting preflt (Mo.)
Average sales $\$$
Average expenge
Average not profits
210
149.433
135.454

Businesses peperting less (Ma.)
Aversge seles 5
Avarage ixpense S
average expense 5 148,978
148.019
$-11.042$
32.665
34.824
-2.159
51.842
47.417
4.425
104.254
101.191
3.083
392.125
375.611
16.514

Average net loss 5
28.7
51.19
45.10
106. 348
807.267
374.553
93.409
12.93
32.696

111 These estimeres art oweed on sampl of businesses reporting sales between $\mathbf{2} 25,000$ end $\mathbf{2} 2.000,000$.
See tabla for symools and notes

TABLE 1. Selectac operating ratios. in percant of sales. i987
Ganada. Faoric and Yarn Storen (Sic 5151)

|  | -2:31.1) |  | 3et:9m |  | - coce - - - |  | - cctozer. |  |  | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Zusinesses samo No. -ow jales value 3000 s -ignt sales value $\$ 000$ s |  | $: 27$ |  | $45$ |  | $\begin{aligned} & \therefore 5 \\ & 5 a \end{aligned}$ |  |  |  |  |  |
| Sulected exoense item | ? noustry zuerageiz! |  |  |  |  | $\begin{gathered} \text { : susi- } \\ \text { nosses } \\ \text { roorting } \end{gathered}$ |  |  |  |  |  |
|  | iotal | OTtam 25\% | $\begin{array}{r} \text { 3war } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { uocer } \\ \text { modol } \\ I 5 \% \end{array}$ | $\begin{aligned} & 35 \\ & i 5 \% \end{aligned}$ |  | - 3 |  | $\begin{array}{r} \text { siner } \\ \text { migal } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { =ogr } \\ & \text { 1dd } \\ & 55 \% \end{aligned}$ | $\begin{aligned} & 20 \\ & 2=0 \end{aligned}$ |
|  | Precent of salus |  |  |  |  |  | cercont of saims |  |  |  |  |
| Cost of sales | 58.2 | 51.8 | 81.4 | 58.6 | 55.4 | 94.2 | 61.8 | 83.9 | 65.3 | 62.2 | 56.4 |
| Decupency expenses | 10.4 | 14.5 | 8.0 | 10.5 | 9.0 | 98.9 | 10.6 | 15.1 | 8.0 | 10.5 | 9.0 |
| Jedrec ation | 9.0 | 0.7 | 0.9 | 1.4 | 1.3 | 72.4 | 1.4 | 1.8 | 1.1 | 1.8 | 1.1 |
| Ropaits \& maintoname | 0.6 | 0.7 | 0.6 | 0.8 | 0.6 | 51.8 | 1.0 | 1.5 | 0.3 | ? 2 | 0.8 |
| Hest. lignt \& telephone | ¢. 3 3.9 | 2.4 10.7 | 1.8 4.9 | 1.8 8.5 | 1.4 | 91.2 | 2.0 9.0 | 2.7 16.3 | 2.1 8.3 | 1.9 | $\cdots$ |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel expenses | 10.8 | 7.0 | 7.3 | 12.2 | 18.4 | 84.3 | 12.8 | 9.7 | 9.2 | 13.6 | 17.2 |
| Finencisl mpenses | 3.2 | 4.2 | 2.5 | 3.8 | 2.4 | 95.3 |  |  |  |  |  |
| lnterest S bank charges Professiona fees | 2.4 0.8 | 3.1 | 1.9 0.5 | 2.9 1.0 | 9.7 0.7 | 78.5 80.4 | 3.0 1.0 | 4.1 1.5 | 2.7 0.9 | 3.5 | 2. 0.7 |
| Other expenses | 14.4 | 19.2 | 13.1 | 13.2 | 12.1 | 100.0 | 14.4 | 19.2 | 13.1 | 13.2 | 12.1 |
| Profit (loss) | 3.0 | -3.1 | 7.7 | 3.7 | 3.8 | 98.9 | 3.0 | -3.4 | 7.9 | 3.7 | 3.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | $\ldots$ | * . | $\cdots$ | . . |

## sybols

- zero ar no observetions
- too smell 800 be uxpressed
. nos apolicable
$\times$ confiontial


## Foornotes

(1) These estimates sre besed on sample of businesses reporqing sal between $\mathbf{3 5} .000$ and $\$ 2.000 .000$. Total weighted expenditure on a given item
(2) Value in eseh coll $=\times 100$ for each auterile.

131 value in sech cell $=\frac{\text { Total wighted expendiqure on given iten }}{\text { Total wighted sales of businesses reporting this item of expenditurg }} \times$ loo for each quartile
This oortion of the csole pertins only to the businesses recopting the soecific expense iten. Therefope these ferios are celeulatec individually ano the total will not mecessarily equal $100 \%$.

## Motes

Osta are shown by quartites when br least 13 of the sampled businesses report the soecific item.
 one Guerter of the totel number of businegses. Hithin sach quartile, the average rapio is presthted. for comparison purposes, she migh and 1 ow vilues of seles are shown

How to use the tables

(2) Tha selgeted pange will indicat the proper quertile. i. . the bottom 25\%. the lower midde 25\%. the upper midd 25\% or the 100 25\%.
(3) Oata oertaining to she sulected salus sizo range will be in that quartile.

Stencerd Industris) CIEseifiestion Definition (SIE 1ssor:
SIC 6151 . Fatic and Yarn Storms

 retail sextile fobrics. retail yarn googs lextilg faorich and retail yarn.

TABLE 2．Balsnce shaet proftle for incorporated businesses only．1987
Canada．Fabic and Yarn scores（SIC 6151）

| －2：31：？ | Sorran :三" | －＊ctosm\％ |  | $=2$ |
| :---: | :---: | :---: | :---: | :---: |


| วैus insses ！r．3amole（Mo．） －ow sales value $\$ 000$＇s） ＂ign saies value（ $\$ 000$ s） | 23 $\vdots$ $\vdots$ | $3 E$ | ． 96 | $\begin{array}{r} 22 \\ -12 \end{array}$ | $\therefore \vdots$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average ！5000＇s |  |  |  |  |
| Assets |  |  |  |  |  |
| Casn |  | － | － | － | － |
| Aecounts and notes pecivat． | 7 | 1 | 1 | $\pm$ | 2． |
| Inventory－－ | － | － | － | － | ． |
| gther current azsers | 129 | $\div 9$ | 48 | 19 | ここ |
| Totil cuppent ossets | 127 | 50 | 49 | 23 | 275 |
| Fixed asseta | 28 | 4 | 8 | ：8 | 74 |
| Less：Accum．deo．on fixed lesets | － | － | $\therefore$ |  | － |
| Dther assets | 9 | － | i 1 | 4 | 22 |
| Total unsets | 183 | 54 | 5 | 144 | 373 |
| Lisbilities and equity |  |  |  |  |  |
| Current ioans | 13 | 1 | 12 | 8 | 31 |
| Other current lisoilitios | 55 | 30 | 19 | 65 | 103 |
| Totaí current lisoilitiss | 68 | 31 | 32 | 73 | ＋33 |
| Mortgages peraol． | － | － | － | － | ， |
| Long term ocet | ， | 2 | $?$ | i | － |
| Other liabilisies | 44 | 31 | 18 | 47 | 78 |
| Tatal limeilities | 117 | 84 | 58 | 121 | 219 |
| Total equity | 66 | －9 | 9 | 23 | 154 |


See lable ifor symbols and notes．

TABLE 3．Financial ratioz（1）for incorporated butimestez only， 1987
Canade．Fabrlc and Yarn stores（Sic sis1）

|  | Total（2） | $\begin{array}{r} 80+t 0^{3} \\ 25 \% \end{array}$ | Lower midde 25\％ | Upder middle 25\％ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businasses in samole（Mo．l Low sales value（ $\$ 000^{\circ}$ s） Migh sales value（ $\$ 000^{\circ}$ s） | $\begin{aligned} & 123 \\ & (1) \\ & 11) \end{aligned}$ | 11 98 | $\begin{array}{r}98 \\ 182 \\ \hline\end{array}$ | 182 415 | 115 111 |
|  | Aversige |  |  |  |  |
| Liquidity patio Cuprent ratio（times） | 1.9 | 1.6 | 1.6 | 1.9 | 2.1 |
| beverage patios <br> Debt／equity ratio（times） <br> Interest coverage patio（times） <br> Debt ratio（times） | $\begin{aligned} & 2.6 \\ & 2.1 \\ & 0.7 \end{aligned}$ | -6.9 $i .2$ | 8.2 0.9 | $\begin{aligned} & 5.3 \\ & 1.8 \\ & 0.8 \end{aligned}$ | 1.1 3.7 0.6 |


（2）Phest estimeted are oseed on timplo of businesses peporting sel es betwem 525，000 and 32，000，000．
See rable i for zymools and notes

## Definitions：

1．Liquidiey patio：
Current＝current assets／current lisoilisies

2．Leverage ration：
a）Debt／equisy $=$ cotal liabilities／equity
a）Dedr ratio $=$ cosal liabilities／totil assets
c）interest coverage $=$ net arofis ．interest expense／interest exoense

PABLE 4. jtatament of smanges :n finameial gosition or incorporatad pusinesses oniy. isgl
Ganada. Fiothing 3tores .7.a.... (iC zi41)

 oniy those ousimesses peporting stscememt of changes.
set itole 1 for symbols ana notes.

TABLE 5. Employment changes by stzo of business, 1984-1987 based on SIC ciassification in ig87 Cenede, Clothing stores n-e.c. (SIC 5141)


(i) Aversge laour unics are calculated oy dividing total payroll by ine ayerage annus wage and salary peta as reporte in the Survey of Emoloyment. Payroli and houps. Statistics Canso. Catiologue 72-002. An average labour unie could ob intiporeter as a full-time tmoloye. Mot that the business size groups usto ar determined at the Canada lavel. Thus if a businasa nas ar least 500 employes in Canada as whole out less than that number in any given province it is shown in the goo and over groue
121 Refters to ousinesses reoorting no payroll deductions in the previous year.
131 Refers to businesses ropor ting no gayrolit deduciions in the following year

- Newiv reporting" ang mo longer reporting" businesses are asgumed to have been in activity for six months anc ine information is adusid accordingly.

Sef isol 1 for symbols and notes.

TABLE E. Selectec ooerating cnaracteristics of smali businesses oy sales guartit. ig8s-ig87
Ganaca, Gloening Seores n.t.e. isic al41)


Sot:om - zwer

- 2ner

$-2=$

1985

```
Numoer gi joservetions in samole
Iverage saliss S
    Averag* exponse su (loss) 
Businesses reporting profit (Mo.)
    Average sales $
    Sversoc trDunse $
Buginesses reporting a lozs (Mo.)
    Averige sales $
    Average expense 5
    Sverage net loss $
```

514
$: 84.219$
171.70
12.749
288.75
288.75
268.821
29.930
48.873
107
283.249
283.183
43.062
6.089
29.325
$i 3.229$
$08,=31$
4,438
51.372
$2-4.35$
7.36

.84 .219
271.79
12.749
14
$\therefore 9 .=25$
7.34
21.930
52.513
113.819
123.541
-9.722
256.484
267.049
249.379
234.364
112.722
102.780
9.942
$7: 5 .-39$
$591 .-55$
$\begin{array}{rr}234.564 & 591.255 \\ 15.415 & 54.155\end{array}$
283.183
52.513
$-10.505$
639.530
689.547
-89.317

1985


| 773 |  |
| :---: | :---: |
| 237.912 | 37.509 |
| 233.475 | 40.413 |
| 4,437 | -2.904 |
| 525 |  |
| 247.548 | 38.580 |
| 232.105 | 29.791 |
| 15.441 | 8.789 |
| 241 |  |
| 218.899 | 36.219 |
| 233.532 | 53.197 |
| -14.635 | -18.978 |


| 89.572 |
| ---: |
| 89.054 |
| 518 |
| 99.371 |
| 89.548 |
| 9.823 |
| 79.742 |
| 88.457 |
| -10.715 |


| 187.019 | 637.348 |
| ---: | ---: |
| 182.813 | 621.813 |
| 4.406 | 5.729 |
|  |  |
|  |  |
| 190.073 | 882.158 |
| 178.880 | 830.221 |
| 11.213 | 31.337 |
|  |  |
|  |  |
|  |  |
| 180.954 | 580.881 |
| 190.085 | 602.406 |
| -9.112 | -21.725 |

1987

umber of observations in sampla Average sales 5
Average expense?
Average net profit (Ioss) $\$$
247.748
41.831
40.559
91.517
203. 523
198.84?
655.033
602.406
$-21,725$
usinesses peporting profis (Me.)
Average sales
Average uxeense s
Average net profit?

Businesses reporting lose (Mo.)
Average saless
Average expense
229.140

245,600
42.165
54.271
92.943
107.059
$-14,116$
208.879
194.299
682.284
645.78
36.500

Sen Tade 1 for symools and notes

SOURCE: Smati Business and Special Survers Division, Staristics Canada

TABLE 1. Selected operating ratios, in percent of sales. 1987
Cenede, Clothing stores n.e.e. (SIC 5141)

|  | -9t31: |  | 30:-0m |  | - =cteme: |  | $-20-200 \%$ |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses namole No. -ow saces valua 3000 's. High sales value $9000^{\prime} 3$ |  | $\begin{array}{r} 40 \\ 1 \\ 1 \\ 1 \end{array}$ |  | j3 |  | $\begin{array}{r} \text { y } \\ 3 \\ 38 \end{array}$ |  | 315 |  |  |  |
| Selected exoense item | Industiv average! 2 : |  |  |  |  | $\begin{aligned} & \text { Uousi- } \\ & \text { nesses } \\ & \text { roorting } \end{aligned}$ |  |  |  |  |  |
|  | -0,al | $\begin{array}{r} 30 t+0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { owe: } \\ \text { miodle } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Looer } \\ \text { midd le } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 90 \\ & 25 \% \end{aligned}$ |  | 2:3 | $\begin{array}{r} 3=:-2 \mathrm{~m} \\ 55 \% \end{array}$ | $\begin{array}{r} \text { swer } \\ \text { Midel } \\ 25 \% \end{array}$ | $\begin{aligned} & -20 r \\ & 106! \\ & 25 \% \end{aligned}$ | $\begin{aligned} & =0 \\ & 0 \end{aligned}$ |
|  | peccent af sales |  |  |  |  |  | 2eccens of sales |  |  |  |  |
| Cost of setes | 54.9 | 53.6 | 53.1 | 56.9 | 56.2 | 91.6 | 50.1 | 65.0 | 57.5 | 59.7 | 58.8 |
| Occupancy expenses | 11.7 | 19.4 | 11.2 | 1.5 | 7.9 | 98.3 | 11.9 | 20.8 | 11.2 | 8.5 | 7.9 |
| Jegec at ion Reosics \& maintanance | 0.7 | 3.0 | 1.3 0.6 | 1.5 0.5 | 1.1 | 93.7 58.9 | 2.1 | 3.9 1.9 | 1.7 0.7 | 1.5 0.8 | 0.7 |
| Heat. light a telophons | 1.5 | 2.0 | $+.9$ | 1.3 | 1.0 | 93.5 | 1.6 | 2.4 | 1.9 | 1.1 | 1. 0 |
| Rent | 7.7 | 12.9 | 7.7 | 5.2 | 5.2 | 78.1 | 9.9 | 15.3 | 10.3 | 5.9 | Э. 3 |
| Personnel expenses | 11.0 | 5.2 | 12.0 | 11.1 | 15.5 | 83.6 | 13.1 | 10.3 | 13.2 | 11.9 | 15.6 |
| Financial expenses | 3.1 | 3.7 | 3.8 | 2.8 | 2.2 | 95.2 | 3.3 | 4.0 | 4.1 | 2.8 | 2.2 |
| interest ${ }_{\text {a Sank }}$ charges | 2. 3 | 2.8 | 2.8 | 2.0 | 1.6 | 86.5 | 2.6 | 3.6 | 3. | 2.2 | 3.9 |
| professionel fees |  |  |  |  |  |  |  |  |  |  |  |
| Other expenses | 17.8 | 18.9 | 18.4 | 17.6 | 15.8 | 100.0 | 17.6 | 18.9 | 18.4 | 19.4 | 15.8 |
| Profit (lose) | 1.9 | -0.5 | 1. 6 | 3.3 | 2.5 | 100.0 | 1.7 | -0.5 | 1.6 | 3.3 | 2.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | . $\cdot$ | . $\cdot$ | . . |

## Symbol e

- zero of no observetions
-- too smell to0 be expressed
9ot applicabl
$x$ confidentisl


## Footnotes

III these estimetes are based on semol of businesses roporring sal bs bween $\$ 35.000$ and 92.000 .000
lotel weighted xoenditure on siven i gem


 individusily and the cotsi will not necessarily musi 100 z.

## Motes

Data are shown by quartiles when at last 13 of the samolod businesses peopr the soecific iten.
 on querter of the torel numper of businesses. Within tach quaptil. the avepage retio is of estentid. for comparison purposes. the high and low values of sales are shown.

Mow to use the tables

\{2। the sulected range will indicste she proper gubrtile. i. the bot eom 258 , the lower nidd 25\%. the upoer midde 258 op the to8 258.
(3) Data perteining to the stiecteo stes sizt iange will be in that guartile

## Standerd Industrial Clasificestion Definition (SIC 18s0):

SIC 6it1-Clothing Stores n.e.c.
 clothing and accessories. Included in this industey ard ousinesses ofimerily engaged in perailing fur goocs. Reta. children's and


 reiail children's smeaters and retail children's undermeer ar also included in this ingustif.

TABLE 2. Balance sheet profti for incorporated businessas only, 1987
Canade, Glotming stores n.e.e. (51C 5141)


| Susinesses a samol (No. -. ow sales velve: $\$ 000$ 3) Hign sales value ${ }^{\circ} \$ 000^{\prime}$ si | 312 $1!$ | i 7 | $\begin{array}{r} 71 \\ 236 \end{array}$ | 295 $\vdots 34$ | ミニ・ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Average (3000's) |  |  |  |
| Aseete |  |  |  |  |  |
| Sdsn |  |  | - | $\because$ |  |
| Accounts and notes receivable | 13 | 2 | 4 | : 2 | $\therefore 2$ |
| linventory | . ${ }^{\text {a }}$ | - | $\bigcirc$ | - | - |
| gtuer jurrent assets | 33 146 |  |  | $\begin{array}{r}32 \\ : 44 \\ \hline 27\end{array}$ | 310 |
| Total curront sasets | 146 32 | 12 | 96 18 | $\begin{array}{r}24 \\ 84 \\ \hline 8\end{array}$ | 3! |
| Less: Accum. deo. on fixed assets | - |  |  | - | - |
| Qther ossets | 11 | 2 | 3 | 13 | :4 |
| Total lssets | 188 | 56 | 108 | 185 | 408 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Other current liabilities | 69 | 26 | 39 | 55 | 155 |
| Total eufrent lisoilitios | 95 | 37 | 56 | 81 | .07 |
| Mortgeges Daysole | - | - | - | - | ; |
| Long term deot | 8 | $?$ | 25 | 40 | $8{ }^{2}$ |
| Other lituilities | 38 | 21 | 28 | 40 | 85 |
| Total lisbilities | 135 | 50 | 83 | 123 | 275 |
| Total mquity | 53 | -4 | 23 | 62 | 131 |

(1) ihese estimetes are besed on sample of businesses reporting suivs betwen 525.000 and 52.000 .000 .

5ot fol 1 for symbols and notes.

PABLE 3. Finencial retios(1) for incorporated bustnesses only. 1987
Canade. Clothing stores n.e.t. (SIE 5141)

|  | Total(2) | Botion 25\% | midel $25 \%$ | midelot $25 \%$ | 706 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( $\$ 000^{\prime}$ s) High sales value (9000's) | $\begin{aligned} & 312 \\ & \{1\} \\ & (1) \end{aligned}$ | 17 171 | 171 288 | $\begin{array}{r}285 \\ 534 \\ \hline\end{array}$ | 111 |
|  | Averege |  |  |  |  |
| Liguidity potio Curcent ratio (times) | 1.5 | 1.1 | 1.5 | 1.8 | 1.5 |
| Leverage ratios <br> Deop/anity ratio (times) <br> Interest coverage ratio (times) <br> Debt istio (times) | 2.5 2.1 0.7 | -15.1 $\vdots .1$ | 3.7 2.0 0.8 | 2.0 1.9 0.7 | 2.1 3.2 0.7 |



See Table i for symbels and netest.
onfinitions:

1. Liquidity pario:

Cupent = curcent essers / cuprent liabilities
2. Leversge ratios:

```
ad Dobl/equity s cotal liadilities / muipy
bl Onot ratio a total liabilities/ cotal assets
ct Interest coverage z ne: profit - interest exomsef interest expense
```

－ABLE 4．Statement of enanges tn financial oosition for incorporated businesses only，ig87
Canade．Women＇s Clothing Stores（SIC 6131）

|  |  | $\begin{aligned} & 3=\geqslant 3 m \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text {-ower } \\ \text { N. } \\ \text { an } \end{gathered}$ | $\begin{aligned} & \quad=22^{\circ} \\ & -\mathrm{a} \\ & =\mathrm{E} \end{aligned}$ | - $\vdots$ $\square$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| きusinesses ．ก samol＇No． Low salat valu ！ 5000 s． High sales value：$\$ 000^{\prime}$ s． | $164$ | $\begin{aligned} & 11 \\ & 170 \end{aligned}$ | $\begin{aligned} & 19 \\ & 252 \end{aligned}$ | さぎ | －． |
|  |  |  | Average（\＄000 5： |  |  |
| Operting activitus Gasn ：rom oder है ans Deoreciation Other | $\begin{array}{r} 9 \\ -5 \\ -9 \end{array}$ | $\begin{array}{r} -1 \\ 3 \\ 5 \end{array}$ | $\begin{array}{r} 3 \\ -11 \\ \hline \end{array}$ | －5 | 1. -24 |
| Dividends | －6 | －2 | － 1 | －？ | $-9$ |
| Investment st ivities <br> Disposel of fixed assets <br> Purchase of fixed assats <br> Incresse in investment <br> Oecicess in investment | $\begin{array}{r} 2 \\ -9 \\ -1 \\ 1 \end{array}$ | ！ | －2 | － 2 | 7 -25 -2 3 |
| Financing activities <br> Incresse in long term deot <br> Reoayment of long term deot <br> Loans from sharenoiders <br> Repayment of losns from sharenolders <br> advances \＆loans from government <br> increase in equity <br> Decresse in equity <br> Other | $\begin{array}{r} 5 \\ -4 \\ 5 \\ -5 \\ -1 \\ -1 \end{array}$ | $\begin{array}{r} 2 \\ -2 \\ 2 \\ -4 \end{array}$ | $\begin{array}{r} 5 \\ -2 \\ 4 \\ -3 \\ 10 \\ -4 \end{array}$ | 1 -5 -5 | 13 -2 15 -3 |
| Increase\｛decpessel in cesh s equivilents Cush \＆equivelents－8eginning of the reer Cash \＆equivelents－End of the yent | -3 9 6 | 2 2 4 | 1 8 9 | -2 6 4 | -13 20 7 |

 only those businesses reporting astembt of changes．
Set inol I for symbols and notes．

TABLE S．Empioyment changes by size of businesis，i984－1987 based on SIC classification in i987
Canade．Women＇s Clothing Stores（SIC 8131）


（1）Average labour units are calculated by dividing cozal payroll by the average annust mage and salary fare as raported in the Survey of Employmens．Dayroll and Hours．Spatistics Canada．Catalogue 72－002 an average labour unit could be interprered as a full－time enoloyet．Note that ine business size groups useo are oetermined at the canade level．Thus if a business has at lease 500 employees in canace st whole but less thon thas number in any given province it is shown in the 500 and over groue
（2）Refers io ousinesses repersing mo payroll oeductions in the provious year
131 Rufers to businesses reporting no paypoll deductions in the following year
－Newly reporting＂and＂no longer peorting＂businesses arg assumed io have ocen in activity for six monins ang the informafion s adusted accordingly

See iable for symools and noies．

TABLE 5. Selected operating characteristies of small businesses by sales quart:le. :985-1987 Canade, Women's Clething Storet (SIC 8131)

- oia! ! :

Zot:0m
9.00
-ower

1985

Mumber of observetions in semple ingrage sales है
Average txpense
Average it orofit iloss) s

Businteses reporting a profit (Mo.)
Average saitis
Average oxoenses
Average net profits

Businesses reporting loss (Mo.)
Average sales $\$$
Average expense s
Aversqe net loss 5
-29 751

327.518
27.454
12.064

622
243.281
223.648
19.815

129
221.005
237.483
239.483
$-16.458$
9.254
59.785

5 1. 785
50.925

| 44.574 | 150.280 |
| :--- | :--- |
| 00.346 |  |

$\begin{array}{ll}6.351 & 14.934\end{array}$
48.880
52.924
$-18.284$


3. 697
129.475
$-17.432$
$4-5.247$
-08.322

25. 384
3.384
210.324
196.540
13. 384
$595 . E!5$
553.02
13.492
188.965
207.444
$-18.879$
518.920
538.575


934
253.352
246.384
6.988
257.837
241.033
18.885
241.102
258.095
-16.293
51.413
52.386
-953
53.393
48.355
7.038
49.384
58.526
-9.142
112.447
109.890 09.890
2.757
115.727
103.731
11.936
105.641
122.050
122.050
-96.409
218.81
i11. 438 5. 378
222.794
209.791
13.083
201.227
215.939
615.939
-14.712
632.73 611.980
20.771
899.678
604.334
35.346
810.957
635. 854
635.864
-24.307

1987

1.210
234.403
229.496
40.71
42.519
105. 959
$-1.80 \mathrm{~s}$
105.168
208.30
200.77
583. 537

Averseg net orofis (loss) s
1.907
1.791
5.530
50.58

Businestes peporting arellt (Mo.)
81
235.03
42.52
35.95
108.551
99.427
209.120
$193.95 ;$
579.328
average sales 5
235.03
219.55
548.993

Average net profits
15.477
8.57
9.134
15.269
30.935

Businesses reportins lase (Mo.)

| 398 | 39.409 | 103.835 |
| :--- | :--- | :--- |
| 234.402 | 49.236 | 117.074 |
| 251.288 | -7.827 | -13.438 |
| -17.028 |  |  |

200.509
214.777
-14.168
593.952

Average sates s
234.402
259.428
$\begin{array}{ll}39.409 & 103.835 \\ 47.236 & 117.074 \\ -7.827 & -13.438\end{array}$
526.625

Average expenses
Average net los: $\$$
$-17.028$
(19) These estimates are based on sampl of businesses reporting seles betwen $\$ 25.000$ shd $\$ 2.000 .000$
sen tale? for symocis and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ganede, women's clotning stores (SIC 6131)


## Symbol:

zero or no observerions

- 800 smell 100 be expressed
nor soolicsole
$x$ confiontill


## footnotes

(1) These istinetes ar based on sample of businesses reporting sales between \$25,000 and \$2.000,000

Total weighted expendlture on a given it wm
2) Value in sech $\mathrm{cell}=\overline{\text { potal wignted sal os of sll ousinegges in the sample }} \times 100$ for wach quartile.

This portion of the estole pertains only to the businesses poporting the soecific expense item. Therefore those cotios art calculated individuslly and the cotal will not nocessarily equal $: 00 \%$.

## Notes

Deta ert shown by gutritis when ar lese 13 of the sampled businesses poport the specific itan
 on quarter of the totel number of businesses. Hithin ench quertile, the verag ratio is pressent for comparison purgosis. the high and low velute of siles ar ghown

## How to use the tebles


(2) The selected range will indicete ene proper gustrile. i. the botsom 25\%. the lower micol 25z, the upper midd 252 or the $10025 \%$.
(3) Oate perteining to the sel⿻eted sales size pange will be in that quartile.

Stendefd Induetrisl Clestificstion Definition (S16 19801:
SIC E131 - Hoen's Clothing stores




 women's uniforms lexcept athiticl and momen's clathing stores.

TABLE 2．Baiance sheet profile for incorporated businesses only， 1987
Canade．Women＇s Closhing scores（S1C 5131）

|  | －opal： | 30：：0m |  | $\begin{aligned} & -20 a! \\ & -1: e \text { : } \end{aligned}$ | ミご， |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 767 1 1 | 1 <br> 82 | 52 .18 | $\begin{aligned} & : S \\ & \vdots j 3 \end{aligned}$ | ：33 |
|  | Average（ 8000 s） |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 8 | 2 | 3 | ： | n |
| sccounts and notes pectuade inventory | ． | 2 | － | \％ | －2 |
| Dther curimen assets | ： 04 | 34 | E9 | 36 | 225 |
| Totel curcent issets | 112 | 38 | 62 | 101 | 517 |
| Fixed assets | 28 | 19 | 13 | 25 | ¢\％ |
|  |  | － |  | － | － |
| Other assets | 12 | 3 | 5 | 7 | 34 |
| Total aseats | 150 | 50 | 10 | 134 | 338 |
|  |  |  |  |  |  |
| Other cuppent lisbilities | 58 | 25 | 28 | 47 | $1: 5$ |
| Potal curcent lisoilities | 75 | 33 | 37 | 62 | ：70 |
| Mortgages oaytbl | － | － | － | － | － |
| Long term deot | $\pm$ | 19 | 3 | 5 | 5 |
| geher liabilities | 34 | 19 | 24 | 28 | 53 |
| Total lisbilitios | 113 | 12 | 84 | 95 | 239 |
| Totel eavity | 31 | －3 | 15 | 31 | 99 |

111 inese estimetes feresed on senpl of oustnesses eporting swles detwiten $\mathbf{2 2 5 . 0 0 0}$ and $\mathbf{5 2 . 0 0 0 . 0 0 0}$ ．
Set Tate 1 for symbols and notes．

TABLE 3．Financtal rattos（1）for tncorporated butinesses only． 1987
Canada，Women＇s Clothing stores（Sic s131）

|  | Total（2） | $\begin{array}{r} \text { Sottom } \\ 25 \% \end{array}$ | Lower midde 25\％ | Upoer middle 25 \％ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samoto（Mo． Low salss value（ $5000^{\circ} \mathrm{s}$ ） High salas value（ $9000^{\circ}$ s） | 767 （1） （1） | 111 <br> 152 | 152 248 | 248 433 | 433 $1: 1$ |
|  | Averege |  |  |  |  |
| Liquidity ratio Current petio（times） | 1.5 | 1.1 | 1.7 | 1.5 | ！． 5 |
| Loverege ratios <br> Qebt／auity patio（times） <br> lnterest coverage patio（times） <br> Debt retio（imes） | 3.0 2.1 0.8 | -19.9 1.1 | 4.2 1.4 0.8 | 2.5 3.0 0.7 | 2.4 2.7 0.7 |

[^38]See Table 1 for synbols and nates．

Definitions：
1．Liquidity retio：
Cuprent＝cuppent assets／curfent liabilities．

2．Lever eq̧e rition：
al Deot／equity $=$ eotal liabilities／squ：ty．
Br Deot rasio＝lotal lisbilities／total assets
c）Interest coverage $=$ net profit interest expense $/$ interest expense

Eanada．Ken＇s Glorking stores（Sic 6129）

|  | －2tal： | 30t:om | －دela－－5w | －culz－̇． | $\begin{aligned} & \because= \\ & \therefore=: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in samole No． －aw sales valuo：$\$ 000$＇s tign salas value（3000＇s； | $359$ | 93 | 2\% | $\begin{aligned} & \vdots \equiv \\ & \vdots こ! \end{aligned}$ | ここ： |
|  |  |  | iverage $\$ 9000$ |  |  |
| Oomating activities Jasn from uerations georeciation Sther | 3 3 -9 | ? | － | －1 | re $\begin{array}{r}3 \\ -28\end{array}$ |
| Qividends | －7 | －4 | －5 | － 6 | $-12$ |
| Investoment sctivitios <br> Dispossi of fixed assets <br> Pupchase of fixed assets <br> increase in investmen？ <br> Decresso in investment | 5 -10 -4 1 | 6 | $\begin{array}{r} 8 \\ -6 \\ -7 \end{array}$ | -10 $-?$ | $\begin{array}{r} \vdots \\ -2 \frac{E}{E} \\ -7 \\ 5 \end{array}$ |
| Financing activities <br> increse in ong term deot <br> Reoayment of lone term deot <br> boans from sharenolders <br> Redayment of loans fiom sharenolgers <br> Advances \＆oans from government <br> increses in equity <br> Decresse in euity <br> other | B -5 7 -5 - 1 -1 | -3 1 -2 | -4 7 -1 - -2 -2 -1 | $\begin{array}{r}8 \\ -5 \\ 9 \\ -3 \\ \hline 8 \\ \hline\end{array}$ | 15 -9 18 -18 - -1 |
| Incresse（decreese）in cash \＆equivelents Cash equivalenes－8eginning of the yeer Cash s equivalents．End of the yeer | -2 11 9 | -1 -2 -3 | -3 11 7 | 4 | -9 31 24 |


see rate i for symbols and notes．

TABLE 5．Employment enanges by stze of butiness，1984－i987 based on SIC cilasification fn i987
Canede，uen＇s Clothing stores（SIC B121）

| Susiness size expressed in averse lobour units（1） | Number of businesses | $\begin{aligned} & \text { Totsi } \\ & \\ &(\$ 0000 \text { s } \end{aligned}$ | Average labour units（1） | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newiy } \\ \text { reoortingl? } \end{array}$ | No longe： －Dortingi 3 |
| 1984 |  |  |  |  |  |
| Total | 2.513 | 276．007 | 20.885 | 256 | 183 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 2.382 \\ 85 \\ 37 \\ 9 \end{array}$ | $\begin{array}{r} 106.228 \\ 35.552 \\ 38.536 \\ 95.69 ? \end{array}$ | $\begin{aligned} & 8.001 \\ & 2.758 \\ & 2.887 \\ & 7.041 \end{aligned}$ | $\begin{array}{r} 25! \\ 3 \\ 2 \end{array}$ | $179$ |
| 1987 |  |  |  |  |  |
| Totel | 2.579 | 359.898 | 24.903 | 315 | ．． |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 2.432 \\ 91 \\ 22 \\ 34 \end{array}$ | $\begin{array}{r} 125.063 \\ 44,314 \\ 31.791 \\ 158.750 \end{array}$ | $\begin{array}{r} 8.731 \\ 3.108 \\ 2.219 \\ 10.849 \end{array}$ | 300 7 5 3 | ． |

[^39]TABLE ．Selucted operating emaracteristics of smail businesses oy sales quartile，isas－1987
Canmax．Men＇s＝lothing Stores（5it si21）


Number of observations in smol dverage sties 3
tverage そmonse b

| Averape nee orofit（10ss）\＆ | 231.041 |
| ---: | ---: |
| 13.024 |  |

Businssses reporting profit（Mo．）
Aversge siles $s$
Average exoense $\$$
Aver age nit profit $\$ \quad 18.211$

Businestes reoorting lose（Me．）
Average sules $s$
Average exoense $\$$
uverige net loses

500
234.372
231.048
$\begin{array}{ll}5.733 & 4.318 \\ 39.381 & 91.435\end{array}$ 39.381 91．435
8.752
2.313

| 44.971 | 91.361 |
| :--- | :--- |
| 36.469 | 1.335 |

9.361
1.535

9．826
36.469
8.502
51.488
57.937
57.937
-5.449
99.974
111.072
$-11.098$

265． 275

908.55
95.47
9.471
8.480
2.19 .018
226.539
-7.525
$523 .: 57$
578,134
45.033
45.033

まれこ．－－5
588，100
35.245

839．675
685.557
-25.885

| Mumber of observetions in sample | 258 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| average sales \＄ | 281.131 | 59.994 | 128．436 | 285.98 F | 579.329 |
| Average expenses | 289.254 | 54.392 | 121．695 | 258．559 | 642.271 |
| Average net profit（loss）\＄ | 11.877 | 5，502 | 8.741 | 7，206 | 28.258 |
| Businesses reporting proflt（Mo．） | 200 |  |  |  |  |
| Aversen sales \＄ | 289，662 | 58，730 | 129.550 | 250.528 | 711.840 |
| Averape expense $\$$ | 288．398 | 42，977 | 119.853 | 244.965 | 865．786 |
| Average net profit \＄ | 21.284 | 13.753 | 9．889 | 15，563 | 48.054 |
| Susinesses reporting lose（Mu．） | 88 |  |  |  |  |
| grerage seles \＄ | 253.985 | 89.136 | 120.957 | 275.002 | 549.844 |
| Averige expense 5 | 270，103 | 87.728 | 133.990 | 284，670 | 574.023 |
| Average net loss \＄ | －18．118 | $-18.592$ | －13．033 | －9．588 | －24．179 |

1987

892
342.754
327.921
14.833

533
345.730
320.445
25.285

331.754
349.878
-18.124
63.270
56.538
6.732

63.832
45.772
16.850

82.555
75.805
-13.250
156.989
149.097
7.892
337.81
812.335
778.722
34.214 swerage salus S Aver sध

Businesses reporting profit（Mo．）
varaot siol
averoge exounse
320.445
25.285
331.754
349.878
82.525
75.805
-13.250
159.704
171.954
158.152
142.137
341.80
320.87
821.319
771.997
49.322
（1）These stimates or pased on serpl of businesses peoopting seles betwen $\$ 25.000$ ond $\$ 2.000 .000$

Sot Table 1 for symools and notes

TABLE 1. Selected operating ratios. in percant of salus. i987
Canada. Hen's Elothing Stores (S1E 5121)


## Symbels

- zero or no observitions
-- too small ioc be expressed
not applicable
$\times$ confidentisi


## Footnotes

(1) These estimetes ar bated on sample of businesses roporting ssies detween $\$ 25,000$ and \$2,000.000.

Total weighted excenditure on given item
(8) Value in oach coll $=$ x 100 for each quartite
(3) Velue in eech cell a Total weigntod exoenciture on given iten
rotal onted sales of ousinesses fooorting enis item of oxpenciture $\times 100$ for eech guertile
This portion of the table pertains only to the businesses roporting the specific oxomse item. Fherefort thesp ratios are calculated individually and the total will not necessarily equal $100 z$.

## Motes

Data are shown by quartiles when at leas? 13 of the samplect businesses roport the specific item.
 one quercer of the total numoer of businesses. Within esen quaptile. the everege ratio is gresented. for comperison purposes. the high and low values of sales are shown

## Mow to use the theles


 $10025 \%$
(3) Outt pertaining to the selected stes size range will be in thet quartilu.

## Standerd Industrish CIsesificetion Definition 1SIG 1980):

sIC B12i. Men' Elothing stores
 angaged in custom sailoring are included mere. Businesses gngaged in 'til men's anc Doys, apoapet, peta, ren's ang soys. beachwear
 caps. retail men's and boys' mosiery. perail men's and boys' jackets. 'itil men's and bays' neckwer. men's Glothing stores. ietail men's fuphishings. relail men's and boys' overcosts. petail men's and boys' pants and slacks. reball men's and boys' shipis. phtat men's and boys' sited and loungower. Petail men's and boys' soortsweer. ietail men's and boys' suits. retait men's and ooys. swaters.
 men's and boys clothing ar inelueed in this industry.

TABLE 2. Balanee sheet proflle for ineorporated businesses oniy. 1987
Canted. Men's Clothing Stores (SIG 8121)

|  | -cal! | $\begin{array}{r} 30 \%: 0 \pi \\ 0=\equiv \end{array}$ | - - - - 5mer |  | ご, |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samol ino. b-2w sales vive is 5000 si łign sales lalue ( $\$ 000^{\prime}$ s; | $524$ | 38 | $\begin{array}{r} 187 \\ 319 \end{array}$ | $\begin{aligned} & 520 \\ & 315 \end{aligned}$ | $\because$ |
|  | Average 5000 s i |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes peceivatole | 14 | 3 | j | 3 | $: 0$ |
| Inventory | : | - | - | 2 | - |
| Jiner curcent assets | 153 | 4 | 97 | - 59 |  |
| Totai cupcent assets | 166 | 45 | 108 | 185 | 331 |
| Fixed assets | 35 | 15 | 20 | 40 | 5 \% |
| Less: Accum. dep. on fixed assets Other sseets | 20 | - | 11 | 13 | 49 |
| Totel essets | 222 | 87 | 134 | 231 | 447 |
|  |  |  |  |  |  |
| Cuprent loens <br> Other cuprent lisbilities | 72 | 80 | 10 42 | 28 87 | 12 15 |
| Tatel curient liabilities | 95 | 38 | 53 | 93 | 193 |
| Mortgagos Dayabis | - | - | - | - | - |
| tong term deot | 4 | 1 | 4 | 9 | - |
| Other liabilities | 35 | 18 | 27 | 36 | 62 |
| Total liabilities | 134 | 55 | 83 | 138 | 280 |
| Total equity | 88 | 12 | 50 | 102 | 187 |


See Tacle 1 for srmools and nopes

TABLE 3. Financial ratios (t) for incorporieted businesses only, 1987
Cancde. Mon's Clothing Storts (SIC 8121)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | Lome middle 25x | Uooer middle 25\% | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| dusinesses in samole (No. Low sales value ( $\$ 000^{\circ}$ g) High sales velue ( $\$ 000$ 's) | $\begin{aligned} & 524 \\ & 19 \\ & 19 \end{aligned}$ | 19 187 | 187 369 | 349 819 | 613 <br> 111 |
|  | Average |  |  |  |  |
| Liquidity Patio <br> Curcent ratio (times) | 1.8 | 1.2 | 1.9 | 2.0 | 1.7 |
| Leverage ration <br> Deotlodity ratio (times) <br> Interest coverage ratio (timas) <br> Debt patio (times) | 9.5 3.2 0.8 | 4.5 0.8 | 1.7 2.5 0.6 | $\begin{aligned} & 1.3 \\ & 2.9 \\ & 0.6 \end{aligned}$ | 1.4 4.4 0.6 |


12) These estimetes rer betod on sengle of businesses reporting siles between $\mathbf{3 2 5 . 0 0 0}$ mad $\mathbf{3 2 . 0 0 0 . 0 0 0 .}$

Sen Tel 1 for symols and notes.

Definisions:

1. Liquidity retio:

Guppont ayrent sesers / cuprent liabilitits.
2. Leverege retios:

Oebt/equity = lotal liabolitios / equity
bl Deot ratio s losal liabilities/ sotal assets
cl Interest coversge s net profit - interest expense/ intorest expense.

TABLE \&. Statement of enanges in financial position for incorporated businesses amly. ig87 Cansod. Pharmacies (SIC E031)

 only those Dusinussas pegorting statement of Ehanges
ses Telol 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987
Conade, Pharmacies (5IC 8031)


[^40]TABLE 6. Selected operating characteristics of small businesses by sales quartile. ig85-9g87 Cantada. Pharmacies (5:C 6031)

|  | -spail: | $\begin{array}{r} 30:: c m \\ i E \% \end{array}$ | . 1 ce: - - |  | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of ooservetions in sample | 380 |  |  |  |  |
| average sales 3 | 728.864 | -59.40\% | 505. 103 | 828.39: | - 4 : $: 3.3$ ¢3 |
| Average exeense \$ | $533.79 \%$ | :53.382 | +68.052 | T3. $=66$ |  |
| Average net profit (lossi \$ | 45.073 | 15.519 | 37.341 | 55.115 | $+5.515$ |
| Businesses resorting profit (Mo.) | 301 |  |  |  |  |
| fuerage sales \$ | 735.231 | 188.288 | 508.253 | 821.899 | 1.421.485 |
| Average exounse \$ | 881.58 ? | 180.984 | 465.714 | 781.084 | 1.338 .0097 |
| Average not profit \$ | 53,544 | 27.324 | 40.539 | 80.835 | 85.878 |
| Susinesses reporting lose (Mo.) | 79 |  |  |  |  |
| Average sales | 719.957 | 115.184 | 488.182 | 929.583 | 1.315 .377 |
| Average eroense \$ | 738.439 | 133.927 | 521.178 | 951.173 | $1.3 \$ 7.473$ |
| Average net lass \$ | -25.482 | -17.743 | -34.996 | -21.590 | -3:.601 |


| Number of observetions in sample <br> Average sales 5 <br> Average expense $\$$ <br> Average net profit (loss) \$ | 9.182 689.474 655.375 34.099 | $\begin{array}{r} 204.809 \\ 198.231 \\ 8.578 \end{array}$ | $\begin{array}{r} 454.377 \\ 428.308 \\ 28.069 \end{array}$ | $\begin{array}{r} 736.594 \\ 700.223 \\ 36.37 \% \end{array}$ | $\begin{array}{r} 1.282 .94 \\ 1.294 .738 \\ 87.376 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Buginesses reporting profit (Mo.) | 998 |  |  |  |  |
| Averoge selims | $891.635{ }^{\circ}$ | 210.283 | 455.619 | 734.313 | 1.388 .343 |
| Average expense \$ | 643.888 | 186.807 | 421.780 | 887.487 | 1.279 .478 |
| Average net orofits | 47.747 | 23,458 | 33.839 | 48.826 | 86.865 |
| Businessen reoorting loes (Mo.) | 683.048 |  |  |  |  |
| Average sales | 683.048 | 198.088 | 447.390 | 750.797 | 1.337.927 |
| Averase mounse \$ | 710.738 | 218.499 | 485.016 | 779.421 | 1.382 .015 |
| Average net loss \$ | -27.692 | -20.411 | -17.626 | -28. 544 | -44.088 |

1987

(1) ihese estimates spe based on sample of businesses reporting seles between \$25,000 and $\$ 2.000,000$.

See iable i for symools and motes

TABLE 1．Selected operating ratios．in percent of sales．1987
Canada．Pharmacie：（S15 6031）

|  | －2tail！ |  | ヨc: :am |  |  |  | －cen－ever |  |  | ここ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses ramo Mo． －ow sales value $\$ 000$ s） नign sales vaiue（500C si | $\bigcirc \square 342$ |  |  |  | 342334 |  | $\begin{aligned} & 53 \\ & \vdots 9 i \end{aligned}$ |  |  | ：－ |  |
| Sulected expense item | tadust：v average 2 ！ |  |  |  |  | $\begin{aligned} & \text { Ousi- } \\ & \text { resses } \\ & \text { roorting } \end{aligned}$ | 2ecor：n3 zus susses snlvi？ |  |  |  |  |
|  | Total | $\begin{array}{r} 30 \%+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Sower } \\ \text { nod } 1 \\ 25 \% \end{array}$ | Jooer <br> col 25\％ | $\begin{aligned} & 200 \\ & 25 \% \end{aligned}$ |  | $\because-31$ | $\begin{array}{r} 30 ₹ \div 0 \mathrm{~m} \\ 25 \% \end{array}$ |  | $\begin{gathered} 30 e r \\ m \cdot 301 \\ 25 \% \end{gathered}$ | $\begin{aligned} & -25 \\ & -\equiv: 。 \end{aligned}$ |
|  | percent of salus |  |  |  |  |  | sorcent of salus |  |  |  |  |
| Cost of sales | 57.7 | 51.9 | 57.4 | 59.2 | 62.4 | 92.2 | 52.6 | 61.2 | 60.4 | 52.8 | 58.1 |
| Oceupency expenses | 4.7 1.0 | 5.4 1.4 | 4.8 | 4.8 0.9 | 4.2 0.8 | 95.2 85.9 | 4.9 1.2 | 8.1 1.8 | 4.8 | 4.7 | 4.3 |
| Deoreciation Raosirs \＆meinemance | 0.4 | 0.5 | 0.1 | 0.9 | 0.8 | 78.0 | 0.5 | 0.8 | 0.3 | 0.5 | 0.4 |
| Hete，light \＆teleohone | 0.8 | 1.0 | 0.8 | 0.7 | 0.8 | 89.5 | C． 9 | 1.2 | 0.9 | 0.9 | 0.5 |
| Rent | 2.5 | 2.8 | 2.4 | 2.5 | 2.5 | 77.2 | 3.2 | 3.8 | 3.2 | 3.3 | －3 |
| Personnel expenses | 15.4 | 18.8 | 15.1 | 15.2 | 14.6 | 95.1 | 16．3 | 19.0 | 15.8 | 15.8 | 14.9 |
| Financial expenses | 1.7 | 2.2 | 1.9 | 1.5 | 1.3 | 94.8 | 1.8 | 2.5 | 1.9 | 1.6 | 1． 3 |
| interest sonk charges | 0.8 0.9 | 1.0 | 0.8 1.1 | 0.8 | 0.7 | 82.5 91.2 | 1.0 | 1． 5 | O． 9 | 0.5 | 3.3 |
| Other expenses | 12.9 | 12.4 | 13.3 | 13.7 | 12.3 | 99.3 | 12.9 | 12.4 | 13.3 | 13.7 | 12.3 |
| Profis（lose） | 7.5 | 11.8 | 7.8 | 5.8 | 5.1 | 98.9 | 7.6 | 11.9 | 9.7 | 5.7 | 5.2 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | $\ldots$ | $\ldots$ | ．．． |

## Symols

```
zero of no ooservarions
-200 small to0 be expressed
    not sooliceole
* confidential
```


## footnotes

（1）ihese estimetes ors besed on sunol of businesses cteorting salus bitween \＄25．000 and \＄2．000．000

iotal wighted sulus of all businusses in the samol
（3）Velue in eech cell lotal wighted expenditure on given item

This portion of the rabl pertains only to the businesses reporting the specific expense item．inerefort these fatios aro culculated individusliy and the coisil wibl not necessarity equal $100 \%$ ．

## Note：

Data are shown by quartiles when at last 13 of the sampled businesses report the specific ilam
 one quartur of the totel numoer of businesses．Within ench quartile．the average ratio is presentec．For comoerison purposes．the high and low values of sales are show．

How to use the tebles

（2）The selected range will indicate the proper quartile．©．She botion 25\％．the lower middle 25\％．the upoer mioole $35 \%$ of the $10025 \%$ ．
（3）Deta pertsining to she selfected stes size range will be in that quarile

Stenderd Indueriel Cleseificetion Definition ISIC 13801：

[^41]TABLE 2. Salance sheet profti for incorporated ousinesses only, 1987
Canada, Pharmecies (SIC 5039 )

|  | To:alif | $\begin{array}{r} \text { jo: :omm } \\ \text { i5\% } \end{array}$ | $\text { - } 201 e^{-o w e r}$ | niaciz 2e:? | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Zusinesses in sambie :No. Low salas valua ( $\$ 000$ s) Mign sales ratue (3020's) | $-50$ | [i) | 148 $\div 10$ | $\because$ | 7: |
|  | Average (\$000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Sam |  | - | - | - | - |
| Accounts and notes rectivale | 34 | 14 | 27 | 36 | 5 |
| Inventary - - - | 180 | - | - | = | - |
| Other curront assets | 189 223 | 87 102 | 180 | 2010 | $3: ?$ <br> 3 |
| fixad issers | 19 4 | 34 | 40 | S5 | - 35 |
| Less: Accum. deo. on fixed ansets | 37 | - | 3 | - | - |
| Other asets | 37 | 9 | 31 | 45 | 53 |
| Total assets | 305 | 145 | 251 | 342 | 497 |
| Lituilities and eauity |  |  |  |  |  |
|  |  |  |  |  |  |
| Other current liabilities | 99 | 41 | 78 | 191 | : 65 |
| Total curcent lisoilities | 121 | 88 | 96 | 140 | 202 |
| Mortgages oayabl | - |  |  | - | - |
| Long torm oeot | 5 | 3 | 2 | 7 | 5 |
| Other lisoilities | 42 | 35 | 34 | 42 | 59 |
| Total listilities | 158 | 88 | 132 | 111 | 287 |
| Total equity | 141 | 55 | 118 | 153 | 231 |


Sen iable 1 for symbols and notes.

TABLE 3. F4manciti patios(1) for incorporated businusses oniy, 1987
Canade, Pharmecies (SiC so31)

|  | Total (2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower midele 25\% | Uoper $\text { midole } 25 \%$ | TOD $=$ E5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo. Low sales value ( 5000 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 950 \\ & (1) \\ & 11) \\ & \hline \end{aligned}$ | (1) 446 | 448 710 | 710 1.074 | $1.074$ |
|  | Aversge |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.8 | 2.1 | 1.9 | 1.7 | 1.8 |
| ```Leversege ratios Debt/eavity ratio {times) In?\|rest coverage patio (times) Debt retio (times)``` | 1.2 8.7 0.5 | 1.4 5.0 0.6 | 1.1 5.8 0.5 | 1.2 8.5 0.8 | 1.2 7.8 0.5 |



Sen Tiole 1 for myools and notes.

Definitions:

1. Liquidity ratio:

Cuprent = current assets / cuprent liabilities
2. Levefoge raties:
a) Dobi/equisy total liabilities / equity.
b) Debe ratio : lotal lisoilitigs $/$ lotal assts
c) lnteres? coverage ant ofofit inepest oxpense interes? expenst

PABLE 4. Statement of changes in financial position for incorporated ousinasses only. igg7
Ganada, Prescription Jrugs 3 Patent Meaicine Stores iSlt 303)

|  | Topar! ${ }^{\text {a }}$ | Zo::0m |  | $-136$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses a samol iNo. Low sales value 3000 s Hign sales value $3000^{\prime}$ s) | $\begin{aligned} & 514 \\ & 11 \\ & \vdots 1 \end{aligned}$ | $129$ | $\begin{aligned} & i 2 \\ & 588 \end{aligned}$ | $\begin{array}{r} j a 8 \\ \quad, . j 5 \% \end{array}$ |  |
|  |  |  | Sversoe (3000's |  |  |
| Operating setivities Gash from soerstions Cabraciation Other | $\begin{array}{r} 33 \\ 3 \\ -5 \end{array}$ | $\pm$ | $\begin{aligned} & \therefore 4 \\ & 7 \\ & -5 \end{aligned}$ | $\begin{array}{r} 15 \\ 15 \\ -10 \end{array}$ | 3: |
| Dividende | -14 | -2 | -8 | -16 | -32 |
| Investment activities <br> Oi soosal of fixed assets purchase of fixed assets increase in investment Oecresse in investment | $\begin{array}{r} 3 \\ -18 \\ -4 \\ 1 \end{array}$ | - ${ }^{3}$ | - | 5 -17 $-?$ 2 | 3 -25 -9 3 |
| Financing activities <br> increase in long ierm debt <br> Reoayment of long term debt <br> boans feof sharanolders <br> Repayment of loans from sharoholders <br> Advances $z^{2}$ loans from government <br> incresse in quity <br> Decresse in equity <br> Other | $\begin{array}{r} 8 \\ -7 \\ 8 \\ -10 \\ 2 \\ 2 \\ -1 \\ \hline \end{array}$ | $\begin{array}{r} 8 \\ -3 \\ 11 \\ -9 \end{array}$ | $\begin{array}{r} 4 \\ -7 \\ 2 \\ -8 \\ - \\ - \\ -1 \end{array}$ | 7 -9 9 -12 $\vdots$ -3 -1 | 13 $-i 1$ 1 -15 - 6 -2 -1 |
| increse(decreses) in eash s equivelents Cash quivalents-8eginning of the year Cash equivalents - End of the yeer | $\begin{array}{r} 3 \\ 18 \\ 18 \end{array}$ | 9 5 18 | $\begin{array}{r} 3 \\ 15 \\ 19 \end{array}$ | 5 18 23 | -4 25 21 |

 only those businussus reporting statemint of chenges.
See labie i for symbols and notes.

TABLE 5. Employment changes by stze of bustness, 1984-1987 based on Sic ciassificstion tn i987
Canada, Preseription Orugs : Patent Medicine Stores (Sic so3)


(1) Average labour units ar colculated by dividing total payrall by the overage annul wage and saisery rate ta coperted in the Survey of Employment. Payroll and Hours, Statistics Canda. Catalogue 18-002. An average labour unit coulo be interoreted as a full-time omployen. Note that the business size groups used or determined at the Canecolovel. ihus if ousiness has at least 500 moloyees in Cansed as a whole but less than that'mumber in any given province it is shown in the 500 and over group
(2) Refors 10 businesses reporiing no oayroll decuctions in the provious year

131 Refers 10 businesses feoorting no oayroll deductions in the following year
"Nowly faoorting" and "no longer reporting" businesses ape assumed to nove deen in activity for six monthe and ine information is
adiusted accordingly
Sue faol I for symbols and notes

TABLE 6. Selected operating characteristics of smali businesses by sales guartile. ig8s-1987 Canade, Prescription grugs \& Patent Medicine Stores (Sic 503)


Number of ouservations in samole
Lvarage 5alos 3
sverage $\begin{gathered}\text { xpense }\end{gathered}$
Average ate profit (loss) \$

Gusinesses reporting profit (Mo.)
Average sales $\$$
Averige expense s
Average net grofit $\$$

Businesses reporting lass (Mo.)
svorage sales 5
average sales
Average expense $\$$
Average net loss $g$
Average ner orofit (loss) $\$$
$\$$

| 1. 378 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 376.735 | +24.340 | +31.396 | -7, 4 | 379.320 |
| ¢35.575 | 114.53 | 402. 592 | 715.200 | - 310. ${ }^{14}$ |
| 41.280 | 10.779 | 29.344 | 53.342 | 58. : i \% |
| 973 |  |  |  |  |
| 383.376 | 129.201 | \$38.473 | 758.135 | 1.39?.593 |
| 633.053 | 104.282 | 403.680 | 709.813 | 1.314.439 |
| 30.323 | 24.919 | 34.793 | 58.323 | 83.256 |
| 103 |  |  |  |  |
| 552.917 | 176.958 | 378. 947 | 882.213 | 1.255.530 |
| 572.746 | 132.673 | 393.438 | 878.395 | 1.285.478 |
| -19,829 | -15.715 | -18.491 | -16.182 | -30.328 |

1986

```
Mumber of observetions in sempit
    Average 3ales $
    Average exoense s
    Average net orofit (loss) s
gusinesses reporting apofit (Me.)
    Average salus $
    Average exoense $
    Averagg exoenso s
Businteses reporting lose (Mo.)
    Average sales 
    Average expense s
    Average expenses
    Averaces?
```

        1.253
    620.663
590.677
590.677
20.988
124.282
120.448
380.390
672.11
. 305.868
132.873
393.438
878.395
1.285.478
$\begin{array}{ll}-15.715 & -16.491\end{array}$
$379 . シ 20$
310.44
552.917
572.748
1.278
$3 i 6.735$ 316.35
$\div 35.375$
41.080
973
583.375
633.053
6.201
04.28
24.919
03.68
-16. 18
$-30.328$


| $\begin{array}{r} 1.253 \\ 620.663 \\ 590.677 \\ 29.988 \end{array}$ | $\begin{array}{r} 124.282 \\ 120.448 \\ 3.834 \end{array}$ | $\begin{array}{r} 380.390 \\ 358.543 \\ 21.847 \end{array}$ | $\begin{aligned} & 672.110 \\ & 642.871 \\ & 29.239 \end{aligned}$ | $\begin{array}{r} \because .305 .868 \\ 1.240 .846 \\ 85.022 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} 1.059 \\ 528.140 \\ 584.937 \\ 43.503 \end{array}$ | 141.328 124.180 17.148 | 391.703 357.882 34.041 | $\begin{array}{r} 871.302 \\ 331.874 \\ 39.428 \end{array}$ | $\begin{array}{r} 1.309 .128 \\ 1.225 .036 \\ 83.398 \end{array}$ |
| $\begin{array}{r} 200 \\ 800.849 \\ 628.355 \\ -25.706 \end{array}$ | $\begin{array}{r} 98.401 \\ 114.783 \\ -16.382 \end{array}$ | $\begin{array}{r} 342.488 \\ 381.499 \\ -19.033 \end{array}$ | $\begin{aligned} & 876.487 \\ & 902.489 \\ & -25.982 \end{aligned}$ | $\begin{array}{r} 1.285 .242 \\ 1.325 .568 \\ -41.225 \end{array}$ |

1987

| Mumber of abservations in sample |  |
| :---: | :---: |
| Average | sales |
| Average | expense $\$$ |
| Average | net orofit (loss) \$ |
| Businesses reporting profit (Mo.) |  |
| Sverage | stios |
| Average | expense $\$$ |
| Average | net profit |
| Busincsses poportin lass \{Mo.\} |  |
| Average | stiss |
| Average | expense 3 |
| Average | net loss 5 |


| $\begin{array}{r} 1.510 \\ 643.380 \\ 606.904 \\ 38.476 \end{array}$ | $\begin{array}{r} 131.750 \\ 121.256 \\ 10.484 \end{array}$ | $\begin{array}{r} 407.434 \\ 377.719 \\ 29.715 \end{array}$ | $\begin{array}{r} 729.174 \\ 689.009 \\ 40.165 \end{array}$ | $\begin{array}{r} 1.305 .163 \\ 1.239 .822 \\ 65.541 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} 1.282 \\ 546.864 \\ 597.504 \\ 49.380 \end{array}$ | $\begin{array}{r} 141.121 \\ 116.782 \\ 26.339 \end{array}$ | $\begin{array}{r} 408,828 \\ 365,511 \\ 41,317 \end{array}$ | $\begin{array}{r} 731,943 \\ 680,695 \\ 51.248 \end{array}$ | $\begin{array}{r} 1.307 .535 \\ 1.227 .029 \\ 80.538 \end{array}$ |
| $\begin{array}{r} 228 \\ 530.172 \\ 556.852 \\ -26.880 \end{array}$ | $\begin{array}{r} 110.490 \\ 131.440 \\ -20.950 \end{array}$ | $\begin{array}{r} 409.892 \\ 427.317 \\ -17.425 \end{array}$ | $\begin{array}{r} 712.028 \\ 740.494 \\ -28.488 \end{array}$ | $\begin{array}{r} 1.288 .279 \\ 1.328 .155 \\ -35.875 \end{array}$ |

111 These escimerts are besed on sample of businesses reporing seles Detween \$25,000 ano $82,000.000$.
See ia01e 1 for symools and notes

TABLE 1．Selectec operating patios．in percent of sales．1987
Ganact，Prescription Crugs satent Medicine stores（S16 603）

|  | －2：31： |  | $\begin{array}{r} 30 t: 0 m \\ 2 \mathrm{E} \% \end{array}$ |  | －ctero． |  | －．8010． |  |  | － |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses ：samo No． ．ow sales value $\$ 000$ si tign saies velue $\$ 000$ s． |  |  | $211$ |  | 謨 |  | $\begin{gathered} \text { ミう3 } \\ \text { ji2 } \end{gathered}$ |  |  | ここ |  |
| Soctoc exoense，iom | industry suaragei：） |  |  |  |  | $\begin{aligned} & \text { Y Jusi- } \\ & \text { iesses } \\ & \text { reooring } \end{aligned}$ |  |  |  |  |  |
|  | Fora： | $\begin{array}{r} 30: 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-over } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middil } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & -30 \\ & 25 \% \end{aligned}$ |  | O231 | 3ottom 25\％ | $\begin{array}{r} -2 w e r \\ \pi 1001 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { vooer } \\ \text { T1001 } \\ 25 \% \end{array}$ | －00 |
|  | 2ercent of saies |  |  |  |  |  | 2arean：at seles |  |  |  |  |
| Cost of sales | 58.0 | 48.0 | 56.7 | 58.0 | 82.4 | 92.7 | 80.5 | 52.7 | 60.9 | 81.7 | 65.3 |
| Oceupaner expemses | 5.8 | 7.8 | 5.8 | 4.6 | 4.3 | 95.8 | 5.8 | 8.8 | 6.0 | 4.7 | 4．3 |
| Onoreciation | 1.3 | 2.1 | 1．3 | 1.0 | 0.8 | 86.8 | 1.5 | 2.8 | 1.5 | 1.0 | 9．3 |
| Repairs \＆maintenance | 0.4 | 0.5 | 0.4 | 0.4 | 0.6 | 74.7 | 0.6 | 0.9 | 0.5 | 0.5 | 0.4 |
| Heat．light stelmonone | 0.8 | 1.1 | 0.8 | 0.8 | 0.6 | 88.7 | 0.9 | 1．5 | 0.3 | 0.8 | 0.5 |
| Rent | 3.0 | 6.1 | 3.1 | 2.5 | 2.5 | 74.8 | 4.1 | 7.0 | 4.2 | 2.3 | 3.2 |
| Personnel expenses | 15.1 | 14.7 | 15． | 15.7 | 14.6 | 94.9 | 15.9 | 15.8 | 16.1 | 18．2 | 16．9 |
| Financial expenses | 1.9 | 2.8 | 2.0 | 1.8 | 1.3 |  |  |  |  | 1.8 | 1．4 |
| interest 8 jank sharges | 1.0 1.0 | 1.3 1.5 | 0.9 1.0 | 0.8 | 0.7 0.9 | 81.8 89.4 | 1． 2 | 1.8 | 1.2 | 1.8 0.8 | 3.3 |
| profossionat foes | 1.0 | 1.5 | 1.0 | 0.7 | $0.0{ }^{\text {a }}$ | 89.4 | 1． 1 | 1.9 | 1.1 | 0.8 | \％． 3 |
| Other expenses | 13.7 | 18.8 | 12.1 | 13.8 | 12.1 | 99.9 | 13.7 | 16.8 | 12.1 | 13.8 | 12.2 |
| prolit（loss） | 7.7 | 11.9 | 1． 2 | 5.3 | 5.2 | 98.7 | 7.8 | 12.4 | 8.2 | 5.4 | 5.2 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\cdots$ | $\ldots$ | $\ldots$ |  |

## Symbols

```
- zero ar no oosurverions
-= 800 smill to0 00 expresssoc
    not spolicable
* confidentis
```


## Footnoter


21 ver loter weighted exoenditure of given item

This poftion of the teblepertans only to the ousinesses poopting the soecific exponsu item．Therefore these ratios ape celculated individuslly and the lotel mill not nocessefily cousil 1008.

Motes
Deta are shown by autrtiles when et leest 13 of the sempled ousinesses roport the specific item．
 one querter of the rotal number of businesses．Within each qutrile．the grepsge retio is oresented．For comperison purposet，int high and low values of seles irt shom

How to use the tethet

121 the selected conge will indicate the proger quertite．i．the bottom 25s．the lower miod 25\％．the upoer miode 25\％or the top $25 \%$.
13）Duta perqining to the sulected sales sixt range will be in that quartile．

Stenders Industrifl Clateifieetion Definision（SIC 1980）：
5iC 8030 ．Preseriotion Drugs and Petent Medicine Stortet
 cosmerics ano roiletries

```
TABLE 2. Balance sheet profil for incorporated businesses only. :987
```

Canade, Preseription Drugs s Petent Medicine Storms (SiC 503)

|  | ここali！ | ミ0:-0m |  |  | 此 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samole（Mo．） －Ow sales value $\$ 000$＇sl High sales value（ $\$ 000^{\circ}$ s） | $\begin{aligned} & 309 \\ & 111 \\ & 11\} \end{aligned}$ | $383$ | $\begin{aligned} & 393 \\ & 389 \end{aligned}$ |  | $\because: 2$ |
|  | دverage（ $\$ 000$ ） |  |  |  |  |
| Assets |  |  |  |  |  |
| Casn | $\cdots$ | $\square$ | － | － | － |
| Accounts and notes recsiveble | 32 | ：0 | 24 | 35 | 30 |
| inventory | ． | － | － |  | － |
| Other curtont osiets | $18 \%$ | 97 | 182 | 200 | $3 \cdot 3$ |
| Total curient essets | 213 | 32 | 185 | 238 | 367 |
| Fixec assets | 48 | 31 | 38 | 37 | 35 |
| Less：Aceum．dep．on fixed assets Other sesets | 34 | 8 | 22 | $\therefore 9$ | 50 |
| Other assets | 34 | 8 | 22 | 49 | 60 |
| Total assets | 235 | 118 | 228 | 342 | 491 |
|  |  |  |  |  |  |
| Other current lisbilitios | 95 | 35 | 59 | 111 | 152 |
| Total surpent liabilities | 117 | 43 | 83 | i42 | 200 |
| Mortgages ouyabl | － | － | － |  | － |
| Long term deot | 5 | 3 | 4 | 6 | 5 |
| Other iabilitios | 42 | 34 | 34 | 43 | 58 |
| Total limbilities | 184 | 80 | 121 | 190 | 285 |
| Total equity | 131 | 38 | 105 | 152 | 227 |


See tate 1 for symols and notes．

TABLE 3．Financial retios（1）for tncorporated businesses only， 1987
Cenede，Presciftion Druge fatent Medielne Stores（SIC 803）


（1）The retios repesent she everege of ratios for each business in the group and cannot de calculatec from ing figures snown in iable 2

See isol i for symol and notes．

Definitions：
1．biquidity retio：
Gurcent s current assers／Eurrent lisbilities．

2．Levertge patios：
a）Deot／equity $=$ total liabilities／equity
bl Deper ratio s total liabilieies／total assets
c）Interest coverage $=$ net profit－interest uxpense／interest expense
canada. Food (Specialty) Stores (Sic ô012)

 only those businesses fopopting stothemt of chenges.
See labl 1 for symoels and notes.

TABLE 5. Employment changes by stze of bustnesz. 1984-1987 based on SIC claself cation in 1987
Canede. Food (Speclalty) stores (SIC 5012)

| Business gize exoressed in overage labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average laboup units(1) | Chenges in number of businessens with peldoloyes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Nowly } \\ \text { coopeting(2) } \end{array}$ | No onger - oportingl? |
| 1984 |  |  |  |  |  |
| Total | 8.113 | 360.530 | 28.704 | 2.440 | 1.649 |
| $\begin{aligned} & \text { les than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 8.594 \\ 178 \\ 29 \\ 12 \end{array}$ | $\begin{array}{r} 195.254 \\ 78.192 \\ 40.883 \\ 48.421 \end{array}$ | $\begin{array}{r} 14.474 \\ 5.888 \\ 3.072 \\ 3.270 \end{array}$ | $\begin{array}{r} 2.408 \\ 29 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} 1.823 \\ 22 \\ 2 \\ 2 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 10.758 | 849.308 | 47.353 | 2.953 | . . |
| $\begin{aligned} & 1 \text { ass than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 10.355 \\ 34 \\ 42 \\ 15 \end{array}$ | 335.286 162.198 67.518 84.312 | $\begin{array}{r} 24.703 \\ 12.021 \\ 4.912 \\ 5.717 \end{array}$ | $\begin{array}{r} 8.892 \\ 51 \\ 5 \\ 5 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

 Survey of Employment, payroll sho Hours. Statistics Canda. Catslogue 12-002. An average labour unit could be interoreted as o
 500 moloyes in Canace as whol dut lass than that numoer in any given province it is shown in the 500 and over groug
(2) Rufers to businesses reporting no payroll deductions in the previous yeer
(3) Reters to businesses roporting no payroll deducsions in the following year
"Newly reporting" and "no longer reporting" businesses ar assumed to have been in activity for six months and the information is adjusted accordingly.
see iable for symbols and notes.

TABLE G. Selected oparating characteristics of smali bustnesses by sales ouartile. $1985-1987$ Canadm. Food (Saecialty) Stores (S16 t012)


1985

| Number of oeservetions in sample averseg 3ales 5 Average excense iverage net profit \{loss\}s | 6.779 245.539 -26.510 9.929 | $\begin{array}{r} 13.303 \\ 1.801 \\ 2.102 \end{array}$ | 112.103 100.380 5.423 | $\begin{array}{r} 215.295 \\ 208.392 \\ 3.313 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 2.328 |  |  |  |  |
| Average stoses 5 | 246.384 | 44.603 | 112.770 | 218.924 | 510.275 |
| Average expense $\$$ | 230.927 | 36.857 | 101.079 | 204.418 | 581.352 |
| Average net arofit \$ | 15.717 | 7.748 | 11.691 | 14.506 | 28.927 |
| Businesses reporting loss (Mo.) | 453 |  |  |  |  |
| Average seles | 242.353 | 12.922 | 110.431 | 210.970 | 505.087 |
| Average expense ${ }^{\text {a }}$ | 252.418 | 48.729 | 120.721 | 219.529 | $620.59{ }^{\circ}$ |
| Average net loss \$ | -10.065 | $-5.807$ | -10.290 | -8.559 | -15.504 |

1988


| 2.8 洓3 |  |  |
| :---: | :---: | :---: |
| 280.514 | 51.633 | 110.582 |
| 253.088 | 19.712 | 108.808 |
| 7.448 | 1.921 | 3.976 |
| 2.113 |  |  |
| 283.632 | 50.932 | 114.225 |
| 248.404 | 62.182 | 102.526 |
| 15.228 | 8.750 | 11.701 |
| 574 |  |  |
| 250.234 | 52.827 | 103.750 |
| 281.679 | 62.520 | 114.282 |
| -11.445 | -9.893 | -10.512 |


| 225.727 | 654.115 |
| ---: | ---: |
| 219.801 | 638.645 |
| 8.225 | 15.870 |
|  |  |
|  |  |
| 222.630 | 886.939 |
| 208.895 | 842.016 |
| 15.525 | 24.825 |
|  |  |
|  |  |
| 233.847 | 610.511 |
| 243.825 | 826.308 |
| -9.778 | -15.797 |

1987

| Number of observations in smole <br> Average sales 5 <br> Average expenses <br> Average net profit (loss) $\$$ | $\begin{array}{r} 4.411 \\ 323.018 \\ 314.318 \\ 8.700 \end{array}$ | $\begin{array}{r} 68.974 \\ 86.274 \\ 700 \end{array}$ | $\begin{array}{r} 165.814 \\ 158.007 \\ 7.807 \end{array}$ | $\begin{array}{r} 312.869 \\ 300.832 \\ 12.237 \end{array}$ | $\begin{array}{r} 746.414 \\ 731.757 \\ 16.657 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 3.623 |  |  |  |  |
| Average sales | 323.509 | 71.498 | 155.948 | 314.211 | 742 , 380 |
| Average expense \$ | 308.888 | 64.973 | 154.393 | 295.928 | 718.459 |
| Aversge not profit \$ | 16.821 | 6.525 | 11.555 | 17.283 | 23.321 |
| Businesses reporting lose (Mo.) | 981 |  |  |  |  |
| Average sales | 323.175 | 60.805 | 185.251 | 308.731 | 780.115 |
| Aversge exoense | 334.723 | 58.104 | 176.315 | 317.561 | 776.912 |
| Averege net loss | -11.547 | -7.495 | -11.086 | -10.830 | -16.797 |

(1) These estimates are besed on semplo of businasses reperting sales beiween $\mathbf{\$ 2 5 . 0 0 0}$ ano $\$ 2.000 .000$

See rabin I for symools and notes

TABLE 1. Solected oderating ratios. in parcant of sales. 1987
Canade, food (Specialty) Stores (SIG 5012)

symbols

- 20 oro or no observetions
-. 200 smell 100 be expressed
nos spplicable
$\times \quad$ confituntisl


## potnctex

(1) These eximotes are besed on sample of bunesses reporting sales beiween \$25,000 and 82.000.000

(3) Volue in eech cell = $\frac{\text { Total weighted expenditurt on given iten }}{\text { lotal weighted sales of ousinesses roourting this item of expenditure }} \times 100$ for ench quertile.
 individually and the totel mill not necesserily equal $100 \%$.

## Note:

Date ore shown by quareiles when at least 13 of the sampleo businesses report the specific item
 one quarter of the coisl number of businesses. Within each quertile. the averge retio is presenteg. Fop comparison purposis. the mign and low values of salus ap shown.

How to use the tables

 top $25 \%$.
(3) Data pertaining to the selected seles size range will de in that quertile.

Stenderd Industrisl CIsesifiestion Definition 1516 19801:
Sic 6012 - Spmeisilty Food Stores
Busunmses primerily engaged in rotail debling usublly in one line of food. Included in this industry are those retail barertes which sell mainly purchased goods and shops which bake the ir products on the prenises and sell them over-thet-counter io final consumers ihis industry includes bread and pastry shops. Duecher smops. confectionery stores. dairy oroducts stares. delicatessens. fish and sea
 food servicesl

TABLE 2. Balance snetet profile for incorporated bustnesses only. 1987
Cansda. Food (Specitity) Sterte (S|C s012)

|  | -2:a, 1 | $\begin{gathered} \text { Sop: } 0 \mathrm{~mm} \\ : E:! \end{gathered}$ | - ¢ - - . - \% | - oce zooer |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| jus.nesses n samo: Mo. Low sales value $\$ 8000^{\prime}$ s) tign sales value '\$000's? | $\therefore 297$ | $\begin{gathered} 1! \\ 2! \end{gathered}$ | -isi | - | "三 |
|  | -verace (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Casn |  |  |  | * | - |
| Accounts and notes receival. inventery | 5 | 1 | 2 | 4 | $\cdot 1$ |
| Dther surrent assers | 57 | 19 | 11 | 56 | : 09 |
| Toisi curiont assets | 31 | 20 | 43 | 30 | :0 |
| Fixed assets | 58 | 30 | $5!$ | こ9 | 83 |
| Less: Accum. deo. on i i med assers | 13 | 5 | 12 | 14 | - |
| Other aseets | 13 | 5 | 12 | 14 | 21 |
| Totsl assets | 130 | 55 | 107 | 133 | 224 |
|  |  |  |  |  |  |
| Current loans | 35 |  | 27 | 10 | 18 |
| Other current indicilities | 36 46 | 18 19 | 27 33 | 32 | 89 |
| Mortgages payable | . | . | . |  | - |
| Long term deot | 5 | 2 | 4 | 5 | $?$ |
| Other lisoilities | 47 | 28 | 44 | 52 | 36 |
| Total lisbilities | 97 | 45 | 80 | 100 | 180 |
| Total cauity | 32 | 6 | 27 | 33 | 84 |


See itble for symools and notes.

TABLE 3. Financimi ratios(1) for incorporated businesies only. 1987
Canmde. Food (Speclalty) Stornt (Sic s012)

|  | Potal(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middie } 25 \%$ | Uoper <br> middle 25\% | 700 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low soles value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 1.297 \\ (1) \\ (1) \end{array}$ | $11)$ 212 | 212 450 | $\begin{array}{r}450 \\ 755 \\ \hline\end{array}$ | 755 111 |
|  | Averege |  |  |  |  |
| Liquidity retio Curcent retio (times) | 1.3 | 1.0 | 1.3 | 1.4 | 1.4 |
| Leverage ratlos <br> Deot/equity ratio (times) <br> Interest coverage patio (times) <br> Dett patio (times) | $\begin{aligned} & 3.0 \\ & 1.8 \\ & 0.8 \end{aligned}$ | 8.2 0.9 | 3.0 1.6 0.7 | 3.1 1.9 0.8 | 2.5 2.4 0.7 |

[^42]Ses Tabl 1 for symbols and notes.

Definitions:

1. biquidity petio:

Cuprent a current assess / curpent liabilities.
2. Leverege retios:

Ocot/equity $=$ total 11 boilities / equity
Deot retio = cotal liacilities / toial sssets
c) Inferest coverage = net profiq interest expense/ interest expense.

TABLE 4. Starement of enanges in financial position for incorporated businesses oniy. ig8t
Ganada, Food Groceriesi Stores (S1C 301i)

 only those Dusinssses peporting a statenent of changes
See toble 1 for symods and notes.

TABLE 5. Employment changes by stze of business. 1984-1987 based on SIC elassification in i987
Ganade. Food (Grocerles) Stores (SIC 6011)


[^43]SOURCE: Smell gusiness and Special Survers Division. Statisties Canada.

TABLE 6. Selected operating charaeteristies of smali businusses by sales guaptile. $1985-1987$
Cansda, food (Groceries) stores (Sic soil)


| Numoer of soservations in sample iverage salus $\$$ |  |  |
| :---: | :---: | :---: |
|  |  |  |
| Average | net profit (losa) | \$ |
| Businesses reporting orofit (No.) |  |  |
| Average salts |  |  |
| Average exoense |  |  |
| Average not profits |  |  |
| Butinesses peporting lose (Mo.) |  |  |
| Aversge salus |  |  |
| Average exoenses |  |  |
| Average | net loss ${ }^{\text {a }}$ |  |

7.374
352.748
343.201
9.247

8.545
350.015
335.225
14.790
1.025
363.238
375.810
-12.572

| 53.536 | 170.728 |
| ---: | ---: |
| 36.533 | 33.369 |
| 3.003 | 7.487 |
|  |  |
| 54.744 | 170.894 |
| 56.707 | 160.351 |
| 8.037 | 10.543 |
|  |  |
|  |  |
| 87.248 | 189.943 |
| 75.128 | 175.890 |
| -7.878 | -6.947 |


| 331.-20 | 343. 30 |
| :---: | :---: |
| 320. 331 | 3ご $29 ?$ |
| 10.289 | 16.229 |
| 332.12! | 931.993 |
| 317.065 | 308.796 |
| 15.356 | 25.223 |
| 325.238 | 890.522 |
| 340.191 | 911.031 |
| -14.953 | -20.509 |

1985


1987

| Number of observations in sample | 1.189 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales | 522.081 | 109.973 | 380.309 | 718.889 | 1.287.093 |
| Average expense \$ | 613.913 | 101.318 | 372.337 | 709.204 | 1.272.792 |
| Average net grofit (loss) \$ | 8.148 | 655 | 7.972 | 9.865 | 14.301 |
| 8usinesmes reporting a profit (Mo.) | 837 |  |  |  |  |
| Average sales | 623.084 | 97.173 | 384,196 | 795.981 | 1.294 .915 |
| Average expense ${ }^{\text {a }}$ | 604.682 | 90.790 | 369.897 | 593.548 | 1.264 .511 |
| Average net profi: \$ | 18.382 | 6.383 | 14.299 | 22.443 | 30.404 |
| Dusinesses reporting a lose (Mo.) | 352 |  |  |  |  |
| Average salas \$ | 618.489 | 108.448 | 371.613 | 725.672 | 1.288 .229 |
| Average expense 5 | 633.098 | \$15.520 | 377.870 | 746.228 | 1.292 .773 |
| Averige net loss \$ | -14.609 | -7.072 | -6. 257 | -20.556 | -24.552 |

(1) These estimetes are based on sample of businesses reporting sales between $\$ 29.000$ and 92.000 .000 .

See table 1 for symools and notes

TABLE 1. Selectec sperating ratios, in percent of sales. 1987
Canaca, Food Grocerias) Stores (516 5091)

|  | -otal! |  | $\begin{array}{r} 30: 0 m \\ 25: \end{array}$ |  | - 20.2 -3ne! |  | - こと - - - \% \% |  |  | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses in samo : No. -ow seles valut 5000 si gh salas aine \$C00. | $.045$ |  |  | $235$ |  | :20 |  |  |  |  | 2 |
| Sulecteomonse i : mm | incus:er averugel? |  |  |  |  | $\begin{aligned} & \text { Obusi- } \\ & \text { rosses } \\ & \text { roorting } \end{aligned}$ | 2eoorting susinesses onivi 31 |  |  |  |  |
|  | Total | Sottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | Uooer nidal 25\% | $\begin{aligned} & -00 \\ & : 5 \% \end{aligned}$ |  | -0¢al | $\begin{array}{r} 30: 50 \mathrm{om} \\ 2 \mathrm{in} \end{array}$ | $\begin{array}{r} \text {-ower } \\ \pi \mathrm{oal} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { jooer } \\ & 7108 \\ & 25 \% \end{aligned}$ | - 20 |
|  | jercont of salus |  |  |  |  |  | zerent of sales |  |  |  |  |
| Cost of sales | 69.8 | 82.4 | 70.5 | 72.5 | 73.7 | 93.5 | 14.6 | 74.8 | 74.1 | 74.2 | 75.2 |
| Occupancy expenses | 5.2 1.1 | 7.5 | 5.2 1.3 | 4.1 | 3.8 1.0 | 93.8 83.8 | 5.2 1.3 | 7.5 2.1 | 5.2 1.4 | 4.4 | 3.8 +3 |
| Repreciation Ropaiss monence | 0.7 | 0.9 | 0.9 | 0.6 | 0.5 | 88.9 | 0.8 | 1.3 | 1.0 | 0.0 | 0. 3 |
| Heat. light a telophone | 1.6 | 2.7 | 1.6 | 1.2 | 1.1 | 94.6 | 1.9 | 3.1 | :. 6 | 1. 3 | J. |
| fent | 1.3 | 2.7 | 1.6 | 1.8 | 1.2 | 56.4 | 3.1 | 5.3 | 3.0 | 2.4 | '. 3 |
| Personnel expenses | 10.2 | 15.3 | 8.5 | 8.5 | 8.7 | 91.8 | 11.2 | 21.1 | 8.9 | 8.5 | 8.3 |
| Finencill expenses | 1.6 | 2.4 | 2.0 | 1.2 | 1.0 | 94.9 | 1.7 | 2.8 | 2.2 | 1.2 | 1.1 |
| Interest $\%$ banx charges | 1.1 | 1.4 | 1.5 | 0.9 | 0.8 | 80.3 | 1.4 | 2.2 | $\therefore .9$ | 1.C | 0.8 |
| Professional fees | 0.5 | 1.0 | 0.5 | 0.3 | 0.3 | 88.0 |  |  | 0.6 |  |  |
| Other expenses | 11.8 | 11.5 | 11.7 | 12.3 | 11.7 | 100.0 | 11.8 | 11.5 | 11.7 | 12.3 | 11.7 |
| Profis (lose) | 1.3 | 0.8 | 2.2 | 1.1 | 1.1 | 98.1 | 1.3 | 0.8 | 2.3 | 1.1 | 1.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . . | $\ldots$ |  |  |

## Syteols

```
zero or no ocservitions
* too smell $00 be uxpressed
    noe applicoble
```

- confidentia


## Footnetes

(11) Phest estinetes bre besed on sample of Dutinesses pooopting seles betweun 329.000 and 32,000.000.

Tolal wighted expendisure on given item



```
This oor:ion of the sable perteins only to the businesses poporting the spmeific mopensm itmm. Therefore thmst pttios are calculated
``` individutily and the cotel will not necesgarily equal 100 t.

Motes
Data are shown by gueftiles when at least 13 of the somplad businesses papopt the specific itten

 high and lom values of seles tre shown.

How te use the teblet

21 The selected renge will indicste the proper guartile, i. the bottom 25\%. the lowep middit 25x. the upper miode 2S2 or the 200 25\%.
13) Data pefteining to the selsected sale size range will bs in thet quertile

\section*{Stendera Indurtfisl clessiflcetion Deflinition [SIC 1ssol:}

S1C 5011 - Food lGreaticel Stores
 vegetables, dusserts and siagles such as tes. coftef. spices. sugar and flour fresh mets and goulify may be incluog. ln acdi ion
 towers, piants ang oiner non-food articles may de sold. Inest businesses inciude cheingrocepy stores, convenience food groceri fi stores, cornger grocery stores. food lgroceritgl storis, retail general toods. retail groceries and supermarkets

TABLE 2. Balance sheet profile for incorporated ousinesses only. 1987
Canade. Food (Groceries) Stores (SiC 0011 )
\begin{tabular}{|c|c|c|c|c|c|}
\hline Businesses in samoic: No. !.ow sales value ( 5000 : Hign sales value is000's & \[
\begin{aligned}
& 780 \\
& 111 \\
& 11
\end{aligned}
\] & 374 & \[
\begin{array}{r}
374 \\
725
\end{array}
\] & \[
. \therefore \text { : }
\] & : \\
\hline & \multicolumn{5}{|c|}{average 3000 s)} \\
\hline \multicolumn{6}{|l|}{2ssers} \\
\hline Casn \(\begin{aligned} & \text { accounts and notes eceivable }\end{aligned}\) & & 3 & 5 & 7 & \(?\) \\
\hline accounts and notes receiveble Inventory & \(?\) & 3 & 5 & 7 & - \\
\hline Other current assets & 77 & 30 & 54 & 32 & :23 \\
\hline Total current assets & 84 & 23 & \%9 & 39 & 16 \\
\hline Fixed asset & 70 & 46 & 45 & 74 & -12 \\
\hline Less: Accum. deo. on fixad essets & - & & & - & 5 \\
\hline Other assets & 23 & 10 & 20 & 27 & 35 \\
\hline Totel ussets & 177 & 19 & 136 & 180 & 292 \\
\hline \multicolumn{6}{|l|}{bisbilities and equity} \\
\hline jener current lisbilities & 49 & 20 & 38 & 54 & 84 \\
\hline Total curcent 1 isoulitics & 31 & 25 & 46 & E6 & 107 \\
\hline Mortgages payal & - & - & - & - & - \\
\hline Long serm ator. & 7 & 5 & 6 & 6 & \(\xi\) \\
\hline Otner lisbilitios & 62 & 38 & 53 & 73 & 37 \\
\hline Total listoilities & 130 & 68 & 105 & 145 & 202 \\
\hline Total equity & 47 & 20 & 31 & 44 & 90 \\
\hline
\end{tabular}
(1) These estinses are besec on sangl of ousinesses reporing sales onement \(\$ 25.000\) atio \(\$ 2.000,000\).

See ial 1 for symools sme notet.

TABLE 3. Financial ratios(1) for tncorporeted bustnesses only. 1987
Cynede. Food (Groceries) Steres (StC so11)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Totol (2) & \[
\begin{array}{r}
804 \text { tom } \\
25 x
\end{array}
\] & midd \(25 \%\) & Uooer
midol \(25 \%\) & 100
25\% \\
\hline 8usinesses in semole (No.) Lom sales value ( 5000 's) High sales value (5000's) & \[
\begin{aligned}
& 780 \\
& \text { (1) } \\
& (1)
\end{aligned}
\] & 111
374 & 374
722 & 922
1.097 & 1.937
111 \\
\hline & \multicolumn{5}{|c|}{Averege} \\
\hline Liquidity cetio Curpent ratio (times) & 1.4 & 1.3 & 1.5 & 1.3 & 1.4 \\
\hline Leverage ratios
```

    Debt/equity ratio (times)
    Interest coverage patio (times)
    Debt cetio (times)
    ``` & 2.8
1.9
0.7 & \[
\begin{aligned}
& 3.3 \\
& 1.1 \\
& 0.8
\end{aligned}
\] & 3.4
1.6
0.8 & 3.3
1.8
0.8 & 2.2
2.4
0.7 \\
\hline
\end{tabular}

III The ratios ropresent the guerse of ratios for ench business in the group and cmnot de culculated from the figures snom in table 2.
(2) These esintits te besed on semple of businsses pepopting salms betwem 825.000 and 12.000,000.

See table ifor synools and notes.

Definitione:
1. Liquidity retio:

Curfone z current assets / current liabilities.
2. Leverege retiot:

Debl/equiey : total liabilisies / nquiey
bl Debt ratio s total lisailities/ total assets
cl Interest coverage a net orofit interest expense / intorest expense

TABLE 4. Statement of Ghanges in finanelal position for incorporated businessas oniv, 1987
Canade, Wholesale Gentral Merchandise (SiC 598)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -otai & \[
30:: 2 m
\] &  & \[
\begin{array}{r}
-2=e r \\
-100 \cdot z=5: ~
\end{array}
\] & \[
=
\] \\
\hline 3usinesses n samole :No. Low sales value 3000 s. high sales ralue i \(3000^{\circ}\) sl &  & -- & -- & - & \(\cdots\) \\
\hline & & & sverage : 3000 si & & \\
\hline \begin{tabular}{l}
Operating ectivities \\
Lasn from aperations \\
Depreciation \\
Other
\end{tabular} & \[
\begin{array}{r}
20 \\
-4 \\
-41
\end{array}
\] & -- & -- & -= & - \\
\hline Dividends & -15 & -- & - - & - & - \\
\hline \begin{tabular}{l}
Investmont activities \\
Dispossil of fixed assets \\
Purenses of fixed assets \\
tncrease in investment \\
Oecress in investment
\end{tabular} & \[
\begin{array}{r}
10 \\
-23 \\
-1 \\
6
\end{array}
\] &  &  & -- & \(\cdots\) \\
\hline \begin{tabular}{l}
Financing ectivities \\
Inctelase in long tofm debt \\
Repayment of long term deet \\
Loans from shar holders \\
Reoarment of loans from snareholders \\
sdvances 8 oans from government \\
Increase in equity \\
Decrease in equity \\
Other
\end{tabular} & \[
\begin{array}{r}
10 \\
-7 \\
2 \\
-13 \\
- \\
- \\
- \\
\hline
\end{array}
\] & -- & -- & -- & - \\
\hline Increse (decreses) in cash s equivelents Cash sauivelents-8iginning of the yeer Cash sauivaients - End of the yeer & \[
\begin{array}{r}
-43 \\
13 \\
-30
\end{array}
\] & - & - - & -- & = \\
\hline
\end{tabular}
 only those businesses raporting statement of changes
soe isble 1 for symols and notes.

TABLE 5. Employment Enanges by stze of business. 1984-1987 based on SIC elazsification in ig87 Canada. Wholesale Genoral Merchandlse (SIC 5s8)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{Business size exoressed in average labour units(1)} & \multirow[b]{2}{*}{Number of busintsses} & \multirow[b]{2}{*}{\[
\begin{array}{r}
\text { Tope payroll } \\
(\$ 000 \text { s) }
\end{array}
\]} & \multirow[b]{2}{*}{Average loour units(1)} & \multicolumn{2}{|l|}{Changes in number of businessss with paid enoloyees} \\
\hline & & & & \[
\begin{array}{r}
\text { Newly } \\
\text { eoortingiz }
\end{array}
\] & No longer - eportingi 3 \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Potel & 312 & 20.737 & 1.211 & 85 & 45 \\
\hline \[
\begin{aligned}
& \text { 1-ss than } 20 \\
& 20-99 \\
& 100-499
\end{aligned}
\] & 293
9
10 & \[
\begin{array}{r}
11.410 \\
4.940 \\
4.387
\end{array}
\] & \[
\begin{aligned}
& 648 \\
& 297 \\
& 265
\end{aligned}
\] & 84 & 45 \\
\hline 1987 & & & & & \\
\hline Totel & 424 & 41.377 & 2.131 & 126 & . . \\
\hline \[
\begin{aligned}
& 1083 \text { then } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
390 \\
23 \\
11
\end{array}
\] & \[
\begin{aligned}
& 18.745 \\
& 13.927 \\
& 10.705
\end{aligned}
\] & \[
\begin{aligned}
& 859 \\
& 717 \\
& 555
\end{aligned}
\] & \(\begin{array}{r}119 \\ 7 \\ \hline\end{array}\) & .
\(\ldots\)
\(\ldots\) \\
\hline
\end{tabular}

\footnotetext{
 Survey of Enployment. Payroll and Mours. Statissics Canada. Caralogue 72-002. An average labour unit could De interoretpo as a


121 Reiers to ousiqesses reoorting no psyroll deducsions in the of evious yebr.
(3) Refers to Dusinesses reporting no peyroll deductions in the following year
*Newly reporting" and no longer reporting" ousinesses are assuma po have been in activity for six montis and the infopmation is adjusted accordingiy

See iable 1 for symools and nozes
}

TABLE 6. Selacted operating charactertstics of small businessas by sales quareila. 1985-1987
Canede, Wholesale General Merchandise (Sic s9g)

\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of sbservations in sample \\
dverage sales 3 \\
Average exoense \(\$\) \\
Averse net profit (lase) \$
\end{tabular} & 156
0.744
90.709
20.535 & \(32 . E 23\)
22.454
10.069 & \[
\begin{aligned}
& 46.389 \\
& 33.52 \\
& 13.288
\end{aligned}
\] & \[
\begin{aligned}
& .350 \\
& 50.400 \\
& 20.956
\end{aligned}
\] & 222.
254
25.381
37.937 \\
\hline Businestes reporting profit (Mo.) & 142 & & & & \\
\hline Average sales \$ & 198.210 & 32.596 & 48.890 & 72.078 & 31:.174 \\
\hline Aversige expense \$ & 90.357 & 29.913 & 32.401 & 44.069 & 283.243 \\
\hline Average net orofit \$ & 25.853 & 10.683 & 16.289 & 28.003 & 48, +31 \\
\hline Susinesses reporting loss (Mo.) & 14 & & & & \\
\hline Average selos \$ & 81.350 & 27.971 & 37.848 & 56.785 & 192.796 \\
\hline Average exoense \({ }^{\text {c }}\) & 99.240 & 56.541 & 39.764 & 91.088 & 509.587 \\
\hline Average net loss \$ & -17.890 & -28.570 & -1.896 & -24.302 & -16.73? \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observetions in sample \\
Average sales \(\$\) \\
Average expense \(\$\) \\
Average net profit (loss) \$
\end{tabular} & \[
\begin{array}{r}
146 \\
138.428 \\
118.955 \\
19.473
\end{array}
\] & \[
\begin{array}{r}
30.801 \\
29.413 \\
1.388
\end{array}
\] & \[
\begin{aligned}
& 59.497 \\
& 37.887 \\
& 21.810
\end{aligned}
\] & \[
\begin{array}{r}
105.581 \\
81.819 \\
24.852
\end{array}
\] & \[
\begin{array}{r}
356.751 \\
328.720 \\
30.331
\end{array}
\] \\
\hline Busineseet reporting profit (Mo.) & 125 & & & & \\
\hline Average sales \$ & 124.063 & 29.272 & 59.584 & 100.593 & 308.804 \\
\hline Average exiense & 93.334 & 18.270 & 37.482 & 65.122 & 254.463 \\
\hline Average net profit \$ & 30,729 & 13.002 & 22. 102 & 35.471 & 52.341 \\
\hline Businestes roperting lose (Mo.) & 21 & & & & \\
\hline Average sales & 179.853 & 33.321 & 52.486 & 121.998 & 511.606 \\
\hline Average expense \$ & 197.212 & 51,071 & 83.201 & 123.831 & 550.745 \\
\hline Average net loss \$ & -17.359 & -17.750 & -10.715 & -1.833 & -39,139 \\
\hline
\end{tabular}

1987

(11) These estimetes ar Desed on semple of businesses peorting saies detween \(\$ 25,000\) and \(\$ 2,000,000\)

See Table i for symbols and notes

TABLE 1．Sulected operating ratios．in percent of sales． 1987
Eanade，wholesal General Merchandise（SiC 598）
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{－0тal＇} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
30+\div 5 m \\
25 \%
\end{array}
\]} & \multicolumn{2}{|r|}{－cwer} & \multicolumn{3}{|c|}{\[
\begin{array}{r}
\text { soer } \\
\text { T: ac: }
\end{array}
\]} & \multicolumn{2}{|c|}{ご，} \\
\hline Gusingeses in samolo iNo． Low sales value \(\$ 000\)＇si figh seles value（\＄000＇s） & \multicolumn{2}{|r|}{\[
\begin{array}{r}
197 \\
\vdots \\
\vdots \\
\hline
\end{array}
\]} & \multicolumn{2}{|r|}{\[
37
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& \vdots ? \\
& 5 ?
\end{aligned}
\]} & \multicolumn{5}{|c|}{\[
\begin{aligned}
& \vdots \\
& 38
\end{aligned}
\]} \\
\hline \multirow{3}{*}{Selected exoense item} & \multicolumn{4}{|r|}{Industrw averagei？} & & \multirow{3}{*}{\[
\begin{aligned}
& \text { ODusi- } \\
& \text { inssas } \\
& \text { ropiting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{₹eoorting jus atesses oniv：？} \\
\hline & Tocal & \[
\begin{array}{r}
30+70 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { tower } \\
\operatorname{midac|} \\
35 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Uooer } \\
& 1001 \\
& 25 \%
\end{aligned}
\] & \[
\begin{array}{r}
700 \\
25 \%
\end{array}
\] & & iotal & Bat:om
\[
2 \equiv \because
\] &  & \[
\begin{array}{r}
\text { uooer } \\
\text { Mi } 2514 \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
-50 \\
-5 \%
\end{array}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of sales} & & \multicolumn{5}{|c|}{zereent oi sales} \\
\hline Cost of seles & 12.0 & 4.3 & 13.9 & 5.8 & 24.0 & 23.9 & 50.2 & 22.1 & 49.0 & 55.8 & 61.3 \\
\hline Oceupancy expenses & 3.3 & 15.1
8.8 & 8.9
3.9 & 7.8
2.0 & 6.1
1.3 & 95.2
71.1 & 9.7
4.8 & 15.5
9.9 & 9.0
5.1 & 7.8
2.9 & \(\begin{array}{r}7.2 \\ \hdashline .8\end{array}\) \\
\hline Repaits \＆maintenance & 1.0 & 0.6 & 1.9 & 1.3 & 0.4 & 30.4 & 3.2 & 2.2 & 4.7 & 3.5 & 0.7 \\
\hline Heat，lighe \＆telephons & 3.0 & 5.8 & 2.6 & 2.1 & 1.9 & 65.7 & 1.5 & 7.6 & 4.2 & 3.8 & 2.6 \\
\hline Rent & 1.9 & 2.1 & 0.9 & 2.2 & 2.5 & 48.3 & 4.0 & 5.9 & 3.6 & 3.2 & 4.1 \\
\hline Personnel expensten & 12.3 & 2.0 & 10.0 & 17.2 & 18.7 & 53.5 & 23.0 & 8.6 & 21.7 & 25.0 & 25.1 \\
\hline Financlal expenses & 2.0 & 1.3 & 3.0 & 1.4 & 2.3 & 75.1 & 2.7 & 1.5 & 4． 2 & 2.3 & 3.0 \\
\hline Interest \＆bank charges & 1.2 & 0.8 & 2.4 & 0.7 & 1.0 & 48.2 & 2.5 & 3.2 & 3.8 &  & \(\cdots\) \\
\hline Profestional foes & 0.8 & 0.5 & 0.6 & 0.7 & 1.3 & 85.8 & 1.2 & 0.6 & ． 3 & 1.1 & \(\therefore\) \\
\hline Other expenses & 28.8 & 25.7 & 32.2 & 24.0 & 24.4 & 99．9 & 28.5 & 25． & 32.9 & 24.0 & 24.4 \\
\hline Profit（loes） & 37.8 & 51.7 & 31.3 & 66.1 & 24.4 & 98.8 & 38.3 & 51.9 & 31.3 & 48.0 & 24.5 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & ．． & & \(\ldots\) & \(\ldots\) & \\
\hline
\end{tabular}

\section*{Symbel：}
```

* zero or no observerions
-a too smell coo be mepressl
. not opgligetol
x confidenzi⿱⿻土㇒日\zh20一

```

\section*{footnotes}

11 Those estimetes tr Gust：on semplo of busineses peporting sales Detween 825.000 and \(32.000,000\)

（3）Velue if tech coll \(=\frac{\text { Total wighted expenditup on given iten }}{\text { Total wighted solus of businesses reporting this item of expendicur }}\) for foch austile．
 individuslly and the total will not necessarily equal \(i 00 \%\) ．

\section*{Motes}

Oste are shown by quatiles whan at lutst 13 of the samplud businesses paport the specific ipem．

 high and low vilues of stal er shown

How is use the teslus

 top 25\％．
131 Dats pertaining to the selfected salfs size fonge will be in ther quertile．

Stenderd Induserlal Clessificesion Definision ISIC 19s0）：
SIC 5980 －Tholeate Genersi mepcnendice
Businesses primerily engaged in wholesgl desing in diversifigd line of householg merchandise of which har oware．foods．ctothing． spopting goods．toys and games tend to ot the most imoortant．out no line is sufficiently important to constitute a primery activity

TABLE 2．Balance sneet profile for incorporatad ousinesses only． 1987
Canada，wholesale Eeneral Merchandise（SiC 598）

\begin{tabular}{|c|c|c|c|c|c|}
\hline Jusinesses if samcle（No． －om sales ralue 3000 s） High sales value \(\left(\$ 000^{\circ}\right.\) s） & 35
1
\(i\) & う今 & 洼 & －7： & －： \\
\hline & \multicolumn{5}{|c|}{} \\
\hline \multicolumn{6}{|l|}{} \\
\hline Zasn & － & & － & － & － \\
\hline Accounts and notes rectivable & 24 & 7 & 2 & ： 7 & 3 \\
\hline lnventory & － & － & － & － & － \\
\hline Jther curient ssers & 75 & 38 & 2 & ！ & 53 \\
\hline Total current assets & 99 & 75 & 4 & ¢ & 237 \\
\hline Fixed assets & 21 & 33 & 3 & 11 & 39 \\
\hline & － & & 0 & & － \\
\hline Diner essets & 29 & 2 & 20 & 35 & 58 \\
\hline Total lseets & 149 & 110 & 37 & 114 & 334 \\
\hline \multicolumn{6}{|l|}{Lisbilities and equity} \\
\hline Cuprent loans Other euprent lybilities & 12 & 5
13 & 17 & 5
4 & 35
224 \\
\hline Sther eurrent lobilitios & 82 & 18 & 20 & 42 & 224
235 \\
\hline Mopigages paysole & & － & － & － & － \\
\hline Long term debt & － & － & 2 & － & ： \\
\hline Dther libilities & 19 & 18 & 3 & 3 & E1 \\
\hline Total listilities & 102 & 35 & 25 & 50 & 295 \\
\hline Total equity & 47 & 75 & 12 & 84 & 40 \\
\hline
\end{tabular}

fat iable I for symools and notes．

TABLE 3．Financial patios（1）for incorporited businesses only， 4987
Cantde．Wholesal General Merchandise（SIC 598）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & fotal（2） & \[
\begin{array}{r}
\text { Bot tom } \\
25 \%
\end{array}
\] & Lomer middle 25x & Uooer middle 25\％ & 100
\(25 \%\) \\
\hline Businesses in samol（Mo． Low sales value（ \(\$ 000\)＇s？ High sales value \(\left(\$ 000^{\prime}\right.\) s & 85
\((1)\)
（i） & （1） & \(\begin{array}{r}68 \\ 110 \\ \hline\end{array}\) & \(\begin{array}{r}110 \\ 274 \\ \hline\end{array}\) & 271
111 \\
\hline & \multicolumn{5}{|c|}{Aversege} \\
\hline biquidity retio Cuprent retio（times） & 1.2 & 4.2 & 0.7 & 1.6 & ： 0 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Oeat／equity patio（times） \\
Interest coversge patio（times） \\
Dept petio（times）
\end{tabular} & 2.2
11.8
0.7 & 0.5
20.8
0.3 & 2.1
11.1
0.7 & \[
\begin{array}{r}
0.8 \\
31.9 \\
0.4
\end{array}
\] & 7.4
8.8
0.3 \\
\hline
\end{tabular}


Set ioble ifor symbols and notes

Definitions：
1．Liquidity retio：
Cureme ：euprent assers／cupent liabilisies

2．Leverape ratios：
al Door／oquily＝lotal liabilities／equity．
ol Debt ratios cotal liabilitiss／total assets．
c）Intorest coverage＝net profit－interest expense／interest expense．

TABLE + . Statement Jf enanges in financial position for incorporated businesses only. ig87 Ganada, Jasoline zerみice Jtations 'Sic 3331)

 only those businesses poporing stetement of changes. Ses iable i for symool and notes.

Canada. Gasoline Service Stations (SIC 5331)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in numb with 20 & of busincsses ployess \\
\hline Bus:ness size exoressed in average bour units(1) & Number of Dusinesses & \[
\begin{array}{r}
\text { Total payroll } \\
(\$ 000 \text { s) }
\end{array}
\] & Aversge la 00 u ? units(i) & \[
=0 \text { Newiy }
\] & No onger -000:1.ngl3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 12.089 & 753.519 & 67.375 & 1.696 & 1,174 \\
\hline \[
\begin{aligned}
& \text { 1ass than } 20 \\
& 20.99 \\
& 100 \text {. } 499 \\
& 500 \text { ond over }
\end{aligned}
\] & \[
\begin{array}{r}
11.818 \\
225 \\
20 \\
28
\end{array}
\] & \[
\begin{array}{r}
566.927 \\
88.928 \\
18.965 \\
100.301
\end{array}
\] & \[
\begin{array}{r}
50.717 \\
6.225 \\
\therefore .044 \\
8.789
\end{array}
\] & \[
\begin{array}{r}
1.666 \\
20 \\
9
\end{array}
\] & \[
\begin{array}{r}
1.151 \\
18 \\
4
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 12.768 & 930.302 & 76.811 & 2.075 & . . \\
\hline \[
\begin{aligned}
& \text { less then } 20 \\
& 20 \text { - } 99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
12.361 \\
350 \\
36 \\
21
\end{array}
\] & \[
\begin{array}{r}
569.710 \\
115.928 \\
50.002 \\
34.652
\end{array}
\] & \[
\begin{array}{r}
55.319 \\
3.567 \\
4.085 \\
7.840
\end{array}
\] & 2.018
48
9 & \(\ldots\) \\
\hline
\end{tabular}

\footnotetext{
(1) Average labour units are calculated by dividing total payroll by the average annuel wage and salary iate as reported in the

Survey of Employment. Paypoll and Hours. Statistics Canade. Catalogue 72-002. an average labour unit could de interoreted as a
fulleqime mployee. Not that the business sizo groups used ape determined at the canada level. inus if a business has at last
500 emoloyees in Cansda as whole but ess than that numper in any given piovince it is snown in the 500 and over group.
(2) Refers to ousinusses reporiting no payroli deductions in the previous year
(3) heters to businasses peporting no payroll deduetions in the following yeer
*Newly reoorting" anc "no longer poporting" ousinesses are assumed to have oen in activity for six montins and the in formation is adjusisd accoroingly

See fable f for symbors and notes
}

TABLE 6. Selected operating enaracteristics of small ousinesses by sales quartile, is85-1987 Canadm, Gasoline Service Stations (SiC a331)
\begin{tabular}{lll}
\hline & & Sot:om \\
\hline
\end{tabular}

1986
Number of observations in sample
Average sales \(\$\)
Average expense
Average net profit iloss) \(\$\)
Businesees reporting profit (No.)
Aversge sales \(\$\)
Average expense
Average net Drofit \(\$\)
Susinesses reporting less (Mo.)
Average sales \(\$\)
Average expense \(\$\)
Avorage net loss \(\$\)
\begin{tabular}{|c|c|c|c|c|}
\hline 4.875 & & & & \\
\hline 545.047 & 66.178 & 252. 121 & 502.364 & 1.249.529 \\
\hline 533.999 & 57.266 & 252. 557 & 591.741 & -.234.332 \\
\hline 11.148 & 8.908 & 9.554 & 10.523 & 15.435 \\
\hline 4.095 & & & & \\
\hline 545,765 & 67.201 & 282.435 & 598.4.80 & 254.962 \\
\hline 527.830 & 54.643 & 248.815 & 580.503 & 1.225.35? \\
\hline 17.935 & 12.558 & 15.620 & 17.957 & 25.605 \\
\hline 780 & & & & \\
\hline 542.255 & 61.414 & 261.082 & 513.539 & 1.233 .008 \\
\hline 553.371 & 69.412 & 271.920 & 623.508 & 1.248 .245 \\
\hline -11.116 & -7.998 & -10.858 & -10.37i & -15.237 \\
\hline
\end{tabular}

1987

\begin{tabular}{|c|c|c|c|c|}
\hline \[
\begin{array}{r}
3.730 \\
558.706 \\
548.580 \\
12.026
\end{array}
\] & \[
\begin{array}{r}
102.311 \\
95.380 \\
6.931
\end{array}
\] & 309.896
300.798
8.798 & \[
\begin{array}{r}
534.417 \\
522.960 \\
11.457
\end{array}
\] & 1.188 .498
1.157 .580
20.911 \\
\hline 2.927 & & & & \\
\hline 561.539 & 102.378 & 312.641 & 536.885 & \(\therefore .194 .250\) \\
\hline 541.747 & 88.745 & 296.051 & 516.564 & 1.155.52? \\
\hline 19.792 & 13.633 & 16.590 & 20.32: & 23.323 \\
\hline 803 & & & & \\
\hline 548.655 & 102.110 & 302.120 & 627.019 & 1.163.371 \\
\hline 561.519 & 115.397 & 312.451 & 642.136 & \(\therefore 175.113\) \\
\hline -12.854 & -13.257 & -10.331 & -15.117 & - 12.742 \\
\hline
\end{tabular}

111 These astimates are based on a sample of businesses reporting sales between \(\$ 25.000\) and \(\$ 2.200 .000\) see iable for symools and notes

PABLE 1．Selectad oparating ratios．in percent of sales， 1987
Cancex．Tire，gattery，Parts and Accessorins stores（SiC 5342）
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{Tgea！ 1} & \multicolumn{2}{|r|}{20： e ： am} & \multicolumn{2}{|r|}{} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{：} \\
\hline Zusinesses a smore No． －ow sales rave 5000 si －ign sales value 5000 ＇s & & ミミ & & 03 & & \[
23
\] & & & & & \\
\hline \multirow{3}{*}{Stlecto exomse iqum} & \multicolumn{5}{|c|}{Incustry 3veragal} & \multirow{3}{*}{\[
\begin{aligned}
& \text { yzus: } \\
& \text { resses } \\
& \text { goor: }
\end{aligned}
\]} & \multicolumn{5}{|c|}{} \\
\hline & To：a 1 & \[
\begin{array}{r}
80 t \div 0 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text {-umer } \\
\text { mıd } \\
25 \%
\end{array}
\] & Joper 1 dal 25\％ & \[
\begin{aligned}
& 100 \\
& 25 \%
\end{aligned}
\] & & 2： & \[
\begin{array}{r}
30:-0 m \\
25 \%
\end{array}
\] &  & \[
\begin{array}{r}
-369 \\
m i 30! \\
-5!
\end{array}
\] & \[
2 \%
\] \\
\hline & \multicolumn{5}{|c|}{Ouccent of sates} & & \multicolumn{5}{|c|}{porcent of salos} \\
\hline Cost of sales & 54.9 & 53.8 & 55.3 & 55.2 & 55.3 & 95.3 & 57.8 & 58.9 & 59.1 & 55.1 & 58.4 \\
\hline Occupaney expensua & 7.5 & 10.7 & 8.0 & 6.3 & 5.0 & & 7.5
2.2 & 10.7
3.9 & 8.0 & 5.3
1.5 & 5.1 \\
\hline Jeoreciation Reoairs \＆maintanance & 1.9 & 2.9
2.3 & 1.9 & 1.5
0.9 & 1.3
0.5 & 88.2 & 2.2 & 3.9
3.3 & 2.2
1.8 & 1.5 & ¢．
0.3 \\
\hline Heat t i ignt 3 ：illenone & 2.0 & 2.9 & 2.2 & P． 8 & 1.2 & 94.4 & 2.1 & 3.1 & 2.3 & i．\({ }^{\text {\％}}\) & 1． 3 \\
\hline Ron ₹ & 2.4 & 2.5 & 2.6 & 2.4 & 1.9 & 51.9 & 3.8 & 7.1 & 3.8 & 3.3 & 2． \\
\hline Personnel expenses & 13.1 & 4.3 & 12.4 & 18.5 & 17.0 & 82.9 & 15．9 & 9.1 & 15.0 & 18.5 & 17.3 \\
\hline Finmeial expenses & 2.5 & 3.5 & 2.7 & 2.3 & 1.9 & 98.0 & 2.7 & 3.9 & 2.8 & 2.3 & \\
\hline inferest of bank enarges & 0.9 & 2.3 & 2.7
0.7 & 1.5 & 1.4 & 85.1
39.5 & 2.2
0.8 & 3.1
1.5 & 2.5 & 1.1 & － \\
\hline Other expenses & 17.0 & 17.5 & 18.5 & 14.7 & 17.4 & 100.0 & 17.0 & 17.5 & 18.5 & 14.7 & 17.4 \\
\hline Profit \｛loss） & 4.8 & 9.9 & 3.0 & 3.0 & 3.4 & 99.3 & 4.8 & 9.9 & 3.0 & 3.0 & 3.4 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & \(\ldots\) & & ．．． & \(\ldots\) & \\
\hline
\end{tabular}

Syeoold
－zero or no observations
－too smal！too oe exprassed
hos agolicabt
\(x\) confiontial

\section*{footnotes}
（11）inese cetimates st bssed on sompl of businesses roporting sales between \(\$ 25.000\) and \(\$ 2.000 .000\)

（3）Value in each coll \(\frac{\text { lotsl weighted expendiqupe on a given ion }}{\text { forsl weighted sales of businesses reporting this item of expenditur }} \times\) ion for each quartile

This portion of the rato pertains only to the businessws reporting the specific expense itom．pherefore these rasios are calculated individually and the cotal will no：necessarily equll 1008.

Motes
Oata ar shown gy quartiles when as latet 13 of the sampled businesses report the specific item．
 one quarter of the cotal number of businmsses．Within ash gustile the average ratio is prosented．for eomparison purposes，the high and lom values of sales are snown

\section*{How to use the table}

（2）The selected range will ingicte the prooer guertile．i．the bottom 25\％．the lower midol 25\％．the uoper miocle 25\％or the top \(25 \%\) ．
（3）Otta persaining io the selocted sales size ronge will be in phet quertibe．

\section*{Stenderd 【ndustfiel Clessificstion Onfinition 151C 1980）：}

SIC 8342 ．Tirt．gattery．Per is and Accessories Stores
 or in sombination inese bus nesses mby be seconoarity engaged in tire installation and rearir as welt as a automoale repair fhis

 motor venicle iape jecks and retal fires anc pupes

TABLE 2. Balance sheet oroftie for incorporatad businesses oniy. 1987
Cansda, Tire. Battery, Parts and Accessories Stores (SIC 6342)
\begin{tabular}{|c|c|c|c|}
\hline 70 & Sot:am & -100 - 0 - &  \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline 3usinesses samo No. -ow sales value 3000 s!
नign salas value \(\$ 000\) s, & 14
1
1 & 2:3 & \begin{tabular}{l}
\(2: 3\) \\
\hdashline\(: 7\)
\end{tabular} & \[
\because:
\] & - 39 \\
\hline & & \multicolumn{3}{|c|}{average 3000 :} & \\
\hline \multicolumn{6}{|l|}{} \\
\hline Casn & & " & 9 & & - \\
\hline Accounts and notes receivaole & 4.7 & 11 & 27 & 42 & 06 \\
\hline inventory & & & - & - & , \\
\hline Other curront assets & 17 & 14 & 39 & : 25 & -29 \\
\hline Cotal Eupront assots & 62 & 19 & 33 & 75 & : \\
\hline Less: Accum. dec. on fixed assets & - & - & - & - & - \\
\hline Other assets & 12 & 3 & 5 & 5 & 21 \\
\hline Total assets & 247 & 77 & 154 & 258 & 495 \\
\hline \multicolumn{6}{|l|}{Lisbilities and equity} \\
\hline curcent losmstyabilities & 29
90 & 26 & 23
44 & 27
82 & 985 \\
\hline Total current liabilitios & 109 & 35 & 57 & 109 & ここ2 \\
\hline Mortgages parable & - & - & - & - & - \\
\hline Long :erm deot & 4 & - & 4 & \# & 3 \\
\hline Other liabilities & 80 & 33 & 34 & 73 & 38 \\
\hline Total liabilities & 172 & 68 & 105 & 186 & 327 \\
\hline Total equity & 75 & 9 & 49 & 72 & 168 \\
\hline
\end{tabular}
(11) These estimates afe Dased on samol of ousinesses reoorting sales biween \(\$ 25.000\) and \(\$ 2.000 .000\).

See iable 1 for symools and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
canadi. Fire, Eattery, farts and Acesesories Stores (S1C s342)


\section*{Definitions:}
1. biquidity ratio:

Guprent = eurrontasets/ eurpens liabilities
2. Leverage fatios:
a) Debi/equity = latal liabilities / mavity
b) Deot ratio = total liabilities/total assets
c) Interest coverage : net profip interest expense / internst expense

TABLE 4. Statament of enanges in financial position for incoroorated businesses only. 1987 Canada. Pire. Bactery, Paris and Accessories Stores (5ic 3342)

 only inose ousinesses pepopting e statement of changes.
Set iable : for symbols and motes.
 Cantad Tire, Butemy. Parts and Accessories Stores (S1C 6342)

(1) Average laboup unies ar calculated oy dividing tozal payroll jy ing average annual wage and salary tate as roptita in ine Survey of Employmert. Paypoll and Hours. Statistics Canaca. Catalogu p2-002. An average labour unit could be interorted as a full-time enolovee. Note that the ousiness size groups usto are derermined ar the camaca level. Thus if a business has at least 500 enoloyess in cansoa as whol but less than that numoer in any given ppovince it is shown in the soo and over group
. 2) Reters io susinesses reporiting no oayroll deguctions in the previous year
13) Refers io Dusingeses reporing no paypoll gequctions in the following year
"Newly reoorting" ano "no longer redorting" businesses are assumed so have dean in activity to: six months ano phe information is adiusied accordingly.

See Table 1 for symbols and notes

TABLE 6. Selected operating cnaracteristics of small businesses by sales quartile. i985-ig87
Canada, Tire, 8atery, Pares and Accessories stores (Sic 5342)


1985
```

Numoer of soservations in sameie
iverage iatos j
zverage ixounses
Mverage कxoense s
Businesses ceporting a profit {Mo.)
Average sales }
Average exDensé\$

```

```

Businesses eoporting loss (No.)
Aversge sales \$
\lambdaverage exoenses
Average ner loss \$
दuvtage net loss \$

```
325
395.389
93.332
16.307
25
= 25
48
482
\(392=38\)
392.532
366.880
25.552

87
417.857
435.580
-17.803
54.192
0.037
\(3 i .062\)
3.975
3.975
:88.275
3.324
99.304
78.793
72.035
37.371
\(12.5 i^{9}\)
\(372 .: 8\)
352.095
352.095
20.057
372.532
\(0 仑 6.53\)
3
-49. \(\ddagger \equiv 3\)
\(39 . E シ 3\)
104
15.397
336.536
\(98: .254\)
236.535
\(88: .54\)
55.375
i86.388
378.203
400.387
\(-22.584\)
\(i .242 .945\)
1.072 .88
-27.336
99.914
-13.525
\(-2.3\)

1986
```

Number of observetions in samole
Iverage sales \$
Average exoense % 382.057
Average net profi\& (loss) \$
Businesses peporting profit(No.)
Average salis \$
Iverseg exconse \$
Average exomse \$
Buginesees ruporting loss (Mo.)
Average sulus
Average exDenses
Average exoenses
(055)

```
        695
        392.739
382.067
        382.067
10.672
        75.060
177.574
191.176
6.398
8.16.33?
    71.745
3.315
397.398
4.888
888.248
    28.089
507
397.830
376.690
21.140

188
377.755
398.488
-18.723
78.556
86.751
    9.805
    175.095
184.831
412.549
388.565
    23.98
    22?.18
    886.011
    40.507
376.690
    21.140
    188
377.755
        377.765
396.488
        \(-18.723\)
71.793
82.546
82.646
-10.853
188.289
388.082
408.947
\(-10.853\)
```

Number of obscrpasions in samole
Average sallos \$
Average gxpanse \$
Average net profit (loss) \&

```
Businesses poporting profit (Ma.)
    Average salk
    Average sales \(\$\)
Average expense \(\$\)
Avage net piofit \(\$\)
    682
388.012
    07
\begin{tabular}{rr} 
& \\
78.556 & 175.095 \\
86.51 & 186.831 \\
9.805 & 10.264 \\
& \\
& \\
\hline 1.793 & 188.289 \\
82.846 & 198.598 \\
-10.853 & -10.309
\end{tabular}
\(-20.285\)
\(-33.442\)


\footnotetext{
14: :hese gstimates are Dased on sample of Dusinesses reporing sales Detween \(\$ 25,000\) and \(\$ 2.000 .000\) See faole t far symools and notes
}

PABLE 9. Selected operating ratios, in percent of sales, 1987
Ganada, Garsges (Genersl Repairs) (SIC 5351)



\section*{Sywbols}
```

zero of no observetions

- too smell too oe moressed
not applicaol
* confidential

```

\section*{Footnores}

111 These estimetes ore gased on a semple of Dusinesses puporing sal bs betwem 825,000 and \(32,000,000\)

(3) Velue in each cell: \(\frac{\text { otsl wighted expenditure on given item }}{\text { lotal weighted sales of businesses reporting this item of expendirur }}\) for fach quartile

This pertion of the table pertains only to the ousinesses peoorting the specific expense iqum. ?herefore inese rarios are calcutated individually and the totel will not necesserily equal 100 x .

\section*{Notes}

Datiare shown by quaftites when at least i3 of the sampled businesses report the spectic item
 on quapter of the cotal numot of businesses. Within each ouertile, the average ratio is prisented. for comparison purposes, the nigh and low values of sales ar shown.

\section*{Hew to use the toles}

111 Logse the appropriace seles range thet is displayed on the two lines entitied bow sales value" ang wign sales velup"
121 The selected rage witl indicate the prooer quartile. i. the botron 25\%. the lower middt 25\%. the upoer midde \(25 \%\) or the \(10025 \%\)
(3) Data pertaining to the silycieo salas size range will De in that quartil

\section*{Standard Induetrisl Clestifiention Definition (SIC 1980):}

Sic 5351 - Gapages IGeneral Repairs)
Businesses primar ly engaged in general mecnanical and elecirical peoais io mozor venicles. Garages may ou secondarily engaged in selbing gasoline and lubricating motor veniclus. These susinesses include motor veniclegeneral ropars

TABLE 2．Balamee snaet profile for imcorporated businesses only．i987
Canads．Garages（General Repairs）（SiC s351）
\begin{tabular}{|c|c|c|c|c|}
\hline －つさ31：！ & Sot－0m & －we： & とぎ & \(\bigcirc\) \\
\hline & こご\％ & －यe： \(\begin{gathered}\text { こご．}\end{gathered}\) & -12 Cl －こご。 & \(\because\) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline  & \[
\equiv 15
\] & 32 & \[
2: 2 ?
\] & \[
\begin{aligned}
& \text { こうこ } \\
& \text { ミきき }
\end{aligned}
\] & ミミ \\
\hline & \multicolumn{5}{|c|}{tverage isunocs} \\
\hline \multicolumn{6}{|l|}{Assers} \\
\hline こasn & & － & ； & － & － \\
\hline sccounts and notes receivade & 18 & 4 & 3 & 8 & \(\pm 2\) \\
\hline ¿nventary & － & － & － & － & － \\
\hline Other sup．mentasers & 14 & 8 & 22 & 29 & ミ3 \\
\hline potal zurcont assers & 62 & 20 & 30 & \％ & ＋i \\
\hline Fixed assets & 48 & 21 & 2？ & E！ & 3 ？ \\
\hline Less：Aecum．deo．on fixed assets & & － & － & － & － \\
\hline Oiher assets & 10 & 4 & 3 & 5 & 28 \\
\hline Total assets & 120 & 64 & 60 & 115 & 259 \\
\hline \multicolumn{6}{|l|}{\multirow[t]{2}{*}{}} \\
\hline & & & & 9 & 16 \\
\hline Other curiont liabilities & 38 & 14 & 25 & 35 & 75 \\
\hline Total zupent liouilities & 48 & 18 & 31 & 14 & 92 \\
\hline Mortgages oayaole
long ierm deos & － & － & － & ， & － \\
\hline Long ：trm deot & \(3{ }^{3}\) & 18 & 22 & 38 & \％ \\
\hline Total liabilities & 87 & 35 & 55 & 84 & 172 \\
\hline Total savity & 33 & 9 & ， & 31 & 97 \\
\hline
\end{tabular}

111 These sstimetes are based on sample of businesses reporting seles setween \(\$ 25.000\) and \(\$ 2.000 .000\)
See iable i for symbols and nores．

TABLE 3．Fimancial ratios（1）for imeorporatad businesses only， 1987
Ganada，Garages（General Repalrs）（Sic E351）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total（2） & \[
\begin{array}{r}
80+10 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\text { miodic } 25 x
\] & \[
\begin{array}{r}
\text { Uoper } \\
\text { midel } 25 \%
\end{array}
\] & 700
\(25 \%\) \\
\hline Businesses in sample（No． Low sales value（ \(\$ 000\)＇s） High sales value（ \(\$ 0000^{\circ} \mathrm{s}\) ） & 515
\((1)\)
（1） & \begin{tabular}{l}
（1） \\
132 \\
\hline
\end{tabular} & \begin{tabular}{l}
132 \\
220 \\
\hline
\end{tabular} & \begin{tabular}{l}
220 \\
399 \\
\hline
\end{tabular} & \(\begin{array}{r}399 \\ 1 \\ \hline\end{array}\) \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline biquidity patio Curpent catio（times） & 1.4 & 1.2 & 1.0 & 1.3 & 1． \\
\hline Leversge retios
```

Oobt/couisy ratio ltimes)
interest coverage ratio (times)
Oebt iatio (imes)

``` & 2.6
3.0
0.7 & 3.8
1.5
0.8 & 13.3
2.0
0.9 & 2.7
2.8
0.7 & 2.0
3.5
0.7 \\
\hline
\end{tabular}
（11）the ratios peoresent the average of retios for each business in the groug and cannot be calculated from the figures snown in faole 2
121 These estimates are besed on smole of businesses roporing sales butween \＄25，000 8nd \＄2，800，000．
Ste isol f for symools and notes

Definitions：
1．Liquitity retio：
Curcent＝cufrent sssels／eurfent liagilities

2．Leverage ralios：
I Dobileauity＝total iiabilitues／equity．
of Debt ratio＝lotal liabilities／cotal assets
c）Interest coverage \(=\) net profif interest expense \(/\) interes？expense

ABLE 4. Statement of shanges in financial position for incorporated businesses only. 1987
Canada. Garages (General Reoairs) (SiC 5351)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -こさa! & \[
\begin{array}{r}
30 t: o m \\
: 5 \%: ~
\end{array}
\] & -: 36 & - &  \\
\hline \begin{tabular}{l}
Jusinesses in samola No. Low sales value 3000 s ) \\
thigh salas value 9000 's.
\end{tabular} & :5i & \(1!8\) & \[
\begin{array}{r} 
\pm 8 \\
\therefore 9
\end{array}
\] & 25 & \(\because \vdots\) \\
\hline & & & Average 15000 & & \\
\hline Jeeraxing activitios Casn irom soerations Ueprec:arion Other & \[
\begin{gathered}
0 \\
-2
\end{gathered}
\] & 5 & \(\frac{3}{\square}\) & \(\vdots\) & \[
\begin{aligned}
& \because \\
& -3
\end{aligned}
\] \\
\hline Oividends & -4 & -4 & -3 & -6 & -3 \\
\hline \begin{tabular}{l}
investment activities \\
Disposal of fixed assers \\
Purchase of fixed assets \\
Incresse in investment \\
Decrese in investment
\end{tabular} & \[
\begin{array}{r}
2 \\
-10^{2} \\
-1
\end{array}
\] & -3 & -5 & - 8 & \[
\begin{array}{r}
4 \\
-24 \\
-4 \\
2
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing activitios \\
incresse in iong term debt \\
Reoayment of long tepm geb: \\
Loans 4rom sharenoiders \\
Reoayment of loans from shargholders \\
Aovances s oans from government \\
lncroase in oquity \\
Decrease in equity \\
Other
\end{tabular} & 5
-6
7
-7 & 2
-3
5
-7 & \[
\begin{array}{r}
1 \\
-1 \\
3 \\
-8
\end{array}
\] & 4
-9
-9 & 13
-12
10
0
\(\vdots\)
0
-1 \\
\hline Increase(decrease) in cesh \& squivalsts Cash \& equivalents-8eginning of the year Cash s equivalonts - End of the year & 7
8 & 2
6
8 & -4
5
1 & \(!\) & \(1{ }^{3}\) \\
\hline
\end{tabular}
 on ly those businesses regorting statement of chenges.
see istiv i for symDols and notes

TABLE 5. Employment changes by stze of business. 1984-1987 besed on SIC classification in 1987
Canade. Garages (General Repairs) (SIC s351)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in num with paid & of ousinesses oloyees \\
\hline Susiness size expressed in average labour units(!) & Number of susinesses & \[
\begin{array}{r}
\text { Total payroll } \\
(\$ 000 \text { s) }
\end{array}
\] & Average iacoup unitsi") & \[
\begin{array}{r}
\text { Newly } \\
\text { roportingl2 }
\end{array}
\] & No longer
\[
\text { -ecor: } \log 3
\] \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 8.837 & 394.364 & 24.183 & 1.518 & 896 \\
\hline \[
\begin{aligned}
& \text { ess than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { ane over }
\end{aligned}
\] & \[
\begin{array}{r}
8.758 \\
76 \\
3 \\
\hline
\end{array}
\] & \[
\begin{array}{r}
354.593 \\
36.899 \\
2.872
\end{array}
\] & \[
\begin{array}{r}
21.965 \\
3.206 \\
132
\end{array}
\] & \[
1.510
\]
\[
8
\] & \[
991
\]
\[
4
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 9.313 & 516.554 & 27.617 & 1.344 & . . \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20^{-99} \\
& 100-199 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
9.220 \\
88 \\
5 \\
\hline
\end{array}
\] & \[
\begin{array}{r}
458.260 \\
51.445 \\
8.849
\end{array}
\] & \[
\begin{array}{r}
24.565 \\
2.790 \\
342
\end{array}
\] & \[
\begin{array}{r}
1.335 \\
9 \\
-
\end{array}
\] & \(\ldots\) \\
\hline
\end{tabular}
(1) Aversge labour units are calculased by divioing sotal payroll by the average annul wage and salary rete as foporteg in ine Supvey of Employment. Paypori and Hours. Statistics Canada. Catalogue 12-002. An average idoour unit could be inturpreted as a full-time employge. Note that the businass size groups used are determineo at int canaga level ihus if a business has al last 500 mployees in Canaca as wholm Dut lass than that number in any given provinct it is shown in the 500 and over group.
(2) Refers io jusinesses reoorting no peyrall deductions in the previous year.

131 Refers 20 businesses poorting mo payroll deductions in the foltowing year
"Mewly reporting" and "no longer peporting" businesses are assumed to nave been in activily for six months and the information is adusiad accorgingly
see tole ; for symodes and notes

TABLE 6．Selected operating Enaractertstics of small businesses by sales quartile． \(1985-1987\)
Canada，Garages（General qepairs）（sic 6351）
－0．3
ショ：こom
\begin{tabular}{|c|c|}
\hline －owe！ & －se \\
\hline のくさ！をこご＊ & －ct．\({ }^{\text {a }}\) ：\(=:\) \\
\hline
\end{tabular}

1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of soservations in samole & 1． 555 & & & & \\
\hline lverage salas \＄ & 85．324 & \(4 C .304\) & 93．258 & 5．． 290 & ＋72． 15 \\
\hline dverage mxaense \({ }^{\text {a }}\) & －5．349 & 33.03 & 72.350 & －6．\(\frac{3}{3}\) & －ぎ，－ \\
\hline Average ner arofit（loss）\(\$\) & 10.875 & 7.201 & 10.378 & 4.955 & 2， 388 \\
\hline Susinesses resorting a protit（No．） & 1.497 & & & & \\
\hline Avarage sales 3 & 187.387 & 40.344 & 83.612 & 187.758 & 477．324 \\
\hline Average exponse 9 & 170.009 & 31.721 & 70.128 & 129．455 & 448.732 \\
\hline Average net grofit 3 & 17.378 & 9.123 & 13.486 & 18．313 & 23.532 \\
\hline Businesses ceperting a lost（Mo．） & 159 & & & & \\
\hline Avarage sales & 183.174 & 41．259 & 80.988 & 161．18日 & 449.259 \\
\hline Average exoense \({ }^{\text {a }}\) & 204．065 & 45.303 & 88.844 & 220.874 & 461． 140 \\
\hline Average net oss \＄ & －20．891 & －4．044 & －7． 556 & －53．585 & －12．18． \\
\hline
\end{tabular}

1986


1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observations in sample \\
Average sales \(\$\) \\
Average expense \(\$\) \\
Average net profit（loss）\(\$\)
\end{tabular} & \[
\begin{array}{r}
1.215 \\
192.038 \\
180.861 \\
11.377
\end{array}
\] & 40.474
34.491
5.983 & 83.284
73.291
9.773 & \[
\begin{array}{r}
160.192 \\
148.580 \\
11.512
\end{array}
\] & \[
\begin{aligned}
& 484.423 \\
& 485.181 \\
& 18.242
\end{aligned}
\] \\
\hline Businesses peporting profit（Mo．） & 959 & & & & \\
\hline Average salus \({ }^{\text {s }}\) & 192.382 & 41.050 & 82.353 & 53.625 & 486．198 \\
\hline Average exoense \({ }^{\text {a }}\) & 176.052 & 32.321 & 69．345 & 143．340 & 453.300 \\
\hline Average net Drofits & 16.330 & 8.729 & 13.008 & 16.285 & 27.298 \\
\hline Businesses resorting lost（Mo．） & 268 & & & & \\
\hline Average sales \(\$\) & 190.991 & 38.073 & 86.894 & 162．293 & 478.704 \\
\hline Average exounses & 199.674 & 43．533 & 94．544 & 168.469 & 492.150 \\
\hline Average net loss \＄ & －8．583 & －5．450 & －7．650 & －5．176 & －15．445 \\
\hline
\end{tabular}

\footnotetext{
（11）These estimates ar based on sample of businesses itporing salas between \(\$ 25.000\) and \(\$ 2.000 .000\) ．
}

See izole 1 for symools and noies
```

PABLE 1. Selscted operating ratios. in porcant of sales, 1987
canada, paint boay repair shoos (S1C 6352)

```
\begin{tabular}{lll}
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow{3}{*}{Sucted expenst tem} & \multicolumn{5}{|c|}{\asustry zuerageiz!} & \multirow{3}{*}{\[
\begin{aligned}
& \because: 2 \text { : } \\
& \text { Messes } \\
& \text { racor:ing }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Fenc: - \% =us masses こ^.,} \\
\hline & -stai & 30::0m &  & \[
\begin{array}{r}
\text { jooer } \\
\text { midole } \\
25 \%
\end{array}
\] & \multirow[t]{2}{*}{\[
\begin{aligned}
& -90 \\
& 25 \%
\end{aligned}
\]} & & -0:31 & 0:?m & \[
\begin{array}{r}
\text { - wer } \\
\text { mico! } \\
\vdots 5 \%
\end{array}
\] & \[
\begin{array}{r}
\text {-aver } \\
\text { Mocie } \\
25:
\end{array}
\] & - \% \\
\hline & \multicolumn{4}{|r|}{Percent of salos} & & & \multicolumn{5}{|c|}{Sercent of sales} \\
\hline Cost of selss & 33.7 & 28.8 & 37.9 & 33.4 & 35.1 & 84.8 & 39.8 & 41.2 & 43.2 & 37. & 37.5 \\
\hline Occupancy expenses & 10.2 & 12.5 & 11.0 & 10.0 & 7.5 & 99.5 & 10.3 & 12.5 & 11.1 & 10.0 & 7.5 \\
\hline Oedreciation & 3.0 & 4.1 & 3.1 & 2.5 & 2.1 & 38.1 & 3.4 & 5.4 & 3.5 & \(2 . ?\) & 2.2 \\
\hline Radaits \& mainianance & 1.2 & 1.7 & 1.1 & 1.2 & 0.8 & 69.0 & i. 7 & 3.3 & 1.6 & 1. 5 & 1. 0 \\
\hline Heat, light s pillephone & 2.3 & 3.7 & 3.1 & 2.7 & 1.3 & 35.1 & 3.0 & 3.3 & 3.4 & 2.7 & 2.0 \\
\hline quent & 3.2 & 3.0 & 3.7 & 3.6 & 2.7 & 54.2 & 5.0 & 7.5 & 6.3 & 5.3 & +. 3 \\
\hline Personnel expenses & 22.9 & 9.2 & 17.5 & 30.3 & 34.4 & 86.1 & 25.5 & 16.1 & 19.5 & 30.9 & 34.4 \\
\hline Financi l moenses & 2.8 & 3.4 & 3.3 & 2.6 & 2.1 & 93.0 & 3.1 & 4.1 & 3.5 & 2.5 & \\
\hline interest s oank charges & 2.9 & 2.1 & ? 2 & 1.8 & 1.5
0.5 & 97. 3 & 2.5 & 3. \({ }_{1}^{5}\) & \begin{tabular}{l}
3.3 \\
\hdashline .3
\end{tabular} & 2.3 & 1.7 \\
\hline Other expenses & 19.9 & 24.4 & 19.2 & 18.5 & 17.5 & 100.0 & 19.9 & 24.4 & 19.2 & 18.5 & 17.5 \\
\hline Ppofit (lass) & 10.4 & 22.0 & 11.1 & 5.3 & 3.5 & 99.5 & 10.5 & 22.0 & 11.2 & 5.3 & 3.5 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & & . . & . . & . . \\
\hline
\end{tabular}

\section*{Sy Woole}
```

    zero or no odservstions
    - too small too be expressec
not apolicaOl.
x confidonticl

```

\section*{Footnotes}

111 Phese estimates bre bieted on a sample of Dusinesses reporting seles between 825,000 and \(82,000,000\)
"otar weighted mxpenditur on a given item

(3) Value in ash coll z

This portion of the cal pertains only to the busimesses reporting the specific expense ; tum. Ther fore these ratios are calculated individulty and the totol will not necesstrily equil 100 z

\section*{Notes}

Data are shown by guartiles when at lest 13 of the sampled businesses report the soecific item.
 ont querter of the sotel number of Dusinesses. within ben guttile, the averge retio is prosented. for comparison gurposes. int migh and low viluts of stel are shown.

How to use the tebles
lil bocato the appropriate sales range that is disolayed on the two lines entitled bow salus values and onigh sales value
 100 252
3) Dta pertaining to the selacted sales size pange will be in that quartile.

Standard Industrial Clazsificstion Definision (SIC 1980):
S3C 5352 - Paint and Body Repsirs
Busimesses grimarily engeged in repairing andfor repainting notop vehicle bodies. fenders and joors. Businesses in this industry may de seconcar ily engaged in mechanical repairs. motor vehicle body repars. motor venicle coltision reatirs. motjr vehicie rame straightening and the oaining of motor vehicles or gusinesses also includectin inis industive

TABLE 2．Balance sheet orofil for incorporated businesses only，i987
Ganado，Paint Body Repair Shops（S！C E352）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －コロ3： & \[
\text { 30: } 2=0
\] &  &  & \％ \\
\hline Jusinesses a samele No． Low sales vaiue \(3000^{\prime}\) 4ign saies value 3000 s： & \[
\div 28
\] & \(\pm 7\) & \[
\begin{aligned}
& 27 \\
& 0:
\end{aligned}
\] &  & －：－ \\
\hline & \multicolumn{5}{|c|}{iverage 3000 s 1} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casn & ＊ & － & － & ， & － \\
\hline Accounts and notes ceceivedue & 24 & 8 & ： & 64 & ¢6 \\
\hline inventory & ． & 8 & － & － & － \\
\hline Gther curcont assers & 14 & 20 & \(2 ?\) & 38 & こ2 \\
\hline Toeal currene assers & 68 & 25 & 38 & \(\vdots 2\) & － 8 \\
\hline Fixed assets & 54 & \＄ 2 & 42 & \＃0 & ： 32 \\
\hline Less：Accum．dep．on fixed assets & & － & － & － & － \\
\hline Other assets & 10 & 3 & 5 & \(E\) & 24 \\
\hline Total ssets & 142 & 80 & 85 & 118 & 302 \\
\hline \multicolumn{6}{|l|}{} \\
\hline \begin{tabular}{l}
Curpent oans \\
Other curtent lisbilities
\end{tabular} & 19
49 & 5
18 & －8 & \(\begin{array}{r}13 \\ 38 \\ \hline\end{array}\) & 17
.10 \\
\hline foral curtent lisoilities & 88 & 24 & 38 & 5！ & \\
\hline Mortgages jayable & － & － & － & － & － \\
\hline Long term deot & 4 & 4 & ， & \(\stackrel{\square}{\square}\) & 3 \\
\hline Other l aoilitias & 41 & 37 & 37 & 38 & 34 \\
\hline Total liabilitiss & 105 & 55 & 74 & 93 & 197 \\
\hline Total equity & 37 & 6 & 11 & 25 & 105 \\
\hline
\end{tabular}

111 inese estimeres are oasud on a sampt of ousinesses reporting sales seiwem \(\$ 25.000\) anc \(\$ 2.000 .000\) ． see fable ifor symbols and noter．

TABLE 3．Financial ratioz（1）for incorporated businesses only， 1987
Canade．Palint Body Repeif Shops（Sic 53s2）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total（2） & \[
\begin{array}{r}
\text { Sottom } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { middl } 25 \%
\end{array}
\] & Uocer
\[
\text { middle } 25 \%
\] & 100
\(25 \%\) \\
\hline Businesses in samol：No． Low sales value（\＄000＇s） High salos value（9000＇s） & \[
\begin{aligned}
& 428 \\
& (1) \\
& (1)
\end{aligned}
\] & \[
\begin{aligned}
& (1) \\
& 137
\end{aligned}
\] & \[
\begin{array}{r}
137 \\
252
\end{array}
\] & \(\begin{array}{r}252 \\ 434 \\ \hline\end{array}\) & \(\begin{array}{r}434 \\ +3 \\ \hline\end{array}\) \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity retio Curcent patio（times） & 1.1 & 1.1 & 1.1 & 1.2 & \(\cdots 1\) \\
\hline \begin{tabular}{l}
Leverage ratios \\
Debt／equity iatio（times） \\
Interest coverage catio（times） \\
Debt patio（times）
\end{tabular} & \[
\begin{aligned}
& 2.8 \\
& 3.1 \\
& 0.7
\end{aligned}
\] & 9.7
0.9 & \[
\begin{aligned}
& 8.5 \\
& 8.7 \\
& 0.9
\end{aligned}
\] & \[
\begin{aligned}
& 3.7 \\
& 1.7 \\
& 0.8
\end{aligned}
\] & 1.9
5.1
8.7 \\
\hline
\end{tabular}
ill The fatios represent the average of eatios for each ousiness in the group and cannot oe calculated from the figures shown in faole 2. （2）These estimates are based on a sample of ousinesses tuporting sales detween \(\$ 25.000\) anc \(\$ 2.000 .000\)

See fasol for symools and notes

Definitions．
1．biquidiey retio：
Cuprent＝curfent assets／current ifaoulites

2．Leverage ferios：
al Jeot／eouliy＝total iabilisies／equity
01 Jeop ratio＝rotal liadilities／cotal assets
e）Inserest coverage＝ner profic．ntoress expense \(/\) nteresi expense

TABLE 4．Statemant of enanges in finaneial posision for incorporated zusinesses oniy．ig8t
Canade．Paint s sody Repatr इhops isic a352）

if Phese estimares are gased on sample of incorporated businesses reporsing sales between 825.000 and \(\$ 2.000 .000\) ．Sample souns incluges onty those ousinesses poopting a stattment of changes
Se＊＂able l lop symools and nopes

TABLE 5．Employment changes by size of business，1984－1987 based on sic classification in ig87
Canada，Paint sody Repair Shops（Sic 6352）
\begin{tabular}{lll}
\hline
\end{tabular}

\footnotetext{

jurvey of emplovment．Payroll ano hours．Siatistics canses．Eatalogut 12－002．An average abour unis zoula je nieroreveo as a
 ＝00 enployees in canada as amole Dut less than that number in any given province it is shown in thy 500 anc over groub．
（2）eieters io ousinesses reporting no payroll geductions in the previous vear
（3）Refers to ousinesses repopting no Dayroll deductions in the folfowing year
＂Newly reporting＂and＂no longer regopting＂businesses are assumed io have been in activity for six months and the information is adjusted accordingiy

See fable ；for symols anc aotes
}

TABLE 6．Selected operating characteristics of smell businesses by sales quartile． \(1985-1987\)
Canads．Paint sody Reosir Shops（SIC 5352）

\begin{tabular}{|c|c|c|c|c|c|}
\hline Number sf ooservations in samole & 362 & & & & \\
\hline －verage salss \({ }^{\text {a }}\) & \％ 30.714 & \(\therefore 0.140\) & 32.372 & 57．29 & ： 3 3．\({ }^{\text {－}}\) \\
\hline Average axoense \({ }^{\text {a }}\) & 163．810 & 34.168 & 73.338 & ［51． 37 & －ご，こ5 \\
\hline dverage not orofit（loss）\％ & 10．934 & 5.972 & 9.534 & 5． 398 & 23， 31 \\
\hline Businesses peporting a profit（Mo．） & 752 & & & & \\
\hline dverage sales & 180．340 & 10.799 & 80.222 & ：56．015 & 446． 2 ： \\
\hline Average expense & 164．331 & 31.803 & 67.259 & 142.555 & 4：5．395 \\
\hline Average net arofit s & 16.509 & 9.195 & 12.953 & 14．384 & 30.225 \\
\hline Businesses reporting loss（Mo．） & 100 & & & & \\
\hline Average seles \＄ & 179.113 & 37.524 & 91.748 & 159．108 & 427．771 \\
\hline Average exdense \＄ & 191．925 & 44.343 & 102.484 & 178.711 & 441．753 \\
\hline Average net loss \＄ & \(-12.712\) & \(-5.819\) & －10．736 & －19．303 & －13．392 \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline ```
Number of observations in samole
    iverage sales $
    Avorage exoense$
    Average net profit (loss) $
``` & \[
\begin{array}{r}
538 \\
207.577 \\
195.924 \\
10.753
\end{array}
\] & \[
\begin{array}{r}
39.531 \\
34.237 \\
5.294
\end{array}
\] & \[
\begin{array}{r}
90.089 \\
82,448 \\
7.841
\end{array}
\] & \[
\begin{array}{r}
179.799 \\
178.995 \\
2.804
\end{array}
\] & \[
\begin{array}{r}
52!.299 \\
+94.015 \\
27.274
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reoopting a profit（Mo．） \\
Average soles \(\$\) \\
Average expenses \\
Average net profit 5
\end{tabular} & \[
\begin{array}{r}
541 \\
210.236 \\
192.371 \\
17.865
\end{array}
\] & \[
\begin{array}{r}
39.856 \\
31.633 \\
8.023
\end{array}
\] & \[
\begin{aligned}
& 90.824 \\
& 78.286 \\
& 12.538
\end{aligned}
\] & \[
\begin{array}{r}
177.182 \\
162.858 \\
14.314
\end{array}
\] & \[
\begin{array}{r}
533.283 \\
496.536 \\
36.587
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting lass（Mo．） \\
Average sales \(\$\) \\
Average expense \(\$\) \\
Average net loss \＄
\end{tabular} & \[
\begin{array}{r}
97 \\
195.065 \\
207.303 \\
-11.238
\end{array}
\] & \begin{tabular}{l}
43.303 \\
－4．209
\end{tabular} & \[
\begin{aligned}
& 87.982 \\
& 94.373 \\
& -6.391
\end{aligned}
\] & \[
\begin{array}{r}
185.684 \\
208.647 \\
-22.983
\end{array}
\] & \[
\begin{array}{r}
471.518 \\
482.889 \\
-11.371
\end{array}
\] \\
\hline
\end{tabular}

1987


\footnotetext{
（1）These estimares are oased on a sampl of businesses reporting sales between \(\$ 25.000\) and \(\$ 2,000.000\)
See aple 1 for symools and notes
}
-ABLE 1. Selected ooerating ratios. in dercent of sales. 1987
Ganada, General Stores (Sic s412)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{} & \multicolumn{2}{|r|}{\(3 \approx=-9 \mathrm{Om}\)} & \multicolumn{2}{|r|}{-100--NG!} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{-} \\
\hline 3usinesses a sampio No. -ow salids value \(\$ 000\) 's Hign sales vaiua se00 & \multicolumn{2}{|r|}{\[
531
\]} & \multicolumn{2}{|r|}{C山} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 0: \\
& : 1
\end{aligned}
\]} & \multicolumn{5}{|c|}{: 27} \\
\hline \multirow{3}{*}{Seleciod sxoense tem} & \multicolumn{5}{|c|}{industir average:?} & \multirow{3}{*}{\[
\begin{aligned}
& \text { ? ous:- } \\
& \text { nosses } \\
& \text { roor:ing }
\end{aligned}
\]} & \multicolumn{5}{|r|}{\multirow[t]{2}{*}{}} \\
\hline & iotal & \[
\begin{array}{r}
308+0 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { middie } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Jooer } \\
& \text { hiode } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { 200 } \\
& \text { i5\%\% }
\end{aligned}
\] & & & & & & \\
\hline & \multicolumn{5}{|c|}{Percent of sales} & & \multicolumn{5}{|c|}{2ersent of salys} \\
\hline Cost of seles & 74.9 & 77.1 & 73.1 & 77.3 & 72.1 & 95.8 & 78.2 & 79.4 & 79.1 & 79.8 & 74.7 \\
\hline Occupsncy expenses & 5.5 & 10.0 & 5.3 & 3.8 & 3.3 & 95.5 & 5.8 & 10.1 & 5.3 & & 3.3 \\
\hline Jepreciation & 1.9 & 3.5 & 1.4 & 1.2 & 1.0
0.6 & 82.0 & 2.2 & 5. & 0.8 & 1. \({ }^{2}\) & 5. \\
\hline Repairs of minintenance & 1.1 & 2.5 & 0.6 & 0.7 & 0.6 & 88.5
97.5 & 1.2 & 2.92 & \(0 . ?\) & 3.8 & 0.8 \\
\hline Heat, light \& teonone Rent & 2.0 & 3.2
0.8 & 2.1 & 1.1
0.5 & 1.2
0.1 & 97.5
31.3 & 2.0
2.3 & 3.3
2.4 & 2. 4.8 & 1.9 & \(\cdots\) \\
\hline Personnel expenses & 5.7 & 3.5 & 1. 8 & 5.0 & 8.4 & 84.3 & 6.9 & 5.8 & 6.0 & 6.1 & 8.5 \\
\hline Financial expenses & 1.8 & 2.2 & 2.1 & 1.5 & 1.4 & 95.0 & 1.9 & 2.7 & 2.2 & 1.9 & 1.4 \\
\hline interest a Dank charges & 1.5 & 1.7 & 1.7 & 1.1 & \(1 .!\) & 80.2 & 1.8 & 2. \({ }^{\text {P }}\) & 2. & 1.7 & \(\bigcirc\) \\
\hline grofessional loes & 0.1 & 0.5 & 0.4 & 0.3 & 0.3 & & & & & & 5.3 \\
\hline Other expenses & 11.0 & 10.5 & 11.9 & 9.0 & 12.5 & 99.7 & 11.0 & 10.8 & 11.9 & 9.0 & 12.5 \\
\hline Profit (loss) & 1.1 & -3. & 2.9 & 2.3 & 2.3 & 99.8 & 1.1 & -3.4 & 2.9 & 2.3 & 2.3 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & \(\ldots\) & \(\ldots\) & & . \(\cdot\) & . . \\
\hline
\end{tabular}

\section*{Symbol:}
zero or no observations
. 100 smell too de expressed
not apoticabl
\(\times\) confidentil

\section*{footnotes}
(1) inese estimates arm besed on samol of businesses ? eporting sales butwen \(\$ 25.000\) and \(\$ 2.000 .000\)


This portion of the table pertaing only to the businesses reporting phe spegific exoense icom. inerefort these rerios art calculated individully and the qatal will not necessarily equal \(100 \%\).

\section*{Notes}

Data are shown by guertiles whem at least 13 of the sanpla busingsses report the specific it om
Records were ranked in ascending order according to seles size. Esch quartile fi. bottom 25z. Iower miodie 25z. etc. roor esents one querter of the cotal numoer of ousinosses. Hithin each quartite. the average ratio is presmed. for comparison ourposes. the nigh and low values of salos are shown

How te ute the tablet
(1) Locate the aporopriate sales pange that is displayed on the two lines ensitled "low salas value" and "high sales value"
(2) The stiected range will indicate the proper quartilo. i. e. the oot tom 25\%. the lower middla 25\%. the upper miod 25\% or the 100252.
(3) Data pertaining so the solected sales size range witl of in that quartile

Stendserd Industriel Clessificstion Definition ISIC 19801:
SIE 6412 - Generel Storins

 Businesses may of cescrioed as: country general stores and general siares.

TABLE 2. Balance sheet profil for incorporated businesses only, 1987
Eanada. General Stores (SIC E412)

(1) inese estimates are oased on a sample of ousinesses reooring sale between \(\$ 25.000\) and \(\$ 2.000,000\).

See table 1 for symools and notes.

TABLE 3. Fimancial retios(i) for incorporated businesses only, 1987
Caneda, General Stores (Sic 6412)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Botzom } \\
25 \%
\end{array}
\] & midd Lower \(25 \%\) & midde \(25 \%\) & 500
\(25 \%\) \\
\hline Businesses in samole (No. Low sales value ( \(\$ 000\) s) High saies value ( \(\$ 000^{\prime}\) s & 225
\((1)\)
111 & \(\begin{array}{r}11) \\ 352 \\ \hline\end{array}\) & 352
571 & 57.
919 & 919
19 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline biauidity ratio Current ratio (times) & 2.0 & 1.6 & 2.5 & 2.2 & \(\therefore\). \\
\hline \begin{tabular}{l}
Leverage retios \\
Deotiequity ratia (times) \\
Interest coverage ratio (times) \\
Debtratio (times)
\end{tabular} & 2.0
2.1
0.7 & \[
\begin{aligned}
& 5.1 \\
& 0.9
\end{aligned}
\] & 1.3
2.0
0.6 & 1.9
2.5
0.7 & 1.3
2.8
0.7 \\
\hline
\end{tabular}

111 The rasios reoresent the average of ratios for gach business in ine grouo and cannot be calculated from the figures shown in table 2 .
(2) These estimetes ofe baged on sample of businesses reooring salss between \$25,000 end \$2.000,000

See fable ifor symbols and notes.

Definitions:
1. Liquidity ratio:

Current = current assets / current liabilities.
2. leverage retios:
8) Gebileayiy = ropar liabilieres / equity
b) Debe ratio = rotal iizoiliqes/ total assmes
el Incerest coverage \(=\) net profif \(\cdot\) interest expense \(/\) interest expense

TABLE 4. Statement of znanges in financial position for incorporated ousinesses only. igef
Ganada. General Stores (Sic 5412)


only thos businusses reporsing a starement of changes.
jee rable ! for symools and nores.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in i987
Canada. General Merchandlse Stores (SIC 541)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Gusiness s:ze exoressed in average laoour units(1)} & \multirow[b]{2}{*}{Numbe: of ousinesses} & \multirow[b]{2}{*}{\[
\text { To:a } \left.\begin{array}{r}
2 a r r o l \\
(\$ 000
\end{array}\right)
\]} & \multirow[b]{2}{*}{Average a0our uni:s} & \multicolumn{2}{|l|}{Changes in mumber of businesses with goid emoloyess} \\
\hline & & & & Newiy
peoortingl2i & \begin{tabular}{l}
No ionger \\
fodoraingl3:
\end{tabular} \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 1. 605 & 2.980 .311 & 259.983 & 635 & 405 \\
\hline \[
\begin{aligned}
& \text { iess than } 20 \\
& 20-99 \\
& 100.499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
4.245 \\
160 \\
60 \\
120
\end{array}
\] & \[
\begin{array}{r}
135.522 \\
75.997 \\
97.238 \\
2.671 .554
\end{array}
\] & \[
\begin{array}{r}
12.189 \\
5.860 \\
8.512 \\
232.322
\end{array}
\] & \[
\begin{array}{r}
816 \\
13 \\
3 \\
4
\end{array}
\] & \[
\begin{array}{r}
393 \\
8 \\
5
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 4.645 & 3.769 .795 & 256.568 & 703 & . . . \\
\hline \[
\begin{aligned}
& \text { ess ensn } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & 4.275
194
55
120 & 155.694
86.398
101.974
2.125 .729 & \[
\begin{array}{r}
12.907 \\
7.178 \\
8.253 \\
228.220
\end{array}
\] & 681
13
5
4 & \(\ldots\)
\(\cdots\)
\(\ldots\) \\
\hline
\end{tabular}

\footnotetext{
: Ivarage isoour units are calculated by diviging total paypoll by the avefage annusl wage and salary rate as reporied in ine
jurver of Employment. Payroll and Hours. Statispics Canada. Cazalogue \(\mathbf{~} \mathbf{2}-002\). an average iadour unif couid be inferpreted as a

500 gmoloyees in Canada as amole but less than that numoer in any given province it is shown in the 500 and over graud
(2. Feters io businesses reporting mo payroll deductions in the previous ywar
\(i\) refers co businesses reporiing no gaypoll deductions in the follawing year
"newly feoopling" and mo longer poporing" businesses are assumed io nave peen in actuity for six months and the informelion is aciusied secordingly.
see'tazle t ion sumonts anc no:es
}

TABLE 5．Seiected operating eneracteristics of small businesses oy sales quartile．1985－1987 Cansed．General Stores（S16 5412）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & － \(0^{3}\) & \[
\begin{array}{r}
\text { Eve:om } \\
2 \equiv \%
\end{array}
\] & － 2.2 c － &  & 浱 \\
\hline & & & 1985 & & \\
\hline idumber of coservations in samele & 748 & & & & \\
\hline －veraca salts \＄ & 221．：92 & 30． 354 & －54． 212 & & \\
\hline  & 310.357 & 3う．3i4 & ：\(: 9.323\) & \[
294,23
\] & 弦 \\
\hline average nei orofit \loss）\＄ & 10.535 & 2.540 & 5.293 & \[
14.248
\] & \[
20.30
\] \\
\hline Susinesses poporting a profit（Mo．） & 831 & & & & \\
\hline duerage sales & 320.785 & & 160.200 & 308.318 & 747.315 \\
\hline Average exomsa \(\$\) & 306.455 & 60.256 & 150.498 & 292.851 & 729.718 \\
\hline Average net grofie \＄ & 14．329 & 6.450 & 9.702 & ＋ 9.457 & 25.897 \\
\hline Businesses reporting loss（Mo．） & 117 & & & & \\
\hline average saies \(\$\) & 390.78 ？ & & & & \\
\hline Avorage expensa \＄ & 339.991 & 69.312 & 148.133 & \[
316.798
\] & \[
225.720
\] \\
\hline Avorage net loss \＄ & －9．204 & －3．825 & －5．635 & －7． 181 & －！8．374 \\
\hline
\end{tabular}

1988
```

Number of observetions in samole
Average sales \$
Averagn ExDense %
sverage net profit (loss) s

```
gusinesses reoorting profit (Mo.)
    Average sales s
    Average exoense 5
    Average expense 5
Average net ofofit 5
Businesses reoorting loss (Mo.)
    Averagu siles 5
    Sverage exoense \(g\)
    dverage exoense
Average net loss \(g\)
        831
336.047
328.830
7.217
        69.479
71.757
    \(-2,278\)
154.310
151.311289.299
279.528330,48
8.2 .25
.777
336.047
328.830
7.217
\(-2,278\)
151.311
3.599
84.040
77.812
152.37

142,311
299.417
848.545
343.595
329.406

6． 228
56.056
157.798

291．855
295.292
761.294

Average exoense g
315.998
66.175
161.558
-3.970
69.257
775.145
-16.81

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sumple & 734 & & & & \\
\hline Average sales \＄ & 349.759 & 65． 479 & 175．887 & 333， 328 & 824.383 \\
\hline Average exoense \＄ & 341，675 & 67.145 & 171．899 & 323，800 & 803.356 \\
\hline Average net profit（loss）\＄ & 8.094 & －1．665 & 3.988 & 9，528 & 20.527 \\
\hline Susinesses reporting profit（Mo．） & 543 & & & & \\
\hline Average saies \＄ & 353.841 & 69.569 & 173.215 & 336.089 & 836．193 \\
\hline Average exoense \＄ & 338.480 & 65.208 & 163.294 & 320.267 & 805．352 \\
\hline sverage net arofit & 15.381 & 4．359 & 9.921 & 16.022 & 31． 4 ： \\
\hline Susinesses reporting toss（Mo．） & 191 & & & & \\
\hline Average sales \({ }^{\text {d }}\) & 337.803 & 61.487 & 182．141 & 322.684 & 784.901 \\
\hline Average exoense \(\$\) & 349.559 & 69.036 & 192.060 & 338．180 & 798.981 \\
\hline Average net loss \＄ & －11．756 & －7．549 & －9．899 & －15．496 & －14．080 \\
\hline
\end{tabular}
（1）These estimates are Dasec on a sample of Dusinesses reporting sales Detween 325.000 and \(\$ 2.000 .000\)
see Table i for symools and notes

TABLE 1. Selected oeerating ratios. in percent of sales. 1987
Canada. Other General Merenendise Stores (S15 64,3)

symbol:
zero or no observations
-- too smal! too De expressed
hot apolicado
\(\times\) confidentiol

\section*{footnotes}
ill inese ussimetes are beted on a smple of businesses reporting sales getween \(\$ 25.000\) and \(\mathbf{8 2 . 0 0 0 . 0 0 0}\)
loial weigned gxpenditure on given itmm
21 value in each cell \(=\frac{100}{}\) for bach ouartile

Phis portion of the sole pepisins only to the businesses peorting the specific expense item. Therefore these fatios are calculatec individually and the total will not necessarily equal 100\%.

\section*{notes}

Records were fanked in ascending oropp according zo sales size. Each quaptile li. botiom 25z. lower midde 25z. ete. reprasents one guarter of the total numper of ousinesses. Within esen quaptile the overage ratio is presented. For comparison purposes. the high and low vilues of sales are shown

How to use the tables
11) bocar the aporcoriate sales range that is displayed on the iwo lines entipled low sales valuea and amigh sales valuea
(2) The selecter range will indicate the proper quartile. i.e. the jottom \(25 \%\). the lower midde 25\%. the upper migde \(25 \%\) or the \(10035 \%\)
(3) Data poriaining to the selacted sales size range will be in that quaptile

Standerd Industrisl Classifiestion Omflnitien ISIC 1980|:
S1C 6413 - Oeher Generel Merchandise \$tores
 apoafel. toileiries. cosmetics. harowe and mousmeres. where booc and housthold iuphiture are not hormally commodity ines and wher one commodity line accounss for mor than soz of cotal revenue. General mefchandise stores lexcept department stores and general storest. mail order oflices of deosrimens stores and variety stores are incluod in ihis indusipy.

TABLE 2．Balance sneet prof 11 for incorporateo businesses only． 1987
Canade．Other General Merchandise Stores（Sic âti3）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & ＇0こali＇） & \[
30:: 0 m
\] & \[
\begin{gathered}
- \text { omer } \\
-00 \text { a }
\end{gathered}
\] &  & \＃\％ \\
\hline Jusinosses samo：e No． －ow sales velue 3000 s Mign sales rave \＄000＇si & \begin{tabular}{l}
\[
: 37
\] \\
\(\therefore 1\)
\end{tabular} & \％ 9 & 78
322 & 込 & ¿2？ \\
\hline & \multicolumn{5}{|c|}{二verage ： 5000 s ：} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline jecounts ana notes receiveole & 9 & 5 & 3 & 10 & \(\bar{i}\) \\
\hline inventory & － & － & － & － & － \\
\hline Cther Furrent assets & － 02 & 39 & 50 & 1.3 & 99\％ \\
\hline foral curtent assets & 112 & 15 & 53 & 122 & ？ 2 \\
\hline fixed assets & 45 & 15 & 33 & 33 & 7 \\
\hline Less：Aceum．deo．on fixed assets & － & － & － & － & \(\bigcirc\) \\
\hline Other assets & 18 & 3 & 32 & ： 8 & 22 \\
\hline Total asenta & 174 & 82 & 118 & 194 & 318 \\
\hline \multicolumn{6}{|l|}{Litoilities and equity} \\
\hline Other current liasilities & 48 & 11 & 29 & 51 & 97 \\
\hline Totai Euplent liabilitios & 63 & 16 & 38 & 55 & － 28 \\
\hline Mortgages Dayable & & & － & － & － \\
\hline Long ierm coot & 9 & ， & 3 & － & 12 \\
\hline Other liabilities & 47 & 34 & 34 & 59 & 51 \\
\hline Total liabilities & 115 & 51 & 75 & 130 & 201 \\
\hline Total eauity & 59 & 11 & 43 & 64 & 115 \\
\hline
\end{tabular}

See fable 1 for symbols and notes．

TABLE 3．Financial rettos（1）for incorporated businesses only． 1987
Canada，Other General Merchandise Stores（S｜C 6413）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total（2） & \[
\begin{array}{r}
\text { Bot }+0 \mathrm{~m} \\
25 \%
\end{array}
\] & Lower
\[
\text { middle } 25 \%
\] & Voos midele \(25 \%\) & 700 25\％ \\
\hline Businesses in samol（No． Low sales value（ 8000 ＇s） Mign sales vilue（ \(\$ 000\) s & \[
\begin{aligned}
& 237 \\
& (1) \\
& (1)
\end{aligned}
\] & \[
(1)
\] & 178
322 & 322
829 & ¢̂28
111 \\
\hline & \multicolumn{5}{|c|}{Aversege} \\
\hline Liquidity ratio Current patio（times） & 1.8 & 2.7 & 1.4 & 1.9 & 1.7 \\
\hline \begin{tabular}{l}
Leverage ratioa \\
Oebt／equity ratio（times） \\
Interest coverage atio（times） \\
Debe istio ！times）
\end{tabular} & 2.0
2.0
0.7 & 6.5
0.8 & 1.7
1.8
0.6 & 2.0
0.3
0.7 & 1.7
5.0
0.6 \\
\hline
\end{tabular}


Sot iable 1 for symbols and notes．

Definitions：
1．biquidity petio：
Current ＝current assets／curront liabilities．

2．Levertage potios：
a）Debifgquity＝total liabilities／Equity
of Debe ratio＝total liabilities／total assets
c）interest coverage＝net profif interest expense／interest expense

PABLE 4. Statement of shanges in financial position for incorporated businesses only. 1987
Eanada. Other General Merchandise Stores (5:C 5493)
\begin{tabular}{lll}
\hline
\end{tabular}
 phly inose bus inesses mporting atatment of enanges.
sen table for symools and notes.

TABLE 5. Employment changes by stze of business, 1984-1987 based on SIC classiftcation tn 1987
Canada, General Merchandise Stores (SIC 541)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in numo with oa & of busincestes gloyees \\
\hline Bus ness size exoressed in average labour units! ! & Number of pusinesses & \[
\begin{array}{r}
\text { Total } 20 \times 101: \\
(\$ 000
\end{array}
\] & -verage ladous पा: 3 & New 1 y - eoortingl2 & No onge -oor:ingl? \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 4.605 & 2.980 .311 & 259.983 & 636 & 405 \\
\hline \[
\begin{aligned}
& \text { ess than } 20 \\
& 20^{-} \quad 99 \\
& 100^{\circ}-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
4.245 \\
100 \\
60 \\
120
\end{array}
\] & \[
\begin{array}{r}
135.522 \\
75.997 \\
97.238 \\
2.571 .554
\end{array}
\] & \[
\begin{array}{r}
12.189 \\
6.850 \\
3.612 \\
232.322
\end{array}
\] & 616
13
3
4 & 393
6
\(=\)
0 \\
\hline
\end{tabular}

1987
\begin{tabular}{lrrr} 
Total & 4.545 & 3.159 .795 & 258.588 \\
ess than 20 & 4.275 & 155.694 & 703 \\
\(20-99\) & 198 & 86.398 & 12.907 \\
\(100-499\) & 55 & 7.178 \\
500 and over & 120 & 2.825 .929 & 8.263 \\
\hline
\end{tabular}

\footnotetext{
(1) Averape laboup units are calculated oy dividing potal gayroli by ine average annuat wage and salapy fare as epopto in ine surver of Employment. Payroll and Hours. Statistics Can ada. Catalogue 72-002. An averagu labour unit could de intefpreied as a
 500 empioyees in Canada as a whole out less than that number in any given province it is shown in the 500 and guer grouo
(2) 2efers :o susinesses reporting no payioll decuctions in the previous year
(3) Refers to ousinesses reporting no paypoll deductions in the folloming rear
"yewly peoorting" and "no longep feporting" ousinesses ap: assumed to have oean in activily for six monins and the information is ad usted accordingly

Fee ratle ior jymools ano no:es
}
 Gansda．Other General Merchandise Stores（S1E 64i3）
＝ここを！！
シャッ・シャ
－Ewe？
－コ ジミシ。
シ：

1985

Number of sbservetions in sample
－verago jaies
Avorage sxoense \(\$\)
Average net srofit（loss）\(\$\)

Businessee piegrting profit（No．）
Jverage sales 5
Average expense \(\$\)
Average net profit \(\$\)

Businesses peportinge lose（Mo．）
Average sains
Average exoense \＄
Average net loss \(\$\)
－ 5.
55.
203
25.877
11.528

24
271.954
254.850
17.104

158
239.474
247.837
247.837
－9． 3 ह3
34.362

E3． 360
\(=3.360\)
\(\begin{array}{rr}6.362 & 129.769 \\ .360 & .22 .273 \\ .302 & 7.435\end{array}\)
\(55.060 \quad 131.032\)
46.492

8． 558
54.839
61.303
\(-5.454\)
131.032
19.046
11.985
126.298
\(131.07 ?\)
\(-4.979\)


䢒
－1．3く
369.484
536.328

33． 1 इธ
255.594

25：．539
52． 383
537．43C
\(-16.267\)
Number of observations in sample
Avarage sales \(\$\)
Aver \(\$\) axe anse \(\$\)
Average net profis（lass）\(\$\)
Businesges reporting profit（No．）
Average sales \(\$\)
Average expense \(\$\)
\begin{tabular}{|c|c|c|c|c|}
\hline 827 & & & & \\
\hline 294.387 & 65.941 & 149.563 & 269.634 & 599．396 \\
\hline 284.208 & 63.157 & 140.897 & 256.328 & 57\％．332 \\
\hline 10．977 & 3.784 & 8.886 & ：3．30\％ & 14．754 \\
\hline 883 & & & & \\
\hline 299.515 & 68.073 & 51.978 & 271.252 & 674．756 \\
\hline 274，891 & 59.763 & 139． 133 & 252.833 & 647.534 \\
\hline 16.824 & 8.310 & 12.545 & 18．419 & 27.222 \\
\hline 164 & & & & \\
\hline 304， 321 & 84.219 & 140.234 & 260.323 & 752．508 \\
\hline 319.229 & 71.321 & 145.582 & 275.435 & 793.577 \\
\hline －14．908 & －7．102 & －5．348 & －18．1 \({ }^{\text {\％}}\) & －31．063 \\
\hline
\end{tabular}

1987
Number of ebservetions in sample
Average sales \(\$\)
Average expense \(\$\)
Average net profit（losel \(\$\)
\begin{tabular}{|c|c|c|c|c|}
\hline 975 88. & & & & \\
\hline 275．902 & 70.510 & & 262.718 & 618．479 \\
\hline 265.693 & 69.216 & 145.542 & 249.445 & 599.529 \\
\hline 10.219 & 1.294 & 6.359 & 13.273 & 19.949 \\
\hline 892 & & & & \\
\hline 280.478 & 21.969 & 155．534 & 253，635 & 530.774 \\
\hline 263． 159 & 65.584 & ： 40.546 & 246.543 & 500.001 \\
\hline 17． 309 & 6.385 & 14.988 & 17.092 & 30.773 \\
\hline 192 & & & & \\
\hline 250．938 & 67.545 & 143.758 & 257.769 & 574.581 \\
\hline 272.933 & 76.600 & 156.743 & 265．101 & 593.296 \\
\hline －11．995 & －9．055 & －12．985 & －7． 332 & －18．505 \\
\hline
\end{tabular}

\footnotetext{
（1）These estimates are basec on sampla of businesses reporting sales between \(\$ 25,000\) and \(82,000,000\)
}

Set Tabie for symbols and nores

TABLE 1. Selected oderating ratios, in percent of saies. 1987
Canaca, florist Shoos (SiC 6521)


\section*{Symbol}
```

zero op no observalions
-- 200 smoll 100 昭mpressed
not applicable

* confidential

```

Footnores
(1) Phese estimates spe bused on a samol of ous inesses reporting sales detween \(\$ 25.000\) and 52.000 .000


```

This portion of the table ourtains only to the businesses reporting the specific moense item. iherefort these tatios are calculated
individully and the total will not necessefily equal 100 s.

```

\section*{Notes}

Oata are shown by quaptilos whan at least 13 of the sanglad Dusinesses reoopt the specific item
 one quarter of the copat number of businesses. Within each quartile. the average ratio is of esenter. for comparison ourcoses. the high and low volues of s8los art shown.

Mow lo use the tables
lil bocate in aporcopiate salas range that is digolayed on the iwo lines entizled mow sales value and mign salas valuen
 \(10025 x\).
(3) Data pertaning io the sulectad siss size eange will be in that quartile.

\section*{Standerd Induetriel Clastification Definition (51C 1980):}

\section*{S1C 5521. Florist Shop:}

 reta: fresh flowers and wreaths are also incluatd in this industry.

TABLE 2. Eaiance sneet orofile for incorporated ousinesses only, :987
Eanada, Florise żnops isic ड52:)

\begin{tabular}{|c|c|c|c|c|c|}
\hline Zus.7esses a samol No. -Jw sales value 3000 si चign sales value (5000's) & 96
\(\vdots\) & \(\therefore 3\) & 20 \({ }^{\text {a }}\) &  & : - \\
\hline & \multicolumn{5}{|c|}{iverage: 8000 s .} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline - jasm & - & * & - & - & * \\
\hline & ¢ 1 & 3 & a & ; & :3 \\
\hline inventary & , & - & 8 & , & = \\
\hline gther current 3 ssets
fotal current assets & 52 & 22 & 18
3
3 & 37 & 3 \\
\hline Total current ussets
Fixed assets & 54
43 & 23 & 33 & 48
-5 & 35 \\
\hline bess: Accum. dea. on fixed assers & - & - & - & - & - \\
\hline Other assets & 17 & 18 & 6 & 9 & 33 \\
\hline Total assets & 113 & 52 & 60 & \(10 \%\) & 239 \\
\hline \multicolumn{6}{|l|}{} \\
\hline Current loans & , & 2 & 4 & 8 & 4 \\
\hline Other current licoilities & 39 & 13 & 20 & 40 & 82 \\
\hline Fotal surrent liabilities & 46 & 15 & 24 & 48 & 96 \\
\hline Mortgages oayabl & ? & - & - & - & - \\
\hline bong term deos & ? & 1 & \(\pm\) & \({ }^{7}\) & i4 \\
\hline other labilitios & 33 & 30 & 39 & 21 & 43 \\
\hline Total liabilities & 88 & 48 & 66 & 77 & 153 \\
\hline Total equity & 27 & 5 & -7 & 24 & 86 \\
\hline
\end{tabular}
(1) inese estimates are based on sample of busintsses reporting sales between \(\mathbf{3 2 5 , 0 0 0}\) anc \(\mathbf{3 2}, 000.000\).

Sot iolt i for srmools and notes

TABLE 3. Financial ratios(1) for incorporatad businesses only. 19a7
Canade. Florlst Shop: (516 5521)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & \begin{tabular}{l}
Lower \\
midde 25\%
\end{tabular} & Uoper
\[
\text { midol } 25 \%
\] & Tou
\(25 \%\) \\
\hline Businesses in samol (No.) Low salus value ( \(\$ 000\) 's) High sales value \(\left(\$ 000^{\circ}\right.\) s) & \[
186
\] & (1)
113 & 113
208 & 208
349 & 349
19 \\
\hline & & & Average & & \\
\hline biquidity ratio Curtent iatio (times) & 1.2 & 1.6 & 1.4 & 1.0 & 1.2 \\
\hline Leverage retios Debtisquity patio (times) intersst coverage iatio (times) Onot istio (times) & \[
\begin{aligned}
& 3.1 \\
& 2.1 \\
& 0.8
\end{aligned}
\] & \[
\begin{aligned}
& 8.2 \\
& 0.9
\end{aligned}
\] & -10.0
1.1 & \[
\begin{aligned}
& 3.1 \\
& 2.3 \\
& 0.8
\end{aligned}
\] & 1.8
3.5
0.6 \\
\hline
\end{tabular}

\footnotetext{
(19) in ratios ropresent the average of rasios for each dusiness in the group and cannot be calculated from ine figures snown in isol 2 .

121 ihese estimetes ape based on sample of businesses reporting ssles between \(\$ 25,000\) and \(\$ 2,000,000\).
}

See isble for symools and notes.

Definitions:
1. biquidity ratio:

Current = current assets / Eurrent liabilities
2. Leverage ratios:
```

Oebe/gquity = lotal liabilities / quaity
Deb; ratio = cotal liapilitles % total assets
Interest coversge = net orofi\& interest exoense / interest exoense.

```

TABLE 4．Statement of Enanges in inancial position for incorporated ousinesses oniy．is87
Ganada，Florist Shoos（S1C 6521）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & \[
30:!0 m
\] & -iscie: &  & \[
\begin{aligned}
& - \\
& = \\
& \therefore
\end{aligned}
\] \\
\hline Susinesses samol No －ow sales ralue 3000 sj －ig．salas value \(\$ 000^{\circ}\) s & :
(i) & \[
133
\] & \[
\begin{array}{r}
32 \\
2: 4
\end{array}
\] & \[
\begin{aligned}
& 92 \\
& 390
\end{aligned}
\] & \(\vdots ミ\) \\
\hline & & & average 3000 s ． & & \\
\hline Soeraxing sctivitios Gash＇eom ooerations Jeoraciazion Dther & \[
\begin{array}{r}
3 \\
5 \\
-2
\end{array}
\] & \[
-\frac{2}{2}
\] &  & － & ？ \\
\hline Oividends & －4 & －1 & － & －5 & －i \({ }^{-1}\) \\
\hline \begin{tabular}{l}
Investment sctivities \\
Oisoosal of＇ixed assets \\
Puifenase of bixed assets \\
increse in investment \\
Jecrese in investment
\end{tabular} & \[
\begin{array}{r}
+ \\
-8 \\
-1 \\
-1
\end{array}
\] & －1 & －3 & －\({ }^{3}\) & －129 \\
\hline \begin{tabular}{l}
Finencing activities \\
incrase in long term quot \\
quayment of long term ceot \\
boens rom sharenolders \\
Reparment of ions from shareholders \\
Acvances \(\&\) loans fiom government \\
！ncrase in equity \\
Cec：esse in squity \\
Sther
\end{tabular} & \[
\begin{array}{r}
4 \\
-8 \\
4 \\
-2 \\
-2 \\
-i \\
-1 \\
\hline
\end{array}
\] & 1
-1
-1 & \[
\begin{array}{r}
5 \\
-10 \\
5 \\
-2 \\
- \\
-2 \\
-2
\end{array}
\] & 2
-7
3
-1 & \[
\begin{array}{r}
8 \\
-\quad \begin{array}{r}
8 \\
-\quad ? \\
-5 \\
-5 \\
- \\
-1
\end{array}
\end{array}
\] \\
\hline incresectdecreasel in cash \＆equivalents Cash s equivalents－Beginning of the year Cagh \＆equivalents－End of the yeer & \[
\begin{aligned}
& 2 \\
& 6 \\
& 8
\end{aligned}
\] & -2
3
1 & \[
\begin{array}{r}
2 \\
-3 \\
-1
\end{array}
\] & \[
\begin{array}{r}
-1 \\
18 \\
16
\end{array}
\] & 8
5
14 \\
\hline
\end{tabular}
 only those Dusinesses reporting staremant of changes．
see sole for synbols the noits．

TABLE 5．Employment changes by ize of bustness．1984－1987 bused on SIC classification in ig87
Canada．Florist Shops（SIC 5521）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in mum （th a & of businusses oloyess \\
\hline 3usiness sizt expressed in average adour units & Number of businesses & Total payral \(\left(\$ 000^{\circ}\right.\) s） & Average labour units（1） & \[
\begin{array}{r}
\text { Newly } y \\
\text { reporting(2) }
\end{array}
\] & No ionger repop：ing（3） \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Potal & 2.856 & 109．933 & 10．969 & 403 & 281 \\
\hline \[
\begin{aligned}
& \text { 15s than } 20 \\
& 20^{-} \quad 99 \\
& 100^{-49} \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
2.586 \\
67 \\
3 \\
\hline
\end{array}
\] & \[
\begin{array}{r}
83.312 \\
20.817 \\
5.804
\end{array}
\] & \[
\begin{array}{r}
8.237 \\
2.109 \\
623
\end{array}
\] & \(\begin{array}{r}398 \\ 5 \\ \hline\end{array}\) & \[
\begin{array}{r}
78 \\
2
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 3.117 & 144．454 & 12.155 & 545 & ．．． \\
\hline \[
\begin{aligned}
& \text { 1ess than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
3.039 \\
7! \\
?
\end{array}
\] & \[
\begin{array}{r}
109.489 \\
26.111 \\
10.862
\end{array}
\] & \[
\begin{array}{r}
9.068 \\
2.209 \\
882
\end{array}
\] & 540
4
1
- & \(\ldots\)
\(\cdots\)
\(\ldots\) \\
\hline
\end{tabular}
（1：Average abour units ar calculated by dividing iotal payroli by the average annual wage and salary rate as reported in the Survey of Employmmit，Payroll and Hours，Statistics Canada．Catalogue \(92-002\) ．An average laoour unit could de interprated as a full－time emplovee Note that the business size groubs used are delermined at the cancal level thus it ous iness has at least 500 gmployees in Canada as a whol but less than that number in anv given province it is shown in the 500 and over groung
12．Refers 10 businesses reporting no payroll deductions in ine preyious year
（3）Refers 10 Dusinesses reporting no payroll deductions in the following year
＊Newly feoorting＂and＂no longer epofting＊businesses are assumed to have seen in activity for six months and ine iniormstion is Belustec accoroingiy
see rable 1 lop symools and nozes

TABLE 6．Selectad operating characteristics of small businesses by sales quartile， \(1985-1987\) Eanada．Florist Shops（S1C 5521）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －20311！ & \[
52:-2 \pi
\] & 0 － 2 ar &  & \％ \\
\hline & & & 1985 & & \\
\hline Number af soservations in samole & 385 & & & & \\
\hline iverace salas \％ & 47．295 & 32．795 & 10． 51 & 3？： 55 & 230.329 \\
\hline Average exoenst 3 & \(35.37 \%\) & \＄0．134 & \(\because 6\) & 3¢．こEき & 1－こう－ \\
\hline Sverage ner profit（loss）\＄ & 7.311 & 2.539 & 4． 109 & 9．00 & 15：91 \\
\hline Businesses reporting profit（No．） & ． 829 & & & & \\
\hline Average sales \(\$\) & ！51．099 & 44．900 & 78． 112 & ：39．712 & 341．37： \\
\hline Average sxoense & 139，189 & 38.564 & 59.929 & 130.408 & 317．354 \\
\hline Average net profit \＄ & 11.910 & 5.336 & 8.483 & 9.304 & 23． \(\mathrm{E}_{17}\) \\
\hline Businesses recorting loss（Mo．） & － 158 & & & & \\
\hline Average sales \(\$\) & 1 33.433 & 38.232 & \(8: .385\) & ：23． 483 & 290.639 \\
\hline Average exoense \({ }^{\text {a }}\) & ＋41．478 & 43.636
-5.404 & 89.307 & 128．222 & 304．728 \\
\hline Average net loss \＄ & －8．045 & \(-5.404\) & －7． 322 & －6．738 & －14．1．5 \\
\hline
\end{tabular}

1988
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in samole & 322 & & & & \\
\hline Average sales \＄ & 177.315 & 54.443 & 102.380 & 173.030 & 379.408 \\
\hline Average expenses & 169.152 & 49.769 & 98.749 & 169.403 & 358.535 \\
\hline Average net profit（loss） & 8.163 & 4．874 & 3．531 & 3． 527 & 20.723 \\
\hline Businesses ramorting profit（Mo．） & 250 & & & & \\
\hline Average sales \(\$\) & 175.906 & 53.777 & 109．879 & 171.680 & 376.306 \\
\hline Average exdense & 180．501 & 47.538 & 91.896 & 162．23？ & 340.331 \\
\hline Average net jrofits & 15．405 & 6.239 & 9.983 & 3，423 & 35.975 \\
\hline Businesses reporting loss（Mo．） & 72 & & & & \\
\hline Average sales \＄ & 180，750 & 58.372 & 103．288 & 175.374 & 385.964 \\
\hline Average axoense & 188．304 & 62.915 & 119.148 & 181.669 & 397.482 \\
\hline Sverage tot lass \(\$\) & －7．554 & －4．543 & －7．850 & －6． 295 & －11．三1 \\
\hline
\end{tabular}

1987


I 11 inese estimates are Dased on sample of businesses reporing sales between \(\$ 25.000\) and \(\$ 2.000,000\)
fae table f for symools and notes

TABLE : Selected ooerating ratios, in percent of sales. 1987
Caneda. Hardware Stores (SIC 5531)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{-2:3171} & \multicolumn{2}{|r|}{30:-0m} & \multicolumn{2}{|r|}{- 2 z - - - - \%} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{-} \\
\hline Eusinesses a samol Mo. -ow sares vaive 3000 s. High salas value \$00C'si & & - & & \[
1 \because 3
\] & & : & & & & & \\
\hline \multirow{3}{*}{Sulucted exomse item} & \multicolumn{5}{|c|}{:ndustir average:} & \multirow{3}{*}{\[
\begin{aligned}
& \text { U دus: } \\
& \text { hesses } \\
& \text { eoor:ng }
\end{aligned}
\]} & \multicolumn{5}{|c|}{} \\
\hline & Total & \[
\begin{array}{r}
30 \div: 0 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text {.ower } \\
\text { midel } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Jooer } \\
& \text { middie } \\
& 25 \%
\end{aligned}
\] & 50
\(25 \%\) & & -2:31 & \[
30::=\pi
\] &  & \[
\begin{gathered}
\text {-20er } \\
\text { nigol } \\
: 5 \%
\end{gathered}
\] & \[
\begin{aligned}
& \therefore \vdots \\
& 2 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of salos} & & \multicolumn{5}{|c|}{Precent of sales} \\
\hline Cost of sales & 60.5 & 54.2 & 50.2 & 63.4 & 64.2 & 91.5 & 66.2 & 56.9 & 55.4 & 65.1 & 85.1 \\
\hline Decupancy expensel & 5.9 & 8.8 & 5.8 & 4.8 & 4.2 & 99.9 & 5.9 & 8.8 & 5.6 & 4.9 & 4.2 \\
\hline Depreciation Ropaits \& naintonance & 0.6 & 0.8 & 0.8 & 0.4 & 0.4 & 78.8 & 0.8 & \(\begin{array}{r}.8 \\ \hline .2\end{array}\) & 1. 1 & 0.5 & 9. 5 \\
\hline Hest. Itght a telomone & \(\therefore .4\) & 1.9 & 1.3 & :. 3 & 0.9 & 33.5 & 1.5 & 2.2 & 1.5 & ? & \(\therefore\) \\
\hline Rent & 2.5 & 4.2 & 2.0 & 2.2 & 1.8 & 63.4 & 1. 0 & 5.3 & 1.1 & 3.5 & : . 5 \\
\hline Personnel expenses & 10.8 & 7.1 & 10.7 & 12.3 & 13.2 & 88.0 & 12.3 & 8.9 & 14.4 & 12.5 & 13.2 \\
\hline Financial exponses & 2.6 & 2.9 & 2.5 & 2.8 & 2.2 & 98.4 & 2. 6 & 2.9 & 2.5 & 2.8 & 2.2 \\
\hline incerest \& Dank charges Professional foes & 2.0
0.6 & 1.9
0.9 & 1.9
0.5 & 2.2
0.5 & 1.9 & 38.9
90.9 & \%.
3 & 2.2 & 2. 3 & 2. 5 & 0.5 \\
\hline Other expenses & 18.0 & 23.3 & 14.2 & 13.5 & 12.9 & 100.0 & 18.0 & 23.3 & 16.2 & 13.5 & 12.9 \\
\hline Profit (loss) & 4.2 & 3.7 & 6.9 & 3.0 & 3.3 & 99.9 & 4. 3 & 3.9 & 8.9 & 3.0 & 3.3 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & \(\cdots\) & & \(\ldots\) & . & \(\ldots\) \\
\hline
\end{tabular}

\section*{Symbol:}
- zero of no observations
- 100 smill loo be expressed
not applicabla
x confidential

\section*{footnotes}
(1) These estimeres are Dased on sampl of businesses reporting ssles bermeen 825.000 sho \(82,000,000\)


This ooption of the taol perqains onty to the ousinesses poporing the specific mpenst item. Pherefort inese ratios arte catcutared individually and the tetal will not necessarily qual \(100 \%\).

Notes
Jata art shown by quartiles when at laast 13 of the sampled businesses peopt the specific item.

 nigh and low values of sales ar shown

How to use the tubles

(2) The selactod range will indicate the proper quartile. i. the bottom 25z, the lower middl 25z, the upper migdt \(25 \%\) or the 100 \(25 \%\)
131 Data pertaining 20 the selected sates sizerange will be in thaq quartile.

\section*{Stenderg Industrisl CIsesificesion Definition ISIC 1980)}

SIC 6531 - Mordwere Siores






TABLE 2. Balance sheet prof lie for incorporated businesses only. 1987
Canada. Hardware Stores (SIC 5531)


See isole 1 for symools and notes.

TABLE 3. Financial ratios(1) for incorporeted businesses only. 1987
Cansda, Hardwere Stores (SIC 6531)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{aligned}
& 80 \text { tom } \\
& 25 \%
\end{aligned}
\] & \[
\text { midde } 25 \%
\] & \begin{tabular}{l}
Uooer \\
\(\pi \cdot \operatorname{dol}\) 25\%
\end{tabular} & \[
\begin{aligned}
& \text { TOO } \\
& 2 E: .
\end{aligned}
\] \\
\hline Businesses in samole (Mo. Low sales value ( 8000 s) Hign sales value \(1 \$ 000\) 's & \[
\begin{aligned}
& 577 \\
& 111 \\
& 111
\end{aligned}
\] & \begin{tabular}{l}
11 \\
225 \\
\hline
\end{tabular} & 225
441 & \[
\begin{aligned}
& 449 \\
& 759
\end{aligned}
\] & 7 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline biquidity petio Cupront ratio (times) & 1.9 & 2.1 & 2.3 & 1.8 & 1.8 \\
\hline \begin{tabular}{l}
Leverme patios \\
Debelequity ratio !times) \\
interest coverage ratio (times) \\
Oeot ratio (imes)
\end{tabular} & 9.8
2.6
0.6 & 2.3
0.2
0.6 & 2.0
2.6
0.7 & 2.4
2.1
0.9 & 1.6
3.6
0.5 \\
\hline
\end{tabular}

\footnotetext{
 (2) Thest estimetes are oused on a sampl of businesses reporting sales brimeen \$25,000 and \(\$ 2,000,000\).
}

See laole 1 for symbols and notes

Definisions:
1. Liquidisy pesio:

Current z curpent assets / curfent liabilipies
2. Leversge ratios:

D Debi/gquity \({ }^{2}\) total liabilities / equity.
ol Deo. Catio = total lisailities/total assets
ci Interest coverage : nei profit *interest expense/ inierest exoense

TABLE 4. Statement of enanges in financial posieion for incorporated susinesses only. iget
Cantas. Haraware Stores istE 5531)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & *-:314 &  &  & \[
-6 \theta: 5
\] & \% \\
\hline Jus usses n samol No. - Jw sels salue SCOO si Hign salas vaiue. \$000's ? &  &  & \[
\begin{aligned}
& 2: 9 \\
& : 80
\end{aligned}
\] & \[
\begin{array}{r}
\div 36 \\
-5 i
\end{array}
\] &  \\
\hline & & & Iverage \(\$ 000\) s & & \\
\hline Sperating ac:ivities Jasn 6-om 20e:3tions Jeoreciation Jther & \[
\begin{gathered}
9 \\
-\frac{7}{6} \\
0
\end{gathered}
\] & \(2 i\) & \[
\begin{array}{r}
\vdots \\
-10
\end{array}
\] & \[
\begin{array}{r}
\dot{3} \\
-14
\end{array}
\] & - \\
\hline Sividends & \(-5\) & -3 & -5 & -4 & -3 \\
\hline \begin{tabular}{l}
Investment activities \\
Disposal of fixed assets \\
Purcmest of fixed assets \\
Increase in investment \\
Jecrasse in investment
\end{tabular} & \[
\begin{array}{r}
3 \\
-19 \\
-4 \\
1
\end{array}
\] & \[
\begin{array}{r}
8 \\
-28 \\
-1
\end{array}
\] & \[
\begin{array}{r}
2 \\
-3 \\
-2
\end{array}
\] & \[
\begin{array}{r}
2 \\
-14 \\
-5 \\
2
\end{array}
\] & \[
\begin{array}{r}
3 \\
-32 \\
-10 \\
2
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing activities \\
increase in long term deot \\
Reosyment of long term debe \\
Loans irom sharenolders \\
Reoarment of loans from sharoholders \\
duvances os loans fiom goveriment \\
increase in equity \\
Jecrease in equity \\
Dener
\end{tabular} & \[
\begin{array}{r}
14 \\
-11 \\
6 \\
-5 \\
- \\
-3 \\
-3
\end{array}
\] & \[
\begin{array}{r}
3 \\
-2 \\
3 \\
-3
\end{array}
\] & \[
\begin{array}{r}
4 \\
-5 \\
-2 \\
-2
\end{array}
\] & \[
\begin{array}{r}
14 \\
-10 \\
9 \\
-7 \\
- \\
- \\
- \\
-1
\end{array}
\] & \[
\begin{array}{r}
35 \\
-24 \\
3 \\
-\quad 0 \\
\vdots \\
-\vdots \\
-\quad 2 \\
\end{array}
\] \\
\hline Incresed decreasel in cash s oquivelents Cash s equivelonts-Beginning of the yoap Cash s equivalents - End of the year & -6
9
3 & \[
\begin{aligned}
& -5 \\
& 52 \\
& 57
\end{aligned}
\] & \[
\begin{array}{r}
-6 \\
2 \\
-4
\end{array}
\] & -5
-6 & -6
-28
-33 \\
\hline
\end{tabular}
 oniy those businceses reporting a starement of changes
See Tabin 1 for symols and notes.

Cansda, Hardwiers.Pint. Glass and wilipaper Stores (SIC 553)
\begin{tabular}{lll}
\hline
\end{tabular}

\footnotetext{
: i: Aversge labour units ape calculsted by dividing total poyroll by ine average annubl wage and salafy rale as reorted in the
Supvey of Employment. Payroll ano hours. Siatistics Canda. Catalogue \(72-002\). An average abour unit coula be interoretec as a 6ull-ime gmployen. Mot inar ine business size groups usidg are oerermined at the Eanada livel. thus it a business has at leas 500 omployees in Canace as whole but less inan inot number in any given province it is shown in the hoo ano over group
2) Refers :o businesses reoorting no poyroll deducsions in int provious year
(3) Refers to businesses reporting no payroll jeductions in the following yar
"New y rgporting" ano mo longer reporting" businesses ore assumeg io nave deen in activity for six monins ano ine iniormetion is adjusied accordingly

See tole ifor symools and notes
}

TABLE G．Selectad operating eharacteristics of small busimesses by sales quartile． \(1985-1987\)
Eanadm，Hareware stores（SlC 5539）
\begin{tabular}{|c|c|c|c|c|c|}
\hline Numoer of soservetions in smmole & － 40 & & & & \\
\hline －varage iales \({ }^{\text {g }}\) & 355.302 & －3．338 & §1．27E & ごごもい & 230．j3 \\
\hline tuerage soense j & 367．－13 & ？ 3.530 & ¢0． ¢ \(^{\text {a }}\) & ここき．30 & 3 48 ¢ ，－－ \\
\hline Average net grofit ！loss）\＄ & 12.389 & 2.958 & 4．749 & 8.714 & 3：．335 \\
\hline Susinesses reporting profit（Mo．） & 254．824 & & & & \\
\hline Average saites & 364.804 & 81.237 & 151．957 & 335.329 & ¢50．292 \\
\hline Average exoense \(\$\) & 343，381 & 73.247 & 138.218 & 315.388 & 348.972 \\
\hline Sverage net profi：\＄ & 20.923 & 7.990 & 13.739 & 19.343 & 42.018 \\
\hline 8usinesses peocrting less（No．） & 118 & & & & \\
\hline Average sales \＄ & 338.189 & 56.105 & 149．458 & 323.158 & 823．248 \\
\hline Average Exoense \(\$\) & \(357.50{ }^{\text {¢ }}\) & 64.756 & 188．681 & 344.530 & 852．303 \\
\hline Sverage net oss \＄ & －19．401 & －3．351 & －19．223 & －20．872 & －28．3 \({ }^{\text {2 }}\) \\
\hline
\end{tabular}

1988
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sample & 1.080 & & & & \\
\hline Average sales \({ }^{\text {a }}\) & 351.191 & 36． 246 & 165.084 & 325.807 & 347.527 \\
\hline dverage exoense \(\$\) & 339.150 & \％4．335 & 162．008 & 317.370 & 812．1：4 \\
\hline Average net profit（loss）\＄ & 12.035 & 1.711 & 3.078 & 7.837 & 25．う13 \\
\hline Businesses poporting profit（Mo．） & 793 & & & & \\
\hline Average sales \＄ & 351.394 & 59.031 & 160．996 & 321.234 & 854．314 \\
\hline Average exdense \＄ & 330.145 & 59.195 & 149.460 & 305.128 & 806．799 \\
\hline suerage ne：drofis \＄ & 21.249 & 9.836 & 19．536 & 16．108 & 47.515 \\
\hline Businesses reporting loss（No．） & 287 & & & & \\
\hline Average seles & 347.984 & 52.875 & 173．928 & 340.378 & 8：4．950 \\
\hline Average expense s & 364．371 & 71.380 & 189．136 & 358.894 & 838.073 \\
\hline Average net loss \＄ & －16．387 & －8．705 & － 5.210 & －98．518 & －23．1：3 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Numoner of observetions in semple & 972 & & & & \\
\hline Average saies \＄ & 407．824 & 78.237 & 185.781 & 389.140 & 978.138 \\
\hline Average exoense 3 & 392.931 & 75.894 & 173.216 & 378．695 & 943．919 \\
\hline Average net orofit（loss）\＄ & 14.893 & 2.343 & 12.585 & 10.445 & 34，219 \\
\hline Businessas reporting profit（Mo．） & 739 & & & & \\
\hline Average sales \＄ & 416.986 & 87.304 & 185，190 & 395.279 & 999.171 \\
\hline Average expense \＄ & 392.192 & 75.572 & 167.933 & 374.901 & 950，3E2 \\
\hline Average net arofit \＄ & 24．794 & 19.732 & 18.257 & 20.378 & 48． 809 \\
\hline Businesses peporting loss（Mo．） & 233 & & & & \\
\hline Average sales \＄ & 379.758 & 57.316 & 184.051 & 373.418 & 894.240 \\
\hline Average expense \({ }^{\text {b }}\) & 396．612 & 75.282 & 195.532 & 388.412 & \＄18．221 \\
\hline Average net loss \＄ & －14．855 & －8．966 & －11．481 & －14．994 & －23．981 \\
\hline
\end{tabular}

11 These msimates ge Deste on sample of susinesses reporing sales petween \(\$ 25.000\) anc \(\$ 2.000,000\)
See Table for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, i987
canaca, jporting booes stores (Sic 554 )

```

Sywbols

- zero or no ooservations
-- to0 smell t00 De expressed
not appliceol
x confidential

```

\section*{footnotes}


\section*{Motet}

Date are shown Dy quertiles when at least 13 of the samplad ousinesses raport the specitic item
 on querter of the total number of businesses. Winnin each quartite. the oversge ratio is prisentec. for comparison purgoses. the high and low values of sales are shown.

How to use the tables

 top 252


\section*{Standerd Industrisl Elessificstion Definition (SIC 1980):}

516 65t1 - Sporiing boods Stores
gusinesses primarily engaged in petail desting in spopting goods, glaygrounc ang gymasium gquigment. Businessos may be gesciotog by





TABLE 2．Salance shees profile for incorporated businesses only． 1987
Canada，Sporting Gooas Stores（Si＝\(\overline{5} 54\) ）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －コ：a ： & \[
301: 9 m
\]
\[
\therefore \because
\] & －cos－xwer． &  & － \\
\hline 3usinesses a samele Mo． －2w salfs value soce＇s tign saits valus ミ000 & \[
\div 80
\] & : ô & \[
\begin{aligned}
& \pm 8 \\
& \vdots 2
\end{aligned}
\] & ： & ミ： \\
\hline & \multicolumn{5}{|c|}{dverage 3000 3} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline jasn & ＊ & － & ； & － & － \\
\hline Accounts and notes cectivable & 14 & 2 & 3 & 10 & 39 \\
\hline inventory & － & － & － & － & － \\
\hline Other zurrent assats & 57
70 & 37 & 77
81 & \(\bigcirc 55\) & 5 \\
\hline ＝ixal assers & 32 & 5 & ： 8 & 34 & －3． \\
\hline Less：sceum．dep．on fixed assets & － & & － & － & \(\bigcirc\) \\
\hline Qtner assers & 23 & 21 & 4 & 3 & 52 \\
\hline Total assets & 228 & 85 & 103 & 215 & 518 \\
\hline \multicolumn{6}{|l|}{Lisoilities and equity} \\
\hline  & 30
80 & 5
48 & 15
33 & 79 & － 89 \\
\hline Total zurient ilaoilities & 110 & 48 & 18 & － 02 & 242 \\
\hline Mortgages Dayabl & － & － & － & － & － \\
\hline Long tert dabt & 5 & 2 & 3 & 4 & \(\cdots\) \\
\hline Oeher taoilimes & 52 & 13 & 26 & 54 & 113 \\
\hline Total lisoilities & 187 & 63 & 77 & 160 & 385 \\
\hline Total equity & 59 & 2 & 28 & j6 & 150 \\
\hline
\end{tabular}
（1）inese estimetes are besed of stomol of businesses roporing sales detmen \(\$ 25.000\) and \(\$ 2.000,000\) ．
Ste Tadie for symouls and nores．

TABLE 3．Financial rettos（1）for incorporated businesses only．1987
Canada，sporting Goods stores（S1C 854i）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total（2） & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { bower } \\
\text { midel } 25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Uooer } \\
\text { miod } 25 \%
\end{array}
\] & 700
\(-5 \%\) \\
\hline  & 480
11
\((1)\) & （1） 148 & 148
321 & 32
524 & \(\begin{array}{r}524 \\ 18 \\ \hline\end{array}\) \\
\hline & \multicolumn{5}{|c|}{sverage} \\
\hline Liduidity cotio Curcont ratio（times） & 1.5 & 0.8 & 1.7 & ： .7 & i． 5 \\
\hline \begin{tabular}{l}
Leverage ratios \\
DeDt／ouity catio（times） \\
Interest coverage ratio（times） \\
Deot ratio（times）
\end{tabular} & 2.8
2.9
0.7 & 31.4
1.5
1.0 & 2.9
2.2
0.7 & 2.9
2.6
0.7 & 2.4
3.4
0.7 \\
\hline
\end{tabular}

121 These estimates are Dased on a sample of businessus peporting setos ontween \(\mathbf{3 2 5 . 0 0 0}\) and 52.000 .000
Set iable i for symbols and notes．

Definitions：
1．Liquidity ratio：
Curfent gurcont assets／cuprent iiaoifities

2．Levertige petios：
I Deotlequity a total liabilisiss／lau：iy
ol Dect ratio＝toral liabilities／total assers
c）Interest covefage \(=\) net profit－interest expense／incerest expense．

TA8LE 4. Statament of changes in financial position for incorporated businesses only, is8t
Eanaca. Sporting Goods Stores (516 5541)

 only those ousinesses reporting statenent of changes
See Tabie ifor symbols end notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic elasification in 1987
Caneda, Sporting Goods Stores (SiC 6541)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in numb with pai & of businesses oloyees \\
\hline Business size expressed in average lobour units(l) & Number of businesses & Total \(\begin{array}{r}\text { payroll } \\ (\$ 000 \\ \end{array}\) & Aversge sbour un its 1 ) & \begin{tabular}{l}
New ly \\
poporting(2)
\end{tabular} & No onger
- oor: ngi3 \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 2.542 & 149.783 & 13.045 & 444 & 311 \\
\hline \[
\begin{aligned}
& \text { iess than } 20 \\
& 20^{-} 99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
2.434 \\
93 \\
8 \\
9
\end{array}
\] & \[
\begin{array}{r}
95.535 \\
32.782 \\
8.011 \\
13.435
\end{array}
\] & \[
\begin{array}{r}
9.272 \\
2.850 \\
723 \\
1.200
\end{array}
\] & \[
\begin{array}{r}
429 \\
9 \\
1 \\
5
\end{array}
\] & \[
308
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 2.996 & 210.949 & 15.733 & 518 & \\
\hline \[
\begin{aligned}
& \text { tass than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
2.971 \\
100 \\
18 \\
7
\end{array}
\] & \[
\begin{array}{r}
133.510 \\
45.288 \\
22.279 \\
9.900
\end{array}
\] & \[
\begin{array}{r}
9.919 \\
3.381 \\
\therefore .594 \\
739
\end{array}
\] & 507
6
3
2 & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}

\footnotetext{
 Survey cf Employment. Payroll and Hours, Statisitcs Canada. Catalogue 72-002. An average iabour unit could oe interprered as a full-time amployee. Noto ihat the Dusiness size groups used are oeterminec at the canada lavel. Thus if a jusiness has al leas 500 mployees in Canado as a whole but lass then that number in any given opovince if is shown in the joo ano over group
21 Refers to jusinesses reporting no payroll deductions in the orevious year
(3) Refgrs io businesses reporting no payroll deductions in the following year
"Newly peoorting" and "no longer rgoofting" Dusinesses artassumed to have been in activity for six monins and the informasion s adiusied aecordingly
see isole 1 for symools and notes.
}

TABLE 6. Selected operating characteristics of small businessas by sales quareile. \(1985-1987\) Ganade, Sporting Goods Stores (Sic 5541)

\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of ouservations in samole & 65 & & & & \\
\hline -verage sales \({ }^{\text {a }}\) & 99..99 & 18.925 & 20.3.31 & 240.295 & 372.:25 \\
\hline Avorage exoense 8 & 255.831 & 47,327 & i 5.533 & こ41. 56 & ミ53. \\
\hline Average net profit (lossi \% & 5.888 & 998 & 4.998 & 8.241 & 3.5:5 \\
\hline Qusinesses reporting arafit (No.) & 519 & & & & \\
\hline Sveraga sales \$ & 280.420 & 48.580 & 117.360 & 259, 59 & Э98.392 \\
\hline Average moense \(\$\) & 284.856 & 42.407 & 109.192 & 238.803 & 50 ¢. 223 \\
\hline Average net orafit \(\$\) & 15.754 & 6.173 & 8.668 & 8. 358 & 29.853 \\
\hline Susinesses reoorting a lass (Mo.) & 135 & & & & \\
\hline Sverage sales \$ & 251.889 & 49.523 & 126.907 & 232.151 & 538.575 \\
\hline Average expense & 285.958 & 57.492 & 132.405 & 246.294 & -31.6E2 \\
\hline Average net loss \$ & - 5.089 & -7. 369 & -5.498 & -13.833 & -32.877 \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline Mumber of observations in sample & 770 & & & & \\
\hline Average sties 5 & 275.271 & 43.154 & 110.897 & 256.074 & 690.950 \\
\hline Average expense \(\$\) & 268.475 & 45.573 & 110.820 & 248.51] & 558.396 \\
\hline Average net profit (loss) \$ & 8.796 & -2.409 & 79 & 7, +63 & 22.054 \\
\hline Businesses reporting profit (Mo.) & 534 & & & & \\
\hline Average sales \$ & 284,268 & 44.251 & 104.507 & 259.717 & 728.598 \\
\hline Average exoense \$ & 266.796 & 38.662 & 95.363 & 242.274 & 690.884 \\
\hline Average net orofits & 17.472 & 5.589 & 9.144 & 17.443 & 37.714 \\
\hline Businesses reporting loss (Mo.) & 236 & & & & \\
\hline Average sales & 248.490 & 42.271 & 120.281 & 247.020 & 584.408 \\
\hline Average exoense & 253,935 & 51.245 & 133.467 & 264.357 & 605.572 \\
\hline Average net loss \$ & -15.445 & -8.974 & -13.206 & -17.337 & -22,254 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sample & 705 & & & & \\
\hline Average saies \(\$\) & 346.598 & 53.655 & 142.065 & 319.233 & 871.437 \\
\hline Average exoense \$ & 335.256 & 56.245 & 136.175 & 309.844 & 838.759 \\
\hline Average net grofit (loss) \$ & 11.342 & -2.590 & 5.890 & 9.389 & 32.679 \\
\hline Businesses reporting a profit (Mo.) & 517 & & & & \\
\hline Average salus \$ & 349.848 & 56.589 & 139.625 & 315.733 & 887,443 \\
\hline Average expense \(\$\) & 328. 880 & 50.953 & 226.276 & 298.429 & 839.570 \\
\hline Average net profit \$ & 21. 168 & 5.535 & 13.349 & 17.312 & 48.373 \\
\hline Businesses peporting loss (Mo.) & 188 & & & & \\
\hline Average sales \$ & 334.152 & 50.524 & 148.991 & 327.758 & 809.335 \\
\hline Average expenses & 350.349 & 61.893 & 164.277 & 337.574 & 837. 5 E3 \\
\hline Average nat loss 5 & -16.197 & -11.369 & -15.286 & -9.915 & -28.2.8 \\
\hline
\end{tabular}

\footnotetext{
11 These estimates are pased on a sample businesses reporting sales between \(\$ 25.000\) and \(\$ 2,000,000\)
} See tade 1 for symbols and notes

TABLE 1. Selacted operating rat:os, in percont of sales. :987
Eanade, Musical instrument and रecora stores (SIC 555 )
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|c|}{-20311!} & \multicolumn{2}{|r|}{} & \multicolumn{2}{|r|}{- csione} & \multicolumn{3}{|c|}{- : \% : =eer} & \multicolumn{2}{|c|}{-} \\
\hline Jbsinesses a samol No. - ow salas value 300 c s. tigh sales ralue: \(\$ 000\) s) & \multicolumn{2}{|r|}{\[
: 36
\]} & & 45 & & 15 & & & & & \\
\hline \multirow{3}{*}{Solected exoense item} & \multicolumn{4}{|r|}{industry averagel?} & \multirow[b]{2}{*}{\[
\begin{aligned}
& 50 \\
& 25 \%
\end{aligned}
\]} & \multirow{3}{*}{\[
\begin{aligned}
& \text { Ysusi- } \\
& \text { messus } \\
& \text { recorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{} \\
\hline & Fot31 & \[
\begin{array}{r}
0+ \pm 0 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { own } \\
\text { mig } \\
25 \%
\end{array}
\] & \[
\begin{gathered}
\text { ooeer } \\
\text { Iddil } \\
25 \%
\end{gathered}
\] & & & Cozal & 30ヶ:0m 25\% &  &  & \[
\begin{aligned}
& -38 \\
& \therefore=\%
\end{aligned}
\] \\
\hline & \multicolumn{4}{|r|}{Percent of salus} & & & \multicolumn{5}{|c|}{-ercant of salas} \\
\hline Cost of seles & 51.7 & 45.3 & 43.8 & 54.6 & 62.6 & 94.5 & 54.7 & 49.8 & 48.0 & 55.5 & 83.2 \\
\hline Occupency expenses & 11.3 & 12.1 & 13.4 & 12.9 & 8.7 & 100.0 & 11.3 & 12.1 & 13.4 & 12.9 & 5.7 \\
\hline Oedreciation & 2.6 & 3.5 & 3.0 & 2.9 & 1.2 & 91.2 & 3 & 3.9 & 3.2 & \(3 \cdot 3\) & 1.3 \\
\hline qeosips s mainienance & 1.0 & 1.1 & 1.9 & 0.7 & 0.4 & 72.8 & 1.4 & 1. 7 & 2. 5 & 1.1 & 2.3 \\
\hline Hent. ignt 3 ioleohone & 1.9 & 2.4
5.2 & 2.3 6.1 & 1.7
7.6 & 1.3
3.8 & 88.7 & \(2 \cdot 2\) & 2.9 & 3.0
7.4 & 1.7
8.1 & 1.3 \\
\hline Personnel expenses & 11.6 & 9.1 & 3.6 & 13.4 & 14.2 & 76.6 & 15.2 & 20.4 & 14.9 & 14.1 & 14.3 \\
\hline Financial expenses & 2.8 & 2.6 & 2.6 & 3.9 & 2.1 & 91.4 & 3.1 & 3.2 & 2.9 & 4.1 & 2. 2 \\
\hline Interest \& bank charges & 2.1 & 1.9 & 1.5 & 3.1 & 1.6 & 81.4 & 2. 5 & 2. 1.0 & 2.0 & 3.3
0.3 & 1. 3.3 \\
\hline Other expenses & 17.4 & 25.5 & 18.4 & 15.6 & 10.8 & 100.0 & 17.4 & 25.5 & 18.4 & 15.6 & 10.8 \\
\hline Profit (lows) & 5.2 & 5.4 & 12.3 & -0.3 & 3.5 & 98.3 & 5.3 & 5.5 & 12.3 & -0.3 & 3.7 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & & & ... & ... \\
\hline
\end{tabular}

\section*{Symols}
```

    zero or no observations
    i00 smell to0 on exprissec
    not agolicable
    * confidenzial

```

\section*{Pootnotes}

121 value in each cell \(=\frac{\text { lotal weighted expendicupe on given com }}{\text { lotal weighted sales of all dusinesses in the samole }} \times\) yon foch quartile

 individually and the zotal will not necessar ly doul 1008.

\section*{Noter}

Date are shown oy quaptiles when at least 13 of the samplec businesses poport the specific item
 on querter of the cotal number of businesses. Within ech quartile. ine average ratio is gresented. For comorison purposas. the hign and low values of seles are shown

Mow to use the tebles
ill locate the aporoprite sates range thet is displayed on the two lines entitied bow sales valuge and migh seles volut"
121 The selected range will indicate the proper gutrtile. i. the gotcom \(25 \%\). ine lower midd \(25 \%\). the usper midd \(25 \%\) or the top \(25 \%\)
(3) Dasa pertaining to the selected satos sizerang mili be in that quattile

Stunder Industris! Glassificetion Definition ISIC 19801:
SIC 6550 . Mueicel Instrument and Record Stores
Businesses primar ly engaged in rgtail oealing in musical instrumenes. sheet music. records and tapes
-ABLE 2. 3aiance sneet proffle for incorporatad businesses only, 1987
Canada. Musical Instrument and Record stores (SIC 555)


111 ihese estimates ar basec on sampie of Dusinesses reporting sales getween \(\$ 25.000\) and \(\$ 2.000 .000\)
see isol i for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Canade, Musical Inserument and Record Stores (SIC 855)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & Botrom 25\% & \[
\begin{array}{r}
\text { Lower } \\
\text { midel } 25 \%
\end{array}
\] & Uocer
\[
\text { middle } 25 \%
\] & 700
\(35 \%\) \\
\hline Gusinesses in samole (Ma. Low sales value (\$000's) High sales value \(1 \$ 000\) 's) & 176
\(\{11\)
11 & 11
108 & \begin{tabular}{l}
108 \\
282 \\
\hline
\end{tabular} & 252
324 & \(52 \%\)
\(11!\) \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity retio Eurrent ratio (times) & 1.7 & 3.3 & 1.4 & 1.3 & 1.5 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Deoticauity ratio (times) \\
interest coverage ratio (times) \\
Dedt ratio (times)
\end{tabular} & \[
\begin{aligned}
& 4.1 \\
& 1.8 \\
& 0.8
\end{aligned}
\] & 3.1
0.1
0.8 & -20.1
1.1 & \[
\begin{aligned}
& 2.5 \\
& 2.1 \\
& 0.7
\end{aligned}
\] & 3.2
3.2
0.8 \\
\hline
\end{tabular}
(11) The catios represent the zerage of ratios tor each ousiness in ine group and cannot de calculated foom the figures snown in facie 2
12) These estimetes wo onsed on semple of businesses feperting sales between \$25,000 and \$2.000.000

See raol 1 for symbols and notes

Definitions:
1. biquidity ratio:

Qurpent z current assers / current liaoilieies
2. Leverage ratios:
```

Depi/equipy: lotal 'rabilities / equity
Deot ratio = lotal l,adilisies/cotal assets
interest coverage z net profis ( interest expense / in ierest exomene.

```

TABLE 4. Statament of enanges in financial position for incorporated bustnesses oniy. igs7
Canada, Musical Instrument and Record Stores (SIC 655)

 only those businusses ropofting stsionent of changas.
fee isole: for symools and noies.
TABLE 5. Employment Changes by stzo of business. 1984-1987 besed on SIC ciassification in i987
Canade, Musical Instrument and Record Stores (SIC 555)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Susiness size exocessed in sverage labour units(1)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{Totai payroll
\((\$ 000\) s)} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Changes in number of bus nesses with 38 a moloreas} \\
\hline & & & & roportingiz? & No Onger roorting 3 \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 1.230 & 56.815 & 5.849 & 198 & 143 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20^{-} 99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
1.159 \\
48 \\
13 \\
\hline
\end{array}
\] & \begin{tabular}{l}
44. 199 \\
14.433 \\
8,183
\end{tabular} & \[
\begin{array}{r}
3.865 \\
1.258 \\
725
\end{array}
\] & 92
3
\(\vdots\)
0 & \[
\begin{array}{r}
35 \\
2 \\
6 \\
\hline
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 1.257 & 90.252 & 6.704 & 185 & . . \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20^{-} 99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
1.179 \\
53 \\
25
\end{array}
\] & \[
\begin{aligned}
& 52.484 \\
& 18.880 \\
& 18.898
\end{aligned}
\] & \[
\begin{array}{r}
3.892 \\
1.404 \\
1.408
\end{array}
\] & 80
4
2
- & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}

\footnotetext{
 Survey of Emolaymeni. Payrall and hours. Statistics Canada. Catalogue 92-002. An average labouf unit could oe interpreteo as on
 500 amoloyees in Canada as a whole but less than that number in any given provinct it is shown in the foo and over group
121 Refers to businesses reporting no payroll deductions in the previous year.
131 Refers to businesses eporting no dayroll odoctions in the following year
"Newly reporting* and "no langer roporting" ousinesses are assuned to have deen in activity for six months and the intormation \({ }^{\text {a }}\) adusiec according!y
set iable for symools and nores
}

TABLE 6．Selected operating characteristics of small ousinesses by saies guartilu， \(985-1987\) Canaea．Musical Instrument and Recora Stores（Sic うミ5）


1985
```

Numoer Ji goservetions in samoie

```
    tveraga sales
    average gxoense j
    Average ner orofit (losa) s
        \(: 03\)
228.041
\(2=7.19\)
8.892
Businesses roporting profit (No.)
    Average saies 8
    Average axomense
    Average ne? profit \(\$\)
Susinesses reporting loss (No.)
    quersge saies 3
    Average sxoense \(\$\)
Average net loss \(\$\)
    Average sxoense \(\$\)
Average net loss \(\$\)
        5
        39. 228
        30.13
3
3
3
        179.541
        347. 3 きた
        \(\begin{array}{r}157 \\ 246.587 \\ 225.534 \\ \hline 15.559\end{array}\)
        39.128
34.28
4.205
        225.834
19.853
        40.127
29.371
        29.371
10.758
        77.900
        198.244
183.741
        389.577
        2.213
4.28
        525
51.368
    78
218.702
288.795
-12.093
        38.198
44.408
        38.198
44.408
4
        87.251
89.455
        171.317
        185.745
        \(i 0.758\)
        71.085
        163.741
        642.340
48.737
        87.251
        15,503
218,702
228.785
-12.083
\(-6.210\)
8.655
-2.204
    \(-14.828\)
    589.440
594.532
\begin{tabular}{|c|c|c|c|c|c|}
\hline Numoer jí goservations in sampie tverage sales ミ Average axoense \(j\) Average aer orofit（losa）\(\$\) & \[
\begin{array}{r}
: 03 \\
228.041 \\
=7.149 \\
8.892
\end{array}
\] & \[
\begin{array}{r}
39 .+28 \\
34.23 \\
4.605
\end{array}
\] & \[
\begin{array}{r}
30 . \pm 39 \\
15.272 \\
4.366
\end{array}
\] & \[
\begin{array}{r}
79.341 \\
:=\vdots!2 \\
4 . ? 29
\end{array}
\] & \[
\begin{array}{r}
347, ~ 252 \\
325 \\
61.368
\end{array}
\] \\
\hline \begin{tabular}{l}
Businmses reporting profit（Mo．） \\
Average saies \＄ \\
Average exomene \\
Average ne？profit \(\$\)
\end{tabular} & 157
246.587
225.534
19.853 & \[
\begin{aligned}
& 40.127 \\
& 29.371 \\
& 10.758
\end{aligned}
\] & \[
\begin{array}{r}
77.800 \\
79.085 \\
8.815
\end{array}
\] & \[
\begin{array}{r}
196.214 \\
183.741 \\
15.503
\end{array}
\] & \[
\begin{array}{r}
389.377 \\
842.340 \\
48.737
\end{array}
\] \\
\hline \begin{tabular}{l}
Susinesses reporting loss（No．） \\
Average sailes \\
Average sxoense 3 \\
Average net loss \＄
\end{tabular} & \[
\begin{array}{r}
48 \\
218.702 \\
228.785 \\
-12.083
\end{array}
\] & \[
\begin{aligned}
& 38.198 \\
& 44.408 \\
& -6.210
\end{aligned}
\] & \[
\begin{aligned}
& 87.251 \\
& 89.455 \\
& -2.204
\end{aligned}
\] & \[
\begin{array}{r}
171.317 \\
186.745 \\
-16.328
\end{array}
\] & \[
\begin{aligned}
& 569.440 \\
& 594.52 ? \\
& -25.09
\end{aligned}
\] \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observations in sample \\
Average sales \(\$\) \\
Average axpense \(\$\) \\
Average net profit（loss）\(\$\)
\end{tabular} & 154
249.584
245.874
3.710 & \[
\begin{array}{r}
25.319 \\
26.100 \\
9.219
\end{array}
\] & \[
\begin{array}{r}
71.124 \\
85.505 \\
-14.381
\end{array}
\] & \[
\begin{array}{r}
241.382 \\
233.995 \\
7.087
\end{array}
\] & \[
\begin{array}{r}
550.310 \\
537.297 \\
12.313
\end{array}
\] \\
\hline gusinesses reporting profit（Mo．） & 122 & & & & \\
\hline Average sales \＄ & 260.942 & 35.193 & 65.264 & 248.570 & 994．641 \\
\hline Average exoense & 242.965 & 20.809 & 56.928 & 232.956 & 551．987 \\
\hline Average net profit \＄ & 17.997 & 14.384 & 8.336 & 15．714 & 33， 354 \\
\hline Businesses reoorting lose（Mo．） & 32 & & & & \\
\hline Average sales & 229.144 & 35.788 & 77.999 & 228.110 & 574．779 \\
\hline Average expense \(\$\) & 249.649 & 45.721 & 118.543 & 235，678 & 598．355 \\
\hline Average net loss \＄ & －20．505 & －9．935 & －40．844 & －7．50］ & －23．378 \\
\hline
\end{tabular}

1987
Number of observetions in semple
Average sales \(g\)
Average expense \(\$\)
Average net profit（loss）


Businesses reporting profit（Mo．）
Average sales \(\$\)
35.143

Avorage expense \(\$\)
Average nat profit \＄

32,781
85.180
121.38
\(579 . \approx 88\)
Businesses reporting loss（No．）
Average salus \＄
\(-12.302\)
\(-8.173\)
－25．019
\(-32.495\)

11）These estimares art Dased on a sampl of businesses reporting salss between \＄25．000 ana \＄2．000，000．
Set tavie 1 for symbols and notes

PABLE ．Selacted operating－atios，in percent of sales，4987
चanada，ueweliery डtores（SlC 6551）
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{－̇．31－} & \multicolumn{2}{|r|}{3c：－0m} & \multicolumn{2}{|r|}{－こときごご，} & \multicolumn{3}{|c|}{－ 2 cos} & \multicolumn{2}{|c|}{－} \\
\hline jusinesses a samol 40. －こw id． －1．in sales valja．\＄000 & \multicolumn{2}{|r|}{\[
45
\]} & & §i & & \[
\begin{aligned}
& 3: \\
& 3 \\
& 3
\end{aligned}
\] & & & & & \\
\hline \multirow{3}{*}{jucted exoense ：mm} & \multicolumn{4}{|r|}{！ndustry averagei？！} & \multirow[b]{2}{*}{\[
\begin{aligned}
& -50 \\
& i 5 \%
\end{aligned}
\]} & \multirow{3}{*}{\[
\begin{aligned}
& \text { y sus: } \\
& \text { rosses } \\
& \text { rocorting: }
\end{aligned}
\]} & \multicolumn{4}{|r|}{} & \multirow[b]{2}{*}{\[
50
\]} \\
\hline & Toeal & 30t＋0m & \[
\begin{array}{r}
\text { i.swer } \\
\text { migol } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { yooer } \\
& 10015 \\
& 25 \%
\end{aligned}
\] & & & Toca， &  & \multicolumn{2}{|r|}{\[
\begin{array}{r}
\text { seer } \\
\pi 1 c s: \% \\
65 \%
\end{array}
\]} & \\
\hline & \multicolumn{5}{|c|}{Parcent of sales} & & \multicolumn{5}{|c|}{zarcent of salas} \\
\hline Cost of salus & 48.1 & 45.1 & 48.8 & 51.3 & 49.4 & 94.1 & 51.1 & 52.5 & 49.7 & 52.9 & 49.5 \\
\hline Occupsney expenses & 9.8
1.8 & 10.9
2.2 & 12.3
1.7 & 7．8 & 8.3 & 98.7
37.1 & 10.2 & 12.4
2.9 & 12.5 & 7.8
1.8 & 8． 3 \\
\hline \begin{tabular}{l}
ouraciation \\
Aeosirs \＆mointenance
\end{tabular} & 0.8 & 1.2
1.0 & 0.8 & 0.8 & 0.8 & 52.2 & i． 3 & 2.9
2.1 & 1． 4 & 1. & 0.3 \\
\hline Hest．light z itophone & 1.5 & 2.1 & i． 6 & 1.5 & 1.0 & 88.7 & 1.7 & 2.5 & \(\therefore 8\) & 1． 5 & 3． \\
\hline Rent & 5.7 & 5.8 & 8.2 & 3.8 & 5.1 & 74.0 & 7.7 & 9.3 & －0．E & 5.3 & 3．2 \\
\hline Personnel expenses & 16.4 & 11.1 & 14.1 & 20.5 & 19.8 & 87.5 & 18.8 & 14.8 & 18.1 & 21.1 & 19.9 \\
\hline Financial expenses & 3.2 & 3.1 & 3.8 & 3.1 & 2.9 & 92.3 & 3.5 & 4． 3 & 3.9 & 3.1 & 2.9 \\
\hline interest s jank ehsrges & 2.2 & 1.8 & 2.8
1.0 & 2.4
0.7 & 2.1
0.8 & 74.8
85.2 & 3.0
8.2 & 3.7
2.8 & 3.8 & 2． & 2．\({ }^{3}\) \\
\hline Other expenses & 16.7 & 20.3 & 16.0 & 15.8 & 14.8 & 100.0 & ［8．7 & 20.3 & 16.0 & 15.8 & 14.9 \\
\hline Propit（loss） & 5.9 & 9.4 & 7.1 & 1.5 & 4.8 & 97.5 & 5.8 & 9.8 & 7.6 & 1.5 & 4.3 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & \(\cdots\) & －• & \(\ldots\) & \(\ldots\) & \\
\hline
\end{tabular}

\section*{Symole}

\section*{zero or no ouservetions \\ － 200 5msll too be exprinssed \\ no：aoplicable \\ －confidential}

\section*{Cotnotes}
（1）Thest estimates art bssed on a sanol of Dusinusses roporting sales betwen \(\$ 25.000\) ang 32.000 .000


 individually anc the topal will not necessarily equal 1008.

\section*{Hetes}

Data are shown by queptiles when ar liast 13 of the samplerb businesses ropopt the soecific item．
 one quartar of the potal number of businesses．Within each quartile，the average ratio is presented．For comparison ourooses．int hign and low values of salus are shown

Mow to use the tobles

（21）The selectec range will inoicete the proper quartil．i．the oottom 25\％．the lower midde 25\％．the upper midele 25z or the top \(25 \%\)
3）Data partaining so the selacied sales size pange will be in that quartile．

Stenderd Induetrisl Claseificten Definition（51C 1980）：
SIC 6SE－Jewellery Stores
 and ewellery popir gusinesses engaged in retal cosqume jewellery．custom jowetiery erail prec：ous me？al alware and mollow
 incluced in inis imoustry．

PABLE 2. Balance snete profile for incorporated dusinesses only. i987
Canaoa, Jewellery Stores (SiC ojsi)

\begin{tabular}{|c|c|c|c|c|c|}
\hline & & \multicolumn{3}{|c|}{Lverage \(3000^{\prime} \mathrm{s}\) :} & \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline こasл & - & - & - & - & - \\
\hline Accounts and notes receivaul & 10 & 3 & 3 & 7 & :3 \\
\hline invantory & - & - & - & - & - \\
\hline Other surrent assets & 175 & 49 & :08 & 1- & 3ะ \\
\hline Total current essets & 185 & 13 & 114 & 187 & 2 c \\
\hline Fixer assets & 37 & 8 & 36 & 36 & ¢ \\
\hline Less: Accum. deo. on fixed ussets & - & - & - & - & - \\
\hline Other assits & 14 & 11 & 10 & 7 & 29 \\
\hline Total essets & 237 & 82 & 180 & 227 & 430 \\
\hline \multicolumn{6}{|l|}{Limbilities and equity} \\
\hline Euprent loens & 25 & 4 & 15 & 66 & 55 \\
\hline Other curiont abilities & 77 & 19 & 51 & 53 & 158 \\
\hline Total =urront 'iabili: ts & 102 & 22 & 55 & 115 & 209 \\
\hline Mortgages oarabi & - & - & - & - & - \\
\hline Long ferm ceot & 5 & 2 & 2 & ? & 7 \\
\hline Sther i abilitios & 49 & 17 & 61 & 48 & 88 \\
\hline Total liabilities & 156 & 41 & 109 & 184 & 304 \\
\hline Total equity & 81 & 21 & 51 & 53 & 187 \\
\hline
\end{tabular}

111 Fhese estimetes er Dased on semple of businesses peooping sales petwmen 325.300 and 32.000 .000 Set table for symools and notes.

TABLE 3. Financial patios(1) for incorporated businesses only. 1987
Canada. Jewellery Stores (S1C 6551)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bot tom } \\
25 \%
\end{array}
\] & Lower midele \(25 \%\) & UDDer middle 25\% & 700
\(25 \%\) \\
\hline Susinesses in samole (No. Low sales value ( \(\$ 000\) 's) High salos value ( \(\$ 000^{\prime}\) s) & \[
\begin{aligned}
& 322 \\
& \{1\} \\
& \{1\}
\end{aligned}
\] & (1)
126 & 125
253 & 253
424 & 124
11 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline \begin{tabular}{l}
Liquidity ratio \\
Currant ratio (times)
\end{tabular} & 1.8 & 2.0 & 1.7 & 1.7 & 1.9 \\
\hline \begin{tabular}{l}
Leverage retios \\
Oabt/equity ratio (times) \\
:nterest coverage ratio (times) \\
Deot iatio (timesi
\end{tabular} & 1.9
2.5
0.7 & 1.9
0.6
0.7 & \[
\begin{aligned}
& 2.2 \\
& 0.9 \\
& 0.7
\end{aligned}
\] & 2.6
2.2
0.7 & 1.6
3.5
0.8 \\
\hline
\end{tabular}

(2) Thest estimetes art ossed on smplo of businesses peporting sales between \(\$ 25.000\) and \(\$ 2.000 .000\).

See iable i for symools and notes

Definitions:
1. Liquidity patio:

Cuprent = curpent assets/ current liabilıties
2. Leverage itios:
```

    Dept/equity = qoral liadilities / equity.
    Dest ratio z total liabiligies/ colal assets
c) |meerest coverage = net profit interes{ expense/ inzepest gxpense

```

TABLE 4．Statement of changes in financial position for imcorporated ousinesses only．igs7
Canaca，jewellery Stores（SIC 6551）

 only those businasses poourting statement of changes．
Set idel 1 for symools and notes．

TABLE 5．Employment enanges by size of business．1984－1987 based on SIC classification in ig8t
Canada．Juwellery Stores（SIC 5561）
\begin{tabular}{lll}
\hline
\end{tabular}

Iti average isoour units are calculated by dividing total dayroll by the average annual wage and salapy pate as repof：ch ine
 fult－time emoloyee．Note inat the business size groups used ar derormineo at the Canada level fhus ta business has at last 500 emoloyees in Canada as a wole but less than that number in any given province it is shown in the goo ano over group
2）Refers io businesses cooring no payrall aecuctions in ：he devious year
（3）Refers to businessts reporsing no dayrall deduc：ions in the following year
＂Nowly reporting＂and＂no longer ，eporting＂businesses are assumed to mave been in activity for six monins and the intormation is adusied accoraingly
see pabie for symools and notes

TABLE S. Selected operating characteristies of small businesses by sales guartile. \(1989=1987\) Canada, Jewellery Stores (5IC 555i)

9985

788
190.394
178.387
11.307

686
88.919
171.919
17.008

196.723
214.422
-17.699
\begin{tabular}{rr}
41.296 & 32.743 \\
38.222 & 3.205 \\
3.874 & 0.508 \\
& \\
42.108 & 83.173 \\
34.283 & 73.538 \\
7.825 & 9.835 \\
& \\
& \\
41.492 & 79.334 \\
45.713 & 88.381 \\
-4.221 & -9.047
\end{tabular}
\begin{tabular}{|c|c|}
\hline 55.30 & 48. \(5: 3\) \\
\hline  & : 5 L. \\
\hline 5.74: & 31.307 \\
\hline 149.304 & 480.589 \\
\hline 137.350 & 44!.754 \\
\hline 11.544 & 38.325 \\
\hline 173.549 & 492.516 \\
\hline 18!.856 & 541.725 \\
\hline -8, 317 & -49.2:0 \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observations in sample \\
dverage sales \\
Average exponse \(\$\) \\
Average net profit (loss) \$
\end{tabular} & \[
\begin{array}{r}
316 \\
221.258 \\
213.089 \\
8.169
\end{array}
\] & \[
\begin{aligned}
& 41.821 \\
& 43.497 \\
& -1.866
\end{aligned}
\] & \[
\begin{array}{r}
90.566 \\
86.378 \\
4.188
\end{array}
\] & \[
\begin{array}{r}
199.294 \\
184.378 \\
5.216
\end{array}
\] & \[
\begin{array}{r}
562.94 \% \\
538.4! \\
24.336
\end{array}
\] \\
\hline Susinesses reporting orofit (Mo.) & 243 & & & & \\
\hline Average sales \$ & 226,378 & 43.114 & 90.597 & 189.885 & 58:.908 \\
\hline Average expense \$ & 208.115 & 33.172 & 79.168 & 172.021 & 548.100 \\
\hline Average net profit \% & 18.261 & 9.942 & 11.429 & 17.855 & 33.808 \\
\hline Sutinesses reporting a loss (Mo.) & 87 & & & & \\
\hline Average sates \$ & 201.117 & 40.866 & 90.507 & 190.655 & 482.428 \\
\hline Average expense \(\$\) & 215.955 & 48.701 & :00. 198 & 217.121 & 497.800 \\
\hline Average net loss & -16,838 & -7.835 & -9. 691 & -26.455 & -15.372 \\
\hline
\end{tabular}

1987


2570
Average sales \$
Averace expense \(\$\)
Average net profit (loss) 3
usincsses reporting profit (Mo.)
Average sales \(\$\)
Averaģe net orofit \(\$\)

Businesses reporting loss (Mo.
531 s
sverage cot soms
(1) These estrmates are based on sampl of Dusingsses regorting sales between \(\$ 25.000\) and 32.000 .000

Set Taol 1 for symools and notes

SOUREE: Small gusiness and Spectal Supveys Division. Stafigtics Canade.

TABLE 1. Seiecteq operating ratios. in peresnt of sales. 1987
Canaaa. -oy, Hoooy, Novelty and souvenir jtores \{jiち j58)


\section*{Symbols}
- zero or no observarions
- 100 smell : 00 be expressed
not applicabl
- zonfidentisl

\section*{Footnetes}

111 inese estimeres are desed on sample of businesses reporting seles Detween \(\$ 25,000\) and \(52.000,000\)


Notes
Data are shown by quartiles when at least 13 of the sampled businesses report the specific ifen.
Recor ds wert ramked in ascencing opor according to swies size. Each quertil li. oottom 25\%. Iower midele 25\%, etc.l reoresents one quercer of the total numper of businesses. Within each quertile. the average ratio is presented. for comparison purdoses. ihe hign and low values of salus are shown.

How so use the satis
[11 bocat the apopopriate sales pange that is gisplayed on the iwo fints हntieltu "Low sales valut" and migh sales vatue"
121 ine selected pange will inoicate the proper querzile. i. the boteom 25\%, the lowtr midd 25\%. the uoper midele 25\% or the \(10025 \%\)
(3) Oatz pertaining to the selected seles size pango mill be in that quartile.

\section*{Standard Industrisl Classification Definition (SIC 1980):}

S1C 6580 - Toy, Moboy. Novelty and Souvenir Stores
businesses orimarily engaged in reiail dealing in ioys, noboy supplies, gifis. novelries and souvenips

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Canada. Toy, Hobby, Novelty and Souvenir Stores (5ic 558)

(11) Fhes estimstes are baseg on sampl of ousinesses reporting sales between 325.000 and \(\$ 2.200 .000\).

See Tad 1 for symols and noits.

TABLE 3. Financial ratios(1) for incorporated bustnessem only. 1987
Canade. Toy. Hoboy, Novelty and Souvenir sqores (51C 658)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Totai (2) & \[
\begin{array}{r}
\text { Sot tom } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Lower } \\
& \text { midd } 25 \%
\end{aligned}
\] & midd Uootr \(25 \%\) & 100
\(\mathbf{5 5 \%}\) \\
\hline Businesses in samole (No. Low sa: es value ( \(\$ 000\) 's) पigh salos value ( \(\$ 000\) 's) & 299
\((1)\)
\((1)\) & (1) & 97
178 & \[
\begin{aligned}
& 178 \\
& 357
\end{aligned}
\] & 367
18 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline biquidity ratio Cuprent patio (times) & 1.7 & 1.3 & 1.5 & 1.3 & ¢ . 5 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Oebt/equity ratio (times) \\
tnterast coverage ratio (times) \\
Oatot atio \{times\}
\end{tabular} & \[
\begin{aligned}
& 4.2 \\
& 2.0 \\
& 0.8
\end{aligned}
\] & -6.1
1.2 & 26.2
0.9
1.0 & 8.4
1.9
0.9 & 2.2
3.1
3.9 \\
\hline
\end{tabular}
(11) ithe ratios rapresent the average of ratios for rach business in the group and gannot be calculated from :he figuras shown in tade 2

121 These estimates are besed on semple of businesses peporting sales berween 525.000 and 82.000 .000 .
see isol ífor symools and notes

Definitions:
1. liquidity rasio:

Current = current assets / curpent itabitieles
2. Leveroge ratios:
b Deot/eauity = sotal liobilities/adiqy
of Deot ratio = cotal liabilities / total assets
c) Interest coverage s net profil - interest expense / interes? expense

TABLE 4. Statement of enanges in financial position for incorporated ousinesses only. 1987
Ganade, Toy, Hobby, Noviliy and Souvenip Stores (516 658)

 only those ousinesses peorting a statement of changes.
See fable 1 for symbols and notes.

Canade. Toy, Hobby, Novelty and Souvenle Stores (SIC E58)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in num with oal & of businesses loyes \\
\hline Susiness size exormsed in average labour units(l) & Numpar of businesses & Totar osyroll \(\begin{array}{r}\text { ( } \$ 000 \text { 's) }\end{array}\) & Average labous units! & \[
\begin{array}{r}
\text { Newiy } \\
\text { reoorting }(2)
\end{array}
\] & No ionger reoreing: 3 \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 4.370 & 155,871 & 13.535 & 914 & 572 \\
\hline \[
\begin{aligned}
& \text { iess than } 20 \\
& 20^{-} 99 \\
& i 00^{-}-499
\end{aligned}
\] & \[
\begin{array}{r}
4,224 \\
92 \\
54
\end{array}
\] & \[
\begin{aligned}
& 97,759 \\
& 24.160 \\
& 33.752
\end{aligned}
\] & \[
\begin{aligned}
& 8.480 \\
& 2.126 \\
& 2.929
\end{aligned}
\] & 999
2
3 & \[
\begin{array}{r}
559 \\
3
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 4.330 & 214.330 & 15,922 & 1.101 & \(\ldots\) \\
\hline \[
\begin{aligned}
& 10 \text { ss than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
4.786 \\
81 \\
55 \\
8
\end{array}
\] & \[
\begin{array}{r}
125.866 \\
30.592 \\
40.501 \\
16.371
\end{array}
\] & \[
\begin{aligned}
& 9.408 \\
& 2.263 \\
& 3.018 \\
& 1.233
\end{aligned}
\] & \[
\begin{array}{r}
: .086 \\
8 \\
6
\end{array}
\] & \(\cdots\) \\
\hline
\end{tabular}
 Survey of Emplovment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could of interorgtec as a
 500 emoloyees in tanada as a wol gut less inan that number in any given province it is shown in the 500 and over group
(2) Reters 0 ousinesses reporing no payroll deductions in ine previous year

131 Refers to businesses reporting no gayroll deductions in the following year
"yewly reoorting* and mo onger peoring" ousinesses are assumed to have been in activity for six months and the iniopmat on is


See isol ifor sympors and notes

\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of abservations in samole & 389 & & & & \\
\hline －varage sa：ms \({ }^{\text {j }}\) & ［6：21？ & 35.754 & 57.157 & － 3.84 & 109．238 \\
\hline Average excense \({ }^{\text {a }}\) & ：56． 222 & 34． 422 & －4． 336 & － 3.505 & ごこ．こここ \\
\hline average net drofit（loss） & 4.991 & 1.342 & 2.231 & 2，279 & 1．1．3：3 \\
\hline Businesses roporting arofit（Mo．） & 525 & & & & \\
\hline Average saies 3 & 150.550 & 37.097 & 66．54： & 30.308 & 208．353 \\
\hline average expense \(\$\) & 147.729 & 31．162 & 50．164 & 121.515 & 382.074 \\
\hline Average net grofit \(\$\) & 12.321 & 5.935 & 10.477 & 9.292 & 25．98． \\
\hline Businesser cooorting loss（Mo．） & 153 & & & & \\
\hline Average saies \＄ & 163.458 & 33.280 & 57.342 & ： 48.810 & 403.639 \\
\hline average exosnse \({ }^{\text {a }}\) & 182.894 & 40.492 & 77.850 & ：73．307 & 139.987 \\
\hline duerage net loss 5 & －19．425 & －9．212 & －3，908 & －24．397 & －36．188 \\
\hline
\end{tabular}

1986

Number of observations in sample
4verage sates 3
Luerage exoense \(\$\)
Average not Deofit（loss）g

Businstses reporting a profit（Mo．）
dvereg sales \(\$\)
Average sales
Average net profits

Businesses reoorting lose \｛Ma．） Average sales \(\$\) Average expense \(S\) Average net loss \＄

883
185.231
185.231
159.694
6.537

520
168.38
154.55
154.553
13.833

283
156.878
171.659
-14.791
38.341
38.220

121
37.766
32.628
32.628
5.138
39.105

45．65？
－6．552
\(-6.552\)
70.702
68.478
2.224
70.064
60.315
60.315
9.748
71.863
83.326
\(-11.463\)
\(138 . \quad 58\)
131.330
6.828
497.723
400.747
16.376
\(\begin{array}{rr}149.234 & 424.478 \\ 128.388 & 396.880 \\ 2.846 & 27.598\end{array}\)
\(\begin{array}{rr}149.234 & 424.478 \\ 128.388 & 396.880 \\ 2.846 & 27 . \equiv 98\end{array}\)
130.098
-39.040
-9.942
385.446
\(4: 8.551\)
－32．205

1987
Number of odservations in sample
Average sales \(\$\)
Average expense


1：These esimatos are oased on a sample of susinesses peporing sales beiween \(\$ 25.000\) and \(\$ 2.000 .000\)
see iable ifor symbols and nozes

TABLE 1．Selected oderating ratios，in percent of sales． 1987
Canada，Sift．Novelty and Souvenir stores（Sic a582）

\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{- :} \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline  & & \[
\begin{aligned}
& \because: \\
& i! \\
& i!
\end{aligned}
\] & \multicolumn{3}{|c|}{\(\div 8\)} & \(\pm 8\) & \multicolumn{3}{|c|}{\[
\begin{aligned}
& 3 ? \\
& \vdots
\end{aligned}
\]} & \multicolumn{2}{|c|}{＂：} \\
\hline \multirow{3}{*}{selocteo exomse item} & \multicolumn{5}{|c|}{Sacustry zverager：} & \multirow{3}{*}{\[
\begin{gathered}
\text { "ous: } \\
\text { nosses } \\
\text { noorting }
\end{gathered}
\]} & \multicolumn{5}{|c|}{} \\
\hline & －o：a 1 & \[
\begin{aligned}
& 308: 0 \mathrm{~mm} \\
& \hline
\end{aligned}
\] & \[
\begin{gathered}
\text { Cower } \\
\text { midd } \\
23 \%
\end{gathered}
\] & \[
\begin{array}{r}
\text { Jooar } \\
\text { midal } \\
25 \%
\end{array}
\] & －5\％ & & \(=0.3\) & Eo:涼 & anver
7 cos
i5 &  & \％ \\
\hline & \multicolumn{5}{|c|}{Percone of sales} & & & & ＝en： 0 & sales & \\
\hline Cost of sales & 52.0 & 49.1 & 51.2 & 55.8 & 52.1 & 93.2 & 55.9 & 57.5 & 55.8 & 55.3 & 56.5 \\
\hline Occupancy exponzes & 13.1 & 18.4 & 13.9 & 10.4 & 9.7 & 99.9 & 13.1 & 18.5 & 3.9 & 10.1 & 9.7 \\
\hline Seprecistion & 2.0 & 3.2 & 1.5 & 1.7 & 1.4 & 75.8 & 2.8 & 4．2 & 2.7 & 2． & －\({ }^{5}\) \\
\hline Reosics 3 maintonance & 0.7 & 1.1 & 0.8 & 0.5 & 0.4 & 61.3 & 1． 1 & 2.5 & ！．\({ }^{\text {a }}\) & 9.6 & \(\bigcirc\) \\
\hline ment．light \＆telmonone Rent & 2.2
8.2 & 10.8 & & & & 31.0
74.2 & & & & & \\
\hline Personnel expenses & 11.2 & 10.2 & 10.0 & 10.7 & 13.8 & 84.1 & 13.3 & 13.8 & 14.6 & 11.4 & 14.0 \\
\hline Financial expenses & 3.3 & 3.2 & 2.9 & 4.3 & 2.7 & 94.8 & 3.5 & 3.3 & 3.4 & 4.3 & \\
\hline interest s bank charges
professional fees & & & & 3． 5 & 0.0 & & & & 3.3 & 3．3 & \\
\hline Other expenses & 18.0 & 24.5 & 16.5 & 13.5 & 17.5 & 100.0 & 18.0 & 24.8 & 18.5 & 13.5 & 17.5 \\
\hline Ppofit（loss） & 2.4 & －5． 5 & 5.6 & 5.3 & 4.3 & 98.7 & 2.4 & －5． 5 & 5.5 & 5.4 & 4.3 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & \(\ldots\) & \(\ldots\) & ．．． & \(\ldots\) \\
\hline
\end{tabular}

\section*{Symbols \\ zero or 110 observerions \\ ใo0 smil 100 ye exprissed \\ not soplicable \\ - confidential}

\section*{cotnotes}

11 Fhese fstimetes ar osed on sampl of businisses roportimg sales oetween 825.000 sho \(\$ 2.000 .000\)



This portion of the taje pertains only o the ousinasses roporting the specific expenst item．fherefore thest patios are calcuiated individuslly and the total will noe neessarily equsl \(100 \%\)

Notes
Jata are shown by quartiles when at least 13 of the samoled ousinesses report the soecific item
 on quapter of tht lotal numoer of businesses．Within tech quartile．the sverage ratio is presented．por comorison jurposes．ine high and low vilues of sales are shown

How to use the teblet
（11 Locate the zopropriate sales fange that is gisolayedon the iwo ！ines entitled low sales value ano vigh sales valuel
 top \(25 z\)


Standerd Induetrisl CIEstificetion Defimition（SIC 19801：
SIC 6582 －Gift．Novelty and Souvenir Stores
Businesses primarily gngaged n retal dealing in gif：s．noveliy mercnandise and souvenics such as．fatail carvings and ar：cratt．fepat mandicraft ceramics．retail seasonal and holiday decorations．peiall mandicraft decoupage．retail eskimo carvings．reta，jifi wrao
 metalwork．retail noveliy merenandise．retail mandicrati ooitery and retail souvenifs

TABLE 2. Balance sheet orof 11 e for incorporated businesses only, 1987
Canmed. Gip: Noveley and Souvenir stores (SIC 6582)


see isol : for symools and notes

TABLE 3. Financial ratios(i) for incorporated businesses only, 1987
Cangde, Gift. Novelty and Souvenif Stores (SIC 8582)
\begin{tabular}{llll}
\hline
\end{tabular}
(i) ine ratios rmpesens the average of ratios for each business in the group and cannot be calcylated from the figuris shown in able a
(2) These estimetes are ossed on sempl of businesses peopring seles between 325.000 and 32.000 .000.

See tabl ifor symools and notes.
onfinitions:
i. biquidity retio:

Curfent = current assets / current liabilities.
2. Leverage retios:
```

a DeD:/equity = cotal liabilitigs / equi:y.
ol DeDt ratio = tolal liabilities / total assets.
c) Incerest coverage z net profit * interest expense/ interest expense

```

TABLE A. Statement of enanges in financial position for incorporated businesses only. 988
Canada. Gift. Noveley and Souvenir stores (51C 8582)
\begin{tabular}{llll}
\hline
\end{tabular}
 only those businesses eporting a stetment of changes.
See Tabl for symools and notes

TABLE 5. Employment ehanges by size of business, 1984-1987 based on SIC elassification in i987
Canadm, Gifi, Movelty and Souvenir Stores (Sic 6582)
\begin{tabular}{lll}
\hline
\end{tabular}
 Sufvey of Employment. payroll and Nours. Siatistics Canada. Caialogut \(92-002\). An average lajour unit could be inferpreted as a fuilitimemoloyen. Note that the ausiness size groups used afe determined at the Canado levet. thus if a ousiness has at loest 500 omployes in canaca as a whole out less than thas number in any given province it is shown in the 500 ano over group
12) Aefers 10 jusimesses peporting no jayroli seductions in the grevious year

131 feters io pusinesses pepopting no sayroll deductions in the following year
"Newly reporting" and "no longer reporting" Dusinesses are assumed 10 nave geen in activity for six monins and the information is adjusted accordingly
see isble 1 for symoors ano nopes

TABLE 6．Salected operating cnaracteristics of small businesses by sales quartile．1985－1987
Canade．Gif：Novelty and Souvenir Stores（SiC as82）

Number af acstervations in smomple
iverage ialis s
Average 9xoense \(\$\)
Iverage ser arofit（！ogs） 3

Businesses reporting orofit（Ma．）
Avarage salas
Average axpense
Average net orofits

Businesses peporting loss（Mo．）
Average sales \(\$\)
Average axpensi \(\$\)
Average nue loss \(\$\)


シーセーつm

35.38
34.12
37.359
31.72
5.63
33.113
\(-7.251\)
50.500

2． 422
65.34
54.118

11．225
78.094
\(-9.754\)
33.286
\(3+282\)
127.323
17.899

17． 964
\(-23.383\)

296
203
20
392.824
368.337
23.384
359.867
\(-32.546\)

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observations in sample Averago sales \\
Average exoense 3 \\
Avarage ne：profit（loss）s
\end{tabular} & \[
\begin{array}{r}
63.253 \\
155.256 \\
7.987
\end{array}
\] & \[
\begin{array}{r}
35.975 \\
36.885 \\
90
\end{array}
\] & \[
\begin{array}{r}
66.926 \\
65.282 \\
1.644
\end{array}
\] & \[
\begin{array}{r}
38.100 \\
131.341 \\
6.259
\end{array}
\] & \[
\begin{array}{r}
411.909 \\
287.9 E E \\
23.954
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting a profit（Mo．） Average sales Average exomenses \\
Average net profit \＄
\end{tabular} & \[
\begin{array}{r}
540 \\
164.861 \\
150.553 \\
14.308
\end{array}
\] & \[
\begin{array}{r}
36.423 \\
30.768 \\
5.555
\end{array}
\] & \[
\begin{aligned}
& 66.082 \\
& 55.889 \\
& 10.193
\end{aligned}
\] & \[
\begin{array}{r}
142.030 \\
129.458 \\
12.572
\end{array}
\] & \[
\begin{array}{r}
414.908 \\
386.098 \\
28.810
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting loss（Mo．） Average sales Average exoense 3 \\
Avarage net loss 3
\end{tabular} & \[
\begin{array}{r}
230 \\
1522.887 \\
163.740 \\
-10.853
\end{array}
\] & \[
\begin{aligned}
& 39.599 \\
& 43.795 \\
& -6.196
\end{aligned}
\] & \[
\begin{array}{r}
68.116 \\
78.544 \\
-10.428
\end{array}
\] & \[
\begin{array}{r}
129.502 \\
137.055 \\
-7.553
\end{array}
\] & \[
\begin{aligned}
& 375.329 \\
& 395.50 \mathrm{e} \\
& -19.237
\end{aligned}
\] \\
\hline & & & 1987 & & \\
\hline \begin{tabular}{l}
Number of observations in sample \\
Average sales \＄ \\
Avgrage expense \(\$\) \\
Average ner profit（！oss）\＄
\end{tabular} & \[
\begin{array}{r}
476 \\
163.296 \\
15.759 \\
5.477
\end{array}
\] & \[
\begin{array}{r}
36.692 \\
37.923 \\
-1.231
\end{array}
\] & \[
\begin{array}{r}
84.830 \\
63.573 \\
1.257
\end{array}
\] & \[
\begin{array}{r}
122.104 \\
155.284 \\
6.820
\end{array}
\] & \[
\begin{array}{r}
429.3: 8 \\
+14.256 \\
15.062
\end{array}
\] \\
\hline Businesses reporting a orofit（Mo．） Average sales \(\$\) Average expense \(\$\) Average net orofit \(s\) & \[
\begin{array}{r}
325 \\
168.693 \\
50.521 \\
14.172
\end{array}
\] & \[
\begin{array}{r}
36.955 \\
29.950 \\
7.005
\end{array}
\] & \[
\begin{array}{r}
82.766 \\
54.139 \\
8.627
\end{array}
\] & \[
\begin{array}{r}
120.433 \\
107.43 \\
13.002
\end{array}
\] & \[
\begin{aligned}
& 438.515 \\
& 410.504 \\
& 28.052
\end{aligned}
\] \\
\hline ```
Businesses reporting a loss (No.)
    Average salas $
    Averag* expenses
    Average net loss $
``` & \[
\begin{array}{r}
151 \\
156.162 \\
172.055 \\
-15.893
\end{array}
\] & \[
\begin{aligned}
& 36.465 \\
& 44.818 \\
& -8.353
\end{aligned}
\] & \[
\begin{aligned}
& 67.310 \\
& 74.905 \\
& -7.595
\end{aligned}
\] & \[
\begin{array}{r}
127.365 \\
140.021 \\
-12.855
\end{array}
\] & \[
\begin{aligned}
& 393 . \equiv 07 \\
& 428.477 \\
& -34.970
\end{aligned}
\] \\
\hline
\end{tabular}

Il1 These estimates are based on a sample of businesses reporting sales getween \(\$ 25.000\) and \(\$ 2.000 .000\)
See iable ifor symools and notes

TABLE 1. Selected ooerating ratios. in percent of sales. 1987
Canada, Second-wand warchancise 3tores, n.e.e. (Sic है591)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{Fera.:11} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
30+0 \mathrm{om} \\
\\
\hline 5
\end{array}
\]} & \multicolumn{2}{|r|}{} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{} \\
\hline 3usinesses in samole No. -ow salas value \(\because O C O\) 's -ign sales vatue \(\$ 000\) 's & & \[
\begin{gathered}
=04 \\
1 \\
1
\end{gathered}
\] & & \[
\begin{aligned}
& 1 \\
& \vdots
\end{aligned}
\] & & \[
\vdots i
\] & & & & & \\
\hline \multirow{3}{*}{Sulsted exoense item} & \multicolumn{4}{|r|}{Inoustir average:2!} & & \multirow{3}{*}{\[
\begin{aligned}
& \text { ? Susi- } \\
& \text { fosserting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{"000.-9 - - si-asses on +} \\
\hline & 70:31 & \[
\begin{array}{r}
30 \% \div 0 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { bomer } \\
\text { midol } \\
35 \%
\end{array}
\] & \[
\begin{aligned}
& \text { joper } \\
& \text { 1001 } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& 720 \\
& 25 \%
\end{aligned}
\] & & -: 3 i & \[
\begin{array}{r}
10 t \cdot 9 m \\
55 \%
\end{array}
\] & \[
\begin{array}{r}
\text { 2ner } \\
\text { migol } \\
\text { 25\% }
\end{array}
\] & \[
\begin{array}{r}
-0001 \\
m 10012 \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& =00 \\
& : 3 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Porcent of sales} & & \multicolumn{5}{|c|}{20ヶ¢ent gi salas} \\
\hline Cost of saims & 47.2 & 43.2 & 49.5 & 45.2 & 50.7 & 93.0 & 50.8 & 48.5 & 51.1 & 51.2 & 54.1 \\
\hline Qccupancy expenseal & 13.9 & 22.8 & 12.2 & & & & 13.9 & 22.9 & :2.8 & 19.1 & \[
8.7
\] \\
\hline Topreciation & 1.3 & \(2 . ?\) & 1.7 & 2.0 & 1.9 & 75.3 & 2.5 & 3.0 & 2.1 & 2.9 & \(\therefore .2\) \\
\hline Reosirs a maintenance & 1.2 & 1.7 & 1.0 & 1.4 & 0.6 & 61.1 & 1. 3 & 4.3 & 1.5 & 2.1 & ? \\
\hline Heat. iignt s teleohone & 8.2 & 18.7 & 2.2 & 2.1
5.8 & 1.7
4.3 & 85.3 & 2.E & \(\begin{array}{r}19.3 \\ \\ \hline 1.3\end{array}\) & \(\begin{array}{r}2.4 \\ \hline 0.3\end{array}\) & 2.4
0.05 & \% 3 \\
\hline Personnel expenses & 7.1 & 8. 6 & 3.6 & 7.6 & 10.4 & 66.3 & 10.7 & 9.8 & 7.0 & 12.4 & 12.1 \\
\hline Financial expenses & 2.3 & 2.1 & & & & & & & & & 3.3 \\
\hline interest 3 jank cnarges professional fees & 1.6
3.7 & 1.8
0.5 & \[
\begin{array}{r}
1.7 \\
0.9
\end{array}
\] & 0.8
0.4 & 2.3 & 99.5
72.5 & 2.3 & 2.5 & 2.3 & 2. & \[
\begin{aligned}
& \therefore \\
& \vdots \\
& \hline
\end{aligned}
\] \\
\hline Other expenses & 21.7 & 21.0 & 19.7 & 24.6 & 21.5 & 100.0 & 21.7 & 21.0 & 19.7 & 24.8 & 21.5 \\
\hline Profit (loss) & 2.1 & 4.1 & 12.3 & 9.9 & 5.9 & 99.8 & 8.1 & 4.1 & 12.3 & 9.9 & 5.9 \\
\hline Tosal & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & ... & & & \\
\hline
\end{tabular}

\section*{Symbols}
zero or no observations
-- :00 smill 200 be mpressed
not applicable
\(\times\) confionels

\section*{footnotes}
(1) These uttimstes are oseed on a sample of businesses ctoorting ssies between \(\$ 25,000\) snd \(\$ 2.000 .000\)
lotat weignesed expenoiture on given item


\[
\begin{aligned}
& \text { This poption of the tabl pertains onty to the dusinesses peporting the sowcific expense tem. Therefort these fatios are calculated } \\
& \text { individusily and the total will not necessarily equal :00z. }
\end{aligned}
\]

\section*{Notes}

Data are shown oy quartiles when at lest 13 of the sampled businesses coport the specific item.
 on quarter of the toval number of Dusinesses. Within sach quartile. the averaga pario is presented. for comparison purposas. the higin and low values of soles are shown.

Mow to use the poles
\{11 bocase the appropriate seles pange thes is displayed on the two lines entirled bow sales valuen and eyigh sales vilut
121 the selected range will indicate the proper quartile. i. ine botcom 25\%, the lower midel \(25 \%\). the upoer middle \(25 \%\) or ine top 25\%.
131 Oata oersaining to the selected sales sizo range wili oe in chat gutertile.

Stendard Industriel Clessification Definition ISIC 19801:
SIC 6591 - Second-Mand Merchandise Storet n. . . G
Businesses grimar. ly engaged in retall dealing in used merchandise. not elsewhere clessified. pampncos are inclucec in this industry

 hano merchandiso

TABLE 2. Balance sneet profile for incorporated ousinesses oniy, 1987
Ganadm, Secong-Mand Marchandise Stores, n.e.e. (SiC 6591)

(11) inesa estimates are Dosed on sampl of ousinesses rooring sales 5etween \$25.000 anc \(\$ 2.000 .000\)
see iable 1 for symoels and notes

TABLE 3. Financiai retios(i) for incorporated businesses only. 1987
Canada. Second-Hand Marchandise Stores. n.e.e. (SiC 6591)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & \begin{tabular}{l}
Lower \\

\end{tabular} & midd Jooer & 700
\(25 \%\) \\
\hline Businesses in samol (No. ( Low sales value ( \(\$ 000\) s) High sales value ( \(9000^{\circ}\) s) & \[
\left.\begin{array}{r}
59 \\
(1) \\
1
\end{array}\right)
\] & \[
\begin{array}{r}
111 \\
75
\end{array}
\] & \[
\begin{array}{r}
95 \\
i 60
\end{array}
\] & \[
\begin{aligned}
& 160 \\
& 293
\end{aligned}
\] & 293 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity retio Curementatio (times) & 2.0 & 3.2 & 4.0 & : . 1 & : \({ }^{\text {P }}\) \\
\hline \begin{tabular}{l}
Leverage ratios \\
Debt/equity ratio (times) \\
inesest coverage ratio (times) \\
Debt eatio (times)
\end{tabular} & 2.7
3.6
0.7 & 5.9
3.0
0.9 & 14.2
1.4
0.9 & \[
\begin{array}{r}
-67.3 \\
0.3 \\
1.0
\end{array}
\] & 1.5
5.5
0.5 \\
\hline
\end{tabular}

121 These ©stimates are gased on samol of businesses poopting sales between 525.000 and \(\$ 2.000 .000\).
See Table for symbels and notus.

Osfinitions:
1. Liquitity porio:

Curren? : current assezs/ current liabilities.
2. Leverage fatios:


TABLE 4. Statement of changes in financial position for incorporated businesses oniy. igs7
Ganada. Secone-Hand Marehandise Stores. M.e.E. isic 5591)

 only those Dusinesses reporting statament of cnanges
fee Tabie I for symbors and notes.
 Canada, Second-Hand Marchandise stores, n.e.c. (SIC 5591)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in num *ith 00 & \begin{tabular}{l}
of susinesses \\
oloyes
\end{tabular} \\
\hline Qusiness size exoressed in average labour units (1) & Number of businesses & \[
\begin{array}{r}
\text { Total garroll } \\
(\$ 000 \text { 's) }
\end{array}
\] & Average labour units(1) & reoortingiziy & \[
\begin{aligned}
& \text { No onge } \\
& \text { roor:ing (3) }
\end{aligned}
\] \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Terel & 1.191 & 39.771 & 3.271 & 302 & 154 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
1.171 \\
15 \\
3 \\
1
\end{array}
\] & \[
\begin{array}{r}
23.067 \\
0.685
\end{array}
\] & \[
\begin{array}{r}
1.787 \\
544 \\
379 \\
569
\end{array}
\] & 301 & \[
\begin{array}{r}
151 \\
2
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 1.382 & 56.474 & 3.954 & 363 & \\
\hline \[
\begin{aligned}
& \text { 1oss than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
1.357 \\
20 \\
4 \\
1
\end{array}
\] & \[
\begin{array}{r}
32.999 \\
9.116 \\
x \\
x
\end{array}
\] & \[
\begin{array}{r}
2.210 \\
660 \\
522 \\
562
\end{array}
\] & 362
1 & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}

\footnotetext{
1) Average labour units are calculated by dividing rozal payroli oy ine average annual wage anc salary ace as reorted in the

 500 employees in fanade as a whol but less than that number in any given province it is shown in the zoo and over group.
121 Refers to businesses poorting no payroll deductions it the orevious year
1) Refers to businesses reporiing no payroli geductions in the following year
 gajusied accordingly

Set ?abl: 1 for symools and moies
}
\begin{tabular}{|c|c|c|c|c|c|}
\hline & --:a. & 3c: : & - - - &  & \% \\
\hline & & & 1985 & & \\
\hline & & & & & \\
\hline \begin{tabular}{l}
土verage sates है \\
-verage txpense j
\end{tabular} & .12 .383
-05.298 & 30.787
39.789 & E. 363 & 29.236 & 29.う \\
\hline  & -05.299 & \(\begin{array}{r}38.997 \\ \hline .490\end{array}\) & +1.794 & \% & -59. 20.283 \\
\hline Businerses reporting arorit (No.l & 112.408 & & & & \\
\hline  & 112.408
100.149 & 31.237 & 56.212 & 30.260 & 278.13 \\
\hline Avarage exdenses \({ }^{\text {Avorage not profit }}\) & 12.257 & 25.928 & \(\begin{array}{r}42.878 \\ \hline 7.536\end{array}\) & 10. 0.373 & 252.305
25.307 \\
\hline Businesses roporting loss (Mo.) & \({ }^{185}\) & & & & \\
\hline Average sales \({ }^{\text {S }}\) (
dverage exiense & 114.188
122.135 & & 52.197
56.367 & 89.415
103.374 & 295.150 \\
\hline Average exoense
Average not loss & 122.135
-7.987 & 36.799
-5.880 & 56.387
-4.880 & 103.374
-13.358 & 292.393
-7.149 \\
\hline & & & 1985 & & \\
\hline Number of observations in sample Avorage sales \$ & 104.538 & & & & \\
\hline \begin{tabular}{l}
Avorage sales \$ \\
Average exoense \(\$\)
\end{tabular} & \(\begin{array}{r}104.538 \\ \hline 6.599\end{array}\) & 29.244
25.354 & 47.707
45.651 & 79.198 & 262.085
24.167 \\
\hline Average ne: profit (loss) \$ & 7.938 & 3.890 & 2.056 & 4.592 & 20.8:9 \\
\hline Businesses repolting a profit (Mo.) & 107.968 & & & & \\
\hline Average sales \$ & 107.968
94.657 & 29.602
23.214 & 45.663
37.341 & 78.380
86.731 & 278.246
251.340 \\
\hline Average net profit & 13.311 & 5.388 & 8.322 & & \\
\hline Businesses reporting loss (Mo.) & 85.87 & & & & \\
\hline Averse sales \({ }^{\text {d }}\) & 86.771 & 28.123 & 50.520 & 80.922 & 187.520 \\
\hline Average expense \({ }_{\text {a }}^{\text {a }}\), & 93.880
-9.109 & 32.073
-3.950 & 57.087
-6.567 & 92.128
-11.206 & 94.233
-5.73 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observations in sample \\
Averagn sales \$ \\
Avarage axoense \(\$\) \\
average not profit (loss) \$
\end{tabular} & \[
\begin{array}{r}
233 \\
112.910 \\
104.338 \\
8.572
\end{array}
\] & \[
\begin{array}{r}
33.490 \\
32.827 \\
563
\end{array}
\] & \[
\begin{aligned}
& 58.539 \\
& 5!.399
\end{aligned}
\] & \[
\begin{array}{r}
82.312 \\
74.708 \\
7.604
\end{array}
\] & \[
\begin{array}{r}
277.299 \\
258.4 i 6 \\
18.883
\end{array}
\] \\
\hline Businesses reporting a profit (No.) & 178 & & & & \\
\hline Average sales \(\$\) & 113.181 & 35.073 & 58.360 & 83.048 & 276.244 \\
\hline Average expense \(\$\) & 99.985 & 27.564 & 48.964 & 72.58 ! & 250.832 \\
\hline Average ne: profit \$ & 13.196 & 7.509 & 9.398 & 10.46? & 25.1:2 \\
\hline Businesses reporting a loss (Mo.) & 55 & & & & \\
\hline Average sales \$ & 113.671 & 31.925 & 59.301 & 99.508 & 283.149 \\
\hline Average expense \$ & 120.756 & 38.027 & 61.716 & 32.805 & 30C. 478 \\
\hline Average net loss \$ & -7.285 & -8.102 & \(-2.415\) & -3.297 & -19.327 \\
\hline
\end{tabular}
(1) These estimates are based on a sample of businesses peporiing \(\$\) ales between \(\$ 25.000\) and \(\$ 2.000 .000\)

See faole 1 for symools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Canade, Venging Macnine Joerazors isic a3iij
\begin{tabular}{llllllll}
\hline
\end{tabular}

\section*{Sywols}
zero or no obsepvations
- 100 smell too be expressed
hot aool caole
\(x\) zonfictilill

\section*{Footnores}
(1) These estimetes are Dused on s sample of businessus peoorsing sel bs betwen \$25.000 and \(82.000,000\).
roral wignted mpenaitur on a given item


Ihis portion of the tabl oertains only to the ousinesses peoorting she specific expense item. therefore ingse ratios ar culculatea individuelly and the cotal will not necessariiy equel 100 z.

\section*{Mates}

De: are shown by quartiles when at loest 13 of the samplad ousinesses peport the spocific item

 high and lom velues of sales are shown

How to use the stoles
(1) locate the appropriate sal es range thet is disgleyeo on the two lines entitled bow salies value" and migh sates value"

121 The selected range will indicate the proper duaftile. i. th. the Dottom 25\%. the iower miode 25\%. the upper midde \(25 \%\) or the \(10025 \%\).
(3) Data pertaining to the selbctad sales size range will de in that guaptile

Stenderd Industriml Classificetion Definition (SIC 1980):
S1C 6911 - Vending machine Operators
zusinesses pr,mar. ty engaged in petail dgaling, using coin-operated vending machines io disoense areriety of products. included are
 oderators ang reiail non-store vending machine mercmandise

TABLE 2. galance sneet orofil for incorporated ousinesses only. 1987
Canada. Vending Macnine Operators (Sic 5511)

\{1) These estimetes are saced on samol of ousinesses reporing sales setween 325,000 ano 32, 200, 000.
set Table for symools and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Canade. Vending Machine Operators (SIC 6919)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bet tom } \\
25 \%
\end{array}
\] & Lower mifdle \(25 \%\) & Upper middle 25\% & 700
\(25 \%\) \\
\hline Businesses in samol (Mo. Low sales value ( 8000 s) Mign sales value \(\left(\$ 000^{\prime}\right.\) s) & (1) \({ }^{19}\) & -- & -- & -- & -- \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity ratio Currens ratio (times) & 2.1 & - & - & -* & -- \\
\hline ```
Leverage fatios
    Oebt/equity ratio {&imes}
    Interest coverage fatio (times)
    Debt ratio (imes)
``` & \[
\begin{aligned}
& 0.6 \\
& 3.2 \\
& 0.4
\end{aligned}
\] & -- & -- & -- & -- \\
\hline
\end{tabular}

\footnotetext{
(11) The ratios represent the average of ratios for ach business in the groud and cannot de calculateo from fhe figures snown in iable 2 (2) These escimates art Desed on asmple of businesses peoping seles between \(\$ 25,000\) sno \(\$ 2,000,000\). see iable 1 for symols and notes.

Defini-ions:
1. biquidiry ratio:

Gurren: = current asseis / curfent liabulisies
2. Leverage ratios:
a) Debr/equity = total ifablifies / equily
O) Debi atio = :otal liabilivies/ lotal assets
ci inieres: coverage : net profit interest frpense / interest expense.
}

TABLE 4. Statament of ehanges in financial position for incorporatec susinesses oniy. i987
Canade, Vending machine Doerators (SIC 5911)
\begin{tabular}{|c|c|c|c|c|c|}
\hline &  & Ec: :9m & \[
-1=二 1
\] & - & : \\
\hline Jusinesses in samal No. um saies value. 3000 s ; High salas value 3000's & \[
12
\] & -- & -- & -- & -- \\
\hline & & & iverage \$000 3 & & \\
\hline Oporating sctivi:ins Casn fram ootations jepreciation Other & \[
\begin{aligned}
& 10 \\
& +1 \\
& -4
\end{aligned}
\] & -- & -- & -- & -- \\
\hline Dividends & -25 & -- & -- & -- & -- \\
\hline \begin{tabular}{l}
investmene activities \\
Oisposal of fixed assets \\
purcmase of fixed assets \\
lncresse in investment \\
Decrese in investment
\end{tabular} & -17 & -- & -- & -- & --
--
-- \\
\hline \begin{tabular}{l}
Financing ectivities \\
increase in iong torm debr \\
Reoryment of long term ceot \\
coans brom sharanolems \\
qeoayment of losns fom sharanolders \\
advancas a loans from government \\
:ncrease in equi:y \\
oecrease in equity \\
Other
\end{tabular} & \[
\begin{array}{r}
4 \\
-3 \\
27 \\
-46 \\
- \\
-
\end{array}
\] & -
-
-
-
-
-
- &  & \begin{tabular}{l}
- \\
\hline- \\
-- \\
-- \\
- \\
\hline
\end{tabular} & -
-
-
-
-
- \\
\hline Incrase (decrase) in cash bequivalents Cash \& equivalents-leginning of the yes Cash \& equivalunts - End of the year & \[
\begin{array}{r}
-13 \\
27 \\
14
\end{array}
\] & -- & -- & -- & -- \\
\hline
\end{tabular}
 only thase businesses repofting statement of changes
see pabie for symols and noses.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in i987
Canads. Vending Machine Operators (SIC 6911)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in num with pa & of businesses oloyees \\
\hline Business size exoressed in average boour units(l) & Number of businesses & \[
\begin{array}{r}
\text { Totel payrol! } \\
\left\{\$ 000^{\circ}\right. \text { s) }
\end{array}
\] & Average labour units(1) & New 1 y
reoorting(2) & No onger - Dortingla) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline To:a! & 577 & 52.797 & 5.510 & 75 & 40 \\
\hline \[
\begin{aligned}
& \text { leas than } 20 \\
& 20^{\circ} \text {. } 99 \\
& 1009^{\circ}-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
513 \\
55 \\
9 \\
\hline
\end{array}
\] & \begin{tabular}{l}
23.415 \\
23.195 \\
16.186
\end{tabular} & \[
\begin{array}{r}
2.053 \\
1.931 \\
1.626
\end{array}
\] & 74 & \[
39
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Tote 1 & \(\$ 30\) & 72.415 & 5.308 & 68 & . \\
\hline \[
\begin{aligned}
& 1 \text { ess than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
469 \\
19 \\
12
\end{array}
\] & \[
\begin{aligned}
& 27.438 \\
& 23.061 \\
& 21.916
\end{aligned}
\] & \[
\begin{array}{r}
2.032 \\
1.584 \\
1.590
\end{array}
\] & 54
3
3 & \(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}
\{11 average labour units afe calculbed oy dividing io: al payroli by the overage annul wage and salary rate as ceported in ane survey of Emoloyment. Devioll anc mours, Seatistics Canacs. Catalogue 72-002. An average labour unit cauld be intergreiga as a
 500 emoloyees in Canada as a whol but luss than that number in any given province is is shown in the 500 and over groue
(2) Refers to ousinesses feporiing no payroll deductions in the previous year

131 Reters 10 Dusinesses reporting no parcall deductions in the tollowing year
 adusied accordingly

See iable for symols and notes.

TABLE 6. Selected operating characteristics of small ousinesses by sales quartile. 1985-1987 Canada. Vending Meenine Iperators (SIC क̧ч1)


1985
\begin{tabular}{|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of obsarvations in samoie
Average salus \\
Average exoense \\
sverage ner orofit (loss) 3
\end{tabular} & \[
\begin{array}{r}
107 \\
-15.345 \\
235.388 \\
5.657
\end{array}
\] & \[
\begin{array}{r}
39.347 \\
35,922 \\
1.015
\end{array}
\] & 74.79
70.343
4.375 & \[
\begin{array}{r}
3: 3.3 \\
232.30 \\
10.25
\end{array}
\] \\
\hline Businesses reporting aprofit (Mo.) & 81 & & & \\
\hline dverage sales \$ & 256.982 & 39.518 & 73.506 & 245.407 \\
\hline Average exdanse \$ & 246.480 & 31.719 & 56.974 & 220.733 \\
\hline Averoge iet drofits & 20.502 & 7.799 & 0. 532 & 24.524 \\
\hline Businesses peporting a loss (NO.) & 26 & & & \\
\hline Average salus & 216.952 & 40.942 & 32.341 & 241.991 \\
\hline Average axoense 3 & 231.455 & 45.699 & 93.214 & 250.985 \\
\hline Average net loss \(\$\) & -14.504 & -6.757 & -10.273 & -8,174 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sample & 78 & & & & \\
\hline Average sales \$ & 297.699 & 39.396 & 56.957 & 179.915 & 905.329 \\
\hline Average exomse 3 & 283,267 & 33.062 & 62.759 & 179.379 & 957.365 \\
\hline Average not stofit (lossis & 14.432 & 5.334 & 4. 198 & -754 & 47.982 \\
\hline Businasses rasorting oprofit (Mo.) & 50 & & & & \\
\hline Average seles \({ }^{\text {s }}\) & 334.401 & 39.259 & 57.798 & 238.699 & 991.855 \\
\hline Average exoense & 311.359 & 31.560 & 52.384 & 227.003 & 924.489 \\
\hline Average net profits & 23.042 & 7.699 & 5.414 & 11.688 & 67.356 \\
\hline Businestes reporting loss (Mo.) & 18 & & & & \\
\hline Avorage sales & 222.888 & 40.179 & 61,571 & 153.325 & 636.475 \\
\hline Average axdense & 228.773 & 41.658 & 65.155 & 159.480 & 548.500 \\
\hline average nei loss & -5.885 & -1.479 & -3.584 & -6. \(: 54\) & -12.325 \\
\hline
\end{tabular}

1887
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in samole & 197 & & & & \\
\hline Average sales \(\$\) & 183.361 & 37.315 & 56.989 & 164,045 & 465.094 \\
\hline svorage expense \(\$\) & 178.247 & 37.655 & 58.045 & 153.352 & 453.625 \\
\hline Average not profit (loss) \$ & 5.114 & -340 & 8.944 & 383 & 11.468 \\
\hline Businesses reporting profit (Mo.) & 122 & & & & \\
\hline Average sales 5 & 21. 241 & 31.868 & 64.295 & \(16 C .208\) & 481.392 \\
\hline Average expense 5 & (71. 80 & 25.624 & 51.371 & 150.338 & 464.386 \\
\hline Average net drofit \$ & 1.25i & 5.244 & 12.924 & 9.870 & 17.005 \\
\hline Businuses reporting less (Mo.) & 75 & & & & \\
\hline Average sales 5 & 177.774 & 42.771 & 76.309 & 180.425 & 111.590 \\
\hline Average expense 8 & 192.16? & 48.701 & 81.127 & 220.532 & 4:8.306 \\
\hline Average net lost \$ & -14.393 & \(-5.930\) & -4.818 & -4C.107 & -6.7! \\
\hline
\end{tabular}
(1) These asqimates are based on a sample of businesses reporing sales between \(\$ 25.000\) ane \(\$ 2.000 .000\)

See table : for symbols and notes

TABLE 1 . Selected operating ratios, in gercent of sales. 1987
Canads. Jirece Sellers isic 5929)


\section*{Symbols}
zero or no observations
- - 100 snell to0 ot expressed
. not a001 catol
\(\times\) confioential

\section*{foot notes}
(1) These tstimetes art besed on somple of businesses peorting sslas butwen \(\$ 25.000\) and 32.000 .000 .


 individually ang the iozs will not neessarily equel \(100 \%\).

\section*{Notes}

Ja: are shown or Guartiles when at lues? 13 of the sampled bus inesses raport the specific item
 one quarter of the total numger of businesses. Within each quartile. the overage fatio is or istentad. for comparison ourposes. the high and iow values of sales are snomn

How to use the cables

 \(10025 \%\)
(3) Data pertaining to the selected sales size ange will je in that guartile.

Stenderd Industrial Clessificetion Definition 15IC 19801:
SIC 6921-Direct Sellers

 marketing goerators, dipect personal petailing operators. direce selling of merchandise. doop-to-door retal:ing of merchancise. retall
 and reisil telephone selling of merchandise are included mere.

TABLE 2. Balance shet profile for incordorated businesses only. i987
Canada. Direct Sellers (SiC 6921)

(1) These aszimeres are based on sanol of businesses roporting sales detwen \(\$ 28.000\) anc \(\$ 2.000 .000\)

See Taole I for symools and notes.

TABLE 3. Financial ratiot(1) for incorporated businassas only. 1987
Canada, Oirect Sellers (SIC 5921)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bot } t 0 \mathrm{~m} \\
75 \%
\end{array}
\] & \[
\text { middlower } 25 \%
\] & \[
\begin{aligned}
& \text { Uooer } \\
& \text { midd } 25 \%
\end{aligned}
\] & -00 \\
\hline Bus:nesses in samole iNo. Low sales value ( 9000 s) High sales value ( 8000 's) & \(\left(\begin{array}{l}50 \\ (1) \\ (1)\end{array}\right.\) & (1) 8 & 87
198 & 198
441 & 44, \\
\hline & & \multicolumn{4}{|c|}{Average} \\
\hline \begin{tabular}{l}
biquidity patio \\
Current ratio (times)
\end{tabular} & 0.9 & 1.3 & 0.4 & '.i & 0.3 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Jebe/couity ratio (times) \\
Interest coverage ratio (times) \\
Debt ratio (times)
\end{tabular} & 2.6
5.7
0.7 & 19.4
12.2
1.0 & -4.6
3.2
1.3 & 6.9
5.5
0.9 & 2.0
5.5
0.9 \\
\hline
\end{tabular}

(2) These estimetes ar based on a sample of businesses peporting sates detween \(\mathbf{3 5} \mathbf{2 5 . 0 0 0}\) ano \(92,000.000\)

Sen fol I for symols and notes.

\section*{Definitions:}
1. Liovidity erio:

Curpent z surfent assets / cuprent liabilittes
2. Leverage ration:
al Dedt/equity \(=\) qotal lisbilities / equity
b) Ost ratio \(=\) total liabilitigs / total assets.
cl lnterest coverage a net orofi: interest expense \(/\) interest expense

TABLE 4. Statament of changes in financtal gosivion for incorporated businesses only. ig87
Canada, Cirec: Sellers (S1C 5921)

 only those Dusinesiss poorting statement of changes.
see iate 1 'or symools ang notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC Ciassification in 1987
Candan, Direct Sellers (SIC 6921)


\footnotetext{


fuli-time employee Note that tho ousiness size groups used are determined at the banaca evel. thus if a gusiness has af least
500 employese in Canada as a whol but less inan inar number in any given grovince it is shown in fhe 500 and over group.
121 Refers to Dusinesses peoriing To payroll deduetions in the grevious year
131 Reiers to ousinesses coporiing no payroli deduc:ions in the following veat
*Newly reporting" and "no longer reporting" ous nesses are sssumeo to have been in ac:iviy br six manths anc :ne iniormation s adiusted 3ccordingly

See iable for symols and nores
}

TABLE 6．Selected operating characteristics of smali businesses by sales quar＊ile． \(1985-1987\)
Canade，Direct Sellers（Sit ä91）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & \(\because \mathrm{Fa}\) ， 1 ， & \[
\begin{array}{r}
30:=0 \pi \\
: 5:
\end{array}
\] &  & －ニ ニーこご， & －： \\
\hline & & & 1985 & & \\
\hline Number of soservations in samole & & & & & \\
\hline －verage sales \(\frac{3}{3}\) & 29．103 & ？ 3.323 & －3． 10 ： & 103.573 & \\
\hline Aversoe exoense \＄ & －18．879 & 25，584 & 47． 103 & －4．305 & 30\％ミこ \\
\hline Average net arofi：（loss） 5 & ：0．224 & －5．539 & 5.398 & 3．792 & 20.88 \\
\hline Businesses reporting a profit（Mo．） & 884 & & & & \\
\hline Aversge sales \(\$\) & 128.895 & 31.402 & 53.265 & ：03．96 & 32§．7＇3 \\
\hline dverage axtense \＄ & 19.910 & 22.355 & 43．241 & 93． 107 & 300.335 \\
\hline Average net drofits & 13.985 & 9.047 & 10.024 & 12.589 & \(\mathrm{i}^{4} .7{ }^{\text {a }}\) \\
\hline Susinessms reporting a loss（Mo．） & 145 & & & & \\
\hline average sales \＄ & 133.533 & 31.032 & 53.905 & 97．154 & 352.040 \\
\hline Average exoense \＄ & 146.943 & 37.843 & 52.786 & 102．54： & 376.50 ． \\
\hline Average net loss s & －11．410 & －5．811 & －9．981 & －5．189 & －？\({ }^{\text {a }}\)－5． \\
\hline
\end{tabular}

1986

（1）These esi：mates or based on sample of Dusinesses reporing sales deiween 825.000 and \(\$ 2.000 .000\)
See iable i for symols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Canada. Operators of Buildings and owellings isic 951)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{} & \multicolumn{2}{|r|}{ミ0:} & \multicolumn{2}{|r|}{} & \multicolumn{3}{|c|}{- = - = \%e.} & \multicolumn{2}{|c|}{-} \\
\hline Eusingesses samo '10. Low sates value joc̃ 5. 4 Aुn sales value z200's & & \[
208
\] & & \[
\begin{array}{r}
111 \\
17
\end{array}
\] & & \begin{tabular}{l}
13 \\
3 \\
\hline
\end{tabular} & & & & & \\
\hline \multirow{3}{*}{S-lected exoense : tem} & \multicolumn{5}{|c|}{dnaus:* suerage:} & \multirow{3}{*}{\[
\left\{\begin{array}{c}
\because \text { sus:- } \\
\text { nesses } \\
\text { coor:ing }
\end{array}\right.
\]} & \multicolumn{5}{|c|}{} \\
\hline & -0:al & \[
\begin{array}{r}
30 t \div 0 m \\
25 \%
\end{array}
\] & \[
\begin{gathered}
\text {-ower } \\
\text { midd } \\
: E \%
\end{gathered}
\] & \[
\begin{array}{r}
.000 \mathrm{r} \\
1001 \\
25 \%
\end{array}
\] & -29 & & -2:31 & \[
\begin{array}{r}
30:-20 \\
: 5 \%
\end{array}
\] & \[
\begin{array}{r}
-3: w e r \\
9 \cdot 901 \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& =20 e r \\
& -z \%
\end{aligned}
\] & - \\
\hline & \multicolumn{5}{|c|}{zercent of salis} & & \multicolumn{5}{|c|}{Persent of sales} \\
\hline Oceupancy expenses & 27.1 & 29.5 & 26.0 & 29.0 & 25.3 & 98.1 & 28.0 & 30.1 & 25.3 & 29.3 & 25.3 \\
\hline jeoreciation & 12.0 & 15.7 & 12.6 & 12.9 & 9.1 & 83.5 & 5.1 & !9. & \% ? & 11.3 & : 0.7 \\
\hline reosits s meintensmes & 6.9 & \%. 3 & 6.6 & ?. 0 & 7.0 & 71.9 & 9.5 & 10.6 & 3.5 & Э. \({ }^{1}\) & 3. 3 \\
\hline Heat. lignt \& teleohone & 8.2 & 5.4 & 4.8 & 8.8 & 7.9 & 68.1 & 9.2 & 10.0 & 7.9 & 9.0 & 3.3 \\
\hline Rent & 1.8 & 1.6 & 2.0 & 2.2 & 1.3 & 13.6 & 13.0 & 20.2 & 15.5 & 14.3 & 3. 3 \\
\hline Personnel expenses & 11.4 & 9.8 & 12.1 & 11.4 & 12.4 & 48.8 & 23.5 & 30.7 & 30.9 & 22.0 & 17.4 \\
\hline Financial expenses & 35.1 & 67.5 & 35.4 & 29.3 & 28.1 & 98.0 & 35.8 & 49.1 & \(35 . ?\) & 30.0 & \\
\hline interest \& bank charges & 32.0 & +3.3 & 32.0 & 26.5 & 26.1 & 94.4 & 37.3 & 53.3 & 38.3 & 31.1 & \(\therefore 9.3\) \\
\hline piofessional iees & 3.1 & 1.3 & 3.4 & 2.9 & 1.3 & 91.8 & 3.1 & 4.8 & 3.9 & 3.0 & 2. \\
\hline Other expenses & 28.8 & 24.0 & 27.5 & 28.8 & 25.7 & 99.9 & 26.8 & 24. 3 & 27.5 & 28.8 & 25.7 \\
\hline Profit (loses) & -0.7 & -10.9 & -1.0 & 1.5 & 7.5 & 95.8 & -0.8 & \(-11.8\) & \(-1.1\) & 1.5 & 9. 5 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & . . & \(\ldots\) & \(\ldots\) & \\
\hline
\end{tabular}
```

Symbol:
zero or no obsupvations
- to0 smell to0 be expressed
A0t apolicsol
x configuntisl

```

\section*{footnoter}
(1) These estimetus are besed on a sampte of businesses peporting sales between \(\$ 25.000\) and \(\$ 2.000 .000\)

21 Valu in emen cell = lotal wighted expenditure on agiven item

Phis portion of the tablourtains onty to the businesses regarting the specific erpense itam. Therafor these ratios are ealculated ingivigusliy and the toizl will not necessarily gual \(100 \%\).

\section*{Mores}

Data ape shown by quartiles when at least 13 of the sampled businesses report the specitic item
 one ouerter of the totel number of pusinesses. Within eech quaftile, the averge patio is preseniod. for comor son purposes, the high and low values of sales are shown.

How to use the teoles

121 The setected range will indicate the proper quartile, i. E. the bottom 25\%. the lower nidde 25\%. the upper midde \(25 \%\) or the top 25\%
(3) Jata 2erteining to the selected sales size pange will be in that quartile

Standard Induatriel CIBEBification Definition (SIC 1980):
S1C 9510 . Operators of Buildings and Owellings
fusinesses orimapily engaged in operaing. or in owning and operating oulldsngs and owellings

TABLE 2. Balance sheet profile for incorporated ousinesses only, 1987
Ganada, Doerators of suildings and Dwellings (Sic 751)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -8:3, : & \[
\begin{array}{r}
30 \div: 0 m \\
: 5 \%
\end{array}
\] & \[
-=0 \text {. }-=0
\] &  & \% \\
\hline Eusinesses samolz No. .ow salas ralug \(\$ 000\) s tign salas value \(3000^{\circ} \mathrm{s}\) & \[
367
\] & 19 & -3 & \[
\begin{array}{r}
\vdots \vdots \\
2 \\
\hline
\end{array}
\] & : \(:\) \\
\hline & & & Avarage 5000 & & \\
\hline Assets & & & & & \\
\hline Cosn & - & ; & ; & - & \\
\hline sceounis and notes receivade & 3 & 2 & 2 & \(\vdots\) & \(\because\) \\
\hline ¢iventory & - & - & - &  & - \\
\hline Jtner zur ent assers & 104 & 31 & 38 & * & -9\% \\
\hline Total surcent assers & 119 & 33 & 238 & 59 & 305 \\
\hline Fixed assets & 601 & 180 & 274 & 494 & +36 \\
\hline Less: iccum. dep. on sixed assets Other assets & 14i & \(3{ }^{3}\) & 58 & 162 & 322 \\
\hline der assets & & & & & \\
\hline Total assets & 857 & 248 & 370 & 725 & 2.079 \\
\hline Liabilitims and sauity & & & & & \\
\hline Current oans & 138 & & 72 & 79 & 57
222 \\
\hline Opher cupeene liabilities & 139
148 & 48
50 & 72 & 79 & 222
379 \\
\hline Mortgages parao & & - & - & & - \\
\hline Long term geot & 4 & 1 & 5 & 3 & Q \\
\hline Jther labilities & 573 & 55 & 295 & 496 & 1.422 \\
\hline Total \({ }_{\text {liabilitios }}\) & 725 & 208 & 293 & 585 & 1.813 \\
\hline Potal saulty & 131 & 40 & 78 & 140 & 266 \\
\hline
\end{tabular}
(11 These tsimates are dasec on sample of businesses reporting sales oetween \(\$ 25.000\) and \(\$ 2.000 .000\)
see isol: i fop symots and notas

TABLE 3. Financial rattos(1) for incorporated businesses only, 1987
Canada. Qperators of suildings and Dwilings (Sic 79i)
\begin{tabular}{llll}
\hline
\end{tabular}

\footnotetext{
(1) The ratios represent the avarage of patios for meth business in the group and cannot de calculated from the figures snown in table 2 .
(2) These estimates ore bssed on samol of businesses reporting sales between \(\mathbf{3 2 5 , 0 0 0}\) and \(\mathbf{3 2 , 0 0 0 . 0 0 0}\)
}

See table 1 for symools and notes.

Definitions:
1. Liquidity patio:

Cuprent = current assets / cuprent liabitities
2. leverage ratios:
a) Deplequity = soial labilites / equity

Di DeDt ratio = tolal tiabilites/ total asseis.
c) Interest covarage \(=\) net grofit interest expense \(/\) interess expense

TABLE 4. Statement of changes in financial dosition for incorporated businesses only, 1987
Eandea, operetors of Buildings and Dweilings (Sic 951)

 only those ousinesses rooorsing a statement of changes.
see iable for symbols and notes.

TABLE 5. Employment changes by stze of business. 1984-1987 based on sic classification in i987
Canade, Gperators of Buildings and Dwellings (Sic 751)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in average lopour units(!} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{\[
\begin{array}{r}
\text { Tots } \left.\begin{array}{c}
\text { osyrol } \\
\{000 \\
(\$ 00
\end{array}\right)
\end{array}
\]} & \multirow[b]{2}{*}{Avarage labour units} & \multicolumn{2}{|l|}{Changes in number of businesses with pald amoloyees} \\
\hline & & & & \[
\begin{array}{r}
\text { Newiy } \\
\text { reoorting }(2)
\end{array}
\] & No longe.
\[
\text { reoorting: } 3 \text { : }
\] \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 16.759 & 1.700 .340 & 95.102 & 2.591 & 1.682 \\
\hline \[
\begin{aligned}
& \text { 1ess inan } 20 \\
& 20 \text {. } 99 \\
& 100 \text {. } 99 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
15.837 \\
563 \\
181 \\
78
\end{array}
\] & \[
\begin{aligned}
& 510.018 \\
& 374.873 \\
& 318.006 \\
& 397.443
\end{aligned}
\] & \[
\begin{aligned}
& 33.329 \\
& 20.981 \\
& 18.027 \\
& 22.185
\end{aligned}
\] & \[
\begin{array}{r}
2.494 \\
65 \\
24 \\
8
\end{array}
\] & \[
\begin{array}{r}
1.633 \\
38 \\
7 \\
4
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1989} \\
\hline Total & 17.858 & 2.393 .428 & 110.958 & 2.713 & . . \\
\hline \[
\begin{aligned}
& 105 s \text { than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
16.905 \\
678 \\
208 \\
87
\end{array}
\] & \[
\begin{aligned}
& 996.500 \\
& 487.967 \\
& 464.931 \\
& 644.030
\end{aligned}
\] & \[
\begin{aligned}
& 35.983 \\
& 22.809 \\
& 21.826 \\
& 29.540
\end{aligned}
\] & \[
\begin{array}{r}
2.828 \\
54 \\
23 \\
10
\end{array}
\] & \(:\) \\
\hline
\end{tabular}
 Surver of Employmeni. Sayfoll ano mours. Statistics canaca. Calalogue 72-002. An average tapout uni: could on atgppeied as a full-time emoloyee. Note that the business size groues used are oerermined a: :he tanaca level. inus if a ousiness has at eas: 500 amployees in Canada as whole but less than that number in any given piovince it shown in ine 500 and over grouo
(2) Aefers to businesses edorting no daycoll deductions in the previous year

131 Refers to businessas reporfing no payrall deducidans in the fortowing year
*Newly roorting" and "no longer reporting" businesses are assumed to nove been in activity for six months and the niormat on s adjused accoroingly
see iadie i for symools and noles

TABLE 6. Selected operating enaracteristics of small dusinesses oy sales guar: ie. \(1385=1987\) Sanada, Operazors of Builaings anc Jweilings iइ! is i)


1985
```

yumber gi soservat:ons a sampie
Averace sales 3
iverage कxpense s
iverage net grofit (loss) \$
Susinctees reporting profit (No.)
iverage sales
Average axounst \$
Average net grofit \$
Businesses ruporting loss (No.)
iverage sales \$
Mverage sales
\$

```

\section*{(No.}
```

    mverage not loss$
    ```
    4.435
77.235
\(\pm 0.257\)
    60.451
36.778
    33.350
    1.025
    1.025
.80 .209
    180.209
111.833
    58.376
    33.990
9.948
        9.948
24.042
    28.182
28.148
        28.148
30.734
        53. 99
14.75
14.739
        93.257
\(\vdots 5\).
\(26 . E 13\)
        -32.14
-38.
34.
        \(\begin{array}{r}33.250 \\ 1 . .53 \\ \hdashline 1.701\end{array}\)
411
169.237
209.927
33.893
50.135
-18.243
        60.650
        75.007
-15.347
        22.199
50.475
51.395
        \(505 \cdot 93\)
348.93
33.893
50.135
-18.243
209.927
-40.890
\(\begin{array}{r}348.930 \\ \hline 57\end{array}\)

1986
\begin{tabular}{|c|}
\hline \begin{tabular}{l}
Number of obsarvations in sampl Jverage sales 3 \\
iverage expense \({ }^{\text {z }}\) \\
Average not profit (loss) \$
\end{tabular} \\
\hline \begin{tabular}{l}
Gusinesses reporting profit (Mo.) \\
Average salos \(\$\) \\
Avarage exaense \(\$\) \\
Average net profit \(\$\)
\end{tabular} \\
\hline \begin{tabular}{l}
Businesses reporting a lose (No.) \\
Avoraga sales \(\$\) \\
Aversge axpense \(\$\) \\
Average ate loss s
\end{tabular} \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline 2.103 & & & & \\
\hline 184.504 & 34.988 & 54.894 & 135.920 & 582.559 \\
\hline 188.213 & 36.227 & 80.905 & 130.543 & 145.:19 \\
\hline 16.351 & -1.365 & 3.979 & 5.277 & 57.192 \\
\hline 1,384 & & & & \\
\hline 184,931 & 36.528 & 85.300 & 135.409 & 304.485 \\
\hline 140.515 & 27.027 & 19.292 & 100.938 & 385.003 \\
\hline 44.415 & 9.501 & 16.208 & 34.471 & \(1!9.483\) \\
\hline 719 & & & & \\
\hline 183.815 & 35.314 & 84.203 & : 36.575 & 498.371 \\
\hline 225.056 & 47.451 & 80.290 & 184.975 & 587,507 \\
\hline -41,440 & -12.137 & -15.087 & -48. 399 & -99.:36 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline & \multicolumn{5}{|c|}{1987} \\
\hline Number of observations in samole & 1.680 & & & & \\
\hline Averag* sates \$ & 169.357 & 35.504 & 54.605 & 126.989 & 449.330 \\
\hline Sverage exoense \(\$\) & 180.978 & 40.127 & 56.307 & 127.950 & 409.525 \\
\hline Average net profit (loss) \$ & -8.379 & -3.523 & -1.702 & -961 & 39.801 \\
\hline Susinesses recorting profit (No.) & 1.071 & & & & \\
\hline Average sales \(\$\) & 170.530 & 36,770 & 64.963 & 129.333 & 451.055 \\
\hline Average expense \$ & 134.924 & 25.931 & 50.384 & 104.925 & 358.353 \\
\hline Sverage net profit \(\$\) & 35.306 & 9.839 & 14,579 & 24.807 & 96.202 \\
\hline Businesses reporting loss (Mo.) & B09 & & & & \\
\hline Average sales 5 & 187.217 & 36.117 & 64, 31 & 123.509 & 145.68: \\
\hline Average eroense \$ & 21:.775 & 57.917 & 87.409 & -52,245 & 539.33C \\
\hline sverage net loss \({ }^{\text {s }}\) & -44.558 & - 21.970 & \(-23.278\) & -98.938 & -94.249 \\
\hline
\end{tabular}
:1: inese estimates ace based on a sample of jusinesses reporting sales detween \(\$ 25.000\) and 82.000 .000 See tacie is. sumpois and ates
```

TABLE 1. Selectec operating ratios, in percant of sales. 1987
Eanada. ODerators of Residentiai suildings and uwellings (SIC ;51:)

```
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{＂ごa} & \multicolumn{2}{|r|}{ミor:om} & \multicolumn{2}{|r|}{} & \multicolumn{2}{|r|}{－ニ®＊＊ご，} & \multicolumn{3}{|c|}{\％} \\
\hline \begin{tabular}{l}
Zusinesses a samole No． \\
－zw sales ralue 5000 3． \\
－ign sa．as laiu su00．
\end{tabular} & & \[
3: 3
\] & & 48 & & 4 & & ！ & & & \\
\hline \multirow{3}{*}{Solocteo exomse itmm} & \multicolumn{5}{|c|}{Snoustor averageis} & \multirow{3}{*}{\[
\begin{gathered}
\because=3 s_{10} \\
\text { Hesses } \\
\text { roorsing }
\end{gathered}
\]} & \multicolumn{4}{|l|}{\multirow[t]{2}{*}{}} & \\
\hline & Tota & \[
\begin{aligned}
& \text { 3ot rom } \\
& 25 \%
\end{aligned}
\] & \[
\begin{gathered}
-2 w e r \\
\text { middie } \\
2 \varsigma \%
\end{gathered}
\] & \[
\begin{array}{r}
\text { yooer } \\
\text { miod } \\
25 \%
\end{array}
\] & 2\％ & & & & & & 号 \\
\hline & \multicolumn{5}{|c|}{repcent of sales} & & & Par & －ent st & sales & \\
\hline Cost of sales & 0.2 & 0.1 & & － & 0.5 & 1.1 & 14.8 & 7.8 & 5.5 & i． 4 & 22．2 \\
\hline Occupancy expenses & 28.8 & 30.1 & 25.9 & 28.5 & 28.4 & 98.6 & 28.8 & 30.7 & 25.5 & 28.5 & 28.7 \\
\hline heosis o maintenance & 12．0 & 5.
7.9 & 12．3 & 11.8
7.8 & 8．9 & 30.5
76.0 & 14.9
10.7 & 18.3
11.4 & 10.7 & 10． & 0. \\
\hline Hear．lighe a telepnone & 7．2 & 6.8 & 5.2 & 7.9 & \(9 . ?\) & 73.9 & 9．8 & 9．3 & 3.9 & \％ 8 & \(\cdots\) \\
\hline Rent & 3.8 & 0.8 & 0.3 & 0.9 & 0.9 & ：1． & 5.3 & 10.1 & 4．i & 3.2 & \\
\hline Personnel expenses & 10.9 & 9.8 & 10．5 & 11.4 & 11.7 & 47.5 & 22.9 & 33.8 & 29.4 & 22.3 & 16.4 \\
\hline Financial expenses & 37.6 & 54.5 & 36.6 & 29.5 & 29.9 & 98.0 & & & & 30． 5 & \\
\hline lnterest \({ }^{\text {a mank enarges }}\) professionat ieses & 34.7
3.0 & 50.5 & 33.3 & 26.9
2.6 & 28.1 & 84.4
\(9: .2\) & 49.1 & 81.9 & 20．？ 3 & 30.5
2.3 & 32， \\
\hline Other expenses & 27.5 & 25.5 & 29.4 & 29.4 & 25.7 & 100.0 & 27.5 & 25.5 & 29.4 & 29.4 & 25.7 \\
\hline Profit（loss） & －4．4 & －20．1 & －2．5 & 1.1 & 3.7 & 95.4 & －4． 5 & －21．8 & －2．5 & 1． 2 & 3.8 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & \(\ldots\) & \(\ldots\) & \(\ldots\) & \(\ldots\) & \(\ldots\) \\
\hline
\end{tabular}

Sytools
zera or no observations
－：oo smbl！too on oxpresed
no：roplicabi
\(x\) confidential

\section*{Foornotes}
（1）Thase estimates are based on sampl of businesses popopring sales serween 825.000 and \(\$ 2.000 .000\). lotal＊ighted exoenditur on given item


 ndividually and the cotal will not necesserily equi loox．

\section*{Motes}

Data ape shown by quaptiles when at iest i3 of the samol od businesses reor：the socific ictem
 on querter of the cozal numoer of businesses．Hithin each queptile．zhe average ratio s pposthta．for comparison oupposes．the high and lom values of salas are shown．

\section*{How ta use inc tables}
li）bocate the appropriate sales range that is disolayed on the two lines entitind bow salus value＂and nMigh sal es valuew
（2）The selected range will indicate the proper guartile，i．the dottom 25s．the lowef micel \(25 \%\) ．the upper miode 25\％or the top \(25 x\)
（3）Ota periaining to the solected sal sts size range will de in qhat guartile．

Standard industrisl Clastificetion Definition（SIE 1980）：
SIC 7511 －Operators of Residentiel Buildings and Dwillings
Businesses priñarily engaged if operating．or in owning and operating residentiat buildings and fwellings．this industry includes aoartment Duitding coerating．aoariment hotel oograting．concominium managenent．Ieasing of resiogeial guildings and pesioential buildings real estate ooerating．

TABLE 2. Balance sneet profile for incorporated businesses only. 1987
canade. Operseors of Residencial Buildings ano Oweilings isic isit,

(1) these es:imates are zased on a smple of Dusinases reoorting salas outwen 325.200 and 32.000 .000
see table ; 'ap symbols ano nores.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Cansda. Operators of Residential Buildings and Owellings (Sic 7519 )
\begin{tabular}{rrrr} 
Total(2) Sottom & Lower & Uooer & middle \(25 \%\)
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline Qusinesses in samoi (No.) Low sales value \(\left(\$ 000^{\prime}\right.\) s') Hign sales volue ( \(\$ 000\) 's) & \[
\begin{aligned}
& 698 \\
& 111 \\
& \text { (11 }
\end{aligned}
\] & \[
\begin{gathered}
(1) \\
48
\end{gathered}
\] & 48
82 & \[
\begin{array}{r}
82 \\
192
\end{array}
\] & +92 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline biquidity ratio Curient itio (times) & 0.7 & 0.8 & 0.5 & 0.9 & 0.? \\
\hline \begin{tabular}{l}
Leverage ratios \\
Oebticquity ratio (times) \\
interest coverage ratio (times) \\
Jebt Patio (times)
\end{tabular} & \[
\begin{aligned}
& 8.0 \\
& 1.1 \\
& 0.9
\end{aligned}
\] & \[
\begin{array}{r}
11.5 \\
0.5 \\
0.9
\end{array}
\] & 8.9
0.9
0.9 & 6.1
1.0
0.9 & 8.7
8.3
8.3 \\
\hline
\end{tabular}
(1) ihe ratios ropresent the average of casios for each business in the group and cannot de calculated from the tigures snown in fable 2 .
(2) These estimetes are based on sample of businesses reporting sales beiween \(\$ 25,000\) and \(\$ 2,000,000\)
see rable f for symbols and notes.

\section*{Definitians:}
1. Liquidiey retio:

Gurrent = cupemp assets / curcont latilitios
2. Leverege catios:
a) DeDt/equity = toral iiabilipies / equipy
ol Debt patio \(=\) teial \(\mid i a 0,1\) ities / toral assers
cl interest coverage = ner profit - interest expense/inierest exoense.

TABLE 4. Statament of enanges in financial position for incorgorated businasses only, ig8t Canada. Operators of Residential Buildings and Jwellings iSIC 751 il

 only those Dusinisses copoiting statiment of changes
set iable 1 for swmods and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in 1987 Canada. Oparators of Residentlal Builalngs and Dwellings (S16 7591)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in numo *in 2 t & of Jusinesses oloyess \\
\hline Busincss size exoressed in average labour units(l) & Number of businesses & \[
\begin{array}{r}
\text { Total poyroll } \\
\\
5000
\end{array}
\] & average abour units(1) & \[
\begin{array}{r}
\text { Vewly } \\
\text { eoortingi? }
\end{array}
\] & No ionger reDORtingl? \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 9.884 & 714.673 & 35.400 & 1.307 & 846 \\
\hline \[
\begin{aligned}
& \text { 1ess than } 20 \\
& 20^{-} 99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & 9.525
284
58
17 & \[
\begin{array}{r}
330.809 \\
155.438 \\
124.588 \\
93.838
\end{array}
\] & \[
\begin{aligned}
& 9.197 \\
& 9.554 \\
& 6.922 \\
& 5.127
\end{aligned}
\] & \[
\begin{array}{r}
1.258 \\
29 \\
5 \\
4
\end{array}
\] & \[
\begin{array}{r}
330 \\
14 \\
2 \\
\hline
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 10.237 & 913.299 & 41.949 & 1.385 & ... \\
\hline \[
\begin{aligned}
& 1035 \text { than } 20 \\
& 20^{\circ} \text {. } 99 \\
& 100 \text {. } 499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
9.838 \\
324 \\
71 \\
4
\end{array}
\] & \[
\begin{array}{r}
417.165 \\
246.012 \\
184.785 \\
65.336
\end{array}
\] & \[
\begin{array}{r}
19.199 \\
11.286 \\
8.552 \\
2.920
\end{array}
\] & \[
\begin{array}{r}
1.355 \\
2! \\
8 \\
1
\end{array}
\] & . \(\quad \cdots\) \\
\hline
\end{tabular}

\footnotetext{
 Survey of Employment. Daypoll and Hours. Stapistics Sanada. Catalogue 72-g02 an average aoour unit coulo de inieroieito as a tuil-time employee. Note that the Dusiness 320 groups used are cecermined at the janaod lovel Thus if a ousiness nas at itast 500 emoloves in Canada as whol but tess than that number in any given province it is shown in the 500 and over grouo
2) Refers \(c o\) businesses reporing no payroll geductions in in pergious year

31 Refers to businesses reporting no payroll deductions in the following year
-mowly reporting" anc ono longer peporting" ousinesses are assumed to nave dean in activity for six nontms and the iniormation s adjusted acsorcingty

See iable 1 for symols and notes
}

Canada, Operators of Residential Buildings and Dwellings (516 7599)


9985
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Numoer of ooservations in sample \\
Iverag* salas \({ }^{\text {jug }}\) \\
dverage expense; \\
Average net zrafit (ioss) \%
\end{tabular} & \[
\begin{array}{r}
198 \\
79.065 \\
45.181 \\
33.028
\end{array}
\] & \[
\begin{array}{r}
33.866 \\
25.577 \\
8.289
\end{array}
\] & \[
\begin{aligned}
& 57.333 \\
& 50.390 \\
& 7.543
\end{aligned}
\] & \[
\begin{aligned}
& 392 \\
& i 7,534 \\
& 24,258
\end{aligned}
\] & \[
\begin{array}{r}
499.3 こ= \\
40.203 \\
32.203
\end{array}
\] \\
\hline Businusses peoorting protit (Mo.) & 555 & & & & \\
\hline average sales & 131.623 & 33.317 & 56.388 & 124.342 & 511.345 \\
\hline Average exoense & -20.508 & 19.353 & 39.099 & 95. 193 & 348.388 \\
\hline Average set grofit \$ & 51.115 & 14,554 & 17.587 & 49.349 & 162.357 \\
\hline susinesses reporting loss (Mo.) & 233 & & & & \\
\hline Average sales \({ }^{\text {a }}\) & 169.069 & 33.029 & 50.339 & 116.581 & 466.195 \\
\hline Average exomse & 205.097 & 41.399 & 72.180 & 141.755 & 589.051 \\
\hline Average net ioss \$ & -37.036 & -8.370 & -11.381 & -25. 275 & -102.853 \\
\hline
\end{tabular}

\begin{tabular}{ll}
744 & \\
94.178 & 37.14 \\
17.736 & 39.27 \\
15.442 & -2.13
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline \[
\begin{array}{r}
73.299 \\
39.287 \\
4.002
\end{array}
\] & \[
\begin{array}{r}
149.538 \\
137.384 \\
12.254
\end{array}
\] & \[
\begin{array}{r}
516.838 \\
464.394 \\
51.044
\end{array}
\] \\
\hline 75.429 & 149.630 & 509.715 \\
\hline 56.964 & 112.618 & 405.442 \\
\hline 18.485 & 37.092 & 104.274 \\
\hline 69,275 & 149.651 & 533.905 \\
\hline 92.437 & 179.708 & 613.358 \\
\hline -23,162 & -30.058 & -79.553 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sample & 1.081 & & & & \\
\hline Average sains & 64.884 & 35.862 & 63.291 & 121.830 & 438.479 \\
\hline Average expense \$ & 162,024 & 40.529 & 54, 818 & 126.165 & 415.584 \\
\hline Average net profip (loss) \$ & 2,840 & -4.867 & -1.527 & -4.335 & 2:. 887 \\
\hline Businesses reporting orofit (No.) & 689 & & & & \\
\hline Average sales 8 & 163.314 & 36.702 & 64.176 & 120.331 & 431.447 \\
\hline Average expense \(\$\) & 132.093 & 29.254 & 49.470 & 100.411 & 350.235 \\
\hline Average net prof it \$ & 31.229 & 8.448 & 14.708 & 20.520 & 81.612 \\
\hline Businesses peporting loss (No.) & 392 & & & & \\
\hline Average sales \$ & 168.224 & 34.754 & 62.209 & 122.159 & 452.972 \\
\hline Average expense \(\$\) & 214.172 & 56.742 & 83.716 & 164.547 & ¢51.682 \\
\hline Average net loss \$ & -45.948 & -29.988 & -21.515 & -41.378 & -98.910 \\
\hline
\end{tabular}

\footnotetext{
(1) These espimates are based on sample businesses repor:ing sales oneen \$25.000 and \$2.000.000

See Tate i lop symbols and notes
}

TABLE . Selected operating ratios. in percent of sales. 1987
Ganada, Operaeors of Non=2esidential 3uiloings (Sic 7512)

```

symools
zero or no ooservarions

- too smel! too be expressed
no: appl caole
$x$ confidential

```

\section*{footnotes}
(1) These estimetes fersed on a sanol of jusinesses reporting sal es between 825.000 and \(\$ 2.000 .000\)

Toral wigntad expenditure on a given itmm


This portion of the sable oeriains onty to the businesses rmporting the soecific expense iten. fherefore these patios ar celculated individually and the cosal will mor neessarity equal \(100 \%\).

\section*{Notes}

Jata are shown by ouarities whon at least 13 of the sompled businesses peopt the specific rem

 -ign and low values of sales are snown.

\section*{Mow so use the tablea}
ill locate the appropriate sales pange that is dispiayed on the two lines entirlod bow sales volun and whigh salas vatie"
121 The selected pange will indicate the proper quertile, i. the botom 25\%, the iower migol 25 . ing upper midgle \(25 \%\) or ine top \(25 \%\).
(3) Data pertaining to the selectod sales size pange will be in that quartile

\section*{Standerd Industriel Classificstion gefinition 1SIC 1980):}

S16 7512 - Opmetors of Non-Aesidential Buildings
Businesses primarily engaged in operating. or owning anc ogerating non-pgsidential burlaings. ihis incustry ngluoes arena oberating conterencefconvention sentre operating. leasing non कresiogntial buldings. meeting nali operating. office duitoing renial. aperating non cesidential buildings real state. shoooing centreoperating, stadium ooerating and theatre building operating.

TABLE 2. Salance sheet profile for incorporated businesses only. 1987
Canada, Doerators of Non=Residential guildings (SIC 7512)

(1) These estimes are jesec on samole of Dusinesses peporiing sales oerween \(\$ 25,000\) and 82.000 .000
see iate for symools and notes

TABLE 3. Financizi ratios(1) for incorporated businesses only, 1987
Cansde, Operstors of Non-Residentisl Buildings (SiC 7512)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{aligned}
& \text { Bottom } \\
& 25 \%
\end{aligned}
\] & midol \(25 \%\) & Jode?
\[
\pi i d d l e 25 \%
\] & 700
\(25 \%\) \\
\hline Businesses in samola (No.) Cow sales value ( \(\$ 000\) s) High sales value ( \(\$ 000{ }^{\circ} \mathrm{s}\) ) & \[
\begin{aligned}
& 369 \\
& (1) \\
& 11
\end{aligned}
\] & (1) & \[
\begin{aligned}
& 50 \\
& 93
\end{aligned}
\] & \[
\begin{array}{r}
93 \\
216
\end{array}
\] & i \({ }^{5}\) \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity etio Gurren: ratio (times) & 0.9 & 0.7 & 0.6 & 0.8 & \(\therefore .0\) \\
\hline ```
Leverape catios
    Jebt/oquity ratio (times)
    Interest coverage patio (times)
    Deot iatio (times)
``` & 3.2
1.5
0.8 & 2.3
1.1
0.7 & 2.0
1.1
0.7 & 2.4
1.1
0.7 & \begin{tabular}{r}
4.5 \\
\hline .9 \\
0.8
\end{tabular} \\
\hline
\end{tabular}

\footnotetext{
(II) ine ratios pepresen? the average of ratios for eech business in the group and connot be calculared from the figufes snown la iadie 2 (2) These estimeses are based on sample of businesses reporting sales betwath 325.000 and 52.000 .000
} fee TaDI : for symools and notes.

Definitions:
1. biquidity ratio:

Guprent = currene assees / curene liabilities
2. Leverage itios:


TABLE 4. Statament of changes in financial position for incoroorated jusinesses only. ig87
Canade, Operators of Non-Residential Suildings (S15 7512)


11 These estimates ar besed on sample of incorporated ousinesses feporsing sales oetwean \(\$ 25.000\) and \(\mathbf{8 2 , 0 0 0 . 0 0 0 \text { . Sample count inctuates }}\) only those Dusinesses recorting a statament of changes.
see able: for symbels and notes.

PABLE 5. Employment changes by size of business. 1984-1987 based on sic elassification in 1987
Canada, Operators of Non-Residential Suildings (SIC 9512)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in num with 20 & of businesses oloyses \\
\hline 3usiness size exoressed in average labour units(!) & Number of busincesses & Total pariol
\[
\left(\$ 000^{\circ} \mathrm{s}\right)
\] & Average labour units(!) & \[
\begin{array}{r}
\text { Newly } \\
\text { reopingl2! }
\end{array}
\] & vo onger
PDOP:Rg? \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 4.117 & 755,414 & 43.058 & 575 & 14.5 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
3.699 \\
270 \\
92 \\
58
\end{array}
\] & \[
\begin{aligned}
& 185.882 \\
& 144.739 \\
& 141.728 \\
& 283.105
\end{aligned}
\] & \[
\begin{array}{r}
10.572 \\
8.245 \\
8.306 \\
15.935
\end{array}
\] & \[
\begin{array}{r}
535 \\
22 \\
i 4 \\
4
\end{array}
\] & \[
\begin{array}{r}
4 \hat{\imath} 2 \\
17 \\
3 \\
4
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 4.498 & 1.178.956 & 55.436 & 691 & . . \\
\hline \[
\begin{aligned}
& \text { less then } 20 \\
& 20.99 \\
& 100 \text {. } 499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
4.071 \\
253 \\
111 \\
89
\end{array}
\] & \[
\begin{aligned}
& 239.790 \\
& 165.425 \\
& 219.842 \\
& 553.899
\end{aligned}
\] & \[
\begin{array}{r}
11.357 \\
7.884 \\
10.648 \\
25.549
\end{array}
\] & \[
\begin{array}{r}
541 \\
26 \\
15 \\
9
\end{array}
\] & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}
(1) Average bbour units are caiculated oy dividing total paypoll oy the average annual wage ama salary cate as cocorted in the

Survey of Employment. Payrall and Mours. Siatistics Canada, Catalogue \(12-002\). An average laboup unit could de interoresec as a full-time amploye Not ind the business site groups uste are oetermined ai ine Canade levet. Thus it a business nas at least 500 employees in Canada as a whol but less than that number in any givgn province it s snown in the joo and over groud
\((2)\) pefers to businesses eporting no paypoll geouctions in the previous year.
31 hefers fo Dusinesses reporting no payroll dequctions in in following yeer
"Newly feopting" and "no longer reporting" businesses are assumed so have deen in activity for six months and the informat on s adusted accoroingly.

See tabil for symools and notes

TABLE \(S\). Selectad operating characteristics of small businesses by sales quartile. 1985-1987
Canada. Operators of Non-2esidentiai guildings (sic 7512)


1985


1988
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of abservations in sampie \\
Avorage salas \$ \\
Avorage expense \$ \\
Average net ppofit (loss) \&
\end{tabular} & \begin{tabular}{r}
1.161 \\
\hline 92.812 \\
172.935 \\
19.897
\end{tabular} & 34.047
32.727
1.320 & \[
\begin{gathered}
52.910 \\
59.633 \\
3.697
\end{gathered}
\] & \[
\begin{array}{r}
138.759 \\
140.975 \\
=1.118
\end{array}
\] & \[
\begin{array}{r}
534.53! \\
458.304 \\
75.527
\end{array}
\] \\
\hline 8usinesses reporting a grofit (Mo.) & 786 & & & & \\
\hline Average salts & 196.935 & 34.002 & 63.016 & 41.493 & 541.230 \\
\hline Average exoense \$ & 142,352 & 25.557 & 46,881 & 05.387 & 392.403 \\
\hline Average net profit \$ & 52.383 & 8.445 & 16.155 & 36. 10 ¢ & 148.827 \\
\hline Businesses peporting loss (Mo.) & 375 & & & & \\
\hline Average sales \$ & 188.063 & 34.159 & 62.764 & 136.807 & 518.722 \\
\hline Average oxpense \$ & 237.036 & 50.696 & 76.224 & 205.390 & 615.332 \\
\hline Average nei loss \% & -48.973 & -15.537 & -13.460 & -58.783 & -97.:30 \\
\hline
\end{tabular}

1987


111 These estimates are oasec on a sample of pusinesses revoring \(\$ 8\) les between \(\$ 25.000\) and \(\$ 2.000 .000\)
Sae table 1 for sympols and notes

TABLE 1．Selected oderating ratios，in percant of sales， 1987
Ganaca，｜nsurance anc Rea｜Estare Agencies（S｜C 7511）
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{－s：al＂} & \multicolumn{2}{|r|}{Ec：} & \multicolumn{2}{|r|}{－cosowe} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{\％} \\
\hline  & & \[
i 39
\] & & 35 & & 法 & & & & & \\
\hline \multirow{3}{*}{Selocred moense tem} & \multicolumn{5}{|c|}{haus：ry averagel：} & \multirow{3}{*}{\[
\begin{aligned}
& \because 2 u s \text { : } \\
& \text { nossses } \\
& \text { repor: ing }
\end{aligned}
\]} & \multicolumn{5}{|c|}{} \\
\hline & －ozal & 30 t ：3m & \[
\begin{gathered}
-\Sigma w e r \\
m i o d 18 \\
\Sigma 5 \%
\end{gathered}
\] & \[
\begin{aligned}
& 2000 \% \\
& \text { midel } \\
& 25 \%
\end{aligned}
\] & 25 & & －\(=: 3\) & 污::2m &  &  & － \\
\hline & \multicolumn{5}{|c|}{2arcont of sales} & & \multicolumn{5}{|c|}{\({ }^{2}\) erame af saias} \\
\hline Occupancy expenses & 10.0
1.0 & 12.5
4.2 & 10.7
3.3 & 9.6
2.9 & 6.9
1.8 & 95.0
85.3 & 10.5
3.5 & 14.6
5.9 & 11.0
3.3 & 3．8 & ？ 2 \\
\hline Reparirs a naintenance & 1.0 & 0.9 & 1.9 & 0.5 & 0.8 & 83.4 & 2.3 & 2.9 & 4.3 & \(\because 7\) & 为 \\
\hline －uat． l gnt a aleonone & 2.1 & 3.0 & 2． 2 & 2.5 & 1.9 & \(79 . ?\) & 3.0 & 4.6 & 2． 3 & 2.3 & \％． 2 \\
\hline Rent \({ }^{\text {rex }}\) & 3.6 & 4．6 & 3.5 & 3.6 & 2.7 & 68.2 & 5.2 & 3.1 & 5.3 & 4.7 & 3.4 \\
\hline personnel expenses & 43.8 & 25.3 & 44.9 & 47.8 & 57.2 & 85.8 & 51.1 & 40.0 & 52.6 & 49.2 & 58.7 \\
\hline  & 4.9 & 5.2
3.3 & 7.7 & 6．1 2.2 & 2.5 & 92.5
87.9 & 5.3
3.3 & 6． 3 & 8.5
8.3 & 4．2 & 2.6 \\
\hline Professional ions & 2.3 & 1.9 & 4.2 & 1.9 & 1.1 & 87.9 & 2.6 & 2.5 & 4.8 & 2. & \\
\hline Other expenses & 25.9 & 33.1 & 25.6 & 23.7 & 21.2 & 89.5 & 25.0 & 33.7 & 25.6 & 23.7 & 21.2 \\
\hline Profit（less） & 15.4 & 23.8 & 11.1 & 14.9 & 12.1 & 98.6 & 15.7 & 24.0 & 11.1 & 15.2 & 12.5 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & \(\ldots\) & \(\ldots\) & \(\ldots\) & \(\ldots\) & \\
\hline
\end{tabular}

\section*{Symbels}
zero ar no observierians
－－：oo smell too be expressed
not apolicsol
－confidential
Footnotes
（1）Thms estimates are besed on a sample of businesses raporiing sales between 825,000 and \(\$ 2,000,000\) lozal weignted expenditure on given item


This portion of the table pertain only to ：ne businessus poporting the specific expense itam．Therefore fnese ratios ara calculateo noividuslty and the total will not necessafily equal 100 s．

\section*{Notes}

Oze are shomn by quartilus when at least 13 of the sompled businesses reoort the soecific item．
gecords wer ranked in ascenging opder according to sates size．Each quertile li．e．Doptom 25\％．Iower midol 25z．etc．l represents on guarter of ine cotal numper of ousinesses．Within each quartile．the avierge ratio is presented．for comparison gurposes．the mign anc lom vilues of sales ape shown

How so use thy sobles

 ：00 238.
（J）Data pertiming to the selecteostes size rangeill be in that quertile

Stenderd Industrial Clessification 0nfinition（S1C 1980）：

SIC 7611 ．Insurance ond Real Estate Agencies
 astate such as Juying and selling for others．manging and aporaising real estate for others sp whose ac：ivi：os gacomoass join be ds．
 real estate agencies．insupance oroker sarvices and real estate agencigs are included in inis industry

TABLE 2. Salance sheet orofile for incorporated businesses only. 1987
Eanada, Insurance and Reai Estate Agencies (Sic 7511 )

(1) ihese estimaces ape Daspe on a stmpt of businesser iepor:ing sales sermen 825.200 and 32.000 .200 .

See iade 1 for symools and notiss

TABLE 3. Financtal ratios (1) for incorporated businasses only. 1987
Cansda. Insurance and Resl Estate Ageneits (Sic 7811)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bot tom } \\
25 \%
\end{array}
\] & Lower midole 25\% & UDDer Tidd! \(25 \%\) & \[
+\infty
\] \\
\hline Businesses in samoig (No. Low sals value ( \(\$ 000\) 's \} High salas value \((5000\) s) & \[
\begin{aligned}
& 510 \\
& (1) \\
& (1)
\end{aligned}
\] & (1) 94 & 94
187 & \[
\begin{array}{r}
157 \\
294
\end{array}
\] & 294 \\
\hline & \multicolumn{5}{|c|}{Averse} \\
\hline Liquidity retio Current ario (times) & 9.1 & 1. 1 & 1.1 & 1.3 & 1.2 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Deot/equity ratio (times) \\
[nteres? coverage ratio |ines) \\
Deot ratio (times)
\end{tabular} & 2.8
7.6
0.7 & 6.1
0.9 & 4.1
6.1
0.8 & 2.0
8.0
0.7 & 2.5
10.2
0.7 \\
\hline
\end{tabular}

\footnotetext{

(2) These estimares ar based on sampl of businesses roporiing sales Detwien \$25.000 and \$8.000.000.

See isole for symoors and nozes.

Definitions:
}
1. Liquidity refio:

Current : current assets / cuprent liabilities
2. beverage patios:
a) Deptiequity = cotal liabilities / equity
bl Depe catio \(=\) total liabilities/ total assers
cl interest coverage \(=\) net profi * interest uxpense \(/\) interest expense

TABLE 4. Statement of ehanges in financial position for incorporated bustnesses only, ig87
Canada. Insurance and real Estare Agencies (SIC 7511)

 onty those businesses reporting a stestment of cnangey.
Soe Table i fop symols and notes

TABLE 5. Employment changes by stze of business. 1984-1987 based on SIC elassification in 1987
Canada, Insurance and Real Estate Agencies (SIE 7511)
\begin{tabular}{llll}
\hline
\end{tabular}
(1) Aversge lapour units are calculated oy dividing total paypoll oy the average annual wage and salary rate as reoorted in the
survey of Employment. Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be intergeted as a full-time amployee. Noze that the business size groups used are ofrepmingd at the canaca level thus it a business has al least 500 mployees in tanade as a mole but less than inst numper in any given province : is shown in the 500 and over groug.
(21 Reters to pusinesses reporting no paycill deducions in the previous year
(3) Refers to ousinesses reporing no gayrolt deduetions in the following yeap
"Wewiv reporting" ame "no longer peoping" businesses ape assumec io nave deen in activity for six monins and ine informarion is adjusied accordingly.
see rable: for symools and notes.

TMBLE 6．Selected operazing characteristics of smail ousinesses jy sales quartile． \(985-1987\) Canada，lnsurance and real Estare Agencias（Sic i亏il）

\begin{tabular}{|c|c|c|c|c|c|}
\hline Yumoer of soservations in samale & 364 & & & & \\
\hline Avar3ç sales \({ }^{\text {s }}\) & ：18． 365 & 39.992 & 36.531 & 15． 202 & －．．jさ4 \\
\hline Average mxoense \＄ & －55．339 & 15．3：3 & 「こ．ご & ミふ．\(\ddagger\) そる & ミ．ご \\
\hline Average net jrofit（loss）\％ & 23.228 & 4.374 & 10.387 & 2：364 & ミิ．：－ \\
\hline Businasses reporting a profit（Mo．） & 898 & & & & \\
\hline Average sales \({ }^{\text {a }}\) & 219.877 & 39.618 & 36.101 & 173.328 & ミ7¢．こミら \\
\hline Average expense \(\ddagger\) & ：33．533 & 25.018 & 57.751 & 139．543 & E01．8：8 \\
\hline Average not profies & 38，344 & 14.800 & 18.350 & 24.285 & 78，140 \\
\hline Businesses feporting loss（No．） & 188 & & & & \\
\hline Average sales & 212.182 & 40.753 & 88.540 & 178．298 & \\
\hline Average expense \({ }^{\text {a }}\) & 233， 372 & 57．172 & 106．395 & 193.199 & E76．222 \\
\hline Average net ioss \＄ & & －16．419 & －18．355 & －14．301 & －35．096 \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sample & 1．156 & & & & \\
\hline Average sales \＄ & 238.612 & 45.090 & 100．255 & 197．164 & 6i：． 338 \\
\hline Gverage exoense \＄ & 292.733 & 37.802 & 87.560 & 178.979 & 546.333 \\
\hline Average nat profit（loss） & 25.879 & 7.288 & 12.695 & 18．：87 & 55.345 \\
\hline Businesses reporting aprofit（Mo．） & 988 & & & & \\
\hline Average sales \＄ & 241.634 & 45.212 & 101，862 & 195.265 & 624．197 \\
\hline Average expense \＄ & 202.445 & 29.808 & 78.999 & 163.513 & 337．460 \\
\hline Average net profit \＄ & 39.189 & 15．404 & 22.883 & 31．752 & 96.737 \\
\hline Businesses reporting loss（Mo．） & 178 & & & & \\
\hline Average sales \＄ & 224.500 & 44.821 & 97.172 & 202.703 & 353.303 \\
\hline Average expense \＄ & 243.457 & 55.485 & 103.989 & 226，095 & 590.277 \\
\hline Average net＇oss \＄ & －18．957 & －10．645 & －5．817 & －21，392 & －36．374 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sample & 1.026 & & & & \\
\hline Average sales & 216.854 & 41.793 & 92，233 & 179.473 & 553．917 \\
\hline Average expense \＄ & 88.665 & 32.432 & 77.999 & 156.261 & 487．986 \\
\hline Average net Diofit（loss）\＄ & 28.189 & 9.361 & 14，234 & 23.232 & 65．93i \\
\hline Businesses reporting e profit（Mo．） & 808 & & & & \\
\hline Average sales 3 & 217.572 & 40.989 & 91.978 & 178.968 & 558．353 \\
\hline Average sxoense \＄ & 176.542 & 22.899 & 52.969 & 145．8：5 & 474.184 \\
\hline Average not profit \＄ & 41.030 & 18.090 & 29.209 & 33． 53 & 83.863 \\
\hline Businesses reporting a loss（No．） & 218 & & & & \\
\hline Average sales \(\$\) & 212.188 & 43.794 & 93.077 & 181．339 & 530.541 \\
\hline Average expense \(\$\) & 234.438 & 56.168 & 127，706 & 194．739 & E59， 140 \\
\hline Average net loss \＄ & －22．250 & －12．374 & －34．629 & －13．400 & －28．589 \\
\hline
\end{tabular}
（11）These estimares are pased on sample of businesses peoring sales beiween \(\$ 25,000\) anc \(\$ 2.000 .000\) ．
See tad＇for symools and noies

TABLE 1. Selectec ooerazing matios. in percent of sales. 1987
Canade, Eomputer servieas (SIC 3721)


\section*{symbels}
```

zEro or no ooservations
"- too small to0 De expressed
not apoticablo
x confioun`ial

```

\section*{Footnotes}



 individually and the i atal will not necessarily equal \(100 \%\).

\section*{Notes}

Qata are shown oy quartilus when at lust 13 of the sampled ousinesses peport the specific item
 on quarter of the tozal numoer of businssses. Within each quartile. the average catio is orasented. for comosison purposes. ine high and low values of sales jre shown.

How to use she tebles
(1) Locat pho approppiare sales pange that is disolayed on the two lines entirleg mow sales valuge and migh sales valuem
(2) The selected range will indicate the proper quartile. 1. the Dotiom 25\%. the lower midd 255 , the uoper midde \(25 \%\) or ine zop \(25 \%\).
(3) Data pertaining ia the selpcted soles size range will be in thas guartile

\section*{Stendard Industriol Clessificetion Definition (SIC 1980):}

SiC 7721 . Computer Services
Businessas primarily angaged in providing eomputer facilities on a rental. lasang op fime sharing dasis and such activieles as programming. Dlannifg anc systoms mork. This inoustry includes somouter consul?ing sepices. compurer indut oreparation servites. computer processing services. computer programing services. compuior pental or itesing services iexceot finance leasingł. computer servicas, comouter sofimarg services. Comouter ifmesharing services. computer services software gackages, computer servicis systoms analysis and design and compuler services systems design

TABLE 2. Balance sneet profile for incorporatad susinesses only, 1987
Canada, Somputer Services \{\$:C 7721)


Sen Tol i for symbols and notes.

TABLE 3. Financial ratios(i) for incorporatad businesses only, 1987
Canada. Computer Services (Sic 7721)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & 80: 20 m & midol \({ }^{\text {Lower }}\) & Hoe er
\[
\text { miodl } 25 \%
\] & 700 \\
\hline Susinesses in samole iNo. Low seles value ( \(\$ 000\) 's) पign sales value ( \(\$ 000\) 's) & \[
443
\]
\[
\left.\begin{array}{l}
\{1 \\
1 \\
1
\end{array}\right\}
\] & (1)
59 & \(\begin{array}{r}59 \\ 100 \\ \hline\end{array}\) & 200
244 & ¢44 \\
\hline & & \multicolumn{4}{|c|}{Sverage} \\
\hline biquidity ratio Current ratio (times) & 1.2 & 0.7 & 1.2 & 1.6 & 1.2 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Coot/equity ratio (times) \\
Interest coverage ratio (times) \\
Cebt retio (times)
\end{tabular} & \[
\begin{aligned}
& 2.1 \\
& 6.5 \\
& 0.7
\end{aligned}
\] & 3.5
2.9
0.8 & 3.5
12.4
0.8 & 9.8
17.3
0.6 & 2.1
4.6
0.7 \\
\hline
\end{tabular}
 i21 These estimates af besed on a sample of businesses reporting stits between \$25,000 eno \$2.000,000.

See isol 1 for symools and notes

Definitions:
1. Liquidity retio:

Current = cupfens assets / cupront liadiables
2. beverage retios:
```

Dedr/gquity = toral |iablities/equity.
Det catio s total liabilities / total assets
Interess coverage = net profit . interest expens* / inserest expense

```
-ABLE 4. Statament of thanges in financial position for incorporated ousinesses only
1987
Canada, Computer Services (S1C 7721)

\begin{tabular}{|c|c|c|c|c|c|}
\hline Businesses n samole No. Lom sales valua 3000 's! Tign sales value 3000 's & \[
138
\] & I2 & \[
5
\] & \[
\therefore ?
\] & -2? \\
\hline & & & \$000 & & \\
\hline \begin{tabular}{l}
Jperating detivites Gast :-rm, operations \\
Oedectarion \\
Other
\end{tabular} & \[
\begin{array}{r}
12 \\
12 \\
12
\end{array}
\] & 54 & 2 & \[
\begin{array}{r}
-\vdots \\
\vdots \\
\vdots
\end{array}
\] & - \\
\hline Dividends & -19 & -23 & - & -\% & -2 ? \\
\hline \begin{tabular}{l}
investment activitios \\
Disposal of fixed assets \\
Purchase of fixed assets \\
increse in investment \\
Decrese in investment
\end{tabular} & \(\begin{array}{r}3 \\ -18 \\ -3 \\ \hline\end{array}\) & - -1 & - \({ }^{-3}\) & -10 & -47
\(-1!\)
2 \\
\hline \begin{tabular}{l}
Financing setivities \\
incease in long term debt \\
Reoayment of long turm deot \\
Loans from snarenolders \\
Redavment of oans from sharenolders \\
Advances a ioans from government \\
incrosse in equity \\
Decrese in aquity \\
Dther
\end{tabular} & \[
\begin{array}{r}
3 \\
-23 \\
10 \\
-4 \\
13 \\
13 \\
-2 \\
-1
\end{array}
\] & -89
25
-1
-
52
-8 & 2 & -2
4
-2 &  \\
\hline Increse(decrense) in cash s equivalents Cash s equivalents-8eginning of the year Cash \& quivalents - End of the year & 118 & 5
-1
4 & \[
\begin{array}{r}
9 \\
13 \\
21
\end{array}
\] & 1
14
15 & -1
27
27 \\
\hline
\end{tabular}
 onty those businesses roporting statement of ehanges
set table f for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 basad on SIC classification in i987
Cansde, Computer Services (sic 7721)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{Business size expessed in average labour units!!!} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{\[
\begin{array}{r}
\text { Tota payroll } \\
!\$ 000 \text { s! }
\end{array}
\]} & \multirow[b]{2}{*}{Average I sbour uni:sil!} & \multicolumn{2}{|l|}{Changes in number of businesses with paid moloyeea} \\
\hline & & & & Naw 1 y 000rting (2) & No langer (oporting! 3 ) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 3.25B & 1.191 .589 & 41.220 & 1.059 & 685 \\
\hline less than 20 & 2.884 & 190.098 & 6.677 & 1. 201 & 538 \\
\hline 20-99 & 218 & 155.558 & 5.484 & 34 & 41 \\
\hline \(100-499\) & 110 & 183.137 & 6.517 & 22 & 4 \\
\hline 500 and over & 44 & 662. 780 & 22.542 & 2 & 2 \\
\hline
\end{tabular}

\section*{1987}
Total
1085 inan 20
\(20-99\)
\(100-499\)
500 and over
\begin{tabular}{rr}
4.876 & 1.859 .824 \\
4.293 & 314.582 \\
364 & 294.739 \\
155 & 335.936 \\
53 & 914.367
\end{tabular}
57.107
1.304

00-49
500 and over

TABLE 6. Selected operating gnarzeteristics of small businesses oy sales duar:ile. 1985-:987
Canter, Somputer Sepvices (SIC 7721)



1985
```

Numoar oi oosarvations in samol*
iverage salgs g
\verage zales g
Mveroge axpense \$
Businesses roperting profit (Mo.)
Average sales s
Average exoense \$
Average net profit?
Busineszes reporting losm (Mo.)
Average sales\$
Average exoense
Average net loss
Average sales s

```
112
-40.510
25
\(\div 2.093\)
47.918
4.94
32.311
35.222
\(=39\)
        48.32
30.32

91
243.260
208.509
\(\begin{array}{ll}48.878 & 83.93: \\ 41.250 & 57.190\end{array}\)
    208.509
34.751
    41.250
9.428
    \(\begin{array}{ll}51.380 & 388.751 \\ 2.985 & 512.316 \\ 38.695 & 95.130\end{array}\)
    225.21
        225.171
313.019
-97.848
        38.053
46.834
        73.955
219.132
        128. 16
        360.016
        837.945
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Numoar of oosarvations in samel. \\
Jverage sales s \\
average zxpense \% \\
Average net zrofit (loss) \(\$\)
\end{tabular} & \[
\begin{array}{r}
12 \\
=40.510 \\
=5 .+11 \\
15.093
\end{array}
\] & \[
\begin{array}{r}
47.916 \\
+1.04 \\
5.112
\end{array}
\] & \[
\begin{array}{r}
32.311 \\
32.222 \\
389
\end{array}
\] & \[
\begin{array}{r}
+8 \\
30.32
\end{array}
\] &  \\
\hline \begin{tabular}{l}
Businesses reporting orofit (Mo.) \\
Average sales 5 \\
Average exoense \(\$\) \\
Average net profit ?
\end{tabular} & \[
\begin{array}{r}
91 \\
243.250 \\
208.509 \\
34.751
\end{array}
\] & \[
\begin{array}{r}
48.878 \\
41.250 \\
9.428
\end{array}
\] & \[
\begin{aligned}
& 83.93: \\
& 57.190 \\
& 16.741
\end{aligned}
\] & \[
\begin{array}{r}
51.380 \\
2.985 \\
38.895
\end{array}
\] & \[
\begin{aligned}
& 588.751 \\
& 512.512 \\
& 75,130
\end{aligned}
\] \\
\hline \begin{tabular}{l}
Businesses reporting loss (Mo.) \\
Average sales \$ \\
Average expense \(\$\) \\
Average net loss 3
\end{tabular} & 291
225.179
313.519
-97.848 & \[
\begin{aligned}
& 38.053 \\
& 16.834 \\
& -8.781
\end{aligned}
\] & \[
\begin{array}{r}
73.395 \\
219.132 \\
-145.437
\end{array}
\] & \[
\begin{aligned}
& 128.398 \\
& 148.160 \\
& -19.248
\end{aligned}
\] & \[
\begin{array}{r}
860.016 \\
837.945 \\
-177.329
\end{array}
\] \\
\hline
\end{tabular}

(11) these estimetes are sased on sampte of businesses peporting sales oftween \(\$ 25.000\) and 82.000 .000

Sae rable i for symools and notes

TABLE 1. Selacted operating ratios，in percant of sales， 1987
Canada，Adyeptising Agencies（Sic i74t）
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{－2：3} & \multicolumn{2}{|r|}{} & \multicolumn{2}{|r|}{－cola \({ }^{-2 w a r}\)} & \multicolumn{3}{|c|}{－ごきここご，} & \multicolumn{2}{|c|}{＂：} \\
\hline \begin{tabular}{l}
jusinesses n samela do． ．ow salas valua 3000 s \\
1 on sales alue \(3000^{\circ}\) ：
\end{tabular} & & : ec & & 4 & & ， & & & & & \\
\hline \multirow{3}{*}{selected exoense tem} & \multicolumn{5}{|c|}{incustiv averagel！} & \multirow{3}{*}{\[
\begin{aligned}
& \because \text { Susi- } \\
& \text { Resses } \\
& \text { reorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{} \\
\hline & －0，31 & Sot：0m 25\％ & \[
\begin{array}{r}
\text { ower } \\
\text { misol } \\
35 \%
\end{array}
\] & \[
\begin{array}{r}
\text { oper } \\
\text { iocle } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& =0 \\
& =5 \%
\end{aligned}
\] & & & \[
\begin{array}{r}
30 r=2 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
-w e r \\
7001 \\
: 5 \%
\end{array}
\] & \[
\begin{array}{r}
2=e r \\
1001 \\
\hat{2} \leq 8
\end{array}
\] & \[
\Sigma \approx
\] \\
\hline & \multicolumn{5}{|c|}{Pereent of sales} & & \multicolumn{5}{|c|}{Parcent oi saies} \\
\hline Cost of swies & 7.8 & 0.3 & 8.7 & 12.0 & 10.1 & 19.9 & 39.2 & 3.9 & 44.4 & 46.4 & 39.0 \\
\hline Occuponcy expenses & 7.7 & 12．6 & & & 4.8 & 90.5 & 8.6 & 14．8 & & 6.0 & \[
4.9
\] \\
\hline Depraciation & 2.0 & 3.9 & 1.3 & 1.8 & 1.0 & 81.1 & 2． 5 & 5．1 & 1．？ & 2. & \[
1 .
\] \\
\hline Reoairs a maintenance & 3.1 & 0.5 & 0.1 & 0.5 & 0.2 & 32.1 & 1.3 & 1.3 & 2.8 & 1.4 & O． \\
\hline Heat，ignt it ideonone
Rent & 1.1
4.2 & 0.8 & 1.1
5.2 & 1.3
2.2 & 1.2
2.4 & 66.3
61.3 & 1.7
5.3 & 12．3 & ！．8 & 1.8
3.8 & 3.1 \\
\hline Personnel expenses & 19.3 & 13.3 & 15.5 & 25.0 & 23.2 & 68.1 & 28.2 & 36.7 & 26.2 & 31.0 & 24.0 \\
\hline Financime expenses & 2.6 & 2.3 & 2.3 & 3.8 & 2.2 & 89.1 & 3.0 & 2.9 & 2.8 & 4.0 & \\
\hline lnterest s jank cnarges & 3.8
1.3 & 1.0 & 0.7
1.6 & 0.8
3.0 & 0．\({ }^{\text {a }}\) 1．0 & 58.0
80.6 & 1． 4 & 1.3 & ？ 2.9 & 2． 2 & ？ 3 \\
\hline Other uxpenses & 45.7 & 41.5 & 44.8 & 45.7 & 50.8 & 100.0 & 45.7 & 41.5 & 44.6 & 45.7 & 50.3 \\
\hline Profit（loss） & 16.8 & 30.2 & 20.8 & 7.7 & 8.8 & 96.8 & 17.6 & 31.6 & 20.8 & 8． 2 & 3.1 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & \(\ldots\) & & \(\ldots\) & \\
\hline
\end{tabular}

\section*{syebols}
－zero or no observations
－too smell too of expressed
not soplicaol
\(x\) conficential
foetnotes
（1）These estimetes are pased on a samol of businesses peoorting sties detween 525.000 and 52.000 .000 ．
Total weighted expenditur on a given itm


This portion of the table oftains only to the dusinesses peoreing ine specific expenst iten．Thersfore these iatios are calculated individually and the cotal will not necessarily equal \(100 \%\).

\section*{Notes}

Jata are shown by quertiles when at last i3 of the sambled businesses report the soecific item
 on quetter of the rotal numper of businesses．Within each quartile．the average reqio is pesentec．for congarison purooses．the nigh ano low values of sales are snown

How to use the qubles
（i）Locste the appopriare seles range that is displayed on the two lines entiqled bom seles valueb and akigh sal valuem
 \(\$ 0025 \%\).
（3）Dara pertaining to the selvered sales sizerange will be in that quartile．

Standerd Industrit1 Clessificssion Definition 1515 19801：

SIE 7741 －Advertising Agencies
Businesses primarily engaged ：crgating and／or glacing adrertising with the publications．radio and television med a this ，naustry incluces aovertising ziacgment services．agvertising services．agvertising anc oublicity agency consulting services and sales oromotion camoaign services
-ABLE 2. Salance sheet profila for incorporated businesses anly. 998
Canada. Advertising Agencies (SIC 7741)

\begin{tabular}{|c|c|c|c|c|c|}
\hline Zusinesses samole No. - Ow sales lalue 3000 s tign salas valua \(\$ 000\) s) & \[
\$ 08
\] & 36 & ? & 莫 & : \(=\) \\
\hline & \multicolumn{5}{|c|}{-verage 3000'si} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Uasn & - & - & - & - & - \\
\hline & 53 & 5 & 13 & 35 & 53 \\
\hline :nventory & - & & & , & - \\
\hline jener surrmen assets & 49 & 8 & \(=5\) & 47 & \(\because\) \\
\hline Potal current assets & 102 & 2 & 38 & 3 ! & \(\because ? 3\) \\
\hline Fixed assets & 21 & , & งิ & 12 & 31 \\
\hline Less: Accum. ded. on fixed assets & - & - & - & - & - \\
\hline Other ossets & 15 & 2 & 15 & 25 & - 9 \\
\hline Total inster & 138 & 17 & 53 & 120 & 354 \\
\hline \multicolumn{6}{|l|}{Lisbilities and equity} \\
\hline Current loens & 12 & 1 & \({ }^{3}\) & 55 & 35 \\
\hline Otmer curcont liabilities & 70 & 12 & 25 & 55 & -87 \\
\hline Total cup.ent liabilities & 82 & 18 & 29 & Si & 2.? \\
\hline Mor tgages dayabl & . & - & - & - & - \\
\hline Long ierm debt & , & \(\stackrel{\square}{5}\) & 1 & ; & \\
\hline Oener liabilities & 18 & 5 & 11 & 3 & ? 0 \\
\hline Total lisbilities & 98 & 21 & 40 & 91 & 250 \\
\hline Total equity & 40 & -4 & 19 & 19 & 94 \\
\hline
\end{tabular}
(i) These estimstes are based on smole of businesses reporting sales between \(\$ 25.000\) and \(\$ 2,000,000\).
sen iable 1 for sympols and notes

TABLE 3. Financial ratios(1) for incorporated businesses oniy, 1987
Canmde. Advertising Agencies (SIC 7741)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
80+t 0 m \\
25 \%
\end{array}
\] & Lower middle 25\% & \begin{tabular}{l}
Upeer \\
midale 25\%
\end{tabular} & 700
\(25 \%\) \\
\hline Susinesses in samole (No. Low sales vilue ( \(\$ 000\) s) High sales value ( \(\$ 000^{\prime}\) s) & \[
\begin{aligned}
& 308 \\
& (1) \\
& (1)
\end{aligned}
\] & \[
\begin{array}{r}
11 \\
82
\end{array}
\] & \[
\begin{array}{r}
82 \\
186
\end{array}
\] & \[
\begin{array}{r}
186 \\
450
\end{array}
\] & 450 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity ratio Current ratio (times) & 1.2 & 0.8 & 1.3 & 1.3 & 1.2 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Deot/equity ratio (times) \\
Interest coverage patio (times) \\
Oeot ratio (times)
\end{tabular} & \[
\begin{array}{r}
2.5 \\
12.4 \\
0.7
\end{array}
\] & -5.1
1.2
1.2 & 2.1
17.3
0.9 & \[
\begin{array}{r}
1.5 \\
17.5 \\
0.5
\end{array}
\] & 2.3
\(: 1.1\)
0.9 \\
\hline
\end{tabular}

\footnotetext{
19 the ratios represen the average of ratios for each business in the group and cannot 2 e calculatio from the figures snown in itole 2

See iable : for symools and motes

Definitions:
1. biguidity ratio:

Current = ejpene assers / current liabilites
2. Leverage etios:

Deot/equity \(=\) totol isaonties / equity.
al jeot casio = total /,abilities/total assers
c) Interest coverage \(=\) net orotit interes: expense interesp expense
}

TABLE 4. Statement of cnanges in financial position for incorporated ousinesses only. 1987
Cansda, Advertising Agencies (SIC 9741)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -0:a \({ }^{\text {a }}\) &  & \[
\begin{aligned}
& \text { =wer } \\
& \text { a1:0t }
\end{aligned}
\] &  & \[
\begin{aligned}
& -\vdots \\
& \vdots
\end{aligned}
\] \\
\hline Bus 7esses n samo: : _om sales value 3000 s ; tign sales value 5000 s: & इБ & 37 & \[
37
\] & \#i & ミミ \\
\hline & & & Iverage su00 & & \\
\hline Joefating sctuvt:es -asn ipom onerations Codraciation Other & \[
\begin{gathered}
37 \\
\dot{j} \\
-1
\end{gathered}
\] & \[
6
\] & \[
\begin{gathered}
-5 \\
-5
\end{gathered}
\] & 18 & \[
\begin{gathered}
5 \\
i=3 \\
\hline
\end{gathered}
\] \\
\hline Dividends & \(-17\) & -5 & \(-5\) & -12 & -42 \\
\hline \begin{tabular}{l}
Investment activisies \\
Disoosal of fixed assets \\
Purcnase of 'ixec assets \\
increase in investment \\
Decrese in investment
\end{tabular} & \[
\begin{array}{r}
1 \\
-7 \\
-11 \\
5
\end{array}
\] & -2
-7
8 & \[
\begin{array}{r}
2 \\
-2 \\
-20
\end{array}
\] & \[
\begin{array}{r}
-5 \\
-10 \\
-5
\end{array}
\] & \[
\begin{array}{r}
3 \\
-15 \\
-10 \\
\vdots
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing activitios \\
increase in long ierm acot \\
Recayment of ong :urm deb: \\
Loans from sharmoiders \\
hecarment of loans from sharaholders \\
acvances 2 loens from government \\
increase in equity \\
Decroase in equity \\
Otner
\end{tabular} & \[
\begin{array}{r}
2 \\
-2 \\
5 \\
-5 \\
- \\
\vdots \\
-1 \\
-1
\end{array}
\] & -2 & -1
-1
8
-4 & 3
-3
-4
-4 & \[
\begin{array}{r}
3 \\
-6 \\
12 \\
-\quad- \\
= \\
\vdots \\
-2 \\
-1
\end{array}
\] \\
\hline Increase(decresse) in cash \& squivalents Cash s equivalents-beginning of the yeer Cash \& equivelonts - End of the year & \[
\begin{array}{r}
8 \\
17 \\
28
\end{array}
\] & 14
19
33 & -5
12
7 & 29
16
45 & -14
21
7 \\
\hline
\end{tabular}
 only thase Dusinisses riporing statemant of changes.
See lagl for symools no notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on sic ciassification in 1987
Canada. Advertlsing Agencias (SiC 7749)
\begin{tabular}{lll}
\hline
\end{tabular}
(1) Average labour units are calculated by dividing lotal payrall Dy the average annul wage ano salary rate as reporteo in ine Survey of Employment. ogyroll and hours. Statistics Canada. Catalague 12-002. An average labaus unip zould ge intorgreteo as a full-time omployet. Noie that the business size grovos used are ontermined at the canaga lovel. Thus if a gusinass nas at oast 500 employets in canace as a whole but less than thbs number in any given provinet it is shown in the 500 and over groue
(2) Refers io businesses epoping no payrall deductions in the orevious year.
(3) Refers to businesses eporting no paypoll deductions in the following yeap
"newly ieporting" and "no longer reporiing" ousinesses are assumed ia hove baen in activity far six moneth and ihe information is adusiod accordingly
see tavie for symods and notes.

TABLE G. Selected opertting charmeteristics of small businesses oy sales guartile, ig85-1987
Canadt, Advertising Agencies (Sic 7741)

\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Numeer of soservations in samole iverage salas 3 \\
Average axoense 3 \\
Average net profi: \{loss)
\end{tabular} & 169
-57.250
238.499
18.751 & \[
\begin{aligned}
& 39.357 \\
& 25.454 \\
& 12.403
\end{aligned}
\] & \[
\begin{array}{r}
30.524 \\
02,+38 \\
4.185
\end{array}
\] & \[
\begin{array}{r}
90.339 \\
\hdashline 19.232 \\
19.222
\end{array}
\] &  \\
\hline Businesses reporting a profit (No.) & 145 & & & & \\
\hline Average sales & 256.846 & 38.357 & 65.893 & 197.:88 & 725.!36 \\
\hline Average exoense \$ & 225.741 & 22.782 & 55.781 & 165.025 & 553.375 \\
\hline Average net profit \(\$\) & 30.905 & 15.585 & 10.112 & 32.:33 & 55. S 1 \\
\hline Businesses resorting losf (Mo.) & 24 & & & & \\
\hline Average saies \(\$\) & 282.890 & 42.000 & 68.191 & 172.335 & 758.632 \\
\hline Average expense \$ & 291.359 & 50.000 & 76.704 & 187.965 & 8¢ט. 767 \\
\hline Average not loss \$ & -28.469 & -9.900 & -8.513 & -15.030 & -32.335 \\
\hline
\end{tabular}
Mumber of observations in smole
Average salts \(\$\)
Average expense \(\$\)
Average net profit (loss) \(\$\)
Businesses reporting profit (No.)
Average ssles \(\$\)
Average expensi \(\$\)
Average net profit \(\$\)
Qusinesses reporting loss (Mo.)
Average sales \(\$\)
Average expense
Average net loss \(\$\)
\begin{tabular}{|c|c|c|c|c|}
\hline 322.275 & 39.130 & 75.038 & 250.595 & 924.336 \\
\hline 302.256 & 30.087 & 62.231 & 227.250 & 924.336
489.456 \\
\hline 20.019 & 9.043 & 12.807 & 23.348 & 34.880 \\
\hline & & & & \\
\hline 198 & & & & \\
\hline 330.969 & 38.502 & 71.854 & 248.836 & 964.382 \\
\hline 298.735 & 27.889 & 56.250 & 215.832 & 895.157 \\
\hline 32.234 & 10.6:3 & 15.604 & 33.204 & 63. 515 \\
\hline 31 & & & & \\
\hline 310.255 & 42.850 & 92.399 & 256.437 & 849.324 \\
\hline 320.652 & 43, 36 & 94.830 & 265.803 & 878.838 \\
\hline -10.397 & -276 & -2,431 & -3.366 & -29.514 \\
\hline
\end{tabular}

1987


TABLE 1. Selected operating ratios, in parcent of sales. 1987
Sanada. Management Gonsulting Services (SIC 7771)
\begin{tabular}{llllllllll}
\hline
\end{tabular}

\section*{Symoole}
```

zero or mo observalions
..:00 smell poo bo axpressed
not appliczol.

* confidential

```

\section*{footnotes}

111 These estimntes are based on sampl of ousimesses ropopting sal ss between \$25.000 thg \(\$ 2.000 .000\).


 individully and the total will not necessarily equal 1002 .

\section*{Notes}

Ota are shown gy quartiles when et lest 13 of the sampled susinesses riport phe spectic item

 migh and low values gi sales are shown

How to use the cabley
\{i) bocat the sporopriate sal is range that is displayed on the two linas ontiplod bow salos value" and omign sales value"
(2) The selected range will indicate the ppoper guartil. i. . the bozion 25\%, the lower midalg 25\%. the upper miode 25\% or the \(10025 \%\).


\section*{Stenderd Induseris) Clessificesion Definition (SIC 1980 )}

SiC 7971 . Menegement Consulting Services
Businesses orimarily engageg in providing ousiness ano managument consulting services such as: business management consulting services
 managmont consultants, gersonnel mangemant consultants and tarift and customs consultants.

TABLE 2. Salance sneat profile for incorporated ousinesses only. 1987
Canaca, Management Consulting Services (Sic 7779)


see faole: bor symools anc notes.

TABLE 3. Financtal ratios(1) for incorportad bustnezses only. 1987
Canada. Management Consuiting Services (51C 7771)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -otal(2) & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & Lower middle 25\% & \[
\text { middl UODer } 25 \%
\] & -00 \\
\hline 8usinesses in samole (No. Low sales value ( \(\$ 000\) 's) High sales value ( \(\$ 000\) 's) & \[
\begin{aligned}
& 909 \\
& (1) \\
& (1)
\end{aligned}
\] & \[
\begin{aligned}
& (1) \\
& 51
\end{aligned}
\] & 51
92 & \(\begin{array}{r}92 \\ 208 \\ \hline\end{array}\) & 298 \\
\hline & & & Average & & \\
\hline Liquidity retio Curient ratio (times) & :. 3 & 0.9 & 1.2 & 1.9 & 4.3 \\
\hline ```
Levepage ratios
    Ceotisquity iatio (times)
    Interest coverage ratio ?:Imes)
Oabt (atio (times)
``` & \[
\begin{aligned}
& 1.8 \\
& 9.6 \\
& 0.6
\end{aligned}
\] & 3.0
3.5
0.8 & 2.2
9.2
0.7 & \[
\begin{array}{r}
1.8 \\
19.8 \\
0.5
\end{array}
\] & \(\therefore\).
0.0
-.5 \\
\hline
\end{tabular}

111 ine ratios ropresent the average of ratios for mach business in the group and cannot de colculated from ine figures snown in iable a
12) Phese entimetes are ossed on somplof ousinesses peporting ssies oetween 325.000 and 32.000 .000
see fabte 1 for symbols and notes.

Oefiaitians:
1. Liquidiey perio:

Curcen: = zurene assets / current 1 aoilipies
2. Levernge ratios:
a) gedr/equity = rotal lisoilities / equity
ol Deot fatio = total liabilities/total assets.
s) Interest coverage \(=\) net profit (interest expense/ interest expense

Eanada, Hanagement Sonsulting jervices SiE iア̈)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{2}{|r|}{-ova!} & 30: : =m &  &  &  \\
\hline 3usinesses n samole nio. -ow sales ralue 3000 3 high zaies volus 3000 s; & \[
\div i
\] & \[
\overline{3} 1
\] & \[
3 \overline{3}
\] & \# & : \\
\hline & & & dverage.3000 51 & & \\
\hline joerating set:vitios Casn 6rom joerapions Jeprge avion Other & 24
4 & 3 & \[
\begin{aligned}
& \dot{b} \\
& \dot{j} \\
& \dot{5}
\end{aligned}
\] & - & -i \({ }^{2}\) \\
\hline Dividends & - 9 & -1 & -3 & -3 & \(-21\) \\
\hline \begin{tabular}{l}
Investment activities \\
Disposal of fixed assets \\
Purchase of fixed assets \\
Incresse, in investment \\
Decrese in investment
\end{tabular} & \[
\begin{array}{r}
9 \\
-27 \\
-13 \\
8
\end{array}
\] & \[
\begin{array}{r}
1 \\
-3 \\
-0 \\
9
\end{array}
\] & \[
\begin{array}{r}
-58 \\
-12 \\
-18
\end{array}
\] & \[
\begin{array}{r}
3 \\
-12 \\
-7 \\
6
\end{array}
\] & \[
\begin{array}{r}
-32 \\
-25 \\
!5
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing activisios \\
Incease in long term dect \\
Reoryment of long iopm debt \\
boans from sharenolders \\
Reoayment of loans fiom shacenolders \\
Advances \& oans fom government \\
increase in equity \\
Jecress in auliy \\
Other
\end{tabular} & \[
\begin{array}{r}
9 \\
-5 \\
15 \\
-21 \\
10 \\
-1
\end{array}
\] & \[
\begin{array}{r}
3 \\
-2 \\
13 \\
-22
\end{array}
\] & \[
\begin{array}{r}
3 \\
-2 \\
8 \\
-9 \\
3 \\
3
\end{array}
\] & 5
-3
14
-22 & 18
\(-1 ?\)
26
-35
\(\vdots\)
4
-4
\(-i\) \\
\hline Incresse\{decrese) in cash \& equivalents Cash \& equivalents-Beginning of the yeaf Cosh \& quivalents - End of the yeer & \[
\begin{array}{r}
4 \\
22 \\
26
\end{array}
\] & -4
10
7 & \[
\begin{array}{r}
-5 \\
3 \\
-2
\end{array}
\] & \[
\begin{aligned}
& 16 \\
& 41 \\
& 56
\end{aligned}
\] & 9
32
41 \\
\hline
\end{tabular}
 only those businesses roporiing stetument of changes
Se lable ifor symode and notes.

Cansde, Mansgement Consulting Services (SIC 7771)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in num with paid & \begin{tabular}{l}
of businesses \\
oloyees
\end{tabular} \\
\hline Business size exoressed in average labour wnits(1) & Number of businesses & Total oayroll \(\begin{array}{r}(\$ 000 \text { s) }\end{array}\) & Average aboup units(i) & \begin{tabular}{l}
Newiy \\
coorting(2)
\end{tabular} & No longar reortingis \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 10.903 & 1.030 .350 & 51.868 & 2.458 & 1.750 \\
\hline \[
\begin{aligned}
& 10 s=\text { than } 20 \\
& 20.99 \\
& 100^{\circ}-499 \\
& 500 \text { ond over }
\end{aligned}
\] & \[
\begin{array}{r}
10.304 \\
453 \\
115 \\
31
\end{array}
\] & \[
\begin{aligned}
& 494.729 \\
& 248.031 \\
& 183.280 \\
& 104.310
\end{aligned}
\] & \[
\begin{array}{r}
24.149 \\
12.295 \\
9.165 \\
5.258
\end{array}
\] & \[
\begin{array}{r}
2.334 \\
93 \\
21 \\
10
\end{array}
\] & \[
\begin{array}{r}
1.593 \\
52 \\
5 \\
-
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 13.852 & 1.649 .290 & 69.059 & 2.932 & \\
\hline \[
\begin{aligned}
& 1 \text { ess than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
12.993 \\
674 \\
152 \\
33
\end{array}
\] & \[
\begin{aligned}
& 762.687 \\
& 459.149 \\
& 284.905 \\
& 142.548
\end{aligned}
\] & \[
\begin{array}{r}
31.959 \\
18.980 \\
11.984 \\
6.196
\end{array}
\] & \[
\begin{array}{r}
2.788 \\
120 \\
44 \\
\hline
\end{array}
\] & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}

\footnotetext{
ill average lobour units are calculatod oy dividing totblogyoll by the averege annual wage and salary fate as reorted in the Survey of Emoloyment. Dayroll and Hours. Statistics Sanaoa. Catalogue 7\%-002. An average ladour unit couto be interopeteo as a
 500 emoloyens in Canaca as a whol Dut less than that number in any given province it is gnown in the goo ang over group
121 hefers co businesses ropopiing no payrall dequcilons in the previous year
igl Reiers :o businesses reporing mo payroll decuctions in the tollowing year
Nowly reportinge and mo longer reporting* businesses are assumed to have been in activity for six monsms and the information is abjusted accordingly

Set iable 1 for symbols and notes.
}

TABLE 6．Selected operating characteristics of small businesses jy sales quartile．i985－1987 Ganaca．Management Consulting Services（Sic ī7：1）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －2せ3！！ & \[
\begin{array}{r}
\equiv 20: 3 m \\
25 \%
\end{array}
\] & －ここiき－\({ }^{2 w \%}\) & ことこここき， & \(\because\) \\
\hline & & & 1985 & & \\
\hline & ： 303 & & & & \\
\hline Average salgs j & 141．507 & こ9．729 & & & \\
\hline Average exoense \({ }^{\text {a }}\) ， & 27．351 & \％ 5.382 &  & \[
\begin{aligned}
& 20.5: 5 \\
& -950
\end{aligned}
\] &  \\
\hline Average net apolit \｛loss）\＄ & 33.550 & 14．345 & \[
18.402
\] & \[
23.256
\] & \[
=5.507
\] \\
\hline Susinesses reporting orofit（Mo．\} & 14179 & & & & \\
\hline Avorage salos \＄ & 141.805 & 29.380 & 52． 209 & 01．389 & 381．\({ }^{\text {1 }}\) \\
\hline Average expense \＄ & 99.148 & 10.856 & 27.818 & 72.331 & 285.330 \\
\hline Average net profit \(\$\) & 42.357 & 18.824 & 24.193 & 29.958 & 38.551 \\
\hline Businesses reporting lose（MO．） & 84 & & & & \\
\hline  & 140.115 & 30.020 & 66.238 & 97.330 & 386.278 \\
\hline Average expense \(\$\)
Average ner oss \(\$ 8\) & 159.957 & ＋2．819 & 57.047
-10.81 & 103.358 & 435.106 \\
\hline Average nev loss \＄ & －19．941 & －12．793 & －10．81 & －3．325 & －49．329 \\
\hline
\end{tabular}

1986


1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observations in sample \\
Average sales 3 \\
Average oxoense \(\$\) \\
Average net profit \｛loss）\＄
\end{tabular} & \[
\begin{array}{r}
1.534 \\
117.655 \\
82.451 \\
35.204
\end{array}
\] & \[
\begin{aligned}
& 29.658 \\
& 10.383 \\
& 19.283
\end{aligned}
\] & \[
\begin{aligned}
& 43.957 \\
& 20.464 \\
& 23.493
\end{aligned}
\] & \[
\begin{aligned}
& 73.592 \\
& 46.828 \\
& 28.364
\end{aligned}
\] & \[
\begin{array}{r}
323.303 \\
254 . \vdots 30 \\
53.173
\end{array}
\] \\
\hline Businesses reoopting profit（No．） & 1.321 & & & & \\
\hline Average saies \＄ & 119.895 & 29.685 & 44.149 & 73.240 & 322.905 \\
\hline Average exoenst \＄ & 76.408 & 6.645 & 15．974 & 36.854 & 246． 50 \\
\hline Average net drofit \＄ & 43.5189 & 23.040 & 28.175 & 36.386 & 36．755 \\
\hline Businusses reporting loss（No．） & 213 & & & & \\
\hline Average sales \(\$\) & 105.584 & 29．501 & 42.708 & 75.539 & 273.585 \\
\hline Average expense \(\$\) & 120.772 & 42.928 & 49.724 & 94.934 & 295．153 \\
\hline Average net loss \(\$\) & －15．188 & －13．427 & －7，015 & －18．445 & －2：．859 \\
\hline
\end{tabular}

19 These esimates are based on samole of ousinesses resering sbies serween \(\$ 25.000\) ana \(\$ 2.000 .000\)
See Tabig ：for symbols and notes

Cansde. Hotels and Moror Motols (\$16 9111)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|c|}{-sial:} & \multicolumn{2}{|r|}{\[
30:: 5 m
\]} & \multicolumn{2}{|r|}{\[
\pi=\angle: \text { owe! }
\]} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{\%} \\
\hline Gusinesses in samo © No. Low sales value 3000 's1 4ign sales value (3000'si & \multicolumn{2}{|r|}{\[
\text { ز } 13
\]} & \multicolumn{2}{|r|}{\[
89
\]} & \multicolumn{2}{|r|}{\[
\begin{gathered}
29 \\
20
\end{gathered}
\]} & \multicolumn{3}{|c|}{\[
056
\]} & \multicolumn{2}{|c|}{-5} \\
\hline \multirow{3}{*}{Selocted exoense isem} & \multicolumn{4}{|l|}{¢aqustey averaga 2 !} & \multirow[b]{2}{*}{\[
\begin{aligned}
& -50 \\
& 25 \%
\end{aligned}
\]} & \multirow{3}{*}{\[
\begin{aligned}
& \text { Ygusi- } \\
& \text { ressems } \\
& \text { roopting }
\end{aligned}
\]} & \multicolumn{2}{|l|}{\multirow[t]{2}{*}{\(\frac{\text { iopor: }}{2013}\)}} & 2usiA & es \(3 n\) & \\
\hline & \multicolumn{2}{|r|}{3orrom 25\%} & \[
\begin{array}{r}
\text { ower } \\
\text { middI } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Jooer } \\
& \text { mal } \\
& 25 \%
\end{aligned}
\] & & & & & \[
\begin{array}{r}
.=w e r \\
\text { migol } \\
=5 \%
\end{array}
\] & \[
\begin{array}{r}
0000 \\
\text { Mo } 010 \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
30 \\
25 \%
\end{array}
\] \\
\hline & \multicolumn{5}{|l|}{Porcent of sales} & & \multicolumn{5}{|c|}{Percene 9 t salss} \\
\hline Decupancy expenses & 20.4
6.4 & 37.3
10.7 & 17.4
3.4 & 13.8
5.0 & 13.8
4.6 & \multirow[t]{4}{*}{\[
\begin{aligned}
& 93.2 \\
& 80.9 \\
& 88.5 \\
& 97.6 \\
& 38.8
\end{aligned}
\]} & \multirow[t]{4}{*}{\[
\begin{array}{r}
20.5 \\
7.9 \\
5.1 \\
5.4 \\
8.4
\end{array}
\]} & \multirow[t]{4}{*}{\[
\begin{aligned}
& 38.3 \\
& 20.6 \\
& 11.1 \\
& 10.8 \\
& 23.5
\end{aligned}
\]} & 17.4
5.4 & 13.8
5.3 & \% 3.5 \\
\hline dodiecistion & 6.4
4.5 & 10.7
8.4 & 3.6 & 5.8 & 3.6 & & & & 4.4 & 3.0 & 3.2 \\
\hline Heat. I ght \& tomonot & 6.2 & 10.0 & 5.8 & 4.7 & 6.4 & & & & 5.9 & \(\pm .7\) & 4. 4 \\
\hline Rent & 3.3 & 8.1 & 2.2 & 1.4 & 1.8 & & & & 9.1 & 3.5 & 2.3 \\
\hline Personnel expenses & 20.1 & 18.2 & 18.1 & 21.4 & 24.5 & 94.7 & 21.7 & 22.1 & 18.8 & 21.6 & 24.5 \\
\hline Finamelst expenses & 8.4 & 9.5 & 8.8 & 9.9 & 7.5 & 98.8 & 8.7 & 10.4 & 9.0 & & 7.5 \\
\hline Intorest S bank charges & ?.1 & 7.5 & 7. \({ }^{\text {\% }}\) & 6.7
1.2 & 8.4 & 88.3
88.7 & 8.8 & 10.9 & 8.2 & 7.8
+.2 & 3. \\
\hline Other expenses & 57.0 & 83.1 & 54.5 & 56.9 & 53.1 & 100.0 & 57.0 & 83.8 & 54.5 & 55.9 & 53.1 \\
\hline Profit (loses) & -6. 6 & -28.8 & 1.2 & - & 1.6 & 97.2 & -6. & -30.2 & 1.2 & - & 1.4 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & \(\ldots\) & \(\ldots\) & . \(\cdot\) & ... \\
\hline
\end{tabular}

\section*{Symbols}
- zero or no observitions
- too smell too of mpresesc
. not apolicebl
\(\times\) confidentisl

\section*{Pootnates}
(11) These estimates art oasd on sempl of businesses reporiing selos betwetn 325.000 and \(32.000,000\)

 individually and the totel will mot necessefily equer \(100 \%\).

\section*{Motes}

Date are shown by quartilet when at lest iJ of the sengled businesses coport the soneific item.
 one querter of the total numoer of businesset. Wi thin ech quertite. the frepse refio is presented. for comper ison pupposes, the high and low values of seles are shown.

How to use the tebles
(1) bocate the mpproprimte seles renge thet is displayed on the two limes entitled bow sales valuen and emigh sales value

121 The sulocted renge will indicate the proper quartile. i.e. the bottom 25\%, the lower midole 25\%, the upper midde 25 s . or the \(10025 \%\).


\section*{Stunderd Induserisl CInssifieation Definition (SIE 19801:}

SIC 9111 - Hotel and Motor Motels
Business primerily engaged in providing short term accommodarion to the gublic with of without food. beverage and other services. A hotet-ype room has acctss onty from the interior of the building and moteluotel type room has access from both the interior and exteriof. Incluoud are businesses engeged in hostels. hotel accommodation services faxcept apartment hotelsi. hatel lodging services


TABLE 2．Balance sheet profile for incorporated ousinesses only，i987
Canade．Hotels and Motor Motels（Slc 9ili）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Fors1： & 30：： 0 ： & \[
\therefore ; c e^{-\Delta w e r}
\] & jecer & － \\
\hline jusinesses n samol No． ．ow sales value 3000 s） tign selas value 3000 s） & \[
+52
\] & U & 39
\(32:\) & 戈 & ミ® \\
\hline & & & averaç 18000 & & \\
\hline Assets & & & & & \\
\hline Easn & & － & － & － & \\
\hline Accounts and notes receivable & 7 & 6 & 2 & 4 & j \\
\hline Inventory & 5 & － & － & － & \％ \\
\hline Oiner cuprent assets & 54 & 14 & 35 & 效 & OE \\
\hline Total current asseta & 60 & 20 & 37 & 53 & こ1 \\
\hline Fixed issets & 388 & 188 & 198 & 378 & 28 \\
\hline Less：Accum．dev．on fixed sssets & － & － & － & － & － \\
\hline Other assets & 61 & 24 & 50 & 39 & 128 \\
\hline Total ussets & 488 & 211 & 218 & 411 & 974 \\
\hline Liebilities and equity & & & & & \\
\hline Gurpent loans Oeher current liabilities & 15
82 & 21 & 48 & 13
83 & 39
880 \\
\hline Total current liabilities & 97 & 25 & 48 & 97 & 219 \\
\hline Mortgages oayable & － & & & － & ， \\
\hline Long term dett & 30 & 7 & 16 & 29 & 79 \\
\hline other libulities & 269 & 102 & 170 & 257 & §34 \\
\hline Total listilities & 396 & 134 & 232 & 384 & 830 \\
\hline Total equity & 93 & 77 & 54 & 97 & 144 \\
\hline
\end{tabular}
（i）Thest estimates be beseg on sumple of businesses peporqing sales jetwen 525.000 and \(52,000.000\) ．
see Table i for symools and notest．

TABLE 3．Financial ratios（1）for incorporated businesses only， 1987
Canadm．Hotels and Motor Motels（SIC 9111）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Tots1（2） & \[
\begin{array}{r}
80+10 m \\
25 \%
\end{array}
\] & Lower fiddle 25\％ & \[
\begin{aligned}
& \text { Uooer } \\
& \text { middle } 25 \%
\end{aligned}
\] & 700 \\
\hline Businesses in samole（No．） Low sales valut（ \(\$ 000^{\prime}\) s） Hign sales value（ \(\$ 000^{\prime}\) s） & 452
（i）
（1） & \[
\begin{aligned}
& (1) \\
& 181
\end{aligned}
\] & \[
\begin{array}{r}
151 \\
324
\end{array}
\] & \[
\begin{aligned}
& 324 \\
& 587
\end{aligned}
\] & 587 \\
\hline & \multicolumn{5}{|c|}{Avertge} \\
\hline Liquidity retio Current ratio（times） & 0.6 & 0.8 & 0.8 & 0.7 & 0.3 \\
\hline \begin{tabular}{l}
Leverage patios \\
Debt／eauity retio（times） \\
Interest coverage ratio（times） \\
Debt ratio（times）
\end{tabular} & 4.3
1.1
0.8 & 1.7
0.7
0.6 & 4.3
1.1
0.8 & 4.8
1.0
0.8 & 5.8
1.3
0.9 \\
\hline
\end{tabular}

111 The retios represent the overage of rasios for each business in the group and cannot be calculeted from the figures snown in teole \(z\) ．

See Tat．I for symols and notest．

Definitiens：
1．biguidity ratio：
Gurrent s current assets／current Iiabilisios．

2．Levertge ratios：
al Debi／equicy＝cotal liebilities／eoulty．
b）Deter ptio \(=\) total litbilities／setsilssets
c）Interest coverage net profis interest exoense／inepest expense

TABLE 4．Statement of changes in financial position for incorporatea ousinesses only． 1987
Canads．Hotels and Motor Hotels（51C 9911）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －c：a，： & ミ०：：Om こE：－ & 9．ase＊－－\％ &  & \％ \\
\hline jus：nesses ：－samol Mo． －ow sares value 5000 s） tigh sales ：atue \(\$ 000\) s & \[
\text { © } 9
\] & 189 & \[
\begin{array}{r}
8 \% \\
326
\end{array}
\] & \[
\begin{gathered}
36 \\
\hdashline 52 \\
\hdashline 52
\end{gathered}
\] & 三： \\
\hline & & & verage 3000 & & \\
\hline Joerating activities Gasn＂rom ootations jeor ecition Jther & 8
-6
-8 & \[
\begin{aligned}
& -12 \\
& -13
\end{aligned}
\] & 3 & 2 & 5 \\
\hline Dividendt & －5 & －3 & －3 & －5 & －9 \\
\hline \begin{tabular}{l}
Invastment ectivities \\
Disposel of fixed assets \\
Purchase of fixed assets \\
increase in investment \\
Oecrese in investment
\end{tabular} & \[
\begin{array}{r}
31 \\
-49 \\
-14 \\
10
\end{array}
\] & 53
-9
-4
3 & － \(\begin{array}{r}2 \\ -1\end{array}\) & \[
\begin{array}{r}
12 \\
-39 \\
-44 \\
35
\end{array}
\] & \[
\begin{array}{r}
36 \\
-127 \\
-7
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing activitios lncrease in long term dobt Reotyment of iong term deot Loans from shareholders \\
Redeyment of loans from sharanolders Advances of loans irom government \\
increase in equity \\
Oecrease in muity \\
Other
\end{tabular} & 56
-45
10
-10
2
2
-1 & \(\begin{array}{r}20 \\ -30 \\ 8 \\ -13 \\ \hline\end{array}\) & \[
\begin{array}{r}
21 \\
-9 \\
5 \\
-12 \\
- \\
- \\
-1
\end{array}
\] & 44
-32
9
-11
4
3
-1 & \[
\begin{array}{r}
139 \\
-108 \\
=0 \\
-29 \\
\vdots \\
\vdots \\
-1
\end{array}
\] \\
\hline increses（decresen）in csen \＆equivients Cash \＆equivalents－Beginning of the yeer Cash a equivelonts－End of the year & 7
19
18 & 4 & \[
\begin{array}{r}
-3 \\
13 \\
10
\end{array}
\] & 8
18
28 & 19
98
28 \\
\hline
\end{tabular}
 only those busimisses coporting a stitement of changes．
fee litale 1 for symbols ind neres．

TABLE 5．Employment changes by size of business．1984－1987 besed on SIC elassification in 1987
Canada．Hotels and Motor Hotels（Sic 9111）
\begin{tabular}{llll}
\hline
\end{tabular}
（9）Average labour units of calculated by dividing total paypoll by the average annulaga and salary rate as reported in the Survey of Employment，Paypoll and Hours，Stariseics Canade．Catiogue \(72-002\) an average abour unit could be intergeted as a full－time mployet．Hote that the business size groups used are ofermined at the Canadievel thus if a business has at lease 500 employes in Canses es whole bus less than ehee numper in any given province it is shown in the 500 ond over geoup
\((121\) Refers to businesses repopting 10 peyroll deductions in the previous year．
（3）Refers to businesses reporting no payroll deauctions in the following year
＂Newiy reoopting＂and＂no longer reporfing＊businesses are assumed io have oeen in activipy for six months and the informapion is adjusted accordingly．

Set paol ；for symoots and noces

TABLE 6. Selected operating characteristics of small businesses by sales quartile. \(1985-1987\)
Canads. Hotels and Motor Hotels (SIE 9111)

```

Number of observations in semolo
丸verage sales 5
Avergob exownges
Average exobnse sor (loss) \$
Businesses peporting profit (Mo.)
Avorsge stales \$
Avertge gxpense \$
Averege not orofits
Dusinesses reporting lose {Mo.}
Average sates\$
Average expense S
Averlge txpense \$

```
838
+83.238
+29.179
35.328
39.328
90.282
    90.282
5.082
\(\begin{array}{r}79.279 \\ \hdashline 11.989\end{array}\)
+5.52
\(+32 .=2\)
    -51.33
352.344
        \(+29.179\)
    18.989
87.089
    \(+32 .: 22\)
12.799
    382.44
29.485
        33.359
447
453.442
89.319 451.442
387.890 387.890
78.299 229. 688
11.020138.13940,453105.395
189
485.493
78.751
228.093
455.025
481.897
1.102.104
84.475
270.182
-42.089
\(-7.724\)
\(-26.872\)
1.235 .038

Averge net loss \$ -52.4

19t8

\begin{tabular}{rr}
759 & \\
480.012 & 76.819 \\
447.153 & 72.841 \\
12.859 & 3.778 \\
& \\
& \\
481.125 & 82.987 \\
419.798 & 73.875 \\
41.329 & 9.112 \\
& \\
& \\
& \\
458.454 & \\
502.134 & 70.346 \\
\hline 43.580 & -9.085
\end{tabular}
218.88
443.428
431.342
1. 101.332
averege soles
svorage net orofit (loss) s

Businesses reporting profit (Mo.)
Awerege sales \$
82.987
73.875
9.112
218.317
194.17
49.59
400.94
1.095 .602

Averige expense \(\$\)
Average net orofit
81.281
70.348
434.486
223.986
242.432
478.54
1.914 .084

Avarage sates
502, 134
\(-9.085\)
\(-18,446\)
\(-42 . ? 55\)
1.219 .1 .4
-105.230

1987


111 inese estimptes art based on sangle cf businesses reporting sales detwen \$25,000 and \(82,000.000\)
See rable 1 for symools and notes

TABLE 1, Selectad operating ratios, in percent of sales, 1987
Cancde. Motels (SIC 9112)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{-2ral:1]} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
30:=5 m \\
5: \%
\end{array}
\]} & \multicolumn{2}{|r|}{T: coue EE -} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{\%} \\
\hline Jusinesses n samole No. - ow soles value 3000 s, High sales value 3000 , & & \[
\begin{aligned}
& \pm 1 \\
& 1!
\end{aligned}
\] & & \[
36
\] & & \[
\begin{array}{r}
j 6 \\
\hdashline i
\end{array}
\] & & & & & \\
\hline \multirow{3}{*}{Sulucted exoense item} & \multicolumn{5}{|c|}{Snoustir averagel2!} & \multirow{3}{*}{\[
\begin{aligned}
& \text { ? susu- } \\
& \text { nesses } \\
& \text { coorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{qeoor:- - ous nesses shiv, \(\because\)} \\
\hline & To:al & 30 te9m 25\% & \[
\begin{array}{r}
\text { omer } \\
\text { middl } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { mooer } \\
& \text { middl } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& 20 \\
& 25 \%
\end{aligned}
\] & & -:a. & \[
\begin{array}{r}
30 .-9 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
-3 w e r \\
m i g o: \\
: 5 \%
\end{array}
\] & \[
\begin{array}{r}
-50 \% \\
\text { N10d1 } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& =0 \\
& =5 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of soles} & & \multicolumn{5}{|c|}{Percent of sales} \\
\hline Decupancy expenses & 29.0 & 37.4 & 31.0 & & & 100.0 & 29.0 & & & & 21.2 \\
\hline Geareciation & 9.8 & 11.2 & 11.3 & 9.4 & 7.5 & 84.0 & 11.7 & 16.0 & 13.0 & 10.8 & 3.1 \\
\hline Reosirs ofmeintenence & 6.5 & 8.6 & 7.5 & 5.9 & 4.1 & 92.9 & 3.0 & 9.2 & 7.9 & 6.5 & 4. 4 \\
\hline Heet. I ight \& tolmione & 11.0 & 15.8 & 11.5 & 9.7 & 7.6 & 98.2 & 11.2 & 15.7 & 11.8 & 9.7 & 7.7 \\
\hline Rent & 1.6 & 2.3 & 0.7 & 1.6 & 2.1 & 31.3 & 5.2 & ?. 6 & 3.8 & 5.2 & \\
\hline Personnel expenses & 18.1 & 11.9 & 14.5 & 20.5 & 25.5 & 89.9 & 20.1 & 16.8 & 18.0 & 20.8 & 25.5 \\
\hline Financial expenses & 15.4 & 17.1 & 18.2 & 14.4 & 11.2 & 99.0 & 15.5 & 18.2 & 18.5 & 14.4 & 11.2 \\
\hline Interest t bank charges & 13.9 & 16.1 & 15.7
1.5 & 13.0 & 9.3
1.2 & 30.0 & 15.5
1.6 & 19.0
2.1 & :3.3 & \(\bigcirc 3.7\) & ! : 2 \\
\hline Other expenses & 32.2 & 21.8 & 30.1 & 32.0 & 37.7 & 93.9 & 32.2 & 28.1 & 30.1 & 32.1 & 37.7 \\
\hline Profit (less) & 5.4 & 4.1 & 6.1 & 6.8 & 4.5 & 95.7 & 5.8 & 4.2 & 8.8 & 6.1 & 4.6 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & \(\ldots\) & \(\ldots\) & \(\ldots\) & \(\ldots\) \\
\hline
\end{tabular}

\section*{symools}
```

* zera or no observerions
-- too smell too be expressed
not soplicate
* confidensial

```

\section*{Footnoter}

(21 val lorsl weighted expenditure on given iten
121 Value in each cell \(=\) lotal weighted sales of bll businesses in the sample \(\times 100\) for enartile.

 individuslly and the tosal will not necessapily equal 100\%.

\section*{Notes}

Det ore show by quartiles when at lesst 13 of the sumpled businesses peport the specific iten.
 one querter of the cotil number of busincsses. Within each quartile. the average ratio is presented. fop comperison purposes, the high and low velues of seles art shown

How to use the teblet
111 bocate the approprist sales pange thet is disployed on the two lines entillod "low soles value and "M gh salus value"
121 The seleced pange will indicste the propep quatile. i. the botton 252, the lowe midale 25\%. the upper midde \(25 \%\) or the top 25\%.
(3) Osta gertining to the sulected sales size range will be in that quartile.

Stunderd Industist Classifieation Definition (STE issol:
SIC 9112 - Motels
Businesses primarily engaged in short term accomodation to the oublic with or without food, beverage and othep services. A motel-iypt room nas access from tha axterior only and generally has parking focilipies in closp proximify. inese businesses incluat motel accommodation services, motel lodging services and motels

TABLE 2．Galanea shetet profile for incorporated businesses only． 1987
Canada．Motels（5IC 9112）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －0：a1111 & jコ:- & －acesomer & \(-020-80^{\circ}\) & ： \\
\hline Эusinesses ：samele（No． －2m sales value \(\$ 000\)＇s） 1．gn sales value \(\quad 3000\) ） & 331 & \[
\text { 3 } 7
\] & \(\pm 7\)
\(\vdots\)
3 & 20 & ここ： \\
\hline & \multicolumn{5}{|c|}{Average（\＄000＇s）} \\
\hline \multicolumn{6}{|l|}{Assers} \\
\hline Cash Aecounts and notes receiveble & 4 & 1 & 1 & 3 & 3 \\
\hline lnventory & － & － & － & & \\
\hline Other zurpent assets & 41 & ！ & 25 & 30 & 3 \\
\hline Total cuicont assets & 44 & 13 & 27 & 33 & 3 \\
\hline Fixed assets & 415 & 180 & 302 & 364 & 305 \\
\hline Less：Accum．deo．on fixed ussets & \(30^{\circ}\) & 10 & 14 & 28 & 7： \\
\hline Other assers & 30 & 10 & 14 & 28 & \(7:\) \\
\hline Total ussets & 485 & 203 & 343 & 422 & 381 \\
\hline \multicolumn{6}{|l|}{} \\
\hline \begin{tabular}{l}
Curfent ！oans \\
Other current ！iabilitics
\end{tabular} & 14
62 & 14 & 47 & 57 & 39
130 \\
\hline Total current liabilitios & 77 & 18 & 54 & ิิร & ： 72 \\
\hline Mortgages oayabl & & － & & － & － \\
\hline Long term dete & 17 & 175 & \(25^{2}\) & \(22^{25}\) & － 418 \\
\hline Other liabilities & 334 & 175 & 259 & 28： & ง18 \\
\hline Total lisbilitios & 428 & 133 & 315 & 371 & 928 \\
\hline Total equity & 81 & 10 & 23 & 51 & 153 \\
\hline
\end{tabular}

Soe Table ifor symbols and notes

TABLE 3．Financiti retios（1）for incorporated businesses only，1987
Canad．Motels（SIC 9112）
\begin{tabular}{lcccccccccc}
\hline
\end{tabular}
（11）The ratios represent the everge of ratios for each business in the group and cannot de calculated from the figures snown in fable 2

see isole I for symbols and netes

\section*{Definitions：}

1．Liquidity retio：
Curpent s curpenf asses，curpon？liabilifies

2．Levertige ristios：
```

a) DeDt/equily s cotal lisoilities/ equily
bi Debe Pa\&io = total 1,abililies/ lotai asseis
c) Interest coverage z net orofip * interest exoense/ ineerest expense

```

TABLE 4. Statement of changes in financtal position for incorporated busimesses only. ig87
Canada. Moreis (SIC 9112)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -stalil: & 三of:om &  &  & : \\
\hline Jusintsses \(n\) sampl No.. Lom salos volu ( \(\$ 000^{\prime}\) s) High sales value (\$000's) & \[
\begin{aligned}
& 192 \\
& 111 \\
& 111
\end{aligned}
\] & \[
\begin{array}{r}
1 i 1 \\
98
\end{array}
\] & \[
\begin{array}{r}
99 \\
\times 79
\end{array}
\] & \[
\begin{array}{r}
73 \\
344
\end{array}
\] & \#: \\
\hline & & & Average 9000 's & & \\
\hline Joersting activities Casn rom ooerations Deoreciation Other & \[
\begin{array}{r}
8 \\
23 \\
6
\end{array}
\] & 8
3
19 & \[
\begin{array}{r}
5 \\
-3
\end{array}
\] & - & ! \\
\hline Dividende & -2 & -1 & - & \(-2\) & -3 \\
\hline \begin{tabular}{l}
Investment activities \\
Disoosal of fixed assets \\
Purchase of fixed assets \\
【ncrese in investment \\
Decrease in investment
\end{tabular} & \[
\begin{array}{r}
8 \\
-38 \\
-3 \\
2
\end{array}
\] & \[
\begin{array}{r}
1 \\
-1 \\
-3 \\
2
\end{array}
\] & \[
\begin{array}{r}
4 \\
-13 \\
-
\end{array}
\] & 2
-53
-
2 & \[
\begin{array}{r}
26 \\
-30 \\
-9 \\
3
\end{array}
\] \\
\hline \begin{tabular}{l}
Finencing ectivities \\
lncresse in long term debt \\
Reoaymant of long tarm deb: \\
Loans tiom snarmolders \\
Repayment of loans from shareholders \\
sovinces \& loens from government \\
lincrese in equity \\
Decrosse in equity \\
Other
\end{tabular} & \[
\begin{array}{r}
35 \\
-32 \\
10 \\
-11 \\
1 \\
6 \\
-5
\end{array}
\] & -7
-
-2
-
-
-
-2 & \[
\begin{array}{r}
13 \\
-13 \\
3 \\
-5 \\
1 \\
1 \\
-9
\end{array}
\] & \[
\begin{array}{r}
27 \\
-21 \\
18 \\
-18 \\
18 \\
-18
\end{array}
\] & \[
\begin{array}{r}
99 \\
-85 \\
14 \\
-20 \\
1 \\
5 \\
-3 \\
1
\end{array}
\] \\
\hline Increase(decrease) in cesh s equivalents Cash s equivalents-Beginning of the yeer Cash squivalents - End of the year & 7
13
20 & 20
8
28 & \[
\begin{aligned}
& 17 \\
& 17
\end{aligned}
\] & 4
5
9 & 4
22
25 \\
\hline
\end{tabular}
(19) These estimate desed on sample of incorporeted dusinesses reoorting sales defween \(\$ 25,000\) and \(\$ 2,500,000\). Smple count incluces only those businsesses reporting stetement of Ghanges.
Sot inole ifor symeols and notes.

TABLE 5. Employment enanges by size of business. 1984-1987 based on SIC ciassiflcation in i987
Canedm. Motels (S|C 21 12)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in mum with pai & of businesses loyes \\
\hline Business size exoressed in average labour uni is(l) & Number of businesses & Tots 1 peyrol!
\((\$ 000\) s) & Average labour units(1) & \[
\begin{array}{r}
\text { Newly } \\
\text { reoorting(2) }
\end{array}
\] & No longer reporting(3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 2.820 & 182.981 & 15.747 & 393 & 278 \\
\hline \[
\begin{aligned}
& \text { less then } 20 \\
& 20 \text {. } 99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
2.657 \\
148 \\
14
\end{array}
\] & \[
\begin{array}{r}
92.611 \\
45.925 \\
x \\
x
\end{array}
\] & \[
\begin{aligned}
& 8.866 \\
& 4.508 \\
& 1.650
\end{aligned}
\] & \(\begin{array}{r}376 \\ 17 \\ \hline\end{array}\) & \[
259
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 2.998 & 211.419 & 17.897 & 441 & . . . \\
\hline \[
\begin{aligned}
& \text { les: than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
2.811 \\
170 \\
16 \\
1
\end{array}
\] & \[
\begin{array}{r}
118.841 \\
65.656 \\
x \\
x
\end{array}
\] & \[
\begin{array}{r}
10.035 \\
5.621 \\
1.601 \\
640
\end{array}
\] & \(\begin{array}{r}419 \\ 18 \\ 6 \\ \hline\end{array}\) & \(\ldots\)
\(\ldots\)
\(\ldots\) \\
\hline
\end{tabular}
(1) Average lebour units are calculated oy dividing total perroll by the average annus wage and salery fote as reopted in the Survey of Employment. Payroll and Hours. Statistics Caneda. Catalogue 72-002. An average lacour unit could be interpreted as a fut-time omployet. Mote inst the business size gioups used are delermined at the Cansda level. ihus if a ousiness has at least 500 employes in Cansce as 8 whol but less than thet numoer in any given province it is shown in the 500 ond over groud.
(2) ketars to businesses reporting no payroll deductions in the provious year.
(3) Refers 10 businesses reporting no payroll deductions in the following year
"Newly roporting" and "no longer reporting" Dusinesses afe assumed to nove been in activiby for six months and the information is adiustec accordingly
sea iante lor symools and cores

TABLE 6.5 flected opereting Charecteristics of small businesses oy sales quartile. \(1985=1989\)
canade, Motels (Sic 9112)


\begin{tabular}{|c|c|c|c|c|}
\hline 275. \(\begin{array}{r}549\end{array}\) & 14.373 & 32.395 & 17. ड̇? & 363.532 \\
\hline 229.677 & 41.604 & 82.399 & 6こ. \({ }^{\text {¢ }}\), & 531. \({ }^{3} 7\) \\
\hline 5.797 & 2.468 & -204 & 8. 304 & 12.42; \\
\hline 410 & & & & \\
\hline 241.503 & 43.359 & 85.185 & 71. 420 & 366.047 \\
\hline 214.698 & 33.298 & 85.041 & 151.053 & 605.391 \\
\hline 26.807 & 10.081 & 16.144 & 20.367 & 60.556 \\
\hline 139 & & & & \\
\hline 220.833 & 45.011 & 79.478 & 171.859 & 586.385 \\
\hline 281.408 & 52.505 & 100.805 & 196.151 & 896.163 \\
\hline -40.573 & -7.492 & -21.327 & -24.292 & -109, 178 \\
\hline
\end{tabular}

1988
```

Mumber of observetions in sample
Average saiss
Average expense \$
Average net profit (loss) \$

```
Businesses raporting proflt (Mo.)
    Averge sales \(\$\)
    Aversge exoenses
    Average net profit g
Businesses rmporting loss (Mc.)
    Average seles s
    Average expense?
    Average not loss \(\$\)
59
    tverage setes \(\$\)
    Average axoense \(\$\)
    775.174
    Average axoense
Average net piofit (loss) \(\$ ~\)
                10
    Average sules \(\$ 8\)
24.503
214.698
43.359
85.185
79. 120
366.047
    Average sales \({ }^{\text {Average expense }}\)
    214.698
26.807
33.298
69.041
51.053
805. 391
    Average axpense
0.081
16.144
    20.367
    60.556
    Average salus \(\$\)
    Average excense \(\$\)
    220.833
281.408
52.505
79.478
100.805
    171.859
196.151
-24.292
    586.385
896.163
    Average net loss \(\$\)
2.993
B. 297
76.828
162.547
626.150
590.575 590.575
35.575

Businesses raporting proflt (Mo.)
Average sales
Average net ppofit \(s\)
457
248.593
90.087
78.803
48.188
678.058
75.648
1
28.615
616.281
usinesses rmporting loss (Mo.)
Average exoense \$
137
195.930
36.412
45.981
83.943
178.170
178.170
203.191
487.193

Average net loss \(\$\)
216.110
\(-9.545\)
93.675
203.191
-27.021
521.812
-9.53
27.02
\(-34.519\)

1987
\begin{tabular}{|c|c|}
\hline \multicolumn{2}{|l|}{Number of observations. in sample} \\
\hline Aver age & 361年 3 \\
\hline Average & exoenst 5 \\
\hline Avorage & net profit (loss) \$ \\
\hline \multicolumn{2}{|l|}{Businesses reporting profit (Mo.)} \\
\hline Average & stios \\
\hline Average & expense 5 \\
\hline Average & net profit \\
\hline \multicolumn{2}{|l|}{-usinesses reporting less (Mo.)} \\
\hline \multicolumn{2}{|l|}{Average sales} \\
\hline dyerage & expenses \\
\hline dversig & net loss 5 \\
\hline
\end{tabular}
831
195.217
185.757
9.480

416
195.684
192.415
23.289

215
194.308
213.008
-18.700
44.993
43.050
1.943


46.530
36.573
9.857


42.801
52.148
-9.347
93.918
88.535
5.382

92.837
78.253
14.584

96.082
108.931
-12.869
158.819
147.88
483.338
483.555
483.555
19.783
0.88
19.78
482.373
434,722

Average saios s
195. 68
72.415
23.289
46.530
36.573
92.837
160.99

Average exoenge \(\$\)
14.58
140.010
20.98
47.851
usinesses reporting loss (Mo.)
dyerage expenses
213.008
52.148
108. 931
152.995
485.374
\(-12.869\)
166.517
524.434
\(-39.060\)

See iable 1 for symbols and notes

PABLE 1. Stlected operating ratios. in percent of sales. 1987
Canada, Licensed Restaurants (SIC 9299)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{'ota} & \multicolumn{2}{|r|}{3cr:om} & \multicolumn{2}{|r|}{} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{\#} \\
\hline Jusinesses a samol itho. -ow salss value 18000 s Hign sales value' \(\$ 000^{\prime}\) s, & & 342
\(\vdots\)
9 & \multicolumn{2}{|r|}{\[
11:
\]} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
14 \\
: 42
\end{array}
\]} & \multicolumn{3}{|c|}{\[
: \vdots
\]} & \multicolumn{2}{|c|}{\(\therefore \stackrel{\square}{\square}\)} \\
\hline \multirow{3}{*}{Selected expense item} & \multicolumn{5}{|c|}{'nqustry uvaragal?} & \multirow{3}{*}{\[
\begin{aligned}
& \text { Ozusin } \\
& \text { resses } \\
& \text { reporting }
\end{aligned}
\]} & \multicolumn{5}{|r|}{\multirow[t]{2}{*}{}} \\
\hline & Poial & \[
\begin{array}{r}
107.0 \mathrm{~m} \\
25 x
\end{array}
\] & \[
\begin{array}{r}
\text {-ower } \\
\text { middie } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { vooer } \\
& 10016 \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& 500 \\
& 25 \%
\end{aligned}
\] & & & & & & \\
\hline & \multicolumn{5}{|c|}{Percent oi sales} & & \multicolumn{5}{|c|}{Percent \(\mathrm{zf}^{\text {f }}\) sales} \\
\hline Cost of seles & 38.7 & 40.4 & 40.1 & 39.1 & 35.0 & 93.3 & 41.2 & 45.3 & 42.8 & 40.3 & 36.7 \\
\hline Occupency expenses & 15.3 & 15.7 & 15.2 & 14.0 & 12.1 & 99.8 & 15.3 & 19.9 & 15.3 & 14.0 & \\
\hline Deoreciation & 3.1 & 3.0 & 3.2 & 3.1 & 3.1 & 78.8 & 4.0 & 5.5 & 4.1 & 3.5 & 3.1 \\
\hline Reosics \& maintenance & 1.9 & 2.4 & 1.9 & 8.9 & 1.7 & 89.5 & 2.2 & 2.7 & 2.1 & 2.1 & 1. 3 \\
\hline Hest. Hight 8 teleohone & 4.1 & 5.3 & 4.4 & 3.7 & 2.9 & 96.8 & 4.2 & 5.8 & 4.5 & 3.8 & 2.3 \\
\hline Rent & 6.1 & 9.0 & 5.7 & 5.4 & 4.4 & 73.2 & 8.4 & 13.8 & 7.9 & 7.2 & 引. \({ }^{\text {j }}\) \\
\hline Personnel expenses & 25.2 & 19.8 & 24.9 & 27.2 & 29.2 & 96.8 & 25.1 & 21.9 & 25.2 & 27.2 & 29.5 \\
\hline Financial expenses & 4.0 & 5.1 & 3.9 & 3.9 & 3.0 & 97.3 & 6.9 & 5.7 & 6.0 & 4.0 & \\
\hline Interest \& bank charges professional fees & 2.9
1.1 & 3.9
1.9 & 2.9
0.9 & 2.9
1.0 & 2.2
0.8 & 85.7
88.5 & 3. \({ }^{1}\) & 4.8
2.8 & 3.5 & 3. 3 & 2. 8 \\
\hline Other expenses & 16.6 & 19.2 & 14.0 & 14.2 & 13.0 & 100.0 & 18.5 & 19.2 & 14.0 & 14.2 & 12.0 \\
\hline Profit (lose) & 0.2 & -4.3 & 1.9 & 1.8 & 1.8 & 18.2 & 0.2 & - 1.4 & 1.5 & 1.8 & 1.8 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & " & - . & - . & . . & \\
\hline
\end{tabular}

\section*{Sy H bol}
- zero or no obsmpvetions
- too smoli \$00 De mpresed
... not apolicaole
\(\times\) confidentisl
footnoter


Forsl weighted stiss of sll businesses in the semple
(3) Valut in tach colls


This portion of the table pertoins only to the businesses peporting the specific expense ivem. Thersfore these retios are celculated individully and the corsl will nor necesserily oput \(100 \%\).

\section*{Motes}

Date ore shown by duartiles won at leost 13 of the sengled businesses report the spocific item.
 one quarter of the total number of ousinesses. Wi thin pech guspile. the average ratio is prosented. for conparison pupposes. phe high and low velues of sal os be shown

Mom to use the tables

(2) The selected ronge will indicate the proper guertile. i. e. the botzon 25s, the lowne midde 25z. ehe upper midele 25z or ehe \(10025 \%\).
(I) Data pertining to the selmeted sales size range will be in thet quartile

Stenders Industrial Cleseifieation Definition (\$16 1980):
SIC 5219 - Licensed Restourants
Businesses jrimerily engeged in proparing and serving meals for consumption on the premises with license to serve elcholic beverages bicenst food and beverage service restaupanes, licensed restaurants and licensed restaurane servicas are included in this inoustry

TABLE 2．Salance smeet profile for incorporated businesses only， 1987
```

Eansca|, bicensed Restaurants (S1C g291)

```
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －o：ail ！ &  & Tise - כwer & ＊＝01き：ここき！ & \[
\begin{aligned}
& 2= \\
& 0
\end{aligned}
\] \\
\hline 3usinasses ：samol iNo． －Ow sal．s vaiu \(3000^{\prime}\) sl －ign salas value：\(\$ 000^{\circ}\) s） & ;32 & 97 & \[
\begin{aligned}
& 8! \\
& : 3!
\end{aligned}
\] & \[
\begin{aligned}
& 32 \\
& 272 \\
& 2
\end{aligned}
\] & ミ－？ \\
\hline & & & Iverage \＄000 & & \\
\hline \multicolumn{6}{|l|}{} \\
\hline 角 & ， & & － & & \\
\hline & 3 & 2 & 1 & 4 & 3 \\
\hline inventory & － & － & 90 & E & － \\
\hline Sener
iourcent assets
cupent assets & 35
38 & ！ 12 & 20 & 35 & －7 \\
\hline fixad assets & ＋128 & ＋2 & 99 & 39
129 & 230 \\
\hline & & － & 10 & － & － \\
\hline Cther assuts & 29 & 9 & 10 & 29 & 58 \\
\hline Total assets & 195 & 78 & 131 & 197 & 377 \\
\hline \multicolumn{6}{|l|}{} \\
\hline Qther cupiont lisbilities & 50 & 27 & \(30^{\circ}\) & 49 & 34 \\
\hline Totel current liabilities & 54 & 34 & 37 & 61 & ： 63 \\
\hline Mortgages oayable & － & － & － & － & － \\
\hline Long term deot & 11 & 1 & \(?\) & 12 & －3 \\
\hline Other liagilities & 100 & 52 & 88 & 32 & 168 \\
\hline Total liabilities & 175 & 88 & 132 & 184 & 314 \\
\hline Total equity & 20 & －12 & －1 & 32 & 53 \\
\hline
\end{tabular}

Sen Tole 1 for symools and notes

TABLE 3．Financial ratios（1）for imcorporated businesses only． 1987
Canada．Licensed hestaurant：（SIC 9211）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total（2） & \[
\begin{aligned}
& 80 t t o m \\
& 25 \%
\end{aligned}
\] & Lower middle 25\％ & \[
\begin{array}{r}
\text { Jooer } \\
\text { ridel } 25 \%
\end{array}
\] & 700
\(25 \%\) \\
\hline Businesses in sample（No．） Low sales value！\(\$ 000\)＇s） Migh sales value 15000 s & 932
\((1)\)
\((1)\) & （1）
189 & 187
334 & 334
572 & 579 \\
\hline & \multicolumn{5}{|c|}{Averege} \\
\hline biquidity retio Curpent itio（times） & 0.6 & 0.4 & 0.6 & 0.6 & 0.5 \\
\hline ```
Leverage catios
    Onot/equity patio (times)
    Interest coverage catio (times)
    Deot iatio (times)
``` & 8.5
1.1
0.9 & -7.3
1.2 & -98.3
0.3
1.0 & 5.1
1.3
0.8 & 5.0
1.9
0.8 \\
\hline
\end{tabular}
（11）The ratios represent the everege of patios for each business in the group and cannot belculated from the figures shown in table 2

Set iable I for symbola and notes．

\section*{Definitions：}

1．Liquidity ratio：
Curcent s current assets ！cyrrone liabilities

2．Leverage fatios：
a）Depi／couity s sotal fabilipies／equily
b）Dott ratio＝tolal liabilisies／total asseis
c）inturs：coverage a net profit＊interest expense／interest expense．

TABLE 4. Statement of changes in financial position for incorporated ousinesses only, ig87
Canadm. Licensed Restaurants (SIC 3211)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -otalis & \[
\begin{array}{r}
\text { SOR:Om } \\
=5 \%
\end{array}
\] & नाcole & - jozer & \% \\
\hline Gusincsises n samole Mo. bow sales value ' \(\$ 000\) ' gn sales vaive \(3000^{\prime}\) s & \[
\div 9
\] & \[
98
\] & \[
\begin{array}{r}
98 \\
936
\end{array}
\] & \[
\begin{aligned}
& \vdots \vdots \\
& \vdots 8 シ
\end{aligned}
\] & シ\% \\
\hline & & & rage 3000 & & \\
\hline joerating sctivities Cash from sdertions Jeoreciation Other & \[
\begin{array}{r}
10 \\
15 \\
-5
\end{array}
\] & 8
7
-7 & \[
\begin{gathered}
3 \\
10 \\
-1
\end{gathered}
\] & - \({ }^{-4}\) & - 3 \\
\hline Oividends & -5 & \(-10\) & \(-2\) & -3 & -3 \\
\hline \begin{tabular}{l}
lnvestenent activities \\
Disposal of fixed assets \\
Pupchase of fixed assets \\
Incresse in investment \\
Decresse in investment
\end{tabular} & \[
\begin{array}{r}
9 \\
-21 \\
-2 \\
-1
\end{array}
\] & \[
\begin{array}{r}
14 \\
-11 \\
-1
\end{array}
\] & \[
\begin{array}{r}
5 \\
-8 \\
-1 \\
-1
\end{array}
\] & \[
\begin{array}{r}
12 \\
-23 \\
-1 \\
1
\end{array}
\] & 5
-43
-5
3 \\
\hline \begin{tabular}{l}
Finmeing ectivities \\
Increase in long term deot \\
Reoayment of long term deot \\
Loans from shareholders \\
Reoayment of loans from shareholders \\
advances \& loans from government \\
Increse in equity \\
Decrease in equity \\
Other
\end{tabular} & \[
\begin{array}{r}
14 \\
-15 \\
9 \\
-10 \\
- \\
1 \\
-1
\end{array}
\] & \(\begin{array}{r}3 \\ -4 \\ 0 \\ -5 \\ \hline\end{array}\) & \[
\begin{array}{r}
10 \\
-13 \\
6 \\
-2
\end{array}
\] & \[
\begin{array}{r}
14 \\
-20 \\
8 \\
-12 \\
- \\
3 \\
-1
\end{array}
\] & \(\begin{array}{r}29 \\ -26 \\ 13 \\ -20 \\ \hline \\ \hline\end{array}\) \\
\hline Increase (decrease) in cast equivalents Cash sumivalents-8eginning of the year Cash tequivalents = End of the year & 1
6
7 & 3
2
5 & \(i\) & -2
8
5 & 2
13
15 \\
\hline
\end{tabular}
 only these businesses reporting statmment of chenges.
See inte 1 for symools and notes.

TABLE 5. Employment changes by size of buainest, 1984-1987 based on SIC classification in i987
Cansde. Licensed Restmurants (SIC 9211)
\begin{tabular}{llll}
\hline
\end{tabular}
 Suprey of Employment, Payrall and hours. Statisics Canade. Catalogue \(92-002\). An avepge labour unit could be interpreted as a full-sint omployet. Not inat the business size groups used are deiermined ai the Canade level. inus it a business has at least 500 employees in Canada as a whol dus less than that numont in any givan province is is shown in the 500 and over group.
121 gefers to dusinesses reporing no payroli onducsions in the previous year.
131 Refers to businesses reporting no dayroll geductions in the following year.
*newly reporting" and "no longer poporsing" businesses are assumed so have bet in activity for six monits and the information is adiusted accordingly

See rable for symools and notes
```

\mathrm{ Eanada, Ligmnsmd Nestaurancs (SiC 3211)}

```

30:*cm -.001 -owe?
\begin{tabular}{|c|c|c|c|c|c|}
\hline & \multicolumn{4}{|c|}{1985} & \\
\hline Numoer of sesepvetions in sampl & 2.435 & & & & \\
\hline 2verage sates ई & ? 2 \%. 023 & 35.288 & , 30.312 & 248.-05 & 14C.-3 \\
\hline Average axcense \$ & 357.790 & \(37 . \equiv 11\) & '84.392 & 340.575 & 19. 32 \\
\hline Average net profit (loss)\$ & 8.233 & -2. 423 & 5.42? & ; 32\% & 22.103 \\
\hline Businesces remofing a orofit (Mo.) & 1.987 & & & & \\
\hline Average sties & 370.253 & 83.980 & :88.789 & 349.003 & 959.2: \\
\hline Average expense \(\$\) & 347.541 & 74.411 & 174.814 & 327.083 & 313.254 \\
\hline Average net orofit \$ & 22.712 & 9.569 & 13.975 & 21.920 & 45.387 \\
\hline Susinesses rapopting loss (Mo.) & 458 & & & & \\
\hline Average sules \$ & 353.299 & 86.501 & 196.748 & 347.207 & 794.739 \\
\hline Average expense 3 & 379.232 & 104.207 & 211.229 & 387.528 & 830.853 \\
\hline Average net losss & -25.933 & -17.708 & \(-19.481\) & -20.421 & -46.124 \\
\hline & & & 198 & & \\
\hline Number of observations in sample & 3.217 & & & & \\
\hline Average sales 3 & 366.558 & 76.881 & 178.352 & 366.559 & 856.351 \\
\hline Average expense 5 & 357.745 & 76.211 & 174.053 & 338.898 & 841.81 ? \\
\hline Average net diofit (loss) \$ & 8.811 & 550 & 2.299 & 7.769 & 24.534 \\
\hline -20 & & & & & \\
\hline Businesses reporting profit (Mo.) & 2.383 & & & & \\
\hline Averege sales \(\$\) & 373.257 & 76.818 & 174,895 & 343.105 & 898.809 \\
\hline Average expense 9 & 348.754 & 65.732 & 159.397 & 321.278 & 848.010 \\
\hline Average net profit \$ & 24.503 & 10.888 & 15.29t & 21.827 & 49.999 \\
\hline Busincsees reporting lose (Mo.) & 834 & & & & \\
\hline  & 350.919 & 77.242 & 178.734 & 353.575 & 796.125 \\
\hline Average exdenses & 371.887 & 92.641 & 195,120 & 373.182 & 825.508 \\
\hline Average net loss \$ & -20.968 & -15.399 & -16.385 & -19.607 & -32. 481 \\
\hline
\end{tabular}

1187
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observations in sample average sales \$ \\
Average expense \(\$\) \\
Aversge not orofit (loss)
\end{tabular} & \[
\begin{array}{r}
2.031 \\
321.837 \\
317.733 \\
4.104
\end{array}
\] & 70.431
73.243
-2.812 & \[
\begin{array}{r}
171.822 \\
159.410 \\
2.412
\end{array}
\] & \[
\begin{array}{r}
315.359 \\
311.352 \\
4.607
\end{array}
\] & \[
\begin{array}{r}
729.135 \\
716.926 \\
12.209
\end{array}
\] \\
\hline Businesses reporting grofit (Mo.) & 1.357 & & & & \\
\hline Avorage sales 5 & 327.950 & 75.325 & 159.685 & 316.759 & 750.019 \\
\hline Average expense \$ & 306.801 & 57.435 & 156.763 & 297.481 & 105.523 \\
\hline Averege net orotits & 21.149 & 7.850 & 12.922 & 19.288 & 44.496 \\
\hline Businessee reporting less (Mo.) & 871 & & & & \\
\hline Average sales \$ & 310.370 & 54.155 & 175.478 & 314.582 & 587.253 \\
\hline Average xpense \(\$\) & 336.613 & 80.889 & 191.051 & 334.922 & 739.788 \\
\hline Average net loss \$ & -25.243 & -16.534 & \(-15.573\) & -20.340 & -52.525 \\
\hline
\end{tabular}
\{11 Thuse estimotes are Desed on sample of Dusinesses peporting sales between \(\$ 25,000\) and \(\$ 2.000 .000\)
see iable l fop symbols and notes

Cansde．Unlicensed Restaurants（Including Orive－Ins）（SIC 9212）
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{－0：31：} & \multicolumn{2}{|r|}{Sot:om} & \multicolumn{2}{|r|}{n：oofe ：－} & \multicolumn{3}{|c|}{－1csio：} & \multicolumn{2}{|c|}{号} \\
\hline Jusinesses ri samol ：No． －ow se ves value． 3000 s fign sales value 9000 s & \multicolumn{2}{|r|}{:3 !} & \multicolumn{2}{|r|}{\[
55
\]} & \multicolumn{2}{|r|}{\[
E \equiv
\]} & \multicolumn{3}{|c|}{：2\％} & \multicolumn{2}{|c|}{：－} \\
\hline \multirow{3}{*}{Sulectod exomse item} & \multicolumn{5}{|c|}{Encustiv 3veragelこ：} & \multirow{3}{*}{\[
\begin{aligned}
& \text { \% susi- } \\
& \text { nesses } \\
& \text { eoorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{} \\
\hline & iotal & \[
\begin{array}{r}
30+20 \mathrm{~m} \\
25 \%
\end{array}
\] &  & uoper iddl 25\％ & \[
\begin{aligned}
& \text { iop } \\
& \text { i5\% }
\end{aligned}
\] & & 2tal & \[
25 \%
\] & \[
\begin{array}{r}
-\Sigma m e r \\
\pi i d d i \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text {-020 } \\
\text { Mi } 051 \% \\
25 \%
\end{array}
\] & 登 \\
\hline & \multicolumn{5}{|c|}{－Percent of sales} & & \multicolumn{5}{|c|}{sercent of soles} \\
\hline Cost of sales & 42.1 & 47.2 & 42.1 & 41.0 & 37.4 & 91.5 & 46.0 & 51.4 & 47.8 & 44.5 & 10.5 \\
\hline Oceupancy expenses & 15.7 & & & 15.9 & 13.8
3.1 & 919.3 & 15.8
4.0 & 16.9 & 18．9 & 15.9
3.8 & 13.5
3.3 \\
\hline Qepreciation & 2.8
1.8 & 2.2
1.9 & 3.0
1.8 & 3.3
1.9 & 3.1 & 72.5 & 1.0
2.1 & 6.9 & 4.5
2.2 & 3.8
2.1 & 3.3
1.3 \\
\hline Hest．light a telmphons & 3.8 & 3.9 & 3.9 & 3.9 & 2.9 & 93.4 & 3.9 & 4．3 & 4.1 & 1.0 & 3.3 \\
\hline Rent & 7.3 & 8.8 & 8.1 & 8.8 & 5.9 & 73.3 & 9.9 & 12.1 & 11.0 & 9.1 & 7.3 \\
\hline Personnel expenses & 21.5 & 15.1 & 20.0 & 23.3 & 27.2 & 92.1 & 23.4 & 15.3 & 21.1 & 24.5 & 27.7 \\
\hline Financisl expenses & 3.3 & 3.8 & 3.6 & 3.2 & 2.7 & 94.8 & 3.5 & 4.1 & 3.8 & & 2.8 \\
\hline interest \＆bank charges & 2.3 & 2.4 & 2.3 & 2.3 & 1.9 & 78.8 & ？． 3 & 4.0 & 3.1 & 2.8 & ？． 3 \\
\hline Professional fees & 1.0 & 1.1 & 1.2 & 0.9 & 0.8 & 84.4 & 1.2 & 1.7 & 1.5 & 1.0 & 0.3 \\
\hline Other expenses & 15.7 & 16.0 & 17.5 & 13.5 & 15.7 & 100.0 & 15.7 & 18.0 & 19.5 & 13.8 & 15.7 \\
\hline Profit（loss） & 1.8 & 1.7 & －1．0 & 2.4 & 3.4 & 98.4 & 1.7 & 1.7 & －1．0 & 2.5 & 3.4 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & － & ．\({ }^{\text {a }}\) & ．． & \(\ldots\) & \(\ldots\) \\
\hline
\end{tabular}

\section*{Symbel}
```

    zero or no observerions
    -- too smetl loo or expressec

```

```

x confidentis

```

\section*{footnotes}

Totsi weighed expenditure on given item

This portion of the tobl perteins only so pho ousinesses poporting the specific pepense item．fher fore thest retios art calculated individutly and the cotal will hot necessarily equl 100 s ．

\section*{Notes}

Data are shown by quartiles when at lest 13 of the sampled ousineses report the specific item．
 on quarter of the totel number of ousinesses．Within ech ouartile．the guphge retio is oresented．for comperison purposes．the high and low values of sales are shown．

How to use the teblet

2）Phe selected range will indicate the proper quaptile．i．t．the botton 25\％．the lowir nigol 25\％．the upger nigd \(25 \%\) or the \(10029 z\).


\section*{Stenderd Industpisl Clessilicetion Deflimition ISIC 1980）：}

SIC 9212 －Uniicensed Restaupents IIncluding Drivelnsi
Businesses prinerily engeged in oroparing and serving mests for consumption on the premisus but without a icense to serve alcohol tc oeverages．Included are businesses commonly pefepfed io as apivp ins＂where food is consumed eliner in customers＇moror veh：cles or at tables in or about the premises．Driva－in pestapanis．unticansed restaurant sepvices and unlicensed restarants aro incluged in this industry．

TABLE 2. Balance sneet proftie for incorporated businesses only, i987
Ganads. Unlicensed Restauranes (Including Orive-ins) (Sic 9212)


111 inese estimetes ap based on smple of businesses reporing sales between 325.000 and 52,000.000.
Sef inol 1 for symools and notes.

TABLE 3. Financtal ratios (1) for incorporited businesses only. 1987
Canseds. Unlletnsed Restaurants (Ineluding Drive-Ins) (Sic g212)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { bomep } \\
& \text { midd } 25 \%
\end{aligned}
\] & Upper midd. 25\% & 700 \\
\hline Buginesses in sample (No.) Lom sales value ( \(\$ 000\) 's) High seles value ( 9000 's) & 453
\((1)\)
\((1)\) & \[
\begin{aligned}
& (1) \\
& 119
\end{aligned}
\] & 119
217 & \[
\begin{aligned}
& 217 \\
& 374
\end{aligned}
\] & \[
\begin{aligned}
& 374 \\
& 119
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline biguidity patio Cuprent ratio (times) & 0.7 & 0.3 & 0.8 & 0.7 & 0.8 \\
\hline \begin{tabular}{l}
Leverage retios \\
Debt/ecuity ratio (times) \\
Interest coversge petio (times) \\
Debt ratio (times)
\end{tabular} & 10.8
1.9
0.9 & -2.8
1.6 & -25.3
\(i .0\) & 6.7
2.1
0.9 & 4.2
2.3
0.8 \\
\hline
\end{tabular}

(2) These estimetes mpe Deevo on sample of businesses peporting ssles between \(\mathbf{1 2 5 . 0 0 0}\) end \(\$ 2.000 .000\).

See tabit 1 for symools and notes

\section*{Definitions:}
1. Liquidity retio:

Cupen: = current assets / current liabilities
2. Leverage retios:
at Depeleduity \(=\) total iasolities \(/\) equity
a) Depr ratio = cotal lisoilities/ iotal assets

G1 Interest coverage s net profit intorest oxpense / interest expense.

TABLE 4. Statament of changes in financis posithon for incorpopated pusinusses only. iget
Canada, Unlicensed Restaurants (lncluding orive-ins) (S16 9212)

 only thase businesses reporting statement of cnenges.
Soe Titol ifor symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in i987 canade. Unilconsed Restaurants (Including Orive-Ins) (Sic 9212)
\begin{tabular}{llll}
\hline
\end{tabular}
(1) Average laboup units bre calculated by dividing total payroll by the suerage annual wage and seltry rate as reported in the Survey of Emplovems, Payroll and Hours. Statistics Canman. Catalogue 78-002, an average labour unit could be interpreted as a
 500 employees in cansod as a whole but less than that number in any given provine it is shown in the 500 and over group.
\((21\) Refers to businesses peoorting no payroll deductions in the previous year.
(3) gefers to businesses reoorting no payroll deductions in the following year
"Newly coporting" and "ho longer cepopting" ousinesses are assumed to have oeen in activity for six months and the information is adjusisd accordingly
fee table 1 for symbols and notes

TABLE 6. Selectud Operating chapteteristics of small businesses by sales quartile, \(1985-1987\) Cenman. Unlicensed Restmuranes (Including Orive=ins) (Sic 9212)
\begin{tabular}{|c|c|c|c|}
\hline \multirow[t]{2}{*}{-2:a1! 1!} & 3ot:om & - Ower & -2Eer \\
\hline & - =\% & - 36, & - cola \\
\hline
\end{tabular}

985
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of ooservations in sample & 1.446 & & & & \\
\hline lverage sales \$ & 95.284 & 10. 211 & -4. 282 & :41.482 & 489. 3 ! \\
\hline Average exoense \(\$\) & -77.548 & 39.404 & 56, 543 & 133. 350 & -70.:35 \\
\hline Average not orofit (loss) \$ & 3.736 & 1.037 & 9.439 & 7.832 & 18.335 \\
\hline Businesaes reporting profit (MO.) & 1.189 & & & & \\
\hline Average sales 3 & i88.215 & 41.118 & 73.795 & [41.491 & 196.45d \\
\hline Average expenses & 172.383 & 33.796 & 80.959 & 125.789 & 467.39? \\
\hline Average ne: profit & 15.852 & 7.402 & 12.827 & 14.722 & 28.457 \\
\hline fusinesses reporting lost (Mo.) & 277 & & & & \\
\hline Average sales 3 & 179.042 & 39,350 & 74.792 & 141.455 & 480.571 \\
\hline Avorige expenses & 190.838 & 48.580 & 80.708 & 153.046 & 480.239 \\
\hline Average net loss & -19.598 & -9.210 & -5.918 & -11.591 & -19.068 \\
\hline
\end{tabular}

1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in ammpl & 1.781 & & & & \\
\hline Average sties & 191.685 & 42.949 & 84.088 & 183.473 & 476.150 \\
\hline Average expense \$ & i 86.723 & 42.035 & 83.071 & 157.117 & 464.057 \\
\hline Average net profit (loss) \$ & 4.942 & 914 & 1.017 & 5.356 & 11.483 \\
\hline Susinases reporting profit (Mo.) & 1.314 & & & & \\
\hline Average sties & 193.641 & 12.789 & 84.235 & 158.365 & 488. 298 \\
\hline Average expense \$ & 178.824 & 35.508 & 74.742 & 144.669 & 480.277 \\
\hline Average net profit \$ & 14.617 & 7.183 & 9.493 & 13.676 & 28.119 \\
\hline Susinesses reporting less (Mo.) & 487 & & & & \\
\hline Average sales & 188.830 & 43.238 & 83.802 & 174.909 & 453.371 \\
\hline Average expense & 202.649 & 53.587 & 99.322 & 184.875 & 472.832 \\
\hline Average net loss \$ & -13.819 & -10.329 & -15.520 & -9.988 & -19.481 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observetions in sumple \\
Average soles \\
Average exoenses \\
Average net profit lloss) \$
\end{tabular} & \[
\begin{array}{r}
1.175 \\
184.642 \\
180.234 \\
6.108
\end{array}
\] & 45.129
43.948
1.179 & 85.086
85.551
-569 & \[
\begin{array}{r}
161.421 \\
158.170 \\
3.251
\end{array}
\] & \[
\begin{aligned}
& 45.934 \\
& 433.157 \\
& 13.757
\end{aligned}
\] \\
\hline Busintezes peporting a profit (Mo.) & 132 & & & & \\
\hline Average sales & 183.690 & 45.368 & 96.391 & 162.676 & 439.325 \\
\hline Average exoense 5 & 169.225 & 40.522 & 75.521 & 148.581 & 412.275 \\
\hline Average net profits & 16.465 & 5.848 & 10.870 & 14.095 & 27.050 \\
\hline Businesges reportinge lost (Mo.) & 343 & & & & \\
\hline Average sales & 188.129 & 42.988 & 83.171 & 159.511 & 466.848 \\
\hline Average expense \$ & 202.739 & 49.860 & 100.677 & 172.773 & 487.814 \\
\hline Average net loss \$ & -14.610 & -5.874 & -17.305 & -13.252 & -20.995 \\
\hline
\end{tabular}

\footnotetext{
111 These estimetes are bsed on a sample of businesses reporting sales between 825.000 and \(\$ 2.000 .000\)
Set tabl ifor symools and notes
}

TABLE . Selected operteing ratios. in percent of sales. 1987
Canada, Take-out food Services (Sic 3213)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{-วきa!1!} & \multicolumn{2}{|r|}{ミ0:} & \multicolumn{2}{|r|}{} & \multicolumn{3}{|c|}{- sec:*} & \multicolumn{2}{|c|}{- \(2=\)} \\
\hline Jusinesses in samo No. . ow sales value \(\$ 000^{\circ} \mathrm{s}\) i 4i gn sales value \(\$ 000^{\prime}\) s & & \[
\begin{array}{r}
332 \\
\vdots \\
\vdots 1
\end{array}
\] & \multicolumn{2}{|r|}{\[
31
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 5 i \\
& \vdots \\
& 2
\end{aligned}
\]} & \multicolumn{3}{|c|}{\[
298
\]} & \multicolumn{2}{|c|}{-} \\
\hline \multirow{3}{*}{Selected exoense item} & \multicolumn{5}{|c|}{!ndustry averageit} & \multirow{3}{*}{\[
\begin{aligned}
& \text { Yzus - } \\
& \text { nosses } \\
& \text { poor:ing }
\end{aligned}
\]} & \multicolumn{5}{|c|}{} \\
\hline & Toral & \[
\begin{array}{r}
30+t a m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { omer } \\
\text { midd } \\
25 \%
\end{array}
\] & \[
\begin{gathered}
0000 r \\
\text { niddl } \\
25 \%
\end{gathered}
\] & \[
50
\] & & - \% \(0^{1}\) & \[
\begin{array}{r}
30 r \cdot o m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
.2 w e r \\
\text { midel } \\
=5 \%
\end{array}
\] & \[
\begin{array}{r}
\mathrm{coer} \\
\text { miogit } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
-90 \\
=5 \%
\end{array}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of seles} & & \multicolumn{5}{|c|}{Persent of selas} \\
\hline Cost of sales & 40.4 & 44.2 & 40.3 & 39.8 & 37.4 & 91.6 & 64.1 & 51.4 & 44.9 & 62.5 & 38.5 \\
\hline Decupency expenses & 15.3 & 15.5 & 17.0 & 15.8 & 13.1 & 95.4 & 15.4 & 15.8 & 17.0 & 15.5 & 13.2 \\
\hline Oepreciation & 3.4 & 3.5 & 3.4 & 3.2 & 3.5 & 80.1 & 4. 3 & 5.5 & 4.4 & 3.7 & 3.8 \\
\hline Reosirs a maintenance & 1.5 & 1.7 & 1.7 & 1.4 & 1.3 & 85.7 & 1.8 & 2.2 & 2.0 & 1.3 & 1.1 \\
\hline Mest. light z teleohon & 3.5 & 3.9 & 4.2 & 3.4 & 2.4 & 93.3 & 3.7 & 4. 5 & 4.1 & 3.6 & 2.3 \\
\hline Rent & 6.9 & 6.4 & 7.7 & 7. 6 & 5.9 & 13.0 & 9.4 & 10.1 & 10.5 & 9.E & 7.7 \\
\hline Personnel expenses & 19.0 & 11.8 & 17.9 & 20.9 & 25. 3 & 90.7 & 20.9 & 18.4 & 19.1 & 21.1 & 25.4 \\
\hline Financial expenses & 3.1 & 3.3 & 3.0 & 2.9 & 3.0 & 92.7 & 3.3 & 3.9 & 3.3 & 3.0 & 3.1 \\
\hline infurest 8 dank charges
Professional foes & 2.2
0.9 & 2.6
0.7 & 2.1
1.0 & 2.1 & 2.1 & 73.1 & 3.0
1.1 & 4.9 & 3.3 & 2.3
1.0 & 2.2 \\
\hline Other expensts & 17.1 & 18.7 & 17.5 & 14.8 & 17.5 & 100.0 & 17.1 & 18.7 & 17.5 & 14.6 & 17.5 \\
\hline Profit (lose) & 5.2 & 8.6 & 4.3 & 8.1 & 3.7 & 93.2 & 5.2 & 8. 8 & 4.3 & 6.2 & 3.7 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & ... & ... & . . & \(\ldots\) \\
\hline
\end{tabular}

\section*{Symols}
zero or no observetions
-- 100 smell 200 be expressed
not ool iesol.
\(\times\) conficential

\section*{Footnetes}

11 inese estimetes are besed on smole of businesses reporting sales berween \$25.000 end \$2.000,000 Total weighted expendilure on agiven iten
2) Value in esech cell 3 s \(\times 100\) for sech quartile

Phis oortion of the tablo omptins only to the businesses reporting the soocific expense item. Therefore fhese ratios ore galculated ingividuly and the total will not necesserily equal 1008.

\section*{Motes}

Oeta are shown oy auartiles when ar least 13 of the somoled businesses report the sotific item.
 One quefter of the cotal number of businesses. Within ench qusrile. the average retio is preanted. For comperison pufposes. the high and low viluts of sales are shown.

How to use the tebles

 too \(25 \%\).
13) Dae pertaining to the sel ected sales size range will be in that duterile

\section*{Stenderd Industrisl CIastificesion Definition (516 1980):}

\section*{S15 9213-Tak-Our Food Services}




TABLE 2. Galance sheet profile for incorporated ousinesses only. 1987
Canade. Take-Qut food Services (S|C 9213)


See tole for symocts and notes.

TABLE 3. Financial ration(1) for incorporated businasies only. 1987
Canade, Take-Out Food Services (SIC 5213)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{aligned}
& \text { Botrom } \\
& 25 \%
\end{aligned}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { midel } 25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Uodef } \\
\text { middle } 25 \%
\end{array}
\] & Too \\
\hline Businesses in samol (No. Low sales value ( \(\$ 000\) 's) High sales value ( \(\$ 000\) 's) & 382
\((1)\)
\((1)\) & \(11)\)
136 & \begin{tabular}{l}
136 \\
249 \\
\hline
\end{tabular} & 249
369 & 369
i1) \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity estio Cuprent ratio (times) & 0.7 & 0.7 & 0.7 & 0.5 & 0.8 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Debt/equity cetio (times) \\
Interest coverage retio (times) \\
Debt ratio (times)
\end{tabular} & 5.4
2.1
0.8 & 12.9
1.4
0.9 & 8.4
1.7
0.9 & 71.5
1.5
1.0 & 2.9
2.5
0.7 \\
\hline
\end{tabular}
(1) ine ratios represen: the werage of fatios for enen Dusinuss in the group and cemnot be calculsted from ine figures shown in fable 2 . (21) Phese nstinntes art besed on stmple of businesses reporting seles betwen 525,000 and \(\$ 2.000,000\).
see iable I for symools and notes.

Definitions:
1. Liquidity retio:

Cuprent : current assets / eurren: liabilities
2. Leverage fatios:
a) Dest/equily \(=\) salal liabilisies / sauisy
b Dede ratio z cotal liabilisies / cotal assecs.
c) Interest coverage \(=\) net profit - interest expense / interest expense

PABLE 4. Statement of changes in finanefal position for incorporated businesses only. 1987
Canada, Takeout food Servicus (51C \$213)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -0才a1! \(1:\) & Sor:om
\[
25:
\] & 7 : case &  & - \\
\hline Businesses a samol (No. -ow saios value i \(9000^{\circ}\) s) Hign salns value: 9000 's) & \[
\begin{aligned}
& \vdots 72 \\
& \vdots \\
& 1
\end{aligned}
\] & 11
172 & \[
\begin{array}{r}
72 \\
: 57
\end{array}
\] & \[
\begin{aligned}
& 59 \\
& 575
\end{aligned}
\] & \(\because\) \\
\hline & & & verse \(\$ 000\) & & \\
\hline Jotating activitias Casn inom ooerations Jecrec:ation Opher & 14 & \[
\begin{gathered}
-5 \\
\vdots \\
6
\end{gathered}
\] & - & 4 & ? \\
\hline Dividends & -4 & - & -9 & -3 & \(-13\) \\
\hline \begin{tabular}{l}
Investment activilies \\
Disposal of fixed aseets \\
Purchase of fixed assets \\
Increase in investment \\
Decresse in investment
\end{tabular} & 5
-20
-6
2 & -40
-8 & \[
\begin{array}{r}
5 \\
-4 \\
-4 \\
8
\end{array}
\] & 2
-19
-5 & \[
\begin{array}{r}
10 \\
-65 \\
-9 \\
\hline
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing activitios \\
Increase in long term debt \\
Rooerment of long serm one t \\
Loens from shareholders \\
heoarment of loans from snarenolders \\
Advances \& tosens from government \\
increase in equitr \\
Decrease in cauity \\
Other
\end{tabular} & \[
\begin{array}{r}
20 \\
-18 \\
10 \\
-10
\end{array}
\] & 42
-20
15
-3 & \[
\begin{array}{r}
5 \\
-14 \\
9 \\
-5
\end{array}
\] & \(\begin{array}{r}8 \\ -19 \\ 5 \\ -13 \\ \hline\end{array}\) & \(\begin{array}{r}28 \\ -20 \\ -8 \\ -17 \\ \hline\end{array}\) \\
\hline Increses(decreses) in csenh equivelents Cash equivalents-seginning of the yeap Cash equivalents - End of the year & 7 & 2
-8
-6 & 3
8
8 & -9
7
1 & 4
23
28 \\
\hline
\end{tabular}
 only those Dus innsses reporting statement of changes.
set Teol i for symools and notes.

TABLE 5. Employment changes by tize of business. 1984-1987 based on SIC ciassification in i987
Consde. Take-Out Food Services (SIC 9213)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{Businuss size expressed in everege labour units(1)} & \multirow[b]{2}{*}{Number of Dusinesses} & \multirow[b]{2}{*}{\[
\begin{array}{r}
\text { Total osyroll } \\
\left(\$ 000^{\prime} s\right)
\end{array}
\]} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Chenges in number of businesest with peid moloyes} \\
\hline & & & & \[
\begin{array}{r}
\text { Mewiy } \\
\text { reporting(2) }
\end{array}
\] & No longer
\[
\text { - oocting } 3 \text { ) }
\] \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Tatal & 5.513 & 294.243 & 36.804 & 1.281 & 853 \\
\hline less than 20
\(20-99\) & 5.218
265 & 159.897
68.419 & 19.590
8.199 & 1.257
30 & 822
36 \\
\hline \(100-499\) & 25 & 28.760 & 3.613 & 2 & 4 \\
\hline 500 and over & 4 & 41.247 & 5.202 & & , \\
\hline
\end{tabular}

1987
Total
16s: Ehan 20
\(20^{\circ}\) - 99
\(100-499\)
\begin{tabular}{rrrr}
8.535 & 477.788 & 52.757 & 2.582 \\
8.075 & 262.102 & 28.990 & 2.498 \\
111 & 114.711 & 12.543 & 75 \\
42 & 36.965 & 4.145 & 8 \\
7 & 83.980 & 6.979 & 1
\end{tabular}
\(\qquad\)
\(20=99\)
\(100=499\)
500 and over
36.965
53.980
2.543
4.145
6.979

853
822
36
 Survey of Employment, Payrall and Houfs, Statistics Canadz. Gataloque 12-002. An average labour unit coulo be interpreted as a full-time mployet. Wote that the business size groups used are decimined at the Canade level. inus if a business hes at least 500 employes in Canod as a whole but less than that number in any given ppovince it ishow in the 500 ond over group
(2) Refers to businesses reporting no gayral! deductions in the provious yat
(3) Refers 10 businesses roporting no payrall deductions in the following year
"Newly reporing" and "no longer reporsing" businesses are assumed to have deen in acivipy for six monins and the information is sdjusted accordingly.
jee fable for symools and notes

TABLE 6. Seitcted operating enaractertsties of smail businesses by saites quartile ig85-1987
Caneda. Take-Out food Servicss (SIC 9213)
30::0m - Swer
n: งย -5ス.

1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of oosepvations in sample \\
juerage sales \(\$\) \\
Average exemses \\
Average net profit (loss) \(\$\)
\end{tabular} & 1.218
90.367
179.915
10.052 & 40.299
39.36
876 & \[
\begin{array}{r}
35 .: 91 \\
82.567 \\
3.324
\end{array}
\] & \[
\begin{array}{r}
32.321 \\
54 . \\
3.560
\end{array}
\] & \[
\begin{array}{r}
77.327 \\
-42 \\
29.43
\end{array}
\] \\
\hline Businesses peoorting profit \{Mo.\} & 988 & & & & \\
\hline Average stilt & 194.348 & 40.793 & 87.159 & 163.345 & 286.295 \\
\hline Average expense \$ & 175.813 & 34.577 & 75.942 & 145.109 & 446.523 \\
\hline Average net profit & 18. 335 & 6.116 & 10.215 & 18.236 & 39.572 \\
\hline Businesses reporting loss (Mo.) & 232 & & & & \\
\hline Average sales \({ }^{\text {s }}\) & 175.103 & 39.218 & 84.749 & 151.437 & \$15.206 \\
\hline Aveitge expense \({ }^{\text {a }}\) & 187.648 & 47.467 & 97.277 & 178.038 & 427.302 \\
\hline Average net loss \$ & \(-12.543\) & -8.249 & -12.528 & -15.599 & -12.796 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observations in smale Average sales \(\$\) \\
Average axpense \(\$\) \\
Average net profit (loss) 5
\end{tabular} & \[
\begin{array}{r}
1.737 \\
183.218 \\
176.432 \\
8.784
\end{array}
\] & \[
\begin{array}{r}
43.378 \\
42.619 \\
759
\end{array}
\] & \[
\begin{array}{r}
82.788 \\
82.038 \\
730
\end{array}
\] & \[
\begin{array}{r}
146.213 \\
139.880 \\
0.353
\end{array}
\] & \[
\begin{array}{r}
180.308 \\
14.205 \\
19.297
\end{array}
\] \\
\hline \begin{tabular}{l}
Businessas reporting profit (Mo.) Average seles \(\$\) \\
Average expense s \\
Average net profits
\end{tabular} & \[
\begin{array}{r}
1.338 \\
192.163 \\
177.346 \\
14.777
\end{array}
\] & \[
\begin{array}{r}
43.019 \\
38.382 \\
8.655
\end{array}
\] & \[
\begin{array}{r}
85.809 \\
76.928 \\
8.683
\end{array}
\] & \[
\begin{aligned}
& 148.919 \\
& 138.511 \\
& 12.208
\end{aligned}
\] & \[
\begin{array}{r}
491.150 \\
459.583 \\
31.587
\end{array}
\] \\
\hline \begin{tabular}{l}
Eusinesses reporting lose (MO.) Average sales \(\$\) \\
Average exoense \(\$\) \\
Average net loss \$
\end{tabular} & \[
\begin{array}{r}
401 \\
158.793 \\
168.849 \\
-12.058
\end{array}
\] & \[
\begin{aligned}
& 43.783 \\
& 49.814 \\
& -5.831
\end{aligned}
\] & \[
\begin{array}{r}
98.824 \\
89.492 \\
-10.868
\end{array}
\] & \[
\begin{array}{r}
137.769 \\
151.151 \\
-13.382
\end{array}
\] & \[
\begin{aligned}
& 366.997 \\
& 385.140 \\
& -18.143
\end{aligned}
\] \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Mumber of observetions in sample & 1.081 & & & & \\
\hline Average sales \$ & 190.852 & 43.139 & 90.348 & 154.428 & 455.493 \\
\hline Average expense \$ & 182.514 & 40.048 & 86.285 & 154.095 & +49.526 \\
\hline Average net profit (lose) \$ & 8.338 & 3.091 & 4.083 & 10.331 & 5.85? \\
\hline Qusinesses reportins profit (Mo.) & 781 & & & & \\
\hline Average sales \$ & 187.858 & 43.564 & 90.368 & 162.224 & 455.314 \\
\hline Average expense 5 & 171.389 & 36.305 & 80.157 & 145.850 & 423.341 \\
\hline Average net profits & 16,479 & 7.259 & 10.211 & 16.374 & 32.070 \\
\hline tusinasmes reporting less (MO.) & 300 & & & & \\
\hline Average sules & 199.934 & 42.174 & 90.303 & 172.199 & 495.06 \\
\hline Average exoense \$ & 214.298 & 48.537 & 99.189 & 183.208 & 526.258 \\
\hline Average net loss \$ & \(-14.354\) & -6.363 & -8.885 & -11.007 & -31.197 \\
\hline
\end{tabular}
(1) insese estimetes bre based on sampl of businesses reporsing sales between \(\$ 23.000\) anc 82.000 .000 .

See isole 1 for srmools and notes

TABLE 1. Selected operteing ratios. in percent of sales. 1987
Caneda, Gaterers (S1C 9214)
\begin{tabular}{lllllllll}
\hline
\end{tabular}

\section*{Symbo is}
- 2ero or no goservetions
- 100 smili roo do expriessmd
not noplicoole
\(\times\) confidentisl

\section*{foornotes}

Tosel wighted expenditure on given item


This portion of the table pefteins only to the businesses peporting the specific expense item. Therefore these ratios are calculated indiviguslly and the coill will not necesssrily equal 1005

\section*{Not娄}

Deta are shown by quertiles when et leet 13 of the songled businesses peport the specific iten.
Recorcs were ranked in secending order according to selos size. Each queriile li. botion 25s. Iomer midde 25\%. tic. pepresants on querter of the totsl munber of Dusinestes. Within tech gutitile, the gyerage rstio is presented. for comparisen purboses, fhe nigh and low velues of siles arn shown.

\section*{How to uet the tatiat}
(9) Locat the aporopriete seles renge thet is displayed on phe two lines entitied lom galys vilue" and umigh sales vaiue"
(2) The selected renge will indicete the oroper quertil, i. the thettom 258. the lower midde 25\%. the upper midde 25\% or the too 25\%.
(3) Deta pertsining so the selected sales size ponge will be in thet gueptile.

51c 9214 - Caterers
Businesses primarily engaged in catering mether by mobile canteems or in privert mafis. Gamos, elc. Businesses engageo in cafeterias social and industrial home food catering services. mobil cantents and social catering services lwadings. parties. etc. ap includeb in this incustry.

PABLE 2. Balance sheet proftl for incorporeted businesses only. 1987
Canada. Gatertips (S16 9214)


111 ihese sstinetes are Dased on sample of businesses reporting salas outween \(\$ 25.000\) and \(\$ 2.000 .000\).
fen iate i for symols snd notes.

TABLE 3. Financial ratios(1) for incorporzted businesses only, 1987
Canadz, Caterers (SIC 9214)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Tatal(2) & \[
\begin{aligned}
& 80 t+0 m \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { bower } \\
& \text { middle } 25 \%
\end{aligned}
\] & \[
\text { miodie } 25 \%
\] & 700
\(25 \%\) \\
\hline Businosses in samole (Mo.) Low sales value ( \(\$ 000\) 's) High sales value ( \(\$ 000^{\circ}\) s) & 101
(1)
11 & (1)
108 & \[
\begin{array}{r}
108 \\
192
\end{array}
\] & 192
392 & 312
111 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity estio Curient ratio (times) & 0.8 & 1.8 & 0.8 & 0.5 & 1.0 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Oebt/savity retio (times) \\
Interat coverage ratio (times) \\
Oet ratio (times)
\end{tabular} & 5.8
2.9
0.9 & 4.8
1.9
0.8 & 9.4
1.9
0.9 & 30.2
1.5
1.0 & 3.9
3.8
0.8 \\
\hline
\end{tabular}

(2) inese nstimetes spe beet on smol of businesses Pepoping sates between \$25.000 and \$2.000.000.

Set itoli I for symools wot motes.

Definitiens:
1. Liquidity retio:

CuFrent = eurient assets / cuprent iiaoilitios.
2. beverage retios:
al Deot/ecuity : total liabilities / eauity
b) Dedi patio total liabilities / sotai assets
c) Interest cover age net profic . interest expense \(/\) interest expense

TABLE 4. Statement of enanges in financial position for incorporated businessas only. ige? Canada, Caterers (SIC 9294)

 only those Dusinesses reborting statement of changes.
See Tole I for symbols manotes.

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic elassification in t987
Canada. Caterers (S16 9214)
\begin{tabular}{lll}
\hline
\end{tabular}
(1) Aver age labour units er colculated by dividing sotal poyroll by ind average annual moge and salery pate as reported in the Survey of Emplovment. Asyrall and Hours. Statistics canada. Eatiogue 92-003. An average ioour unit coula op interpreted as a fulletime moloyes. Noie that the business size groups used are determined at the conaca level. Thus it a businass has at inast 500 emplovees in canada as athole bus less than inat numoer in any given province is is shown in the 500 ond over groug.
(2) Refers to ousinesses peorting no peypall deductions in the previous yeer.
(3) Refers to ousinesses reporting no payroll deductions in the following year
"Newly reoorting" and "no longer repopting" businesses are assumed to have been in activity for six months and ine information is dajusied accordingly
see iable i for symools and noies

TABLE 6. Selected opertitng charmeteristics of smell businesses by sales quartile. 1985-1987
Canade. Caterers (S1C 9214)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -2:311) & 30: 0 : 2 m &  &  & \[
\geq 2
\] \\
\hline & & & 1985 & & \\
\hline Number of ooservations in samole & 283 & & & & \\
\hline Averaga sales 3 a & 85.441 & 37.293 & 38.257 & 1:2.3: & 143.311 \\
\hline Average exoense \(\$\) & 54.191 & 32.330 & \(30 . इ 1:\) & 122.: 26 &  \\
\hline Average net opofit (loss) \(\ddagger\) & 11.250 & 4.353 & 7,746 & +0.865 & 22.223 \\
\hline 8usinesses reporting profit (Mo.) & 521 & & & & \\
\hline Average sales \$ & 184.557 & 37.700 & 57.318 & 1:2.679 & 440.030 \\
\hline Averege exoenses & 147.587 & 31.583 & 58.355 & 97.294 & 403.103 \\
\hline Aversge net profit & 16.970 & S. 117 & 9.452 & 15.385 & 36.927 \\
\hline Businasses redorting less (Mo.) & 82 & & & & \\
\hline Average sales \(\$\) & 168.407 & 35.327 & 91.339 & 114.758 & 452.205 \\
\hline Average excenses & 181.573 & 39.246 & 75.583 & 141.655 & 469.809 \\
\hline Average net loss \$ & -13.188 & -3.919 & -4.246 & -28.897 & -19.504 \\
\hline
\end{tabular}

1988
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observetions in sample & 583 & & & & \\
\hline Average sales 5 & 162.478 & 34.798 & 60.739 & 110.485 & 443.888 \\
\hline Average expenses & 150.897 & 30.412 & 53.280 & 96.695 & 423.601 \\
\hline Aversge net profit \{loss\} & 11.481 & 4.385 & 7.459 & 13.791 & 20.289 \\
\hline Businesses reoorting a profit (Mo.) & 502 & & & & \\
\hline Average sales \({ }^{\text {s }}\) & 156.193 & 34.599 & 81.789 & 110.401 & 417.983 \\
\hline Aversge expense \(\$\) & 138.848 & 27.951 & 52.085 & 95.135 & 380.212 \\
\hline Average not drofit & 17.347 & 6.648 & 9.724 & 15.246 & 37.771 \\
\hline Businesses reporting toss (W0.) & 81 & & & & \\
\hline Average selis \({ }^{\text {s }}\) & 175.958 & 35.910 & 55.200 & 111.759 & 500.963 \\
\hline Average oxoense 5 & 185.859 & 44.141 & 59.697 & 119.601 & 519.198 \\
\hline Average not los: \$ & -9. 701 & -8.231 & -4.497 & -7. 242 & -18.235 \\
\hline
\end{tabular}

Number of observations in sample
Average sales \(\$\)
Average expens
Average net profit (loss)s

8usinesses roporting a proflt (Mo.)
Average sales \(\$\)
Aversge exoense g
Average net orofits

Businesses reoorting lozs (Mo.) Aversge sales \(\$\) Average expenses Aversoge net loss

463
12.690
133.577
3. 113

349
143.533
129.093
29.093
14.440

114
139.752
147.867
39.643
44.209
-4. 566
34.813
3.758
38.221
31.718
6.473
74.61
56.40
8.213
75.154
63.649
11.505
72.300
78.345
78.345
-6.045
122.452
105.509
15.943

112.741
118.416
-5.575
122.452
105.509
15.943

112.741
118.416
-5.575
120.313
109.132
11.181
122.452
105.509
15.943

112.741
118.416
-5.575
337.255
323.957
13.298
338.303
314.465
23. 837
334.323
\(350.49 ?\)
\(-16.174\)

111 these estimeres are desec on sample of businesses paporting sales betwen \$25.000 and 82,000.000
see iable for symbols and notes

TABLE 1. Selected ooerating ratios, in percent of salus. 1987
Cansed. Taverns. Bers and Night Clubs (SIC 9221)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{-0:a 11:} & \multicolumn{2}{|r|}{\[
30+: 0 m
\]
\[
25:
\]} & \multicolumn{2}{|r|}{-ower} & \multicolumn{3}{|c|}{\[
\begin{array}{r}
\text { Jocer } \\
\text {-icere }
\end{array}
\]} & \multicolumn{2}{|c|}{\%} \\
\hline Yusinesses n samol ílo - 2w seles value 3000's tigh suies value \(i 5200\) s & & \[
\begin{aligned}
& \overline{1} 1 \\
& 1 \\
& 1
\end{aligned}
\] & & 95 & & . 35 & & ¢ & & & \\
\hline \multirow{3}{*}{Selected expense i tem} & \multicolumn{5}{|c|}{:ndustr* avaragelで)} & \multirow{3}{*}{\[
\begin{gathered}
\text { OSus:- } \\
\text { nesses } \\
\text { roopting }
\end{gathered}
\]} & \multicolumn{5}{|c|}{2egor: ¢¢p zusinesses jnix ?} \\
\hline & iotal & \[
\begin{array}{r}
30+40 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { midol } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Uoper } \\
& \text { middle } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& 100 \\
& 25 \%
\end{aligned}
\] & & -oral & 30r:om \(25 \%\) & \[
\begin{array}{r}
\text { mwer } \\
\text { miad I } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { soer } \\
\text { modic } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& -5 e \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of sates} & & \multicolumn{5}{|c|}{Dercent of selss} \\
\hline Cost of seles & 38.0 & 37.0 & 41.3 & 38.8 & 34.2 & 94.3 & 40.3 & 40.8 & 43.7 & 10.8 & 35.8 \\
\hline Occupency expenses & 14.3 & 18.0 & 15.4 & 12.0 & 11.8 & 99.3 & 14.4 & 18.0 & 15.4 & 12.3 & 11.7 \\
\hline Deoreciation & 2.9 & 3.0 & 3.1 & 2.6 & 3.0 & 89.6 & 3.6 & 4.8 & 3.8 & 2.9 & 3.2 \\
\hline Reosirs \& meinemance & 3.3 & 4.8 & 3.2 & 2.5 & 2.4 & 89.4 & 3.6 & 5.4 & 3.7 & 2.8 & 2.9 \\
\hline Hest. light telechone & 3.5 & 1.9 & 3.6 & 3.0 & 2.4 & 97.2 & 3.5 & 4.9 & 2.8 & 3.1 & 2.5 \\
\hline Rent & 1.6 & 5.2 & 5.5 & 3.9 & 3.8 & & 7.7 & 10. & 9.1 & 6.5 & 5.8 \\
\hline Personnel expenses & 20.9 & 18.7 & 18.1 & 21.8 & 24.8 & 97.2 & 21.5 & 20.9 & 18.6 & 21.9 & 24.3 \\
\hline Finsmeisl expenses & 4.1 & 4.8 & 4.2 & 3.8 & 3.9 & 97.0 & 4.2 & 4.8 & 4.3 & 3.7 & 3.9 \\
\hline Interest \& bank charges & 2.9 & 2.7 & 3.1 & 2.8 & 2.9 & 82.9 & 3.5 & 3.7 & 3. 9 & 3.3 & 3.1 \\
\hline Professional fees & 1.2 & 1.9 & 1.1 & 0. 8 & 1.2 & 88.8 & 1.3 & 2.4 & 1.3 & 0.9 & :. 0 \\
\hline Other expenses & 20.3 & 22.0 & 18.8 & 19.9 & 22.9 & 100.0 & 20.3 & 22.0 & 18.8 & 19.9 & 22.9 \\
\hline Profit (loses) & 2.4 & -0.1 & 3.4 & 3.8 & 2.5 & 99.0 & 2.4 & -0.1 & 3.5 & 3.7 & 2.6 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & \(\because\) & . . & - \(\cdot\) & \(\ldots\) & \\
\hline
\end{tabular}

\section*{Symools}
```

Lera or no ooservetions
- to0 small too De exprissed
not apolicmole

* confioentisl

```

Footnotes

121 Velue in ench cell \(=\frac{\text { lotel wighted poenditurn on given item }}{\text { lotal wighted salts of sil businesses in the senglt }}\) loo for ofeh gustile.

 individuslly and the total will nop necessefily equal \(100 \%\).

\section*{Notes}

Otis er shown by quertiles when et lest 13 of the sempled businesses poport the specific item.

 high and low vilues of sinles fre shown

How ia use the iebles

(2) ine selectec renge will indicate the proper guertile. i. the bottom 25\%. the lower nidde 25\%. the upper misdie 25\% or the 100258.

131 Dota peftining to the selocted salos size rango will bu in that quartile.

Stenderd industrist Cisesifleation Definition 1516 1980):
SIC 9221 - Tavprns. Bars and Might Cluts
gusinesses primarily engagnd in selling alcoholic beverages for consumption on the premises.. food may be sold ss a secondery activity.
 in this industiy.

TABLE 2. Balince sheet profile for incorporztad businesses only. 1987
Canedz. Taverns, gars and mighe Clubs (SiC 9221)

\((1)\) these estimetes art bused on sample of Dusinesses reporting seles butwen \(\$ 25,000\) and \(\mathbf{3 2}, 000,000\)
sen intol for symools and norme

TABLE 3. Financial ration(1) for incorporited businestes only. 1987
Cansede. Taverns. Bers and Night Clubs (Sic s221)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bot } 80 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\text { middle } 25 \%
\] & VODe middl 25\% & 700
\(25 \%\) \\
\hline Businesses in samole (No.) Low soles value ( \(\$ 000\) 's) High sales value ( \(9000^{\prime}\) s) & \[
\begin{aligned}
& 314 \\
& (1) \\
& (1)
\end{aligned}
\] & 11
142 & 142 & \begin{tabular}{l}
291 \\
543 \\
\hline
\end{tabular} & \(\begin{array}{r}543 \\ \text { ¢1) } \\ \hline\end{array}\) \\
\hline & \multicolumn{5}{|c|}{Averege} \\
\hline biquidity patio Current ratio (times) & 0.7 & 0.6 & 0.8 & 0.8 & 0.7 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Debt'fequity ratio (times) \\
foterest coverage ratio (times) \\
Oot ratio (times)
\end{tabular} & 6.1
1.8
0.9 & -8.3
0.1
1.1 & 9.8
1.2
0.9 & \[
\begin{aligned}
& 3.5 \\
& 2.0 \\
& 0.8
\end{aligned}
\] & 5.4
2.1
0.9 \\
\hline
\end{tabular}

(2) Thesf espimeres ero bened on sumpl of businesses ripopting sal est between 525.000 and 22.000 .000 .

Soe fable i for symbols and notes.

Qefinitions:
1. biquidity retie:

Curpent \(=\) eurrent assers / currmen liabilitiss
2. levernge itios:
```

DeDt/Eduity = lotel ligbilities/ / Oulity
b) Debr ratio z cotal liaoilities/ qotel assets
ci lnterest coverage a net profif. inerest expense/ interest expense

```

Canade, Taverns. Bars and Nighe Ciuos (SIC 3221)

 only those businesses feopring statement of changes.
Set iole I for symols ang notes.

TABLE 5. Employment changex by size of businest. 1984-1987 besed on SIC clazitfication in is87
Canade. Taverns. Bers and Night Ciubs (SiC 8221)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in num *ith Doil & of Businesses loyens \\
\hline 8usiness ize exocesed in average labour units(1) & Number of Dusinesses & \[
\begin{array}{r}
\text { Total payrall } \\
(\$ 000 \text { s })
\end{array}
\] & Average labour units(1) & \[
\begin{array}{r}
\text { Newly } \\
\text { reoreng }
\end{array}
\] & No longer peorting(3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Tote & 4.583 & 255.054 & 30.550 & 907 & 484 \\
\hline \[
\begin{aligned}
& 1088 \text { inm } 20 \\
& 20-99 \\
& 100-\$ 99
\end{aligned}
\] & \[
\begin{array}{r}
4.191 \\
364 \\
8
\end{array}
\] & \[
\begin{array}{r}
156.555 \\
89.232 \\
9.267
\end{array}
\] & \[
\begin{array}{r}
18.716 \\
10.696 \\
1.138
\end{array}
\] & \[
\begin{array}{r}
853 \\
53 \\
1
\end{array}
\] & \[
\begin{array}{r}
452 \\
32
\end{array}
\] \\
\hline 500 and over & - & - & - & - & - \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 4.922 & 300.248 & 32.754 & 987 & . \({ }^{\text {. }}\) \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20^{\circ} \text { - } 99 \\
& 100^{\circ}-499
\end{aligned}
\] & \[
\begin{array}{r}
4.507 \\
409 \\
6
\end{array}
\] & \[
\begin{aligned}
& 177.737 \\
& 19.537 \\
& 10.974
\end{aligned}
\] & \[
\begin{array}{r}
19.291 \\
12.259 \\
1.204
\end{array}
\] & 908
60
1 & \(\ldots\) \\
\hline 500 and over & - & - & - & - & \\
\hline
\end{tabular}
(1) Average labour units are calculated by dividing total payroll by the overage annual wage and stary fate as roported in the

Survoy of Employment. Payroll and Hours. Statistics Cansds. Catelogue 12-002. An overage laour unit could op interpreted ss a full-time anployee. Mote that the business size groups used arm determined at ine canada lovel. phus if a business has at itest 500 moloymes in Canada as ahol but less that ingt number in any given province it is shown in the 500 and over groud.
121 Refers to Dusinesses reoorting no payroll decuctions in ine provious year
13) Refers io Dusinesses reoorting no paypoll cocuctions in the following year.
"Newir recorting" and no longer recoriing* Dusinesses are assumed io heve deen in sctivity for six months ano the intormation is adjusted accordingly
see pable ifor symbols ano notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. \(1985-1987\)
Canada, Taverns, Bars and Night Clube (Sic 9221)
\begin{tabular}{|c|c|c|c|}
\hline "e:31(9) & \[
\begin{array}{r}
30 \div: 0 \text { m } \\
? 5 \%
\end{array}
\] & \[
-\pi 0 ;-2 w \in!
\] & - ¢ ¢ \% - - \%ap \\
\hline
\end{tabular}

1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline Numoer of soservations in samole & 6ิ3 & & & & \\
\hline Average sales 3 & \(25 \equiv .385\) & 59.635 & 25.284 & 2'E. 37 & 322. 0 0? \\
\hline Average expense & 237.049 & 37. 561 & 21.290 & 25.3E4 & ¢35. 309 \\
\hline Average net profit (loss) \$ & 17.718 & 2.094 & 4.994 & 29.283 & 34.294 \\
\hline Businestes reporting profit (Mo.) & 475 & & & & \\
\hline Average salus \$ & 295.156 & 51.063 & 127.826 & 210.3:2 & 520.921 \\
\hline Average exaense \$ & 224.439 & 49.525 & 11?.339 & 164.993 & 565.300 \\
\hline Aversge net orofits & 30.717 & 11.538 & 10.387 & 45.819 & 55. 024 \\
\hline Businesses peporting loss (Mo.) & 156 & & & & \\
\hline Average sales & 298.758 & 56.475 & 122.988 & 228.512 & \%18.989 \\
\hline Average expense \({ }^{\text {s }}\) & 274.203 & 75.284 & 129.784 & 250.847 & \$40.898 \\
\hline Average net loss\$ & -17.447 & -18.809 & -8.816 & -22.235 & -2:. 329 \\
\hline
\end{tabular}

1985


1987

(9) these estimetes br based on sangl of businesses reporting sel between \(\$ 25,000\) and \(\$ 2.000 .000\)

Sen pable 1 for symbols and notes

TABLE 1. Selected oparating ratios, in percent of sales. 1987
Canada. Entertainment Production Companies and Artists (SIC 9531)


\section*{Symed:}
```

zero or no observasions

- to0 sm3il t00 je exprassed
nor applicsol.
x confidentisl

```

\section*{foornotes}

Ill These stimetes are besed on sampl of businesses reporting seles between \(\$ 25.000\) and \(\$ 2.000 .000\)

```

    This gortion of the table pertains only to the businesses peporting the specific uxoense item. therefore thest petigs me calcultito
    individully end the cold
    ```

\section*{Notes}
ata or: shown by quartiles when st last 13 of the sampleo businesses report the specific itum.
Recards wit ponked in sscending order sccording to seles size. Esch quertile fi. botton 251. lower midde 25\%. Etc. pepresmes one quarter of the totsil number of Dusinesses. Hithin esch quertile. the average ratio is presented. For compapison ourposes, the high and low values of sales fre shown.

How to use the tebist
II Locate the goproprist stims pange thet is displayed on the two lines entiplod "Low sales value" and "High sal ves value"
(2) The selected pange will indicse the proper quartile. i. the bottom 25\%. the lower nidele 25\%, the upper midde 25\% op the top 25 x .
(3) Deta perttining to the selucted sales size range will be in the guartile.

\section*{Standera Induserial CIBesifleation Definition (SIC 1980):}

S1C gis 31 . Enterteinment Production Comanine and Mrtists



 thestre companies. thetri oroduction agencies. thestrical pomotion agencies and own-account vocalists are incluced in this incustry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Canmed. Entertainment production Compenies and Artists (Sic 9631)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -0:a11' & \[
30:: 0 m
\] &  &  &  \\
\hline Businesses : 3 zame: ino. -5w sales value 300 'sis Hign sales vaiue SOCO'si & \[
93
\] & 3 & 7 & \(\therefore: \bigcirc\) & : : \\
\hline & \multicolumn{5}{|c|}{Average (5000's)} \\
\hline \multicolumn{6}{|l|}{dssets} \\
\hline Cash & & - & - & - & \\
\hline accounts and notes receivable & 7 & 3 & 2 & § & 7 \\
\hline inventory & - & - & - &  & \(\therefore\) \\
\hline grimer curront assuts & 62 & 17 & - 7 & E0 & 50 \\
\hline Total current assets & 69 & 20 & 20 & 35 & \% \\
\hline Fixed assets & 31 & 4 & 30 & 32 & E9 \\
\hline Less: accum. dep. on fixed lesets Other assets & 20 & - & - & 67 & 29 \\
\hline Total aseets & 120 & 25 & 53 & 144 & 254 \\
\hline \multicolumn{6}{|l|}{Litalitios and equity} \\
\hline Current loens & 14 & 2 & 39 & 5 & 3 \\
\hline Other current lisoilities & 40 & 5 & 11. & 37 & 103 \\
\hline Total current lisbi!itics & 54 & 8 & 53 & 42 & 1 '. \\
\hline Mortgages osyable & - & - & - & - & - \\
\hline Lang torm anot & 12 & 4 & 7 & 12 & \(2 \%\) \\
\hline Other lisbilities & 12 & 4 & 7 & 12 & 2\% \\
\hline Tetal listilities & 85 & 12 & 61 & 54 & 135 \\
\hline Total equity & 54 & 13 & -8 & 90 & 119 \\
\hline
\end{tabular}

Set fable for symools and notes

TABLE 3. Financial ratios (1) for incorporated butinesses only. 1987
Canade. Entertainment Production Compenime and Artists (Sic 3831)
\begin{tabular}{llll}
\hline
\end{tabular}


Se fable 1 for symols and notes.

Definitions:
1. Liquidity retio:

Gurrent z euprent assers / cuprant iiabilitios.
2. Leverage retios:

Deb:/equity = sotel lisoilities / equity
bl Oebe ratio = lotal liabilitits/ qoial assets
c) Interest coverage net orafit interest expense/inetest expense

Canada. Entersainment production bompanits and Ar:ists (516 3551)

 only those butinesses rigoring stetement of changes
seo isbly 1 for symbols and notes.

TABLE 5. Employment enanges by size of butiness. 1984-1987 bused on SIC elusifification in i987
Cansade, Thestrical © Other Staged Entertelnment Services (Sic 983)
\begin{tabular}{lll}
\hline
\end{tabular}

Survey of Employment. Payroll and Hours. Statisics Cansa. Catalague 22-002. An overage tabour unit could be interpreted as a

500 omoloyess in Canada as a whole but less than that number in any given province it ishown in the 500 and over groue
(2) Refers to businesses coorting no payroll dnductions in the previous yesr
(31) Refers to businesses repopting no payroll deductions in the following year
"Newly reporting" and "no longer regorting" businesses are assumed to nave oeen in activity for six nonths and the information is oójusied accordingly
see iable i for symols and notes

TABLE 6. Selected oderating characteristics of small businesses by sales quartile. \(1985-1987\) Canadm. Encerseinment Produceion Companies and Artises (Sic 983i)


1985
\begin{tabular}{|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of doservations in samol. dverage sales \\
Average exomse \(\$\) \\
Average net profit (loss) \(\$\)
\end{tabular} & \[
\begin{array}{r}
157 \\
36 . E 16 \\
77.595 \\
18.921
\end{array}
\] & \(\begin{array}{r}7.590 \\ 2 . \\ \hline .892\end{array}\) & \[
\begin{array}{r}
39.91: \\
31.350 \\
7.945
\end{array}
\] & \[
\begin{aligned}
& 39.319 \\
& =5.99 \\
& 16.672
\end{aligned}
\] \\
\hline Businestes ceporting a profit (Mo.) & 141 & & & \\
\hline Average siles \(\$\) & 92,510 & 29.500 & 40.756 & 85.716 \\
\hline Average expense 5 & 81.289 & 21.849 & 24.i43 & 30.949 \\
\hline Average net orofit 5 & 31.341 & 7.751 & 16.513 & 34.757 \\
\hline Wusinesset reporting loss (MO.) & 18 & & & \\
\hline Average stles & 110.911 & 26.400 & 37.943 & 78.965 \\
\hline Average xponse \(\$\) & 132.403 & 35.528 & 47.124 & 96.595 \\
\hline Sverage net loss \$ & -21.492 & -9. 228 & -9.181 & -19.630 \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observations in sampla \\
Average sales \(\$\) \\
Average expense \(\$\) \\
Average net profit (loss) \$
\end{tabular} & \[
\begin{array}{r}
150 \\
110.508 \\
95.040 \\
15.458
\end{array}
\] & 27.757
18.235
9.522 & \[
\begin{array}{r}
37.415 \\
30.782 \\
8.853
\end{array}
\] & \[
\begin{aligned}
& \text { ق } 4.617 \\
& 49.247 \\
& 15.370
\end{aligned}
\] \\
\hline Buslnesses reporting profit (Ma.) & 131 & & & \\
\hline Average sales & 102.358 & 28.307 & 37.328 & 64.916 \\
\hline Average expense 5 & 77.373 & 14.825 & 27.243 & 47.964 \\
\hline Sverage net orofit \(\$\) & 24.985 & 13.482 & 10.083 & 18.952 \\
\hline Businesses peporting loss (Mo.) & 19 & & & \\
\hline Avorsgo selut & 153.752 & 25.277 & 37.892 & 59.074 \\
\hline Average expense \$ & 192.159 & 33.805 & 41.878 & 72.975 \\
\hline Avorage n¢t loss \(\$\) & -38.407 & -8,329 & -3.986 & -13.901 \\
\hline
\end{tabular}

(11) These estimates are based on a sample of businesses reporting sales beiween \(\$ 25.000\) and \(\mathbf{3 2 . 0 0 0 . 0 0 0 .}\)

See taole for symools and notes

TABLE 1．Seiceted operating ratios，in percent of sales．1987
Ganade．Sporis and Recreation Gluos and Services（SIC 955）
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{－0：31：} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
30+t o m \\
: 5 \%
\end{array}
\]} & \multicolumn{2}{|r|}{－100－－wer} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{ご} \\
\hline Zusinesses in samol No． ＿ow sales value 13000 s） figh sales valua \(\mathrm{gCOC}^{\circ} \mathrm{s}\) ． & \multicolumn{2}{|r|}{\[
\hat{O}
\]} & \multicolumn{2}{|r|}{\[
54
\]} & \multicolumn{2}{|r|}{引} & \multicolumn{3}{|c|}{\[
\begin{aligned}
& 1 \\
& 28 \\
& \hline
\end{aligned}
\]} & \multicolumn{2}{|c|}{ここ：} \\
\hline \multirow{3}{*}{Solected exoense item} & \multicolumn{5}{|c|}{industiy averagels！} & \multirow{3}{*}{\[
\begin{gathered}
\text { \% Jusi- } \\
\text { resses } \\
\text { reoorting }
\end{gathered}
\]} & \multicolumn{5}{|r|}{\multirow[t]{2}{*}{}} \\
\hline & －0：31 & \[
\begin{array}{r}
10770 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text {-owar } \\
\operatorname{miodi} \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Uooer } \\
& 1 i d d 1 \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& 50 \\
& 25 \%
\end{aligned}
\] & & & & & & \\
\hline & \multicolumn{5}{|c|}{Percent of sales} & & \multicolumn{5}{|c|}{sapeane of salas} \\
\hline Cost of sules & 11.1 & 5.0 & 6.8 & 15.8 & 18.8 & 45．9 & 23.6 & 34.5 & 17.6 & 24.4 & 23.8 \\
\hline Occupency expenses & 28．5 & & & & & 99.2 & 26.7 & 32.8 & & & \\
\hline Depreciation & ？． 6 & 10.0 & 7．3 & 5.8 & 5．3 & 83.8 & 9.9 & 12.7 & 10.2 & 7．\({ }^{\text {a }}\) & 3.9 \\
\hline Reosirs somantenance & 3.5 & 5． 5 & 6.1 & 7.8 & 5.9 & 79.8 & 8．？ & 9.0
7.3 & 3．\({ }^{1}\) & 8.9 & \％．\({ }^{\text {¢ }}\) \\
\hline Heet．I ight a telophone Rent & 4.7 & 5.2
9.5 & 5． 19.7 & 3.8
5.5 & 3.6 & 91.0
54.6 & 5.1
14.1 & 7.3
20.8 & \[
\begin{array}{r}
5.5 \\
19.5
\end{array}
\] & 4.9
9.3 & 7． 7 \\
\hline Persannel expensen & 25.3 & 22.9 & 23.8 & 28.1 & 26.4 & 88.9 & 28.5 & 30.0 & 29.1 & 28.1 & 27.2 \\
\hline Financisl expenste & 8.2 & 7.1 & 4.2 & & & & & & & 6.7 & \\
\hline Interest \(\frac{8}{\text { g bank gharges }}\) Professions & 4.3
1.8 & 4.6 & 2.7
1.5 & 4．8 2.0 & 5.2
1.4 & 73.9
83.5 & 5.9
2.2 & ？ 8
4.0 & 4.5
1.7 & \％． 2 & \％ \\
\hline Other expenses & 29.4 & 36.9 & 28.1 & 23.9 & 29.0 & 100.0 & 29.4 & 36.9 & 28.1 & 23.9 & 29.0 \\
\hline Proftt（loss） & 1.5 & －4． 1 & 6.9 & 1.9 & 1.4 & 98.1 & 1.6 & －4．1 & 7.3 & 1.9 & 1.4 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & － & \(\ldots\) & \(\ldots\) & \(\cdots\) \\
\hline
\end{tabular}

\section*{Symol：}
－zero or no obsurvations
－．too small too be expressed
not applicable
\(\times\) confidential

\section*{Footnotes}



This portion of the table pertains onty to the businesses reporting the specific expense item．Therefore these ratios art calculated individuady and the totel wilt not necesserily qqual 1002.

\section*{Notes}

Jata ert shown by quartites when at leest 13 of the sampled businasses report the specific item．
 on guarter of the totel number of businesses．Within esch quartile．the average petio is presthted．for conospison pupposits．the nigh and low values of sales art shom．

How to use the tebles

（21 The stlected renge will indicate the proper quartile．i．the botiom 25\％．the lower midd 25 ．the upper midel 25 ．or the 200 25\％．
（3）Data pertining to the selected salles size renge will be in that quertile．

Stenderd Industrial Elaseificetion osfinition（SIC 1980）：
SIC 9650 －Sporte not Racruttion Clubs and Servicet
Businesses primarily engaged in operating golf courses．cupling clubs．skiing facilizios．bost rentals．marinas and other sports and recration clubs and services．

TABLE 2．Balance sneet profil for incorporated businesses only， 1987
Gander，Sports and zecretion clubs and services（Sic 3a5）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －コ：a！1？ & \[
\begin{array}{r}
307=9 m \\
2 \equiv \%
\end{array}
\] & \[
-\cos 1^{-0 w e!}:=5 \%
\] & \[
\begin{array}{r}
\text { jscg: } \\
\pi \cdot z 0: z \text { : }
\end{array}
\] & \％ \\
\hline Jusinesses n samai iNo． －Ow sais value \(\$ 000^{\circ} \mathrm{si}\) 4ign sales value \(5000^{\circ}\) s） & \[
\begin{aligned}
& =91 \\
& i 1 \\
& i 1
\end{aligned}
\] & 39 & 詅 & E & こミ \\
\hline & & & verage：\(\$ 000\) & & \\
\hline \multicolumn{6}{|l|}{Asset：} \\
\hline こash & － & － & － & & \\
\hline Accounts and notes receivaol & 8 & 1 & ！ & 3 & 23 \\
\hline lnventory & － & 1 & 9 & － & － \\
\hline Other zurcant assets & 54
82 & 11
12 & 25 & 38 & \(\begin{array}{r}1.0 \\ -85 \\ \hline 85\end{array}\) \\
\hline Fixed assets & 227 & 47 & 77 & 244 & \(\pm 36\) \\
\hline Less：Accum．ono．on fixed assets & － & － & － & － & － \\
\hline Other assets & 27 & 2 & 8 & 83 & 79 \\
\hline Total astets & 318 & 80 & 110 & 312 & 778 \\
\hline \multicolumn{6}{|l|}{Liatilities and equty} \\
\hline Curpent loans & 15 & 2 & 2 & 24 & 32 \\
\hline Qther curcent liabilities & 88 & 7 & 32 & 61 & 170 \\
\hline Total surrent liabilities & 83 & 9 & 34 & & \\
\hline Mortgages oayable & － & － & － & － & － \\
\hline Long term deet & 13 & \(\frac{2}{5}\) & 6 & 8 & 28 \\
\hline Other isoilities & 136 & 45 & 46 & 162 & 289 \\
\hline Total liabilities & 232 & 57 & 87 & 255 & 526 \\
\hline Total equity & 84 & 3 & 23 & 57 & 250 \\
\hline
\end{tabular}

See iable for symols and notes．

TABLE 3．Financial ratios（1）for incorporeted businesses only． 1987
Canade．Sports and Recreation Clubs and Sarvices（SIC 985）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Tot 121 & \[
\begin{aligned}
& \text { Bot tom } \\
& 25 \%
\end{aligned}
\] & \begin{tabular}{l}
Lower \\
midde \(25 \%\)
\end{tabular} & Upoer midde 25\％ & －80 \\
\hline Businesses in sample（Mo．） Low sales volue（ \(\$ 000\)＇s） High sales value（ \(\$ 000^{\circ}\) s） & \[
\begin{aligned}
& 291 \\
& (1) \\
& (1)
\end{aligned}
\] & \[
\begin{array}{r}
(1) \\
59
\end{array}
\] & \[
\begin{array}{r}
59 \\
152
\end{array}
\] & \[
\begin{array}{r}
152 \\
358
\end{array}
\] & \(\begin{array}{r}358 \\ \text {（1）} \\ \hline\end{array}\) \\
\hline & \multicolumn{5}{|c|}{Averoge} \\
\hline Liquidity ratio Current retio（times） & 0.7 & 1.2 & 0.8 & 0.5 & 0.8 \\
\hline Leversege ratios Dobt／equity ratio（times） Internst coverage ratio（times） Dobt patio（times） & \[
\begin{aligned}
& 2.8 \\
& 1.7 \\
& 0.7
\end{aligned}
\] & \[
\begin{array}{r}
17.1 \\
1.4 \\
0.9
\end{array}
\] & \[
\begin{aligned}
& 3.7 \\
& 1.3 \\
& 0.8
\end{aligned}
\] & \[
\begin{aligned}
& 4.5 \\
& 0.8 \\
& 0.8
\end{aligned}
\] & 2.1
2.2
0.7 \\
\hline
\end{tabular}
（1）The ratios represent the aversge of ratios for ech Dusiness in the group and cannot betculated from the figur ts shown in table 2 ．

See taple 1 for symbols and notes．

\section*{oefinitions：}

1．biquidisy retio：
Current＝currens assets／current liabilities

2．Leverage ratios：
a）Desp／equity＝coial liabilities／squity．
ol Debi patio：cotal habilities／cotal assets
s）Interest coverage \(=\) net profit ．interest expense／interest expense

TABLE 4. Starement of emanges in financial position for ineorporated businasses only. igg7
Ganade. zports and iecreation 31 ubs and Services (SiC 36s)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -0:a1!1: & \[
\begin{array}{r}
\text { Set:om } \\
25:
\end{array}
\] & \[
\pi:=21 /-\mathrm{zwe}
\] &  &  \\
\hline \begin{tabular}{l}
Jusinesses in samol (No. -cw saies value \(\$ 5000 \mathrm{~s} 1\) \\
tign salis value \(3000^{\prime}\) s)
\end{tabular} & \[
154
\] & \[
\{1\}
\] & \[
\text { ! } 82
\] & \[
\begin{array}{r}
32 \\
-25
\end{array}
\] & \(\because\) \\
\hline & & & dverage 13000 & & \\
\hline Soerating activitios Gasn from operations Seprectation Other & 3
-2
-7 & \[
-\frac{3}{5}
\] & \[
\begin{array}{r}
3 \\
2
\end{array}
\] & \[
\begin{array}{r}
23 \\
-25
\end{array}
\] & 43
-9 \\
\hline Qividende & -4 & - & -1 & -2 & -13 \\
\hline \begin{tabular}{l}
Investment activities \\
Disposal of lixed assers \\
Purchase of fixed assets \\
incresest in investment \\
Oecresse in investment
\end{tabular} & \[
\begin{array}{r}
20 \\
-35 \\
-6 \\
3
\end{array}
\] & \[
\begin{array}{r}
21 \\
-23 \\
\hline
\end{array}
\] & - 1 & \[
\begin{array}{r}
31 \\
-31 \\
-21 \\
-\quad 31
\end{array}
\] & \[
\begin{array}{r}
29 \\
-75 \\
-5 \\
-51
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing activities \\
lnerease in long torm doot \\
Repayment of long torm sebt \\
Loans from ghareholders \\
Reoayment of loans fiom sharenoldars \\
Advances foans trom government \\
Increase in equity \\
Oecreast in equity \\
Otner
\end{tabular} & \[
\begin{array}{r}
36 \\
-26 \\
10 \\
-12 \\
4 \\
1 \\
-1 \\
-1
\end{array}
\] & \(\begin{array}{r}15 \\ -5 \\ 5 \\ -13 \\ \hline\end{array}\) & 9
-9
-19 & \[
\begin{array}{r}
39 \\
-20 \\
8 \\
-4 \\
14 \\
1 \\
-1
\end{array}
\] & \[
\begin{array}{r}
89 \\
-72 \\
23 \\
-20 \\
1 \\
2 \\
-3 \\
-1
\end{array}
\] \\
\hline Increase(decrease) in eash \& equivalents Cash equivelents-Beginning of the year Cash \& equivalonts - End of the year & 10
3
13 & 1
7 & 5 & 12
-8
8 & 25
10
34 \\
\hline
\end{tabular}
 only those busingeses reporting sitement of chenges.
Se itelo I for symbols and noter.

TABLE 5. Employment changes by ife of business. 1984-1987 besed on SlC classificatton in 1987
Canedz. Sports end Recreetion Clubs and Services (S|C 955)
\begin{tabular}{lll}
\hline
\end{tabular}

\footnotetext{

Supvey of Employment, Aayroll and Hours. Siatistics Canada. Catalogue 12-002. An average labour uni: couic de interorted as a
 500 employess in Canade as whole Dut tess than thet number in any given province it shown in itge 500 and over group.
121 Refers to businesses reocrling no payroll deductions in ine previous year.
(3) Refers 10 businesses reporting no payroll deductions in the tollowing year
"Newly reporting" and "no longer reporting" businesses are assumed so hove been in acsiviey for six months and the informotion is adjusied accordingiy
see table 1 for symbols and notes
}

TABLE 6. Selected operating enaraeteristies of smail bustnesses oy sales quartile, \(1985-1987\)
Canada. Sporis and Recreation Clubs and Sarvices iSIC 985)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -2¢31: & 30: \(=0 \times \%\) &  & Tige: & - \\
\hline & & & 1985 & & \\
\hline Number of observetions in sample & 277 & & & & \\
\hline uverage sales & 249.273 & 36.305 & 33.377 & -25. 9.96 & 973.15\% \\
\hline  & 230.568 & 33.375 & 77.212 & 159. 253 & -46. 133 \\
\hline Average net profit (loss) \$ & 19.195 & 3.430 & 6.455 & 37.843 & 29.239 \\
\hline Businestes reoorting a grofit (Mo.) & 203 & & & & \\
\hline Avorage salos \$ & 250.249 & 37.051 & 86.194 & 201.725 & 715.046 \\
\hline Average expense 5 & 218.549 & 30.028 & 71.345 & 130.769 & 642.071 \\
\hline Aversege net profit \$ & 41.700 & 7.023 & 14.848 & 70.358 & 73.973 \\
\hline Susinesses reporting loss (Wo.) & 74 & & & & \\
\hline Average sales 8 g & 228.793 & 35.378 & 78.487 & 216.390 & 384.320 \\
\hline Average exoense \$ & 271.703 & 52.842 & 89.306 & 295.285 & 649.378 \\
\hline Average net loss \(\$\) & -42.910 & -17.486 & -10.819 & -78. 295 & - 55.058 \\
\hline
\end{tabular}

198
\begin{tabular}{|c|c|c|c|c|c|}
\hline Mumber of observetions in smaple & 297 & & & & \\
\hline Average sales \(\$\) & 295.309 & 47. 425 & 138.257 & 254.036 & 741.517 \\
\hline Average expense \(\$\) & 284.588 & 50.341 & 148.885 & 235.299 & 703.837 \\
\hline Average net profit (loss) \$ & 10.721 & -2.915 & -10.829 & 18.767 & 37.880 \\
\hline Susinesses reporting a orofit (Mo.) & 218 & & & & \\
\hline Aversoe sales \$ & 302.814 & 50.203 & 127.155 & 255,767 & 778.131 \\
\hline Average exoense 5 & 289.052 & 38.480 & 110.903 & 231.999 & 694.848 \\
\hline Aversge net profit 5 & 33.782 & 11.743 & 16.252 & 23,758 & 83.285 \\
\hline Susinestes reporiting lozs (Mo.) & 11 & & & & \\
\hline Average sales \(\$\) & 273.427 & 46.057 & 145.445 & 242.743 & 859.460 \\
\hline average expense & 302.807 & 56.201 & 173.683 & 256.757 & 723.985 \\
\hline Aversge net loss & -29.180 & -10.144 & -28.037 & -14.014 & -64. 525 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observations in sample \\
average sties \(\$\) \\
Average exoense \(\$\) \\
Average net grofit (loss) \(\$\)
\end{tabular} & 178
222,150
219.158
4.998 & \[
\begin{array}{r}
39.227 \\
39.858 \\
.429
\end{array}
\] & \[
\begin{array}{r}
78.898 \\
72.560 \\
1.336
\end{array}
\] & \[
\begin{array}{r}
182.181 \\
182.051 \\
2.130
\end{array}
\] & \[
\begin{array}{r}
588.295 \\
574.340 \\
13.955
\end{array}
\] \\
\hline Susinesses reporting orofit (Mo.) & 321 & & & & \\
\hline Average stes & 230.346 & 39. 150 & 74.282 & 180.543 & 627,409 \\
\hline Average expense 5 & 203.928 & 29.577 & 62.983 & 160.470 & 581.872 \\
\hline Average net profits & 26.620 & 9.573 & 11.299 & 20.073 & 65.335 \\
\hline Susinesses reporting less (No.) & 155 & & & & \\
\hline Averige seles \({ }^{\text {a }}\) & 205.719 & 39.308 & 84.512 & 191.708 & 507.348 \\
\hline Average expense \(\$\) & 244.361 & 50.135 & 100.465 & 225.700 & 600.142 \\
\hline Average net loss \$ & \(-38.642\) & -10.827 & -15.953 & -34.992 & -32,793 \\
\hline
\end{tabular}
\((1)\) ihese estimates are based on sample of businesses roporiing sales detwen \(\$ 25.000\) and \(\$ 2.000 .000\).
Ste table 1 for symools and notes

TABLE 1. Selected operating patios, in percent of sales, 1987
Canada. Barper Shops (SiC 37i1)
\begin{tabular}{llllllllll}
\hline
\end{tabular}

\section*{Symbol}
- zero or mo observetions
- 100 small too be expressed
not applicsol
\(\times\) confidentis

\section*{foosnotes}

111 ihese setimetes are bueed on sample of busineszes poorting seles between 525,000 and \(\$ 2,000,000\).
2) Value in tech cell: lotel weighted copendisur on siven item

 individusliy and ehe total will not necassarily equel \(100 z\).

\section*{Motes}

Oeta ofe ghown oy queptiles when at lest 13 of the sangled businesses report the specilic item.
 one guspier of the lotsl number of businesses. Within ench gutrtile, the average ratio is presentec. For comotison ourgoses. the nigh and low values of salses sto shown

\section*{How to use the tetes}

 200 25\%
131 Otta ofteining to the sitected seltes size pange will be in that gutrila

Stenderd fnduetrisi Clnesiflestien Definition 1515 1980):
SIC 9711 - Berber shoes
Businesses primafily engaged in providing men's Dapoping and hair stying services such as berber shops and nen's hair styi ist shoos

TABLE 2. Balance sneet orofil for incorporated businesses only. 1987
canada. Baroer 3nops (S1E 3711)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & \({ }^{-2} \mathbf{a}\) & \[
\begin{array}{r}
30:=0 \mathrm{~m} \\
=5 .
\end{array}
\] & \[
T:=0 \text { _iver }
\] & T-36 \# - = & \[
=2
\] \\
\hline Zusi esses in sampl No. .ow sales varue. 5000 sl High saids value 3000 's & \[
21
\] & -- & -- & -- & -. \\
\hline & & & Average : \$000 & & \\
\hline Assets & & & & & \\
\hline Jasn & - & - & *- & -- & -- \\
\hline & & \(\cdots\) & - & - & -- \\
\hline Inventory & - & -- & -* & -- & - \\
\hline Other suppent assets & 10 & -- & - & -- & -- \\
\hline \begin{tabular}{l}
fotal Eurfent assets \\
fixed assets
\end{tabular} & 18 & -- & -- & -- & -- \\
\hline tess: Accum. deo. on fixed assets & - & -- & -- & -- & -- \\
\hline Other assets & 28 & -- & -- & -- & -- \\
\hline Total sesets & 54 & - & - & - & -* \\
\hline Lisbilities and equity & & & & & \\
\hline Current ioans & 5 & - & -- & - & -- \\
\hline Other current liadilities & 18 & -- & -- & - & -- \\
\hline Mortgages payabl* & - & -- & -- & -- & -- \\
\hline Long term oebt & 2 & - & - & -* & -- \\
\hline Other lisbilities & 9 & - & -- & - & -- \\
\hline Total lintilities & 28 & - & - & - & - \\
\hline Total equity & 28 & -* & -- & - & -- \\
\hline
\end{tabular}

See itale : for symols ano notes.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Canade. Barber Shops (S1c 9711)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { 8atrom } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Lomer } \\
& \text { midd } 25 \%
\end{aligned}
\] & Upoer middle 25\% & 100
\(25 \%\) \\
\hline Businesses in samol (No.) Low sales vilue ( \(\$ 000\) 's) Hign seles vilue (5000's) & \[
\begin{array}{r}
31 \\
(1) \\
(1)
\end{array}
\] & & -- & & -- \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity retio Cuptent retio (times) & 0.8 & -- & -- & \(\cdots\) & - \\
\hline \begin{tabular}{l}
Leverage patios \\
Debtiequity ratio (times) \\
interest coverage ratio (timen) \\
Oobt ratio (times)
\end{tabular} & \[
\begin{aligned}
& 0.9 \\
& 4.0 \\
& 0.5
\end{aligned}
\] & -- & -- & -- & -- \\
\hline
\end{tabular}

\footnotetext{

121 These estimetes or beted on sanglo of pusinesses peoorting setos between 525.000 and \(\$ 2.000 .000\).
See Tible ? for synools end nates.
}

\section*{Definitions:}
1. Lionidity ratio:

Cuprent = curfent assets / cupent !abilifos.
2. loverme retion:
al Opot/equity = zotal liabilities / equity
bl Oeot catio = total liaoilitits/ total assets
c) Interest coverage 2 net profit - interest expense \(/\) interest expense.

TABLE 4. Statement of enanges in financial position for incerperated businesses only. ig87
Canada, àmber ahops isit 9711)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -20al:! & \[
\begin{array}{r}
\text { Yor } 59 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
-コ=\text { - -wer }
\] &  &  \\
\hline Jusinesses : n sampl Mo.: -.Ow sales value 8002 : tigh sales value : \(\$ 000^{\circ}\) s! & \[
\begin{aligned}
& \text { i. } \\
& i \text { i }
\end{aligned}
\] & -- & - - & -- & -- \\
\hline & & & Sversge (5000's & & \\
\hline Ooerating activitios Cusn irom ooerstions Ueprec:apion Deher & 3
4
-1 & -- & -- & -- & -- \\
\hline Oividends & - & - \(=\) & -- & - & -- \\
\hline \begin{tabular}{l}
Investment activities \\
Disposel of fixed assets \\
Purchase of fixed assets \\
Incresse in investment \\
Decrese in investment
\end{tabular} & -1 & -- & -- & \(-\infty\)


\(-\infty\) & -- \\
\hline \begin{tabular}{l}
Finencing sctivitiot \\
Increase in long term debt \\
Reonyment of long eerm debt \\
Leans 'rom shareholders \\
Recerment of loans fiom sharenolders \\
Advences of loans from government \\
increase in teuity \\
Decreese in mavity \\
Other
\end{tabular} & -5
-1 & \begin{tabular}{l}
-0 \\
\(\therefore-\) \\
\hline- \\
\hline-
\end{tabular} & - & -
-
\(-\infty\)
\(-\infty\)
\(-\infty\)
\(-\infty\) &  \\
\hline Inereses (docrease) in cath sequivalents Cash squivalents-geginning of the year Csh sequivients - End of the yeer & \[
\begin{array}{r}
1 \\
-10 \\
-8
\end{array}
\] & -- & -0 & -- & - \\
\hline
\end{tabular}
 onir those businesses reportinp stettmeme of cnenges.
See Trbie 1 for symbols and notes.

TABLE 5. Employment cnanges by sixe of business. 1984-1987 based on SIC clasaification in i987
Canada, Barber and semuty Shop: (SIC 971)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{Business size expressed in average labour units(1)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{\[
\begin{aligned}
& \text { Total payroil } \\
&(\$ 000 \text { s) }
\end{aligned}
\]} & \multirow[b]{2}{*}{Average Iabour units(1)} & \multicolumn{2}{|l|}{Changes in number of businesses with paid molores:} \\
\hline & & & & \begin{tabular}{l}
Newly \\
reoorting(2)
\end{tabular} & No tonger reoorting(3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 13,237 & 452.856 & 41.869 & 2.099 & 1.539 \\
\hline \[
\begin{aligned}
& \text { 1ess than } 20 \\
& 20 \text { - } 99 \\
& 100 \text {. } 499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
12.999 \\
222 \\
14 \\
2
\end{array}
\] & \[
\begin{array}{r}
381.739 \\
70.07 ? \\
x \\
x
\end{array}
\] & \[
\begin{array}{r}
33.295 \\
6.468 \\
1.214 \\
592
\end{array}
\] & \[
\begin{array}{r}
2.078 \\
21 \\
2 \\
\hline
\end{array}
\] & \[
\begin{array}{r}
1.309 \\
1 ? \\
5 \\
7
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 14.866 & 532.370 & 48.910 & 2.419 & \\
\hline \[
\begin{aligned}
& \text { 1es: then } 20 \\
& 20^{-} 99 \\
& 100=499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
14.591 \\
238 \\
25 \\
12
\end{array}
\] & \[
\begin{array}{r}
455.542 \\
84.268 \\
23.047 \\
29.413
\end{array}
\] & \[
\begin{array}{r}
37.640 \\
5.933 \\
1.965 \\
2.372
\end{array}
\] & \[
\begin{array}{r}
2.397 \\
21 \\
!
\end{array}
\] & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}

\footnotetext{
 surver of Employment. Payroli and Mours. Statistics Cansos. Cetelogue th-002. An sver age labour unit could on interpreted as a fuli-i me employee. Mote that the business size groups ustd are ofermineo at the canoda lovel. Thus if a business has ot inast 500 moloyees in Canada as a whol but less than that numoer in any given orovince it is shown in the goo sind over group.
121 Refers to Dusingsses reporting mo payroll deductions in the provious year.
13) Refers to businessas reporting no peyroll deductions in the following yeer

Mewly peoorting" and mo longer peporting" businmses are assumm to have been in activity for six months and the informelion is adusied accopdingly.

See Tabl 1 for symools and notes
}

TABLE 6. Selected operating charmeteristics of smell businesses by sales quirtile. \(1985-1987\) Gantam. ampoer shops (SIE 9711)



1585
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of obeervetions in sample \\
Average sales \(\$\) \\
Average expense \(\$\) \\
Aversge not profit (loss) s
\end{tabular} & \[
\begin{array}{r}
235 \\
70.465 \\
53.189 \\
17.276
\end{array}
\] & \[
\begin{aligned}
& 27.599 \\
& 13.82 \\
& 13.895
\end{aligned}
\] & \[
\begin{aligned}
& 38.847 \\
& 24.227 \\
& 14.820
\end{aligned}
\] & \[
\begin{aligned}
& 51.063 \\
& 38.259 \\
& 23.404
\end{aligned}
\] & \[
\begin{array}{r}
153.829 \\
138.444 \\
17.385
\end{array}
\] \\
\hline Susinesses paporting apofit (Mo.) & 225 & & & & \\
\hline Avarage sales 5 & 89.232 & 27.598 & 38.842 & 81.975 & 148.414 \\
\hline Average expense \$ & 49.679 & 11.935 & 24.155 & 37.801 & 124.824 \\
\hline Average net protit \$ & 19,553 & 15,783 & 14.887 & 24.174 & 23.590 \\
\hline Susinesses reporting loss (Mo.) & & & & & \\
\hline Average sties 5 & 74.914 & 26.195 & 40.433 & 50.395 & 182.534 \\
\hline Average exomest & 81.852 & 27.815 & 48.586 & 54.718 & 198.258 \\
\hline Average net loss \({ }^{\text {a }}\) & -8.938 & -1.820 & -6.153 & -4.353 & -15.626 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observetions in semple & 144 & & & & \\
\hline Autage sales \(\$\) & 86.209 & 30.417 & 40.225 & 50.558 & 133.524 \\
\hline Average expense 5 & 46.718 & 9.987 & 23.013 & 38. 159 & 115.703 \\
\hline Average net profit (lose) \$ & 19.491 & 20.430 & 17,212 & 22.399 & 17.921 \\
\hline Businesses reporting profit (Mo.) & 130 & & & & \\
\hline Average saleas & 54.294 & 30.417 & 40.215 & 69,698 & 124.864 \\
\hline Average expenaes & 43.108 & 9.98? & 22.884 & 36. 595 & 102.957 \\
\hline Averege net orefits & 21.188 & 20.430 & 17.332 & 25.103 & 21.887 \\
\hline Businesses peporting less (Mo.) & 16 & & & & \\
\hline Averagn sales & 92.898 & - & 41.801 & 49.792 & 187.102 \\
\hline Averse expense \(\$\) & 98,701 & - & 43.575 & 53.189 & 193.340 \\
\hline Averege net loss \$ & -3.803 & & -1.774 & -3.397 & -5.238 \\
\hline
\end{tabular}

\footnotetext{
(1) These estinetes are besed on samplof ousinesses reporting soles between \(\$ 25.000\) and \(\$ 2.000 .000\)
}

Sen iol 1 for symbols and notes

TABLE 1. Selected oderating ratios, in percent of sales. 1987
Canede, Beauty shops (SiC 9712)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{-0:31: \(1:\)} & \multicolumn{2}{|r|}{30: 0 : \({ }^{\text {am }}\)} & \multicolumn{2}{|r|}{71.cole - - =} & \multicolumn{3}{|c|}{-ıcal \({ }^{\text {¢ \% \% }}\)} & \multicolumn{2}{|c|}{:} \\
\hline 3.jsinceses in samole No. -5m saies value \(3000^{\circ} \mathrm{si}\) 4igh saies value \(3000^{\circ}\) s) & & \[
797
\] & & 37 & & ? & & & & & \\
\hline \multirow{3}{*}{Sulstec exomsa tom} & \multicolumn{5}{|c|}{inoustry averagel2)} & \multirow{3}{*}{\[
\begin{gathered}
\text { Y Jusi- } \\
\text { hesses } \\
\text { foporting }
\end{gathered}
\]} & \multicolumn{5}{|c|}{} \\
\hline & -otel & \[
\begin{array}{r}
30 t \div 0 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { owei } \\
\text { midd } \\
25 \%
\end{array}
\] & joper ical 25\% & \[
250
\] & & Opal & \[
\begin{array}{r}
30 \tau=0 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& - \text { 2wer } \\
& \text { Tiod } \\
& 25 \%
\end{aligned}
\] & \[
\begin{array}{r}
-0001 \\
\text { miodi } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
50 \\
65 \%
\end{array}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of salss} & & \multicolumn{5}{|c|}{percent of sales} \\
\hline Qecupancy erpensas & 18.2 & 20.4 & 20.1 & 19.2 & 15.1 & 99.8 & 18.3 & 20.5 & 20.1 & 17.2 & 15.2 \\
\hline Oeoreciation & 2.9 & 2.7 & 3.0 & 3.3 & 3.0 & 84.8 & 3. 4 & 3. 5 & 3.3 & 3. & 3.1 \\
\hline Reouirs meintenence & 1. 8 & 1.1 & 2.3 & 1.5 & 1.3 & 72.6 & 2.1 & 2.1 & 2.9 & 1.9 & 1.7 \\
\hline Yeat, light 8 teleonone & 3.5 & 4.3 & 3.9 & 3.0 & 2.7 & 92.7 & 3.7 & 4.8 & 4.3 & 3.2 & 2.3 \\
\hline Rent & 10.3 & 12.3 & 10.9 & 9.8 & 8.2 & 80.6 & 12.8 & 15.1 & 14.1 & 12.0 & 10.1 \\
\hline Personnel expenses & 32.3 & 16.9 & 24.4 & 39.5 & 48.2 & 89.8 & 38.0 & 21.8 & 28.3 & 40.7 & 49.2 \\
\hline Financial expenses & 2.5 & 2.0 & 2. 8 & 2.9 & 2.5 & 91.0 & 2.7 & 2.4 & 3.0 & 2.3 & 2.6 \\
\hline Interest a oank charges & 1.8
0.9 & 1.5
0.6 & 1.8
1.0 & 1.9 & 1. 5 & 67.7
72.2 & 2. 3 & 2. 1.0 & 2.8
\(i .4\) & 2.0 & 2.9 \\
\hline Other expenses & 27.1 & 27.1 & 28.4 & 25.8 & 28.1 & 100.0 & 27.1 & 29.8 & 23.4 & 25.9 & 26.1 \\
\hline Profis (loss) & 19.9 & 32.1 & 24.4 & 14.6 & 8.1 & 98.7 & 20.2 & 33.0 & 24.4 & 15.2 & d. 1 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & \(\ldots\) & ... & \(\ldots\) & & . \(\cdot\) \\
\hline
\end{tabular}
```

Symbals
zero or no observations
-- 200 smil too on exprested
not applicabl
$\times$ confiamenial

```

\section*{footnotes}

111 These estimetes er beted on semple of businesses reperting sales. betwetn 325,000 sad \(\$ 2,000,000\).

(3) Value in esch cell \(=\frac{\text { Totel wighted expenditure on given ifem }}{\text { Fotsl wighted sulas of businesset reporting this item of expenditure }}\) for fech gustile.

This portion of the tably pertmins only to tho ousintests pooorting the specific expmse item. phernfort thest ratios art calculatad individully and the coesil will not necesserily equel 100 z .

\section*{mores}

Date spe shown by quertiles when at lest 13 of she sampled butinesses report the spocific itom
 one quersep of the cotel numot of businesses. Wishin esh quartile. the tuertge ratio is presented. for camperison ourposes. the high ond 1 ow values of sales art shown.

How to use the tablet
(1) Locat the aporopribe seley pange thet is displeyed on the two bines entisled low sales value" and wigh sel us yelue"
 \(10025 z\)
131. Dise partioning so the selected sales sizt range will be in the: guertile.

\section*{Stenderd Industrist Classification offinition (5IC 1180):}

\section*{Sic 9712 - Beeuty Shops}
 women's anly manicuring and women's hair stylist shops

TABLE 2. Balance sheet oroffle for incorporated businesses only. 1987
Eaneds. Benuty Shops (SIC 9792)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -oral: & \[
\begin{array}{r}
30:-0 \pi \\
i=2:
\end{array}
\] & \[
\pi, 00!=2 \overline{\text { en }}=
\] &  & \% \\
\hline Businusses a somole No. -ow salas value 5000 : 1 High sales value \(\$ 000^{\prime}\) 's) & \[
332
\] & 19 & \[
29
\] & - & \(\because 00\) \\
\hline & & & Pverage 5000 & & \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casn & - & & - & - & - \\
\hline Accounts and notes ceceivabit & 1 & - & 1 & 1 & 2 \\
\hline tnventory & - & - & - & - & \\
\hline & 20 & 5 & :3 & 14 & 15 \\
\hline Total curiont assets & 20 & 6 & 14 & ! 5 & ? 7 \\
\hline  & 32 & 7 & 19 & 32 & ? \\
\hline Less: Accum. deo. on fixed assens Other assets & 13 & 4 & 8 & 8 & 33 \\
\hline Total assets & 65 & 11 & 38 & 55 & 150 \\
\hline \multicolumn{6}{|l|}{Lisbilizies and equity} \\
\hline Cupeont loans & 4 & 1 & 4 & 2 & 3 \\
\hline other current iiabilities & 21 & 9 & 15 & 17 & 44 \\
\hline Total current lisoilities & 25 & 10 & 19 & 19 & ¢3 \\
\hline Mortgages oayable & \(\overline{3}\) & - & ; & \% & \(\overline{7}\) \\
\hline bong term deot other lisoilities & 23 & 7 & 17 & 27 & 52 \\
\hline & & 19 & 38 & 48 & 119 \\
\hline Totel oguiey & 12 & 1 & - & 7 & 35 \\
\hline
\end{tabular}

Sec isole 1 for symols and notes.

TABLE 3. Financtal retios(1) for incorporated businesses only. 1987
Cansde. Bewuey Shops (SIC 9712)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & \[
\text { middie } 25 \%
\] & Upoer
\[
\text { midel } 25 \%
\] & 700
\(25 \%\) \\
\hline Bus inesses in samole (No.) Low sales value ( \(\$ 000^{\circ}\) s) High sales velue ( \(\$ 000^{\circ}\) s & 332
\((1)\)
111 & (1) 79 & 73
124 & 124
200 & 200
111 \\
\hline & & \multicolumn{4}{|c|}{Averege} \\
\hline Liquidity fatio Current imtio (times) & 0.8 & 0.5 & 0.7 & 0.8 & \$.3 \\
\hline \begin{tabular}{l}
Leverege ratios \\
Debtlequity ratio (times) \\
Interest coverage ratio (times) \\
Debt ratio (times)
\end{tabular} & 4.5
2.8
0.8 & \[
\begin{array}{r}
21.8 \\
2.8 \\
1.0
\end{array}
\] & 138.6
1.8
1.0 & 7.2
2.8
0.9 & 2.8
3.2
0.7 \\
\hline
\end{tabular}


Set isole 1 for symbols notes.

Definitions:
1. Liquidity fetio:

Gurcent = Eucrent assets / current |iabilities
2. beverage patios:
a) Dedt/equity \(=\) total liabilities / Rquity.
b) Debt ratio = cotal lisoilities / total ssets.
c) Interest coverage a net orofit * interest expense / interest expense

TABLE 4. Stztement of changes in financial position for incorporazed ousinesses only, ig87 Eanaca, Seauty jhops (Sic 37ic)
\begin{tabular}{llll}
\hline
\end{tabular}
 only those businesses reporting starement of changes.
Set Toble I for symbols and notes.

TABLE 5. Employment Changes by size of business. 1984-1987 based on SIC ciaselficetion in i987
Canede. sarber and Bemuey Shops (SIC 971)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Businuss size exoressed in average labour units(i)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{Total osyroll} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Changes in number of busincsses with paid moloyess} \\
\hline & & & & \[
\begin{array}{r}
\text { Newly } \\
\text { reoorting(2) }
\end{array}
\] & No langer repotting (2) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 13.237 & 452.858 & 41.889 & 2.099 & 1.539 \\
\hline \[
\begin{aligned}
& 1 \text { ess than } 20 \\
& 20^{\circ} 99 \\
& 100 \text {. } 499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
12.999 \\
222 \\
4 \\
2
\end{array}
\] & \[
\begin{array}{r}
381.739 \\
70.077 \\
x \\
x
\end{array}
\] & \[
\begin{array}{r}
33.295 \\
8.488 \\
1.214 \\
692
\end{array}
\] & \[
\begin{array}{r}
2.076 \\
21 \\
2
\end{array}
\] & \[
\begin{array}{r}
1.509 \\
17 \\
6 \\
7
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 14.856 & 592,370 & 4\%. 910 & 2.419 & - \\
\hline \[
\begin{aligned}
& 1 \text { ess than } 20 \\
& 20 \text { - } 99 \\
& 100 \text { - } 49 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
14.591 \\
238 \\
25 \\
12
\end{array}
\] & \[
\begin{array}{r}
455,64 ? \\
84,288 \\
23.047 \\
29.413
\end{array}
\] & \[
\begin{array}{r}
37.840 \\
5.933 \\
1.965 \\
2.372
\end{array}
\] & \[
\begin{array}{r}
2.397 \\
21 \\
1
\end{array}
\] & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}
[11 Average lobour units ape calculated by dividing total paypolt by the average annul wage and salary rate as recoried in the Supvey of Enployment, payrall and mours. Statistics Cansa. Cstalogue 72-002 An average labour unit could be interpreted as a full-time mplovee. Mote the the dusiness size groups used ar ofermined at the Canacolevel. Thus if a business has th least 500 enployees in Cansoe ss whole but less than thet number in any given province it is shown in the 500 and over group
(2) Reiers co ousinesses reporting no payroll onductions in the provious yes
(3) Refers to businesses reporting no payroll deductions in the following yesr
"Hewly reporting" and "no : onger reporting" businesses are assumed 10 have oeen in activiky for six monins and the information is adjusied accocdingly

Sen fable ifor symools and notes.

TABLE 6. Seluctec operating charmeteristics of smali businesses by salus quartile. 1985-9987 Caneaz, sezuty Shops (SIC 9712)


1985


1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of obsepvetions in sample \\
Average sales 5 \\
Average expense \(\$\) \\
average net opofip (loss) \$
\end{tabular} & 828
91.220
80.325
10.895 & \[
\begin{aligned}
& 31.432 \\
& 21.401 \\
& 10.031
\end{aligned}
\] & \[
\begin{aligned}
& 48.303 \\
& 35.990 \\
& 10.313
\end{aligned}
\] & \[
\begin{aligned}
& \$ 6.382 \\
& 11.469
\end{aligned}
\] & \[
\begin{array}{r}
209.294 \\
197.527 \\
19.767
\end{array}
\] \\
\hline Susinseses coporting profit (Mo.) & 757 & & & & \\
\hline Average sales \({ }^{\text {d }}\) & 90.537 & 31.878 & 46.487 & 77.418 & 206. 565 \\
\hline Average expenses & 78.988 & 20.827 & 34.208 & 83.298 & 189.541 \\
\hline Averige net profits & 13.589 & 10.851 & 12.279 & 14.120 & 17.024 \\
\hline Businesses reporting loss (Mo.) & 93.91 & & & & \\
\hline Average salis 3 & 93.875 & 27.694 & 44.983 & 80.359 & 222.283 \\
\hline Average expense \$ & 100.019 & 30.182 & 48.787 & 85.595 & 235.514 \\
\hline Average net loss \$ & -6. 142 & -2.488 & -3.784 & -5.038 & -13.25 \\
\hline
\end{tabular}

1987
Humber of observitions in sumple
Aversge stics \(\$\)
Aver ege txpense \(\$\)


111 inuse estimates af Desed on a sample of Dusinesses reporting sales detween \(\mathbf{\$ 2 5 . 0 0 0}\) and \(\mathbf{\$ 2 . 0 0 0 . 0 0 0 .}\)
See isole 1 for symools and notes

TABLE 1. Selected operating retios, in percent of sales. 1987
Canade, Combinstion Berber and 8esuty Shops (51C 9713)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{Potal(1)} & \multicolumn{2}{|r|}{50ttom \(25 \%\)} & \multicolumn{2}{|r|}{T.10019} & \multicolumn{3}{|c|}{Vecer
\[
\bmod \cos 25 \%
\]} & \multicolumn{2}{|c|}{「20} \\
\hline Businesses in smole (Mo. Low sales value ( \(\$ 000 \mathrm{~s}\) ) High sales value ( \(\$ 000^{\prime}\) s) & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 285 \\
& (1) \\
& (1)
\end{aligned}
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 1 \\
& 1 \\
& 4
\end{aligned}
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 41 \\
& 64
\end{aligned}
\]} & \multicolumn{3}{|c|}{\[
\begin{array}{r}
54 \\
121
\end{array}
\]} & \multicolumn{2}{|c|}{17} \\
\hline \multirow{3}{*}{Sulucted expense item} & \multicolumn{5}{|c|}{Industry average (2)} & \multirow{3}{*}{\[
\begin{aligned}
& \text { \% ousi- } \\
& \text { nesses } \\
& \text { reporting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{quoorting businesses only 31} \\
\hline & Total & So: 20 m 25\% & \[
\begin{array}{r}
\text { middi } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Jooer } \\
\text { middt } \\
25 x
\end{array}
\] & \[
\begin{aligned}
& 50 \\
& 25 \%
\end{aligned}
\] & & Totol & \[
\begin{array}{r}
30+10 \pi \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text {-swer } \\
\text { middi } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { yeper } \\
\text { miod } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& -50 \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of salcs} & & \multicolumn{5}{|c|}{Percenc of sales} \\
\hline Oecupency expensme & 20.8 & 24.0 & 25.2 & & 13.1 & 100.0 & 20.6 & 24.0 & 25.2 & 20.1 & 13.1 \\
\hline Deprecistion & 2.8 & 2.0 & 3.5 & 3.5 & 2.4 & 85.4 & 3.3 & 2.9 & 3.8 & 3.8 & 2.6 \\
\hline Reosi is s meintenance & 1.7 & \(1 . ?\) & 2.5 & 1.3 & 1.1 & 78.5 & 2.1 & 3.1 & 2.8 & 1.8 & 1.2 \\
\hline Hest. light a telsomone
Rent & 3.5
12.7 & 18.8 & 8.0
15.3 & 11.8 & 2.4 & 94.7
87.4 & 3.7 & \(\begin{array}{r}4.3 \\ \hline 9.5\end{array}\) & 18.0 & 13.9 & 2.4 \\
\hline Persannel expenses & 35.7 & 19.3 & 33.4 & 37.8 & 51.8 & 93.3 & 38.3 & 22.8 & 38.2 & 39.2 & 51.9 \\
\hline Finencial expenses & 2.3 & 1.4 & 3.0 & 2.5 & 2.2 & 93.9 & 2.6 & 1.5 & 3.1 & 2.8 & 2.2 \\
\hline Interest s bank charges & 1.4 & 0.4 & 2.0
1.0 & 1.8 & 1.2 & 68.9
80.3 & 2.0
1.1 & 0.9 & 3.0 & 2.3 & 1.0 \\
\hline Other expenses & 25.7 & 21.4 & 28.9 & 20.5 & 26.4 & 100.0 & 25.7 & 24.4 & 28.1 & 20.9 & 26.4 \\
\hline Profte (lose) & 15.7 & 28.1 & 19.5 & 18.8 & 6.4 & 98.0 & 16.1 & 28.8 & 12.1 & 18. 8 & 6.8 \\
\hline Tota & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & - & - . & \(\cdots\) & -• & \(\ldots\) \\
\hline
\end{tabular}

\section*{Symbelt}

2 ero or no observations
- too smell too be expresed
not appliceble
\(\times\) confidentill

\section*{Pootnotes}
(1) These estimetes are besed on sample of businesses roporting seles between 125.000 and \(12.000,000\).
(21 Velue in eech cell \(=\frac{\text { lotal wighted mpenditure on given ittem }}{\text { fotal mighted seles of all busintses in the smole }}\) so0 for ench dustile.

This oortion of the soble pertins only to the businestes roorting the specific expense item. Therefore these retios se cteteted individublly and the cotel will not necesserily equel \(100 \%\).

\section*{Motes}

Dots or shown sy quartiles when at least i3 of the semploo businesses report the specific item.
 one querter of the sotal number of businesset. Within esch quertile, the gueregt retio is presented. For comparison purpeses. the migh and low vilues of shles ore shom.

How io use the teties

 top 258.
13) Otta pertaining to the selected solus size range will be in that quertile.

Stenderd Industrist EInesification Definision (5IC ine9):
SIC 8713 - Consinteion Bepber and Bewty Shoos
gusinesses orims ily angaged in providing men's berbering or hoir styling and women's hoirdiesting andfor betuty services on the seme aremises such as barder and beauty shop conoinations and unisex nail stylist shops

TABLE 2. Ballee sheet profile for fncorportted businesses only. 1987
Canmda. Combination earber and Boauty Shope (SIC 9713)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & 10:a1:11 & \[
\begin{array}{r}
30 t: 0 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\text { Movi }=5 \%
\] & \[
\begin{array}{r}
\text { uoper } \\
\text { miod: }
\end{array}
\] & \[
\begin{aligned}
& =0 \\
& 2: 8 .
\end{aligned}
\] \\
\hline  & 122
(1)
11 & \[
\begin{array}{r}
11) \\
60
\end{array}
\] & \(\begin{array}{r}60 \\ 133 \\ \hline\end{array}\) & 13
207 & 207 \\
\hline & \multicolumn{5}{|c|}{2verage ( 5000 's)} \\
\hline \multicolumn{6}{|l|}{} \\
\hline Casn & - & - & - & - & - \\
\hline Accounts and notea receivable & - & - & - & - & 1 \\
\hline Invontory & 25 & 5 & - & \(=\) & - \\
\hline Other cutrent assets & 25 & 5 & 13 & 48 & 25 \\
\hline Total curront ossets & 28 & 5 & 13 & 47 & 36 \\
\hline Less: Accum. deo. on fixed as & 32 & . & \% & 19 & 52 \\
\hline Other assets & 11 & - & 11 & 6 & 23 \\
\hline Totel usets & 18 & 20 & 81 & 72 & 111 \\
\hline \multicolumn{6}{|l|}{Listilities and equity} \\
\hline Current iomen & 3 & 9 & - & 2 & 8 \\
\hline Other curcent limbilities & 21 & 17 & 15 & 17 & 36 \\
\hline Total current liabilities & 24 & 17 & 15 & 19 & 4.3 \\
\hline Mortgages peyeble & - & - & - & - & - \\
\hline Long torm debt & 3 & 2 & 32 & 2 & 6 \\
\hline Other ifabilities & 23 & 8 & 32 & 14 & 36 \\
\hline Total listilities & 50 & 28 & 47 & 38 & 85 \\
\hline Total equity & 18 & -5 & 14 & 38 & 25 \\
\hline
\end{tabular}
(II These sstinatis ar besed on sample of businesses reporting sal beiween 585.000 and \(\mathbf{5 2 , 0 0 0 , 0 0 0}\)
Set isole ifor smeols and notes

TABLE 3. Finametal ratios(1) for incorporated bustnesses only, 1987
Cansds. Combination Sarber and semuty Shops (SIC 9713)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Tot 1 (2) & \[
\begin{array}{r}
\text { 8ottom } \\
25 \%
\end{array}
\] & \[
\text { middle } 25 \%
\] & Woper midde 25\% & \[
\begin{aligned}
& \text { TOD } \\
& 25 \%
\end{aligned}
\] \\
\hline Businesser in samole (Mo.) Low sales vilue (\$000's) High sales value ( \(\$ 0000^{\circ}\) ) & 122
11
11 & 11
80 & 80
133 & 133
207 & (11) \\
\hline & \multicolumn{5}{|c|}{Averege} \\
\hline Liquidity patio Cuprent ratio (times) & 1.1 & 0.3 & 0.9 & 2.5 & 0.8 \\
\hline Leverage ration Debt/oquity fatio (times) Interest coverege ratio (times) Olebt fatio (times) & 2.8
2.5
0.7 & -4.9
1.3 & 3.4
0.8 & 1.0
7.7
0.5 & 3.3
2.1
0.8 \\
\hline
\end{tabular}

(2) These estimetes ere beted on semple of businesses reporting seles detween \(\$ 25.000\) end \(52.000,000\).

See feble ifor symbols and notest.

Defini...ons:
9. Liquidity resio:

Curcont = current sssets / curfont lisoilities
2. Leverage ratios:
```

Debt/movity s rotel limoilisies / Eulity
Debt fatio = toral liabilities / total assets
Inserest coverage s nes profis - interest expense / interest expense.

```

TABLE 4. Statement of enanges in finanelal posttion for incorporatad businesses oniy. 1987
Canads. Combinazion Barber and Bemuty Shops (S16 9713)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total (1) & \[
\begin{array}{r}
30 t+0 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
m \text { mdg } 25 \%
\end{array}
\] & Uooer middl 25: & ise \\
\hline Gusinesses in samole (Mo.) Low seles value ( \(\$ 000\) ) Migh sales value ( \(9000^{\prime}\) s) & \[
\begin{aligned}
& 54 \\
& (1) \\
& (1)
\end{aligned}
\] & \[
\begin{array}{r}
11 \\
82
\end{array}
\] & \[
\begin{array}{r}
82 \\
142
\end{array}
\] & \[
\begin{aligned}
& 142 \\
& 207
\end{aligned}
\] &  \\
\hline & \multicolumn{5}{|c|}{Average i \(\$ 000\) si} \\
\hline Operating setivities Cash from ooerstions Depreciation Other & 5
6
3 & -9
3
18 & a
3
-2 & 10
5
3 & \[
\begin{aligned}
& 1 \\
& 10 \\
& -5
\end{aligned}
\] \\
\hline Dividends & -5 & - & -1 & \(-10\) & \(-2\) \\
\hline Investment ectivitios Discossl of fixed assets Purchese of fixed sesets increses in investment Decresese in investmens & 2
-6
-1 & -6 & -1
-1 & -7 & \[
\begin{array}{r}
5 \\
-9 \\
-1 \\
1
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing sctivitles \\
Incresse in lang term debt \\
Reosyment of long term debt \\
Loms from sharenolders \\
Reosyment of losns fiom shareholders \\
Advances \& loans from government \\
fncresse in equity \\
Decrese in tquity \\
Other
\end{tabular} & 3
-3
4
-4 & -3 & -3
4 & \[
\begin{array}{r}
3 \\
-1 \\
5 \\
-4
\end{array}
\] & 6
-6
5
-9
-
-
-
-1 \\
\hline Incresse(decreasel in cash t equivalents Cash s equivalunts-beginning of the year Cash \& equivelents - End of the year & 2
9
11 & -4 & 8
10
18 & 3
3
6 & 15
15 \\
\hline
\end{tabular}
 oniy those busineseses reporting stetement of changes.
5ee teole 1 for symools and nores.

Caneda, sarber and seauty Shops (SIC 971)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business ize exoressed in -verege labour units(1)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{\[
\begin{aligned}
\text { Potal payroll } \\
(\$ 000 \text { s) }
\end{aligned}
\]} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Changes in number of businesses with onid moloyees} \\
\hline & & & & Newly reoorting(2) & No longer roopting(3) \\
\hline \multicolumn{6}{|l|}{1584} \\
\hline Totei & 13.237 & 452.858 & 41.689 & 2.059 & 1,539 \\
\hline \[
\begin{aligned}
& 1 \text { es: then } 20 \\
& 20 \text {. } 99 \\
& 100 \text { - } 499 \\
& 500 \text { ond over }
\end{aligned}
\] & \[
\begin{array}{r}
12.999 \\
222 \\
14 \\
2
\end{array}
\] & \[
\begin{array}{r}
361.739 \\
70.077 \\
x \\
x
\end{array}
\] & \[
\begin{array}{r}
33.295 \\
6.468 \\
1.214 \\
692
\end{array}
\] & \[
\begin{array}{r}
2.076 \\
21 \\
2
\end{array}
\] & \[
\begin{array}{r}
1.509 \\
17 \\
6 \\
7
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 14.055 & 592.370 & 48.910 & 2.619 & \\
\hline \[
\begin{aligned}
& 109 \text { than } 20 \\
& 20^{-99} \\
& 100-499 \\
& 500 \text { ond over }
\end{aligned}
\] & \[
\begin{array}{r}
14.591 \\
238 \\
25 \\
12
\end{array}
\] & \[
\begin{array}{r}
455.642 \\
84.258 \\
23.047 \\
29.413
\end{array}
\] & \[
\begin{array}{r}
37.640 \\
6.933 \\
1.965 \\
2.372
\end{array}
\] & \[
\begin{array}{r}
2.397 \\
21 \\
1
\end{array}
\] & … \\
\hline
\end{tabular}

surver of Employeent. Peypoll and hours. Seatistics Canada. Catalogue 12-002. An average labour unit could be interproted as a
full-time tholoyet. Mote thot the dusiness size groups used are determined at the canace level. Thus it a business has at lenst
500 mployees in cansde as whole but tess then thet numoer in shy given province it is sham in the 500 and over groue.
(2) Refars to businesses reporting no peyroti deductions in in provious year.
(3) Refers to businesses reporting no payroll deductions in the following yeer
"Nmely reporting" and "no longer reporting" businesses are assumed to have ben in activity for six months and the information is adjusted eceordingly.

Ses isol: ifor symbols and notes.

TABLE 6. Selected operating charmeteristics of smali businesses by salas quartile. \(1985-1987\)
Cansde. Combination Barber and Betuty Shops (S16 9713)

\begin{tabular}{|c|c|c|c|c|c|}
\hline Mumber of observetions in sample & 309 & & & & \\
\hline duerage salis \({ }^{\text {a }}\) & 196.131 & 33.405 & 54.023 & 90, 334 & 286.56 : \\
\hline Average expense & 101.911 & 24.001 & 40.762 & 96.331 & 266.549 \\
\hline Averege net profit (loss) \$ & 14.220 & 9.405 & 13.261 & 14.103 & 20.512 \\
\hline Businesses rexorting prafit (Ma.) & 280 & & & & \\
\hline Average sales \$ & 913.427 & 33.577 & 54.444 & 90.204 & 275.482 \\
\hline Avorage expense \({ }^{\text {a }}\) & 95.588 & 22.518 & 39.873 & 71.910 & 248.043 \\
\hline Average nit piofit \$ & 17.841 & 11.059 & 14.571 & 18.294 & 27.439 \\
\hline Businesees reporting loss (Mo.) & 25 & & & & \\
\hline Average sules & 123.554 & 32.238 & 47.949 & 91.585 & 322.445 \\
\hline Average exoense \$ & 127.973 & 34, 54 & 53.502 & 98.352 & 325.782 \\
\hline Average net loss & -4.419 & -1.918 & -5,653 & -6.787 & -3.337 \\
\hline
\end{tabular}

1888
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of obsupvetions in sample Average sales \(\$\) \\
Average exoenses \\
Average net profit (loss) \$
\end{tabular} & \[
\begin{array}{r}
332 \\
91.807 \\
81.730 \\
9.877
\end{array}
\] & \[
\begin{array}{r}
31.223 \\
25.783 \\
4.480
\end{array}
\] & \[
\begin{aligned}
& 48.879 \\
& 38.777 \\
& 10.102
\end{aligned}
\] & \[
\begin{aligned}
& 78.137 \\
& 84.755 \\
& 11.382
\end{aligned}
\] & \[
\begin{array}{r}
110.189 \\
198.623 \\
93.564
\end{array}
\] \\
\hline Businesses roporting apofit (Mo.) & 211 & & & & \\
\hline Average salea & 92.035 & 31.094 & 47,882 & 76.900 & 212,262 \\
\hline Average expenses & 78.890 & 24.035 & 35,208 & 82.837 & 192.583 \\
\hline Aveiage net opofit \$ & 13.345 & 7.059 & 12,578 & 14.083 & 19.579 \\
\hline Businesses roporting loss (Mo.) & 41 & & & & \\
\hline Average sales & 90.323 & 31.682 & 55.318 & 71.985 & 202.325 \\
\hline Average expense \({ }^{\text {a }}\) & 98.278 & 38, 488 & 81.836 & 75.250 & 219.551 \\
\hline Average net loss \$ & -5.953 & -4.784 & -8.518 & -3.285 & -9.228 \\
\hline
\end{tabular}

1987

(11) ihese estimates ar based on sample of businusses peporing sales betwen \(\$ 25,000\) and \(\$ 2,000,000\)

Sen toble for symools and notes

TABLE i. Selected operting ratios, in percont of siles. 1987
canade, Laundry and Cleaners (515 972)


\section*{Symools}
- 2 oro or no observations
- too smil too be erpressed
. nor applicmble
\(\times\) confidential

\section*{footnotes}

lotel weighted expendltur on given item


 individuliy and the totil will not nocesserily equel 100x.

\section*{Notes}

One are shown ay gusptiles when at lust 13 of the samplod businteses report the specific itten
Records wer renked in ascending order secording to sel es size. Ench queptile li. ©. bottom 25x, lomer midde 25z, ete, iepresents one quarter of the totel number of ousinesses. Within ech quertile. the everage patio is presented. For comprison purposes. the high ind low velues of seles are shown.

How to use she tebles

 \(10025 \%\).


Stenderd Industrith Clestificetien Definltion (SIC isgol:
SIC \(\$ 720\) - Leundries and Clumers
Businesses primerily engaged in providing leundering, dry cleaning, vatet. carpet cleaning ang linen supply services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Canada, baundry and cleaners (SIC 972)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Totalli & \[
\begin{array}{r}
30 \mathrm{~F} 9 \mathrm{~m} \\
\text { :5\% }
\end{array}
\] & \[
\pi 130:-5 \%
\] & Miod Jooer & -0\% \\
\hline Businesses in samole (M0.)
Low sales valu ( \(5000{ }^{\circ}\) )
Hign salus value ( \(9000^{\circ}\), & \[
\begin{aligned}
& 352 \\
& 11 \\
& 11
\end{aligned}
\] & \(\begin{array}{r}1: \\ 82 \\ \hline\end{array}\) & \(\begin{array}{r}92 \\ : 46 \\ \hline\end{array}\) & \begin{tabular}{l}
148 \\
249 \\
\hline
\end{tabular} & 249 \\
\hline & \multicolumn{5}{|c|}{Average ( \(8000{ }^{\prime}\) (} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Accounts and notes receivabie & 10 & 2 & 3 & 6 & 27 \\
\hline inventery & 10 & 2 & 3 & - & , \\
\hline Other curcone assets & 25 & 5 & 15 & 24 & 55 \\
\hline Total current assets & 34 & 7 & 18 & 30 & 81 \\
\hline Fixed assets & 73 & 39 & 51 & 60 & 139 \\
\hline & & - & - & - & - \\
\hline Qther assets & 22 & 8 & 17 & 21 & 40 \\
\hline Total mesets & 129 & 54 & 8 & 112 & 281 \\
\hline \multicolumn{6}{|l|}{} \\
\hline Current loans Other current liabilieies & 88 & 11 & 3
17 & 8
28 & 20
59 \\
\hline Total current liobilitios & 37 & 12 & 20 & 36 & 78 \\
\hline Morigages onyabl & - & - & - & - & \(\bigcirc\) \\
\hline Long tern deot & 10 & \({ }^{6}\) & 7 & 12 & 14 \\
\hline otner lisoilities & 51 & 38 & 45 & 48 & 75 \\
\hline Total lisbilities & 51 & 54 & 73 & 58 & 169 \\
\hline Tetal sumity & 30 & -1 & 13 & 18 & 92 \\
\hline
\end{tabular}


See Table for symoots and nores.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Canade. Laundry end Cleeners (SIC 972)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Totel(2) & \[
\begin{array}{r}
80 t t 0 m \\
25 \%
\end{array}
\] & Lower middle 25\% & Upder middle 25\% & 700
\(25 \%\) \\
\hline Businesses in smmole (M0.) Low sal os value (\$000's) High sales value ( \(\$ 0000^{\prime}\) s) & \[
\begin{aligned}
& 352 \\
& (1) \\
& (1)
\end{aligned}
\] & (1) 82 & 82
148 & \[
\begin{aligned}
& 146 \\
& 249
\end{aligned}
\] & 249
\((1)\) \\
\hline & \multicolumn{5}{|c|}{Averse} \\
\hline biquidity ratlo Current ratio (times) & 0.9 & 0.8 & 0.9 & 0.8 & 1.0 \\
\hline ```
Leverage patios
    Debt/oovity rotio {times)
    Interest coversge catio (times)
    Oebt ratio (times)
``` & 3.2
2.2
0.8 & \[
\begin{array}{r}
-88.8 \\
0.7 \\
1.0
\end{array}
\] & \[
\begin{aligned}
& 5.5 \\
& 0.8 \\
& 0.8
\end{aligned}
\] & \[
\begin{aligned}
& 6.1 \\
& 2.2 \\
& 0.9
\end{aligned}
\] & 1.8
3.3
0.5 \\
\hline
\end{tabular}
(1) ine ratios represens the werege of ratios for ench business in the group and cennot be calculstec from the figures shom in isble 2 .

See int. 1 for symools and noses.

Definltions:
1. Liquidity patio:

Current z current assets / current lisbilitios.
2. Levernge ration:
at Deot/aquity z toral liabilitiss / equity
bt Dede ratio a total lisbilities / total assets
c) Interest coverse 3 nee profit + interest exponse \(/\) intertst expense.

Canade，beundry and Cicaners（516 972）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total（1） & \[
\begin{array}{r}
3 o t i o m \\
25 \%
\end{array}
\] & Lower & joeer
\[
\text { modle } 25 \%
\] & ice
SS： \\
\hline Susinasses in samole（Mo．） Low sales value（ 3000 s） Hign sales value（ \(5000^{\prime}\) s！ & \[
\begin{aligned}
& 157 \\
& (1) \\
& 1
\end{aligned}
\] & \[
\begin{array}{r}
11 \\
85
\end{array}
\] &  & \[
\begin{array}{r}
51 \\
275
\end{array}
\] & ごす \\
\hline & \multicolumn{5}{|c|}{Average（ \(\$ 000{ }^{\circ} \mathrm{s}\)} \\
\hline Joerating setivities Cash from operations Sedreciation Other & \[
\begin{array}{r}
6 \\
16 \\
-5
\end{array}
\] & \[
\begin{array}{r}
3 \\
3 \\
-11
\end{array}
\] & 10 & \[
\begin{aligned}
& -3 \\
& 16 \\
& -7
\end{aligned}
\] & 20 \\
\hline Dividends & －3 & － & \(-2\) & －1 & － 7 \\
\hline lnvestment activities Discosel of fixed sssets Purchase of fixed assets Increse in investment Oecreses in investment & \[
\begin{array}{r}
8 \\
-26 \\
-13 \\
3
\end{array}
\] & \[
\begin{array}{r}
12 \\
-32 \\
-42 \\
\hline
\end{array}
\] & －-2 & 1
-9
-1 & \[
\begin{array}{r}
2! \\
-58 \\
-7 \\
10
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing sotivitles \\
lncrease in long torm debt \\
Repayment of long term det＊ \\
Loans from sharenolders \\
Repayment of loans from shareholders \\
Advances \＆loans from government \\
increase in equity \\
Decresse in equity \\
Other
\end{tabular} & 25
-11
5
-6
-
1
-1
- & 86
-4
2 & 4
-10
11
-8 & 7
-7
3
-2
-
-
-1 & 27
-23
8
-13
1
8
-2
-1 \\
\hline Inerease（decrease）in cash soquivelents Cash s equivelonts－Beginming of the year Cath equivalents－End of the year & 1
5
8 & 1 & -2
3
1 & －18 & 9
-1
8 \\
\hline
\end{tabular}
 only those ousimesses roporing statement of changes．
see isole for symbols and notes．

TABLE 5．Employment changea by size of businesi．1984－1987 bamed on SIC clasisifiemtion in 1987
Canade，Lmundry and Eleaners（S1C 972）
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in averige labour units（1）} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{\[
\begin{aligned}
& \text { Total } \\
& \\
&(\$ 000 \text { parroil }
\end{aligned}
\]} & \multirow[b]{2}{*}{Average isbour units（1）} & \multicolumn{2}{|l|}{Chenges in number of businusses with paid emalayeet} \\
\hline & & & & \begin{tabular}{l}
Newly \\
peorting（2）
\end{tabular} & No．Ionger reorting（3） \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 4．300 & 407.545 & 38.775 & 810 & 420 \\
\hline \[
\begin{aligned}
& \text { 10ss than } 20 \\
& 20-99 \\
& 100-49 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
4.084 \\
246 \\
50 \\
20
\end{array}
\] & \[
\begin{array}{r}
148.980 \\
99.478 \\
77.689 \\
81.398
\end{array}
\] & \[
\begin{array}{r}
13.471 \\
9.017 \\
6.887 \\
7.400
\end{array}
\] & \[
\begin{array}{r}
874 \\
22 \\
10
\end{array}
\] & \[
\begin{array}{r}
411 \\
8 \\
!
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 4，802 & 521.124 & 38.533 & 894 & ．．． \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20^{\circ}-99 \\
& 100^{\circ}-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
4.48 \\
254 \\
51 \\
15
\end{array}
\] & \[
\begin{aligned}
& 188.597 \\
& 125,794 \\
& 108.535 \\
& 100.198
\end{aligned}
\] & \[
\begin{array}{r}
16.154 \\
9.319 \\
7.885 \\
7.174
\end{array}
\] & \(\begin{array}{r}864 \\ 25 \\ 5 \\ \hline\end{array}\) & ．． \\
\hline
\end{tabular}
 Survey of Employment．Payroll sho mours．Staristics Canads．Catalogue \(92-002\) ．An averoge labour unit could be interpreted at ob full－time moloyet．Note thet ing business size groups used ape decermined er the canode level．Thus il ouginess has at least 500 emoloyees in Cansed as whole but less than that number in any given provinca it is show in the 500 ond over group
（2）geters to businesses reporting no peyrail gequctions in the previous year．
（3）Refers 10 businasses roporting no payroll otductions in the foltowing yesp
＂Newiy roorting＂and＂no longer poporting＂busimesses are assumed to have been in activity for six moniths and ind information is adjusted accordingly．

See isole 1 for symool and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile 1985-1987
Canada, Laundry and cieaners (SIC 972)


1985


1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observations in semple \\
Average sales \\
Averige expense \(\$\) \\
Average net piofit (loss)s
\end{tabular} & 528
161.933
132.588
9.347 & 32.891
27.028
5.685 & 80.044
53.883
8.389 & \[
\begin{array}{r}
102.950 \\
94.829 \\
8.121
\end{array}
\] & \[
\begin{array}{r}
372.048 \\
354.825 \\
17.223
\end{array}
\] \\
\hline Susinseses ceporting profit (Mo.) & 449 & & & & \\
\hline Average selos & 138.505 & 33.007 & 80.158 & 101.304 & 359.550 \\
\hline Averege expense \(\$\) & 122.540 & 23.884 & 49.199 & 86.482 & 330.613 \\
\hline Averege not profits & 15.985 & 9.123 & 10.953 & 14.842 & 28.937 \\
\hline Busineases reporting lass (Mo.) & 77 & & & & \\
\hline Avorage selus & 154.980 & 31.814 & 59.579 & 108.489 & 419,979 \\
\hline Average expense & 169.546 & 35,783 & 71.889 & 122.872 & 447,679 \\
\hline Aversge net loss \$ & -14.586 & -3.949 & -12,290 & -14.103 & -27, 900 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observetions in sample \\
Averege seless \\
Average expenses \\
Average net profit (loss) \(\$\)
\end{tabular} & 755
139.829
130.220
9.801 & \[
\begin{array}{r}
34.370 \\
29.507 \\
4.853
\end{array}
\] & \[
\begin{array}{r}
50.804 \\
52.906 \\
7.898
\end{array}
\] & 114.810
105.877
7.933 & \[
\begin{array}{r}
349.500 \\
331.588 \\
17.912
\end{array}
\] \\
\hline Businesses reporting profle (Mo.) & 533 & & & & \\
\hline Average sales & 144.361 & 34.792 & 52.888 & 114.817 & 364.949 \\
\hline Average expense f & 126.819 & 25.672 & 18.081 & 100.912 & 332.809 \\
\hline Average net profits & 17.542 & 9.120 & 14.805 & 13.905 & 32.340 \\
\hline Businesses roporting less (Mo.) & 222 & & & & \\
\hline Sverage ssles & 129.592 & 33.297 & 55.827 & 114.786 & 314.458 \\
\hline Average expense & 139.361 & 39.262 & 63.003 & 125.905 & 329.272 \\
\hline Average net loss \$ & -9,769 & -5.985 & -7.176 & -11.119 & -14.814 \\
\hline
\end{tabular}
(1) These estimates ar oused on sampl of ousinesses reporting sal between 32\%.000 and 32.000 .000 .

See Table for symools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Canade. Power Leundries and/or OFy Cleaners (S15 9729)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{Toral( \({ }^{\text {a }}\)} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
30 \mathrm{tam} \\
25 \%
\end{array}
\]} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
\text { bower } \\
\text { micole } 25: ~
\end{array}
\]} & \multicolumn{3}{|c|}{miodl} & \multicolumn{2}{|c|}{E5:} \\
\hline Susinesses in samole (Mo.I Low sales value ( \(3000^{\prime}\) s) High sales value ( \(\$ 000^{\circ}\) s) & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 312 \\
& (1) \\
& (1)
\end{aligned}
\]} & \multicolumn{2}{|r|}{i1)} & \multicolumn{2}{|r|}{\[
51
\]} & \multicolumn{3}{|c|}{\[
\begin{array}{r}
19 \\
200
\end{array}
\]} & \multicolumn{2}{|c|}{200} \\
\hline \multirow{3}{*}{selected exoense item} & \multicolumn{5}{|c|}{Cnaustry 3varagel2)} & \multirow{3}{*}{\[
\left|\begin{array}{c}
\text { \% Jusi- } \\
\text { nesses } \\
\text { roorting }
\end{array}\right|
\]} & \multicolumn{5}{|c|}{Raoorting bus nosses =niri 3!} \\
\hline & Totai & \[
\begin{array}{r}
30+20 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { midd } 10 \\
25 \%
\end{array}
\] & Jooer Iddle 25\% & \[
\begin{array}{r}
300 \\
25 \%
\end{array}
\] & & Tota & \[
\begin{array}{r}
30+t 0 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
- \text { ower } \\
\text { midal } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Jooer } \\
\text { midd } \\
25 \%
\end{array}
\] & \[
25
\] \\
\hline & \multicolumn{5}{|c|}{percent of sales} & & \multicolumn{5}{|c|}{fercent of sales} \\
\hline Cost of sales & 4.8 & 3.3 & 4.1 & 4.9 & 8.2 & 43.7 & 10.7 & 13.8 & 8.4 & 10.0 & 12.0 \\
\hline Occupency expenses & 25.7 & 31.4 & 30.4 & 23.2 & 17.9 & 99.5 & 25.1 & 31.4 & 30.4 & 23.5 & 18.0 \\
\hline Deoreciation & 8.4 & 7.3 & 7.9 & 8. \({ }^{1}\) & 4.1 & 92.5 & 5.9 & 8.6 & 8.2 & 7.0 & 4.2 \\
\hline Rooairs \% mantenance & 3.3 & 3.5 & 3.9 & 2.9 & 2.8 & 90.0 & 3. ? & 4.4 & 4.2 & 3.1 & 3.1 \\
\hline Hest. light \& telephone & 8.7 & 8.5 & 8.2 & 5.0 & 5.2 & 94.3 & 7.1 & 9.8 & 8.3 & 5.3 & 5. 4 \\
\hline Rent & 9.3 & 12.1 & 10.5 & 0.9 & 5.8 & 17.5 & 12.0 & 18.4 & 12.2 & 11.2 & 7.3 \\
\hline Personnel expenses & 33.4 & 18.8 & 23.0 & 38.1 & 47.2 & 53.5 & 35.7 & 24.9 & 29.0 & 38.8 & 47.4 \\
\hline Financis expenses & 4.9 & 5.1 & 6.8 & 4. 2 & 3.2 & 98.8 & 5.1 & 8. 2 & & & \\
\hline \begin{tabular}{l}
Intorest \& bank charges \\
Professional fees
\end{tabular} & 3.9
1.0 & 4.7 & 5.5
1.0 & 3.2 & 2.2 & 88.3 & 4.4 & 5.5 & 5.7
1.2 & 3.7 & 2.5 \\
\hline Other expenses & 24.8 & 30.3 & 28.2 & 22.3 & 20.8 & 100.0 & 24.8 & 30.3 & 28.2 & 22.3 & 20.8 \\
\hline Prafit (lose) & 6.5 & 10.7 & 3.7 & 7.3 & 4.7 & 97.1 & 8. 7 & 10.7 & 4.1 & 7.3 & 4.8 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & & . \(\cdot\) & . . & \(\ldots\) \\
\hline
\end{tabular}

Symeols
- zero or no observerions
- \$00 smal too de expressed
.. nor sodicaole
\(\times\) confidentil

\section*{Pootnotes}
(1) These estimetes ore Dnsed on smple of Dusinesses reporting sel es betwen \$25.000 and \$2.000.000
(2) value in ech cell \(=\frac{\text { Total wighted mopendipurs on given isem }}{\text { fotel weighted soles of all Dusinesses in the sumple }} \times 100\) for sach quarsile.
(3) Value in esch cell \(=\frac{\text { Total wighted expendisure on given iten }}{\text { Totel wighted salos of businesses reporsing this itom of expenditure }} \times 100\) for esen quertile

This portion of the table pertains only to she businesses roporsing the specific expemse isem. Thereforn these ratios are calculated individully ene totel will not necesserily tqull io0s.

Notes
Dete are show by quertiles when it leas 13 of the sampled dusinesses poper the specific item
Records were ronked in ascending order according so sales size. Eech quertile li. e. Dottom 25\%. lower midde 25z, etc.l represents one quapier of the totel number of businestet. Within cach quartile, the werige fetio is presented. For comperison purposes, the high and low valuts of sales are shown

How so une the tebles
\((11\) Locere the approprinte seles range thet is displayed on the two lines entibled "tow salen velue" and "Migh seles valum"
 Sop 25\%.
(3) Dete pertaining to the seltected ster gize renge will be in ther gutrile

\section*{Stmend Industrial Cisesiflestion Definition (SIC 1ssot:}

SiC 9121 - Pomer Leundries and/or Dry Cleeners
Businesses primar ily engaged in operating mechanical landries and planes which dry clean andor dye aoperel and housenole fabrics. inese businesses includ opy cleaners lexeept self-servicel, power loundry services lexcepe self-sepvicel and power landiy and ory cleaning plenes.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Canada. Power maundrits andior Ory Cieaners (S1C 9721)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -0さal:1) & \[
\begin{array}{r}
30 t: 0 m \\
=5 \%
\end{array}
\] & \[
\begin{array}{r}
\text { buer } \\
4.001 \quad 25 \%
\end{array}
\] & T100 & So \\
\hline Susinesses in samole (No. bom sales value \(\$ 000\). High salos value \({ }^{2} \$ 000^{\prime}\) & \[
225
\] & 103 & \[
: 109
\] & \[
\begin{aligned}
& i 30 \\
& 30 \%
\end{aligned}
\] & 3 \\
\hline & \multicolumn{5}{|c|}{Average ( 5000 s)} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casn & - & - & * & - & - \\
\hline Accounts and notes receiveble & 8 & ! & 2 & 3 & 21 \\
\hline !nventory & - & - & - & - & - \\
\hline Other curront sasezs & 31 & 8 & 20 & 32 & 38 \\
\hline Totel current assets & 39 & 9 & 23 & 38 & 35 \\
\hline fixed assets & 79 & 50 & 61 & 6 C & 46 \\
\hline Less: Accum. deo. on fixed assets & \(\stackrel{-}{*}\) & - & - & - & - \\
\hline Other astets & 28 & 10 & 24 & 32 & 39 \\
\hline Totel atsets & 145 & 55 & 108 & 130 & 270 \\
\hline \multicolumn{6}{|l|}{Limbillties and equity} \\
\hline Current lomen Other current liabilities & 31 & 13 & \(2{ }^{8}\) & \(3{ }^{6}\) & 19
53 \\
\hline Total current liabilities & 40 & 17 & 28 & 39 & 79 \\
\hline Mortgages oaymole & - & - & - & 3 & - \\
\hline Lang term deot & 14 & 19 & 14 & 9 & 3 \\
\hline Oener liabilities & 55 & 34 & 45 & 55 & 55 \\
\hline Total liabilitios & 109 & 70 & 88 & 103 & 175 \\
\hline Total equity & 36 & -1 & 21 & 27 & 15 \\
\hline
\end{tabular}
\((11\) Phest estimeres ar besed on senple of businesses reporting seles between 325.000 aria 32.000 .000 .
Soe toble for symbols and notes

TABLE 3. Financtal ratios(i) for incorporated businesses only, 1987
Canade, Power Laundrles and/or Ory Cleaners (SIC 9721)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Lower } \\
& \text { middle } 25 \text { X }
\end{aligned}
\] & Upper
\[
\text { middl } 25 x
\] & Too
\(25 \%\) \\
\hline Businesses in samole (No.) Lom sales value ( \(\$ 000^{\prime}\) s) High seles value ( \(\$ 000^{\prime} \mathrm{s}\) ) & 228
\((1)\)
\((1)\) & \[
\begin{aligned}
& (1) \\
& 109
\end{aligned}
\] & 109
188 & 166
301 & 301 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity ratio Currant ratio (times) & 1.0 & 0.5 & 0.8 & 1.0 & 1.1 \\
\hline \begin{tabular}{l}
Leverege ratios \\
Deotlequity ratio (times) \\
Interes: coverage ritio (times) \\
Obt retio (simes)
\end{tabular} & \[
\begin{aligned}
& 3.1 \\
& 2.0 \\
& 0.8
\end{aligned}
\] & \[
\begin{array}{r}
-54.4 \\
1.0
\end{array}
\] & \[
\begin{aligned}
& 4.0 \\
& 2.1 \\
& 0.8
\end{aligned}
\] & \[
\begin{aligned}
& 3.9 \\
& 2.7 \\
& 0.8
\end{aligned}
\] & 1.8
3.0
0.8 \\
\hline
\end{tabular}
\((11\) The ratios popesent the avartog of ratios for sech businsss in the group and cannot be ealculated from the figures shown in fable 2 .
121 These csrimetes art besed on smple of businesses reporting seies betwetm 525.000 and 52,000,000
See table 1 for symools and notes.

Definitions:
1. Liquidity fatio:

Current = current assets / current liobilisies.
2. Leverse retios:

Dect/equity \(=\) lotal liabilites/ quiey.
b) Debt ratio z total liabilities/total assets
c) intertest coverage nti orofit interest expense/interest expense.

TABLE 4．Statement of changes in financial posttion for incorporated ousinesses oniy． 1987
Cansda．Power Laundries and／or Dry Cleaners（SIC 9721）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Fotall！ & \[
\begin{array}{r}
50 t+0 m \\
25 \%
\end{array}
\] & midajumer &  & C＝ ここった。 \\
\hline Zusinesses in samole（Mo． Low sales value（5000＇s） High sales value \(1 \$ 000^{\prime}\) & \[
\begin{aligned}
& 94 \\
& 11 \\
& 11
\end{aligned}
\] & \[
\begin{aligned}
& 111 \\
& 111
\end{aligned}
\] & \[
11!
\] & \[
\begin{array}{r}
: 55 \\
293
\end{array}
\] & 293 \\
\hline & \multicolumn{5}{|c|}{Aversge（3000 s）} \\
\hline Operating activit es Cash from operations Onderisian Other & 7
13
-7 & －\({ }^{9}\) & \[
\begin{gathered}
0 \\
4 \\
5 \\
5
\end{gathered}
\] & \begin{tabular}{r}
\(-?\) \\
\hline-1 \\
-1
\end{tabular} & 21
29
-11 \\
\hline Dividende & －5 & － & －6 & －3 & \(-10\) \\
\hline \begin{tabular}{l}
Investment extivities \\
Discossel of fixed assets \\
Purchase of fixed assets \\
increase in investment \\
Decrese in investment
\end{tabular} & 13
-18
-1
4 & 24
-5 & －11 & 1
-9
-2 & 27
-44
-3
15 \\
\hline \begin{tabular}{l}
Finameing ectivities \\
increse in long term debt \\
Repayment of lang term debt \\
Loans from sharenolders \\
Repayment of loans from shareholders \\
Advances \＆loans f om governmene \\
Increase in squity \\
Oecrease in equity \\
Other
\end{tabular} & a
-17
9
-8
-
2
-1
- & 3
-14
8 & 4
-8
18
-17 & r
-11
4
-3 & 21
-33
7
-13
1
8
-3
-1 \\
\hline Incresse（decresse）in cash s equivalents Cagh t equivelents－8uginning of the year Cseh a suivalents－End of the yeer & \(?\) & 3 & \[
\begin{aligned}
& -1 \\
& -1 \\
& -2
\end{aligned}
\] & \[
\begin{gathered}
-2 \\
13 \\
11
\end{gathered}
\] & 6
14
20 \\
\hline
\end{tabular}
 only those businesses roporting stitement of chunges．
set tole 1 for swbols and notes．

TABLE 5．Employment changes by size of businasi，1984－1987 based on SIC classification in 1987
Cansde．Laundry and cleaners（SiC 972）
\begin{tabular}{lll}
\hline
\end{tabular}

Survey of Employment．payroll and Hours．Statistics Consod．Catalogue 72－00\％．An gvorags labour unit could be interpreted as a

500 employets in canade es whol out loss thon that numper in any given province if is shown in the goo and over group．
（2）Refers to businesses reporting no parioli odeucrions in the previous reer
（3）Refers so businesses ropopting no payroll deductions in the following year
－Nemly roporqing and＂no longer reporting businesses are assumbl zo hove beth in activity for six months and the information is adusted accordingly．

See lable i for syrbols and nores

TABLE 6. Selectad operating characteristics of small businesses by sales quartile. 1985-1987 Canade, Power Laundries and/or Dry Cleaners (\$16 3721)

(100
Tidale Jope:

30

1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Numoer of sbservations in sample \\
Average stios \\
Average expense \(\$\) \\
sverage net profit \{lose\} \$
\end{tabular} & 278
131.708
118.042
13.088 & \[
\begin{array}{r}
37.784 \\
33.460 \\
4.324
\end{array}
\] & \[
\begin{array}{r}
68.310 \\
38.332 \\
8.278
\end{array}
\] & \[
\begin{array}{r}
102.539 \\
33.74 \\
3.895
\end{array}
\] & \[
\begin{array}{r}
319.500 \\
288.32 \\
30.757
\end{array}
\] \\
\hline Businesses reporting profit (Mo.) & 229 & & & & \\
\hline Average sates & 130.145 & 37.519 & 67.965 & 97.980 & 317.115 \\
\hline Average expense & 111.285 & 27.431 & 53.483 & 83.598 & 280. 628 \\
\hline Average net profit \$ & 18.880 & 10.088 & 14.483 & 14.382 & 35.489 \\
\hline Businesses reporting lost (Mo.) & 49 & & & & \\
\hline Aversee sules & 138.855 & 38.870 & 84.824 & 113.955 & 337.971 \\
\hline Aversge expense \$ & 148.095 & 53.860 & 88.805 & 118.387 & 351.527 \\
\hline Average net loss \$ & -9.240 & -14.990 & -3.981 & -6.432 & -13.558 \\
\hline
\end{tabular}

1988
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observetions in semple \\
Average saliss \(\$\) \\
Average expense \(\$\) \\
average net profit (loss)s
\end{tabular} & \[
\begin{array}{r}
285 \\
180.715 \\
171.890 \\
8.825
\end{array}
\] & \[
\begin{array}{r}
47.287 \\
44.445 \\
2.842
\end{array}
\] & \[
\begin{array}{r}
81.029 \\
78.886 \\
4.343
\end{array}
\] & \[
\begin{array}{r}
131.322 \\
121.545 \\
9.778
\end{array}
\] & \[
\begin{array}{r}
463.219 \\
444.885 \\
18.334
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting profit (Mo.) \\
Average sales \(\$\) \\
Average expense \(\$\) \\
Average not profits
\end{tabular} & \[
\begin{array}{r}
239 \\
183.585 \\
185.137 \\
18.448
\end{array}
\] & \[
\begin{array}{r}
45.485 \\
38.780 \\
8.705
\end{array}
\] & \[
\begin{aligned}
& 80.089 \\
& 88.522 \\
& 11.587
\end{aligned}
\] & \[
\begin{array}{r}
130.847 \\
117.585 \\
13.252
\end{array}
\] & \[
\begin{array}{r}
477.920 \\
437.660 \\
40.260
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting loss (Mo.) \\
Average sales \(\$\) \\
Average expense \(\$\) \\
Average net loss?
\end{tabular} & \[
\begin{array}{r}
48 \\
174.555 \\
192.845 \\
-18.290
\end{array}
\] & \[
\begin{aligned}
& 50.807 \\
& 58.584 \\
& -7.957
\end{aligned}
\] & \[
\begin{array}{r}
85.286 \\
113.479 \\
-28.205
\end{array}
\] & \[
\begin{array}{r}
133.283 \\
137.582 \\
-4.419
\end{array}
\] & \[
\begin{aligned}
& 423.084 \\
& 461.563 \\
& -32.579
\end{aligned}
\] \\
\hline & & & 1987 & & \\
\hline Number of observations in tamgle Average sules Average exoenses Aversge net profit (loss) \(\$\) & \[
\begin{array}{r}
498 \\
168.082 \\
158.954 \\
9.108
\end{array}
\] & \[
\begin{array}{r}
40.402 \\
38.197 \\
4.205
\end{array}
\] & \[
\begin{array}{r}
88.015 \\
84.930 \\
3.085
\end{array}
\] & \[
\begin{array}{r}
153.327 \\
162.252 \\
11.075
\end{array}
\] & \[
\begin{array}{r}
390.503 \\
392.435 \\
18.068
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting profit (No.) \\
sverage seles \\
Average expense s \\
Average net profit s
\end{tabular} & \[
\begin{array}{r}
335 \\
168.033 \\
150.130 \\
17.903
\end{array}
\] & \[
\begin{array}{r}
39.120 \\
29.309 \\
9.811
\end{array}
\] & \[
\begin{aligned}
& 87.851 \\
& 76.116 \\
& 11,735
\end{aligned}
\] & \[
\begin{array}{r}
152.018 \\
134.930 \\
17.088
\end{array}
\] & \[
\begin{array}{r}
393.143 \\
360.164 \\
32.979
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting loss (Mo.) \\
Aversge sules \\
Average expenses \\
Average net loss \(\$\)
\end{tabular} & \[
\begin{array}{r}
183 \\
188.300 \\
179.525 \\
-11.325
\end{array}
\] & \[
\begin{array}{r}
43.532 \\
52.995 \\
-9.483
\end{array}
\] & \[
\begin{array}{r}
88.337 \\
102.119 \\
-13.782
\end{array}
\] & \[
\begin{array}{r}
156.948 \\
162.509 \\
-5.551
\end{array}
\] & \[
\begin{array}{r}
384.382 \\
400.875 \\
-15.494
\end{array}
\] \\
\hline
\end{tabular}
(1) These nstimates are based on sample of businesses reporting ssies betwen \(\$ 25.000\) snd \(\$ 2.000 .000\)

See iable for symools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Eanada, Self-Serve Launories and/or ory Cleaners (Sic 9723)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{Coralil} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
30 \tau \% \mathrm{~m} \\
25 \%
\end{array}
\]} & \multicolumn{2}{|r|}{-ower Tiodebe 25:} & \multicolumn{3}{|c|}{miacterer} & \multicolumn{2}{|c|}{\%} \\
\hline Susinesses in sampl Mo. Low seles value (\$000's) 4ign sales value ( 3000 s) & \multicolumn{2}{|r|}{\[
\begin{array}{r}
85 \\
(1) \\
11
\end{array}
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 11) \\
& 33
\end{aligned}
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 33 \\
& 43
\end{aligned}
\]} & \multicolumn{3}{|r|}{43} & \multicolumn{2}{|c|}{3} \\
\hline \multirow{3}{*}{Selected expense ; em} & \multicolumn{5}{|c|}{Indust:y averages?)} & \multirow{3}{*}{\[
\begin{gathered}
\because \text { zusi- } \\
\text { nesses } \\
\text { reoorting }
\end{gathered}
\]} & \multicolumn{5}{|c|}{₹eoor: Mg zusirasses anive ?} \\
\hline & Tozal & \[
\begin{array}{r}
\text { Bor } \mathrm{ram} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text {-ower } \\
\text { midd } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Jooer } \\
& \text { iod } 1 \text { ? } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { Yop } \\
& 25 x
\end{aligned}
\] & & -วт1 & \[
\begin{array}{r}
30 t:=m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { ower } \\
\text { midol } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { woer } \\
\text { miode } \\
25 \%
\end{array}
\] & \[
-25
\] \\
\hline & \multicolumn{5}{|c|}{Percent of seles} & & \multicolumn{5}{|c|}{porcent of seles} \\
\hline Cost of sales & 2.7 & \(=\) & 0.2 & 5.9 & 4.9 & 18.1 & 15.0 & - & 4.1 & 35.2 & 10.5 \\
\hline Oecupency expenses & 40.2 & 51.2 & & 33.1 & & 100.0 & 40.2 & 51.2 & 45.4 & 33.1 & 31.8 \\
\hline Deprec ation & 9.5
4.5 & 11.3
3.5 & 12.8
5.7 & 9.3
5.3 & 5.2
2.9 & 93.6
92.4 & 10.2
4.9 & 11.3
1.0 & 13.5
8.7 & 11.1
5.9 & 5.5
3.1 \\
\hline Heat. I ight a telephone & 13.7 & 20.0 & 13.9 & 10.0 & 10.8 & \$2.8 & 14.7 & 20.0 & 18.3 & 10.3 & 10.9 \\
\hline Rent & 12.5 & 18.4 & 1.9 & 8.6 & 12.7 & 71.0 & 17.8 & 28.0 & 20.3 & 11.1 & 15.i \\
\hline Personnel expenses & 14.7 & 6.3 & 14.1 & 13.7 & 23.2 & 71.8 & 20.4 & 8.2 & 26.1 & 17.7 & 22.2 \\
\hline Financial expenses & 8.0 & 5.4 & 13.3 & 9.2 & 4.3 & 96.1 & 8.3 & 8.1 & 13.3 & 9.8 & 6.3 \\
\hline lnterest \& bank charges & 6.9 & 4.7 & 12.5 & 7.3
2.0 & 3.2 & 795.5 & 7.8
1.5 & 5.6 & 14.1
0.9 & 7.9 & 3.5 \\
\hline Professional fees & & 0.7 & 0.8 & 2.0 & 1.0 & 73.8 & 1.5 & 1.7 & 0.9 & & \\
\hline Other expenses & 24.5 & 19.8 & 22.4 & 32.1 & 24.9 & 100.0 & 24.5 & 19.8 & 22.4 & 32.8 & 24.9 \\
\hline Profit (loses) & 9.9 & 18.4 & 4.6 & 5.2 & 11.2 & 100.0 & 1.8 & 18.4 & 4.8 & 5.2 & 11.2 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & ... & . \(\cdot\) & - . & -* & -• \\
\hline
\end{tabular}

\section*{Symbol}
- zero or no observations
-. too smell too be expresend
not applicsole
\(\times\) confidentiol

\section*{footnotes}
(1) These Estimetes are besed on samplo of ousinesses raporting saies between 225.000 and \(\mathbf{3 2}, 000.000\)
2) Yalue in ench cell s lotel wighted oxpenditure on given item

3) Velue in ten cell s otel meighted expenditure on given item

This oortion of the toble pertains only to the businesses rogorting the specific mpense iten. Iherefore thest ratios act celculated individually and the cotal will not necesserily equel 1005.

Mot?
Oeta are shown by quertiles when at lest 13 of the sempled businesses report she specific ipoun
Records weft remked in escending order eccording to sties size. Eech quartilo li. ©. Dottom 25y. lower middle 25\%. ete. represtent on querter of the cotol numper of businesses. Within nech quartile. the average ratio is presenteo. for comparison purposes. the high and low velues of seles or shown.

How to yat the tebles

121 Ihe selected range will indicete the proper quertile. i. t. the botson 25z. the lower midde 25\%, the upper middle 25z or the top 251.
(3) 0ets perteining to the selected ssles size renge will be in ther quertile.

\section*{standerd Indutrisl Cleseification Definition (5IC 1810):}

SIC 1723 - Self-Serve Leundries andor Ory Clueners
Businesses primerily engaged in ppoviding coin-opepated automazic laundry andor ory claming facilitios for the use of the public Included in this industry are businusses engaged in coin-opereted dry cleaners. coin-opermed landies. self-serve dry cleaners and self-serve landries.

TABLE 2. Balance sheet profile for incorporated businessat only. 1987
Canade. Self-Serve Laundries and/or Ory Cleaners (SiC 9723)
Total(1) \(30 \% \pm 0 m\) miso
\begin{tabular}{|c|c|c|c|c|c|}
\hline Businasses n samol iNo. Lew salas vaiue ( \(8000^{\prime}\) s) ition sales value \(\$ 3000^{\circ}\) s & 13
11
11 & -- & -- & -- & -- \\
\hline & \multicolumn{5}{|c|}{Average (3000's)} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casn & - & -- & -- & - & -- \\
\hline Accounts and noter pecaivablo & 4 & -- & -- & -- & -- \\
\hline lnventory & - & & -- & -- & -- \\
\hline Other curcont assets & 12 & - & -- & -- & \\
\hline Potal curiont assets
fixed assets & 17
59 & -- & \# & & \\
\hline Lets: Accum. deo. on fixed sssets & - & -- & -- & -- & -- \\
\hline Other assets & 21 & - & -* & -- & - \\
\hline Total essets & 97 & - & - & -- & -- \\
\hline \multicolumn{6}{|l|}{Liebillties and equity} \\
\hline Current louns liabilities & 21 & -- & -- & -- & -- \\
\hline Other current liabilities & 25 & -- & - & -- & -- \\
\hline Mortgages perable & & -- & *- & -- & -- \\
\hline Long tepm deot & 7 & -- & -- & -- & -- \\
\hline Other liabilities & 50 & - & - & -- & - \\
\hline Total liabilitios & 11 & =- & - & - & - \\
\hline Total equity & 15 & - & - & - & - \\
\hline
\end{tabular}
(1) These estimetes ar based on sample businestes peporting swles between \(\$ 25,000\) and \(\mathbf{3 2 . 0 0 0 . 0 0 0 .}\)

Ste teble 1 fop symbels and notes.

TABLE 3. Finuneisi pettos(1) for incorporeted businestest only. 1987
Cande, Self-Serve baundries and/or Ory cieaners (SIC 9723)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { 80ttom } \\
25 \%
\end{array}
\] & midd Lower \(25 \%\) & Upper
midel \(25 \%\) & 700 \\
\hline Susinesses in samol (Mo.) Lom sales velue ( \(\$ 000\) s) High sales value ( \(\$ 000\) 's) & \[
\begin{aligned}
& 43 \\
& (1) \\
& (1)
\end{aligned}
\] & -- & -- & -- & -- \\
\hline & & & Average & & \\
\hline \begin{tabular}{l}
Liauidity retio \\
Curcont ratio (times)
\end{tabular} & 0.7 & -- & -- & -* & -- \\
\hline ```
Leverage ratios
    Oeot/ecuity imtio (times)
    Interest coverage patio (times)
    Oobt ratio (times)
``` & 5.3
1.9
0.8 & -- & -- & -- & -- \\
\hline
\end{tabular}


See fitbl 1 for symols and noter.

\section*{Definitions:}
1. Liquidity petic:

Gurront a current assets / curront lisoilities
2. Leverage retios:
```

Debt/equity z totel liabilities / eauily.
Dett retio z totsl liadoilities / total assets
c) Interest coverage s net poofic o interest expense/ intepest expense.

```

TABLE 4. Statument of Enanges in financial position for incorporared businesses oniy. igs7
Ganada. Self-Serve baundries and/or Dry Claners (Sic 9723)

 only hose ousinesses reporting stetement of enenget.
See inble 1 for symols and notis.

Canseds. bsundry and Cleaners (516 972)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{Business size expressed in average labour units(l)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{\[
\begin{array}{r}
\text { Total paypol) } \\
(\$ 000,
\end{array}
\]} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Changes in number of businusses with ould employes} \\
\hline & & & & reporting(2) & No longer reporting(3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 4.380 & 407.545 & 36.775 & 110 & 420 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
4.064 \\
246 \\
50 \\
20
\end{array}
\] & \[
\begin{array}{r}
148.980 \\
99.478 \\
77.689 \\
81.398
\end{array}
\] & \[
\begin{array}{r}
13.471 \\
9.017 \\
5.887 \\
7.400
\end{array}
\] & 874
22
10
4 & 411 \\
\hline 1987 & & & & & \\
\hline Totel & 4.802 & 521.124 & 38.533 & 854 & \\
\hline \[
\begin{aligned}
& 1 \text { ess then } 20 \\
& 20 \text { - } 99 \\
& 100-493 \\
& 500 \text { end over }
\end{aligned}
\] & 4.482
254
51
15 & \[
\begin{aligned}
& 188.597 \\
& 125.794 \\
& 106.535 \\
& 100.198
\end{aligned}
\] & \[
\begin{array}{r}
14.154 \\
9.319 \\
7.086 \\
7.174
\end{array}
\] & 864
25
5 & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}
(il) Average laoour units arecstculated oy dividing totel poypoll by the overage annual wage and salary rate as ruported in the Surver of Emploment. Payioll and Mours. Stalissics Canace. Cotalogue 72-002. An overnge labour unis could be interoreted as a
 500 mployees in canace as whole but less than that numper in any given province it is shom in the 500 ond over group
(2) Refers to businesses reporting no paypoll deductions in the provious yeter
[3) Pefers to businesses reorting no payroll deductions in the following yenr
-Newly reporting" and "no longer rooorting" businessas are assumed to hove betn in activity for six months and the informstion is adjusted accordingly

Soe iable ifor symools and notes.

TABLE 6. Salected ooerating enaracteristies of small businesses oy sales guartile. \(1985-1987\) Canade. Self-Serve Laundriet and/or Ory Cieaners (Sic 3723)

\begin{tabular}{|c|}
\hline Yumoer of soservetions in samole Average sales \(S\) Average expense Averget net grofit (loss) \$ \\
\hline \begin{tabular}{l}
Businesses peoorting oprofit (wo.) Average sales 8 \\
Average expense \$ \\
Avernge net profit \(S\)
\end{tabular} \\
\hline Businesses reporting loss (Mo. Average seles \(\$\) averoge exomse Average net loss \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline 119
85.300 & 27.409 & 43.180 & ¢5.676 & 207.334 \\
\hline 78.180 & 20.302 & 1. . 212 & ¢8. 39 & -33.80 \\
\hline 7.420 & 6.807 & 1.968 & 9.477 & 13.829 \\
\hline 91 & & & & \\
\hline 82.060 & 27.450 & 42.391 & 83.484 & 194.516 \\
\hline 71.543 & 20.400 & 35.756 & 50.049 & 179.966 \\
\hline 10.517 & 7.050 & 6.935 & 13.435 & 14.650 \\
\hline 20 & & & & \\
\hline 153.091 & 28.246 & 44.454 & 69.665 & 472.000 \\
\hline 159.890 & 28.330 & 55.405 & 73.026 & 484.000 \\
\hline -6.599 & -84 & -10.951 & -3.36 & -12.000 \\
\hline
\end{tabular}

1988
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sample & . 101 & & & & \\
\hline Average sales & 89.057 & 27.917 & 38.280 & 71.928 & 186.102 \\
\hline Average expense & 74.740 & 25.805 & 32.501 & 0 63. 020 & 176.833 \\
\hline Average net profit (loss) \$ & 6.317 & 1.312 & 5.779 & 8.908 & 9.269 \\
\hline Businusses reporting a profit (Mo.) & 18 & & & & \\
\hline Aversge sales & 80.748 & 27.521 & 38. 508 & 70.727 & 186.237 \\
\hline Average exdense \$ & 12.278 & 21.484 & 32.001 & 59.373 & 178.246 \\
\hline Aversoge net profit \$ & 8.472 & 8.037 & 6.505 & 11.354 & 9.99 \\
\hline Susimessen reporting less (Mo.) & 15 & & & & \\
\hline Average soles \(\$\) & 89.709 & 28.786 & 35.884 & 80.849 & 181.357 \\
\hline Average oxpense \(\$\) & 90.717 & 37.558 & 37.820 & 90.112 & 197.379 \\
\hline Average net loss \$ & -9.008 & -8,794 & -1.958 & -9.283 & -96.022 \\
\hline
\end{tabular}


see rable for symools and notes

TABLE 1. Selected operating ratios, in percent of seles, 1987
caneds. Industrial vechinery and gquipment Rental and bessing (Sic g9i8)


\section*{Syeocols}

\section*{- zero or no ooservetions \\ - - 200 smell too be exprassed \\ not applicabl}
- confidential

\section*{Feotnoter}
(1) These estimetes are bused on semple of ousinesses peporting \(\$\) eles. Detween 825.000 sed \(\$ 2.000,000\)



> This portion of the tobl purtins only to the businesses peporting the specific expense item. Thersfors these ratios ere celculsted individueliy end the totsl will not necesserily equel \(100 \%\).

\section*{Mote}

OAta are shown by quartiles when at latet 13 of the sampled businesses report the specific item
 one quarter of the total humbr of businesses. Within eech quaptile. the gerege patio is presenteg. for conperison purposes. the high ano low values of seles are shom.

How to use the teblet
(1) bocte the sppropinte stes rengo thet is displayed on the two lines entizled bow sates viluet shd migh selts value
(2) The selected range will inglente the proper quartile. i. the botton 25x. the lower nigdle \(25 \%\). the upotr midel \(25 \%\) or the 20D 25\%.
(3) Data pertining to the selscted sal sist rizeng will be in that quartile.
sendard Induetrial flestifiention Definition ISIE 1980):
\$16 9911. Industriel Mechinery and Equipeent Rentel end bessing
 machinery and gquipment rentals. industrial mechinery and equipment rantal and inasing, fessing of ingustrial machingry and equipmont industrial mechinery and equipment rentals. meterials handing machinery and equipment rentals lexcept with operatorsi. metalworking machinery and quidment rentals. mining machinery and quipment rentels. oil well grilling macninery and guipment rentals. pental of


TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Eanada. Industrial mechimery and Equipment Rental and leesing (Sit ggit)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & 10:a11. & \[
\begin{array}{r}
30<20 \mathrm{~m} \\
=5 \%
\end{array}
\] & M+191 &  & O\% \\
\hline Susinosses a samola No. Low seles value 5000 s) Hign saits value ( 9000 's) & 188
11
\(1 i\) & 1918 & \(\begin{array}{r}58 \\ 152 \\ \hline\end{array}\) & \[
\begin{array}{r}
52 \\
3: 2 \\
3: 2
\end{array}
\] & \(\vdots \pm 2\) \\
\hline & \multicolumn{5}{|c|}{Average (\$000's)} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casn & - & - & - & - & - \\
\hline Accounts and notes receivable & 32 & 2 & 15 & 21 & 37 \\
\hline Inventory & - & - & - & 21 & \\
\hline Other curront assets & 53 & 5 & 36 & 17 & : 97 \\
\hline Total current assets & 95 & 7 & 50 & 33 & ? \({ }^{3}\) \\
\hline Fixec assets deo. on fixed assets & 280 & 96 & 106 & 333 & 498 \\
\hline Less: Accum. deo. on fixed assets Other ussets & 70 & 58 & \(5 i\) & 45 & 120 \\
\hline Total sesets & 425 & 181 & 211 & 471 & 843 \\
\hline \multicolumn{6}{|l|}{} \\
\hline Current loans & 22 & 2 & 8 & 30 & 51 \\
\hline Qther current liabilities & 79 & 29 & 31 & 86 & 179 \\
\hline Totel current liabilitios & 100 & 31 & 37 & 98 & 230 \\
\hline Mortgeges paystol & - & g & 1 & , & - \\
\hline bong term oubt & 21
173 & \(4{ }_{4}^{9}\) & 74 & 33
265 & 39
305 \\
\hline other liabilities & & 4 & 14 & & \\
\hline Total lisbilities & 233
132 & 84 & 111 & 395 & 576
258 \\
\hline Total equity & 132 & 78 & 93 & 78 & 268 \\
\hline
\end{tabular}

5es iable ifor symols and notes.

TABLE 3. Financial ratios(1) for ineorporated businesses only, 1987 Canade. industrlel mechinery and Equipment Rental and Lesing (SiC 9911)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Potsl(2) & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Lower } \\
& \text { middiv } 25 \text { \% }
\end{aligned}
\] & Upper middle 25\% & 700
\(25 \%\) \\
\hline Businesses in samole (No.) Low sales value ( \(8000^{\prime}\) s) High sales value ( 5000 's) & 188
(1)
(1) & \(\left(\begin{array}{l}1) \\ 48\end{array}\right.\) & \(\begin{array}{r}48 \\ 152 \\ \hline\end{array}\) & \[
\begin{aligned}
& 152 \\
& 342
\end{aligned}
\] & 342
\(11!\) \\
\hline & \multicolumn{5}{|c|}{Averige} \\
\hline biquidity retio Curcent ratio (times) & 1.0 & 0.2 & 1.4 & 1.0 & 1.0 \\
\hline \begin{tabular}{l}
Levernge ratios \\
Onotlequity ratio (times) \\
Interest covarage ratio (times) \\
Oett ratio (times)
\end{tabular} & 2.7
2.7
0.7 & 1.1
1.3
0.5 & 1.9
3.8
0.5 & 5.2
2.1
0.8 & 2.1
2.9
0.7 \\
\hline
\end{tabular}
(i) The ratios represens the everage of fetios for each ousiness in the group and connot oe calculated from the figur shown in table 2 .
(2) These tssimates are bened on semple of businesses reporting sel es betwen \(\$ 25,000\) snd \(\mathbf{5 2 , 0 0 0 , 0 0 0 .}\)

See isole 1 for symols and notss

Definitions:
1. Liguidity pstio:

Current s eurront assets / current lisbilicies
2. Leverege ratios:

Debt/equity \(=\) total lisbilities / eouier.
b) Debt ratio s total lisbilities fotal assets.
cl Interest coverage a net profit - intercst expense/inserest expense.

TABLE 4. Statement of Ehanges in financial position for incorporated ousinesses only. ig87
Canade, Industrial Machinery and Equipment Rental and Leasing (SIC g919)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -2:3i(1) & \[
\begin{array}{r}
\text { Sot tom } \\
25 \%
\end{array}
\] & midolow & \[
\begin{aligned}
& \text { Lioeer } \\
& \text { Hi do }
\end{aligned}
\] & - \\
\hline Gusingsses in samol (No. Low sales value (3000's) High sales value ( \(\$ 000^{\circ} \mathrm{s}\) ) & \[
\begin{aligned}
& 56 \\
& (1) \\
& (1)
\end{aligned}
\] & \[
(1)
\] & \[
\begin{aligned}
& 114 \\
& 265
\end{aligned}
\] & \[
\begin{aligned}
& 25 \\
& -70
\end{aligned}
\] & : - : \\
\hline & & & Iverage \(\$ 000{ }^{\prime}\) ) & & \\
\hline Opersting sctivities Casn 'rom ooeratians Oeoreciation Other & 52 & -11
23
17 & \[
\begin{aligned}
& 36 \\
& 20
\end{aligned}
\] & \[
\begin{array}{r}
5 \\
\text { ji } \\
-1 ?
\end{array}
\] & 违 \\
\hline Dividends & -4 & -8 & - & - 4 & -3 \\
\hline \begin{tabular}{l}
Investment activitios \\
Dispossi of fixed sssets \\
Purensese of fixed assets \\
Increase in investment \\
Oocfese in investment
\end{tabular} & \[
\begin{array}{r}
29 \\
-97 \\
-1 \\
2
\end{array}
\] & 2
-3
-1 & \[
\begin{array}{r}
10 \\
-132 \\
-1 \\
2
\end{array}
\] & \[
\begin{array}{r}
45 \\
-59 \\
-1 \\
2
\end{array}
\] & \[
\begin{array}{r}
53 \\
-181 \\
-13 \\
3
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing activitios \\
increase in long term debt \\
Reparment of long term debt \\
Loens from shareholders \\
Roosyment of loens from shareholders \\
Advences f loens from government \\
increses in equitr \\
Oecresse in squity \\
Otner
\end{tabular} & \[
\begin{array}{r}
24 \\
-28 \\
27 \\
-10 \\
-1 \\
-1 \\
-1
\end{array}
\] & 2
-15
1
-6 & \[
\begin{array}{r}
17 \\
-5 \\
56 \\
-15
\end{array}
\] & 16
-27
9
-2
-
-3
-3
-2 & \(\begin{array}{r}59 \\ -64 \\ 43 \\ -19 \\ \hline \\ 5 \\ \hline\end{array}\) \\
\hline Increse(decrasee) in cesh sauivalonts Cesh sequivelents-Beginning of the year Cosh s equivilents = End of the yeer & -2
8
4 & 4 & -2
8
4 & 2
6
8 & -9
10
1 \\
\hline
\end{tabular}

onlr those ousinesses reporting stetement of chenges.
Set inol i for symbols and netos.

Canada, Industrial Mechinery and Equipment Rental and Leasing (SIC g9i1)
\begin{tabular}{lll}
\hline
\end{tabular}
(1) Averege troour units are calculated by dividing cotal payrall by the average annusl wage and salsery rate as reported in the Survey of Employment. Paypoll and mours. Statistics Canade. Catslogu 12-002. An averoge labour unit could be initroreted as o
 500 moloyees in Canada as whol dut less than that numper in eny given province it is shown in the soo and over group.
(2) Relers to Dusinesses reporting no peyroll deductions in the orevious yeur
(3) Refers 10 businesses recorting no perroll deductions in the following yeer.
*Newly reporting" and "no longer reporting" businesses are astumed to hove been in activity fop six months and the information is adjusted accordingly.

See fable i for symbols and notes.

TABLE 6. Selucted operating characteristics of small businesses by sales quartile. \(1985-1987\) Cancax. Indugtrial Mechinery and Equipmenc Rencal and beasing (Sic g9il)



1986

\begin{tabular}{lr}
63.988 & 124.005 \\
48.927 & 118.427 \\
15.041 & 5.578 \\
& \\
& \\
68.033 & 118.471 \\
47.058 & 88.335 \\
18.975 & 30.135 \\
& \\
& \\
51.332 & 128.355 \\
80.362 & 142.079 \\
-9.030 & -13.724
\end{tabular}
\begin{tabular}{ll}
288.821 & 17.019 \\
252.945 & 884.507 \\
35.875 & 132.512
\end{tabular}

Averace seles 5
323.453
276.202

Average expense Averge net profit (losis) g

Busincsees reporting a profit (Mo.)
Average sales
Average ot Drofit
-22.700
80.362
-9.030
142.079
\(-13,724\)
280.934
551.020

Averegenet loss \(\quad-22.70\)

1587
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observations in sample \\
Average sales \(\$\) \\
Average exeense \(\$\) \\
Average net profit \{loss) \$
\end{tabular} & 364
228.494
209,484
19.030 & \[
\begin{array}{r}
32,327 \\
26,884 \\
5,443
\end{array}
\] & \[
\begin{aligned}
& 77.140 \\
& 85.023 \\
& 12.117
\end{aligned}
\] & \[
\begin{array}{r}
195.323 \\
192.530 \\
3.793
\end{array}
\] & \[
\begin{array}{r}
808.186 \\
553.420 \\
54.766
\end{array}
\] \\
\hline Susinesses reporting oprofit (Mo.) & 240 & & & & \\
\hline Averege seles & 237.473 & 33.828 & 81.939 & 203.231 & 830.897 \\
\hline Average expenses & 193.484 & 23.317 & 56.81 ? & 164.065 & 529.586 \\
\hline Avepage net profits & 44.009 & 10.511 & 25.050 & 39.: 65 & 101.311 \\
\hline Businusses recorting lose (Mo.) & 101 & & & & \\
\hline Average sales & 207.408 & 29.254 & 65.590 & 181.364 & 553.436 \\
\hline Average expenses & 245.985 & 34.188 & 84.614 & 254.262 & 810.879 \\
\hline Average net loss \$ & -38.579 & -4.932 & -19.024 & -72.918 & -57.443 \\
\hline
\end{tabular}
(1; These estimates are based on sample of businesses reporting sal between \(\mathbf{3 2 5 , 0 0 0}\) and \(\mathbf{5 2 . 0 0 0 . 0 0 0}\)
See Table for symbols and noras

TABLE 1. Selected operating ratios, in percent of saiss, 1987
Canad. Video Movies and Audio-Visull Equipment Rental (S1C 9912)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{-28al(i)} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
30 t+0 m \\
25 \%
\end{array}
\]} & \multicolumn{2}{|r|}{- Code 0 -} & \multicolumn{3}{|c|}{-02er
\[
\text { T OQl : } 5 \%
\]} & \multicolumn{2}{|c|}{为} \\
\hline Susinesses in samol No. bow sales value i \(\$ 000\) s) Migh sales vilut ( \(\$ 000^{\circ} \mathrm{s}\) ) & & \[
\begin{aligned}
& 318 \\
& 11) \\
& (1)
\end{aligned}
\] & & \[
\left(\begin{array}{l}
1 \\
50
\end{array}\right.
\] & & \[
\begin{aligned}
& 50 \\
& 30
\end{aligned}
\] & & 1 & & & \\
\hline \multirow{3}{*}{Selected expense item} & \multicolumn{5}{|c|}{[ncustry averagaiz} & \multirow{3}{*}{\[
\begin{gathered}
\because \text { Jusi- } \\
\text { nesores } \\
\text { reporting }
\end{gathered}
\]} & \multicolumn{5}{|c|}{Gaoor: ng zus nosses antuil} \\
\hline & Total & 30trom 25\% & \[
\begin{array}{r}
\text { Lower } \\
\text { middl } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { ODO } \\
\text { midel } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& -20 \\
& 25 \%
\end{aligned}
\] & & -0:3. & \[
\begin{aligned}
& \text { Sot:2m } \\
& i 5 \%
\end{aligned}
\] & \[
\begin{array}{r}
\text { - zwer } \\
\text { mical } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Ucoer } \\
\text { mod } 016 \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& 00 \\
& : 5 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Pepcent of sales} & & \multicolumn{5}{|c|}{Percent of seles} \\
\hline Qecupency expenses
Depreciation & 36.8
22.4 & 37.5
21.1 & 41.2
25.5 & \(35 . ?\)
\(21 . ?\) & 32.1 & 19.8
89.8 & 36.1
24.9 & 38.0 & 41.2
27.0 & 35.7
21.8 & 32.2
21.8 \\
\hline gepe its e maintenance & 1.2 & 1.3 & 0.7 & 1.7 & 1.1 & 72.7 & 1.8 & 1.9 & 9.1 & 2.1 & 1.3 \\
\hline Heat. light \& telophone & 2.3 & 2.5 & 2.7 & 2.1 & 1.8 & 91.8 & 2.5 & 2.9 & 3.0 & 2.2 & 1. 3 \\
\hline  & 10.8 & 12.8 & 12.2 & 10.2 & 8.1 & 89.9 & 12.0 & 14.4 & 13.9 & 19.1 & 8.9 \\
\hline Porsonnel expenses & 20.0 & 15.3 & 19.2 & 23.6 & 21.8 & 14.1 & 23.8 & 23.5 & 25.0 & 24.5 & 22.2 \\
\hline \begin{tabular}{l}
Finencisl expenses \\
[nterest \& bank charges
\end{tabular} & & 5.0
4.0 & 7.1
3.9 & 4.8
3.2 & 3.8
2.5 & 97.5
8.8 & 5.2
4.1 & 5.1 & 7.2 & 5.0 & 3.7
2.9 \\
\hline lnterest \& bank charges Professional foes & 1.7 & 1.0 & 3.1 & 1.8 & 1.1 & 82.8
88.9 & 2.0 & 1.4 & 3.5 & 1.7 & 1.2 \\
\hline Other expenses & 30.7 & 38.0 & 24.5 & 25.3 & 36.4 & 100.0 & 30.7 & 35.0 & 24.5 & 25.9 & 38.4 \\
\hline Profit (loss) & 7.6 & 6.1 & 8.8 & 10.0 & B. 9 & 97.5 & \(9 . ?\) & 8.9 & 1.2 & 10.4 & 6.2 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & :00.0 & & . & - . & \(\cdots\) & . \(\cdot\) \\
\hline
\end{tabular}

\section*{Symbols \\ zero or no observetions \\ - too smell too De mppesed \\ not appliceol \\ \(\times\) confiantiol}

\section*{Footnotes}
(1) Phese ustimates art based on stmple of businteses ropopting seles between 825.000 and \(\$ 2,000.000\)


This portion of the sool pertuins only so the businesses poorting she specific expunst iten. Therefore these ratios are giculated individutly and the totsl will not necesearily wquil 1008.

\section*{Moten}

Oato ere shown by quertiles when er leess 13 of the sampled busineses report ehe specific isen.
 one quarter of the rotel number of businesses. Within each quartile. the average ratio is presented. For comparison purposes. the high and low values of seliss ar shown.

How to use the ted es
111 Locte the topropr itce seles pange inet is displeyed on the two lines untitled low geles veluet and omigh sties vilue"
2) ine selected range will indicete the proper quertile. i. e. She bottom 25x. the tower micole 25\%, the upoer miod \(25 \%\) or the tan \(25 \%\).
(3) Ott perteining to the selected sales size range will be in thet guertile.

Stenderd Industrisl Cleztifiestion 0efinition 1556 1980):
SIG 9112 - Ludio-Visutl Cquipent Rentel and beesing
susinesses primerily engeged renting and lestifg oudio-visusl equipment. Businesses engsged in tudio-visus! fones and fesing. projection equipmen f contal, public addess sysiem rental. rontal of audio-visull equipment. sound equipment pental. tape recorder pontal and telovision rental are inctuded in this incustry.

TABLE 2. Baiance sheet profil for incorporated businesses oniy. 1987
Canade. Video Movies and Audio-visual Equipment Renesl (SIC g912)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Popal: & \[
\begin{array}{r}
30 t r o m \\
=5 \%
\end{array}
\] &  &  & 20 \\
\hline Jusinesses a samol iNo. Low salas value 9000 s ) Hign sales value ( \(\$ 0000^{\prime}\) s) & 214
(1)
11 & \[
\begin{aligned}
& 1) \\
& 07
\end{aligned}
\] & \[
\begin{array}{r}
57 \\
113
\end{array}
\] & \[
\begin{aligned}
& 1 \cdot 3 \\
& \cdot 8 \frac{1}{3}
\end{aligned}
\] & § \\
\hline & \multicolumn{5}{|c|}{} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casn & < & - & & \(i\) & 2 \\
\hline Accounts and notes ceceivale inventory & 4 & - & 3 & 1 & \(?\) \\
\hline Other curpent assets & 24 & 7 & : 8 & 8 & E \\
\hline Toral cuprent sesets & 28 & 8 & 21 & : & ミ5 \\
\hline Fixed asasts & 80 & 36 & 53 & 53 & 54 \\
\hline & - & - & - & - & 40 \\
\hline Other assets & 12 & 1 & 5 & 2 & 40 \\
\hline Total atsets & 120 & 45 & 75 & 88 & 289 \\
\hline \multicolumn{6}{|l|}{Listillies end equity 21} \\
\hline Cuprent losns & 11
33 & \(1{ }_{5}^{3}\) & 17 & 12 & 218 \\
\hline Total cuprent liabilities & 44 & 18 & 20 & 35 & 100 \\
\hline Mortgages oayabl & - & - & - & - & - \\
\hline Long iterm dob: & 5 & 2 & - & § & 13 \\
\hline Other ! i bilitles & 46 & 36 & 35 & 37 & 76 \\
\hline Total liabilitios & 95 & 54 & 56 & 80 & 189 \\
\hline Total equity & 25 & - 1 & 23 & 7 & 80 \\
\hline
\end{tabular}
(1) These estintes art beted on sumpl of businesses peoorting simes detween \(\$ 25,000\) and \(\$ 2.000 .000\).

See iable 1 for synools and notes.

TABLE 3. Financial rattos(i) for incorporsted businesses only, 1987
Canada, Video Movies and Audlo-visusl Equipment Rentel (Sic 9s12)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Totsil2 & \[
\begin{array}{r}
80 t t o m \\
25 \%
\end{array}
\] & Lowe?
\[
\text { middie } 25 x
\] & Upoe: middle 25\% & 700
25\% \\
\hline Businesses in samol :No. Lom sales velue ( \(\$ 000\) s) High seles value (\$000's) & \[
\begin{aligned}
& 214 \\
& 11\} \\
& (1)
\end{aligned}
\] & (1)
87 & 87
113 & \[
\begin{array}{r}
113 \\
183
\end{array}
\] & 183 \\
\hline & \multicolumn{5}{|c|}{Avorige} \\
\hline biquidity ratio Curcent catio (times) & 0.6 & 0.4 & 1.1 & 0.5 & 0.5 \\
\hline \begin{tabular}{l}
Leverage retios \\
Gebt/acuity ratio (imes) \\
Interest coverage etio (times) \\
Detot istio (times)
\end{tabular} & 3.8
3.5
0.8 & -6.5
1.2 & \[
\begin{aligned}
& 2.5 \\
& 6.0 \\
& 0.7
\end{aligned}
\] & 12.0
2.2
0.9 & 2.3
4.5
0.7 \\
\hline
\end{tabular}

191 The ratios represent the verege of ratios for ench business in the group and cennot calculateo from the figures shown in ible 2.
(21) These estimetes bresed on semple of businasses reporting sales betwem \(\$ 25,000\) end \(\$ 2.000 .000\).

See lable 1 for symbols and notes.

Definitions:
1. Liquidity Patio:

Curfent e current assets / current lisoilisies.
2. Leverage retios:
al Debt/aquity \(=\) lotel liabilities/ equity.
b) Oebe fatio = lotal liabilitits \(f\) total assats
c) Interest coversge \(z\) net profit interest expense \(/\) interest expense

TABLE 4. Statement of ehanges in finaneial position for incorporated ousinesses only. is87
Ganade. VIdeo Hovies and Audio-visull Equipment Rental (SIE 9992)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -2alil) & \[
\begin{array}{r}
50: 40 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\pi_{1001}^{-2 w e r}
\] & \[
\begin{array}{r}
\text { leaer } \\
\text { - voiz }
\end{array}
\] & \[
2 \%
\] \\
\hline Businesses in samol ! No. bow sales value (\$000's) 4ign soles value \(5000^{\prime}\) & \[
\begin{aligned}
& 04 \\
& \{1\} \\
& 1!
\end{aligned}
\] & \[
19
\] & \[
\begin{aligned}
& 101 \\
& 126
\end{aligned}
\] & \[
=28
\] & 23 \\
\hline & & & rage 5000 & & \\
\hline Joerating setivities Casn trom ooerations jeoreciation Other & 8
5
8 & \[
\begin{gathered}
-4 \\
24 \\
4
\end{gathered}
\] & \[
\begin{gathered}
-2 \\
34 \\
2!
\end{gathered}
\] & 3
3
3 & 82 \\
\hline Dividends & -2 & - & - & -5 & -2 \\
\hline \begin{tabular}{l}
Investment sctivities \\
Discosal of fixed assets \\
Purchase of fixed assets \\
Inciesse in investment \\
Decrease in investment
\end{tabular} & \[
\begin{array}{r}
7 \\
-69 \\
-2 \\
4
\end{array}
\] & \[
\begin{array}{r}
-19 \\
-72
\end{array}
\] & \(\begin{array}{r}1 \\ -54 \\ \hline\end{array}\) & 8
-73
-1 & \[
\begin{array}{r}
15 \\
-112 \\
-5
\end{array}
\] \\
\hline \begin{tabular}{l}
Finencing setivities \\
Incresse in long term debt \\
Regayment of long term debt \\
Loans from shareholders \\
Reoarment of losns from sharanolders \\
Adusnces \& losns from government \\
Incresese in equity \\
Oecresse in squity \\
Other
\end{tabular} & S
-7
4
-12
-
-9
-1 & \[
\begin{array}{r}
-3 \\
-24 \\
\vdots \\
-4
\end{array}
\] & 2
-5
-5 & 5
-11
7
-5
-
-
-1 & 11
-10
4
-17
-
1
-2 \\
\hline Incresse(decrease) in cash \& equivalents Cash sequivelonts-Beginning of the yeer Cosh sequivelents - End of the your & -4
5
1 & -1
5
4 & -4
7
3 & -3
-3 & -7
10
3 \\
\hline
\end{tabular}
 only inose Dusinesses reporting stotement of changes.
Set isole ifor symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on sic elusitfication in 1987
Canade. Video Movies and Audio-Visual Equipment Rentel (SiC 9512)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size oxeressed in svorage lebour units(1)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{\[
\begin{array}{r}
\text { Total parrol } \\
\{5000
\end{array}
\]} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Chonges in number of businesses with ouid moloyeet} \\
\hline & & & & \[
\begin{array}{r}
\text { Newly } y \\
\text { roporting }(2)
\end{array}
\] & No longer
- coorting(3) \\
\hline \multicolumn{6}{|l|}{1384} \\
\hline Totel & 1.560 & 73.882 & 3.148 & 720 & 380 \\
\hline \[
\begin{aligned}
& \text { 1ess than } 20 \\
& 20 \text {. } 99 \\
& 100-499
\end{aligned}
\] & \[
\begin{array}{r}
1.534 \\
19 \\
\hline
\end{array}
\] & \[
\begin{aligned}
& 44.955 \\
& 10.710
\end{aligned}
\] & \[
\begin{array}{r}
1.929 \\
438
\end{array}
\] & 720 & 359
\(!\) \\
\hline 500 and over & 7 & 18.017 & 71 & - & - \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 2.098 & 130.158 & 6.393 & 514 & ... \\
\hline \[
\begin{aligned}
& \text { 1es: than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
2.038 \\
35 \\
18 \\
7
\end{array}
\] & \[
\begin{aligned}
& 88.375 \\
& 23.908 \\
& 10.2 \$ 5 \\
& 27.630
\end{aligned}
\] & \[
\begin{aligned}
& 3.135 \\
& 1.113 \\
& 510 \\
& 1.335
\end{aligned}
\] & 504
4
6 & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}
 Survey of Employmens. Payroll and hours. Statistics Canada, Catologue 12-002. An average labour unit could o interoret as a full-time mployet. Noit thas the business site groups used are oftermined at the Canade level. Thus it ousiness has at tose 500 employets in Cansde as mole but less then thei number in shy given province is is shown in the 500 and over group.
(2) Retors 10 Dus intsses peporting no payroll deductions in the provious yeer.
(3) pefers to busintesses reporting no payroll deductions in the following yeer.
"Mewiy redorting" and "no longer reporing" businesses ar assuned to heve deen in activity for six monins anc the information is adjusted accordingly.

See isola I fop symbols and notes

TABLE 6. Selected operating Enaracteristics of smell businesses oy salts quartile. 1985-1987 Canade, Video Movies and Audio-Visual Equipment Rentai (S1C 3912)


1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline Humber of goservations in samole & 359 & & & & \\
\hline Average sales 3 & 136.860 & 31.996 & 53.805 & 5.349 & 345.697 \\
\hline Average exoense 3 & 23. 242 & 35.302 & 50.306 & -3.340 & 3. \({ }^{\text {a }}\) ! \\
\hline Average net drofit (loss) \(\$\) & 8.818 & -4.308 & 3.200 & 7.409 & 28. 588 \\
\hline Businesses reporting a profit (Mo.) & 195 & & & & \\
\hline Average sales & :34.080 & 32.489 & 55.352 & 22.310 & 325.170 \\
\hline Average expense 3 & 118.887 & 23.275 & 48.231 & - 06.505 & 290.734 \\
\hline Avertge net profit \$ & 17.393 & 9.214 & 9.121 & 15,804 & 35.436 \\
\hline Businusses peporting loss (No.) & 10 & & & & \\
\hline Average sales 3 & 180.706 & 31.545 & 50.985 & 99.854 & 480.340 \\
\hline Average expense \$ & 173.941 & 45.581 & 58.589 & 115.675 & 475.919 \\
\hline Average net lass & -13.235 & -13.936 & - ? 604 & -15.821 & -15.579 \\
\hline
\end{tabular}

Number of observations in sumole
Average sales \(\$\)
Averige expense s
Average net profit (loss) \$

Businesses reparting prefit (Mo.)
Average sales s
Averege expense \(\$\)
Average net profit \(\$\)

Businesses reporting less (No.)
Averaga sales s
Aver age expense s
average net los: \(\$ \quad-11.895\)

27
278
123.082
110.919
12.183

215
134.127
10.845
23.782


99.210
111.109
-11.899
33.275
30.364
2.931
34.088
23.253
10.815
32.465
37.590
58.034
68.877
-10.543
55.841
48.879
8.984

55.775
42.798
12.987


58.034
88.877
-10.543
107.07
100.731
6.34
298.136
263.755
32.411
-
114.2
100.8

333,586
275,718
\(57.850^{\circ}\)
221.089
239.583
-18.594

1987
Number of observetions in sumple
Aver sge sales \(\$\)
Average expense \(\$\)
Avertge net profit (lass) \(\$\)
\begin{tabular}{|c|c|c|c|c|}
\hline 370 & & & & \\
\hline 139.285 & 37.631 & 68,778 & 196.946 & 335.792 \\
\hline 128.329 & 35.738 & 61.757 & 105.443 & 309.377 \\
\hline 10.957 & 1.853 & 5,019 & 10.503 & 28.415 \\
\hline 267 & & & & \\
\hline 144.948 & 36.995 & 69.871 & 117.414 & 355.51: \\
\hline 123.679 & 28.688 & 55.716 & 100.324 & 310.007 \\
\hline 21.259 & 8.327 & 14.155 & 17.090 & 45.506 \\
\hline 103 & & & & \\
\hline 123.810 & 38.517 & 60.717 & 115.555 & \\
\hline 137.822 & 45,583 & 93.485 & 124.621 & 307.619 \\
\hline -13.912 & -7.058 & -12.688 & -9.086 & -26,829 \\
\hline
\end{tabular}
(1) These estimetes ar based on sampla of businesses peporting sal bs betwen \(\$ 25.000\) and \(\$ 2.000 .000\).

5e iable 1 for symbols and noies

TABLE 1. Selected operating ratios, in percent of sales. 1987
Canade, Automobile and Pruck Rental and Leasing Services (S16 9921)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{-コロa111} & \multicolumn{2}{|r|}{3ot 19 m} & \multicolumn{2}{|r|}{T1.04*-2we!} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{-} \\
\hline Susincsses in sambi Mo. . aw sales valy ( 3000 !) dign sales value ( \(\$ 000^{\circ}\) s & & \[
\begin{aligned}
& 324 \\
& (1) \\
& 11)
\end{aligned}
\] & & \[
\begin{aligned}
& 1 \\
& 37
\end{aligned}
\] & & \[
\begin{array}{r}
97 \\
20:
\end{array}
\] & & +50 & & & \\
\hline \multirow{3}{*}{Selected exoense item} & \multicolumn{5}{|c|}{:nqustry average(z)} & \multirow{3}{*}{\[
\begin{aligned}
& \text { \% ous } \\
& \text { resses } \\
& \text { recopting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{R900r: 1 ag zusinesses znivi} \\
\hline & Total & \[
\begin{array}{r}
30 t: 0 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { ouwer } \\
\text { middI } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { jooer } \\
\text { middle } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& .30 \\
& 25 \%
\end{aligned}
\] & & Cta & \[
\begin{array}{r}
30 \tau: 0 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
- \text { awer } \\
\text { Niddle } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { jooer } \\
\text { micol } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& =90 \\
& : 5 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{percont of salos} & & \multicolumn{5}{|c|}{2orcont of soles} \\
\hline Cost of seles & 2.0 & 0.3 & 0.2 & 3.0 & 4.2 & 10.4 & 18.7 & 24.5 & 3.9 & 25.4 & 18.1 \\
\hline Oceupency moenses & 40.1
29.8 & 41.9
35.0 & 10.8
27.6 & 11.5
32.4 & 35.5
23.8 & 99.5
94.4 & 40.2
31.4 & 41.9
40.4 & 10.8
27.6 & 41.7
35.3 & 36.5
24.0 \\
\hline Reozirs s maintenance & 5.8 & 5.5 & 7.0 & 4.3 & 5.8 & 65.5 & 8.5 & 9. 5 & 11.3 & 5.5 & -7.3 \\
\hline Heat. light telephone & 0.8 & 0.2 & 1.2 & 0.7 & i. 1 & 45.0 & 1.8 & 2.3 & 2.5 & 1.5 & 1.1 \\
\hline Rent \({ }_{\text {Ret }}\) & 4.1 & 1.3 & 6.7 & 4.2 & 8.1 & 49.1 & 8.3 & 5.5 & 11.2 & 7.0 & 8. 8 \\
\hline Personnel expenses & 12.8 & 4.5 & 18.3 & 13.1 & 17.0 & 63.4 & 20.2 & 22.7 & 28.2 & 96.0 & 19.4 \\
\hline Financial expenseat & & & & & & & & & & & 8.8 \\
\hline Interest s bank cherges Professianal fees & 10.2
1.4 & 14.9 & 10.2
1.8 & 8.3 & 7.7
1.1 & 88.0
88.0 & 11.5
\(\vdots .7\) & 18.9
2.0 & 11.3 & 9.8 & 8.4 \\
\hline Other expenses & 24.4 & 20.8 & 20.7 & 25.0 & 31.2 & 97.1 & 25.2 & 21.9 & 22.0 & 25.0 & 31.2 \\
\hline Profit (lose) & 9.1 & 18.8 & 10.2 & 7.5 & 2.3 & 99.8 & 9.1 & 16. 8 & 10.2 & 7.5 & 2.3 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & . . & . . & . . & . . & ... \\
\hline
\end{tabular}

\section*{symeole}
- zero or no observations
-. too smell too be expressed
not apolicsole
\(\times\) confidentiol

\section*{footnotes}

11 these netimes are bised on a smple of businesses roporting seles between \(\mathbf{1 2 5 , 0 0 0}\) and \(\$ 2.000,000\).


This portion of the seble pertaing only co the businesses reporting the specific expense itum. Therefore thase ratios are culcuted incividusily and ene cotsl will not necesserily tqual \(100 \%\).

\section*{Notes}

Dstare shown by quartiles when at lenst 13 of the sampled businesses raport the specific itum.
kecords were remted in secending order scerding to sales size. Eech quertile (i. ©. botrom 25\%. Iomer middle 25x. etc.) repesents one querter of the cotel numper of businesses. Within eseh quertile, the average ratio is ppestentod. For congerison purposes, the high and low vilues of sales ere shom.

How to use the tebles
(1) bocate the epproprinte setes pange that is displayed on the two ines antigled tom sales vilume and migh saites value"
(2) The selected range will indlcete phe proper guertile. i.e. the bettom 25\%, the lower niddt 25\%. the upger midde 252 or the top 258.
3) Dete perteining to the sulected selse size renge will on in thet quartile.

Stendera Induetrisl CIusifleetion onfinition (SIC Ingel:
S1C 9821. Autonobil and Iruek Rentel and Loesing Services
Businesses primerily engaged in renting and lesing gassenger cars or trucks without orivers. autonobile rentel of leasing lwithout driverl. car rental agencies and truck rontels iwithout diverl are included in this industry.

TABLE 2. Balance sheet profile for incorporated ousinesses only. 1987
Canadz, Auromodil and Fruex Rental and baasing Services (SIC 3921)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & To:a1:11 & 3c::cm & \[
\begin{gathered}
\text { alod! } 0 \mathrm{Ef} \% \\
\end{gathered}
\] & - 0 eq? & : \\
\hline Jusinesses ri samol (Mo. Low saies value \(5900^{\circ}\) s High sales value (\$000's) & 298
\(1!\)
\(!\) & \{1) & 109
252 & - 3 - & 484 \\
\hline & \multicolumn{5}{|c|}{Average (3002 s)} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Accounts and notes receivele & 29 & 2 & 29 & \(\therefore\) & 30 \\
\hline Inventopy & - & , & - & - & - \\
\hline Dther current assets & +98 & 12 & 92 & 30 & \(\therefore 18\) \\
\hline Totel curpent assets & 108 & 14
118 & 120 & 48 & ご2 \\
\hline Fixed ussets & 372 & 116 & 148 & 485 & 746 \\
\hline Lese: Accum. deo. on fixed sisets Dther sssets & 114 & 88 & 87 & 82 & 219 \\
\hline Potal usets & 594 & 198 & 355 & 528 & 1.175 \\
\hline \multicolumn{6}{|l|}{} \\
\hline Cuppent loans liabilitios & 42
159 & 7
29 & 29
121 & 33
203 & 96
379 \\
\hline potal cuppent lisbilitios & 201 & 38 & 150 & 236 & 679
378 \\
\hline Mortgages parable & . & - & - & - & - \\
\hline Long term debt & 28 & 1 & 18 & 19 & 54 \\
\hline Other lisbilities & 222 & 60 & 92 & 212 & 514 \\
\hline Total lisbilities & 4.49 & 98 & 261 & 467 & 954 \\
\hline Total matity & 144 & 93 & 94 & 161 & 221 \\
\hline
\end{tabular}

11 These estinates to bestd on semol of businasses poporing sales between \(\mathbf{5 2 5 . 0 0 0}\) and \(\$ 2.000,000\).
Sec isol i for symools and noter.

TABLE 3. Financial ratios(i) for incorporzted businessez only. 1987
Caneda, Automoblle and Truck Rental and Leasing Services (SIC 9921)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{aligned}
& \text { Bottom } \\
& 25 x
\end{aligned}
\] & Lower middle 25\% & Uoper
midel \(25 \%\) & 100
\(25 \%\) \\
\hline Businesses in semple (No.) bow seles value ( \(\$ 0000^{\prime} \mathrm{s}\) ) High sales value \(\left(\$ 000^{\circ}\right.\) s) & \[
\begin{aligned}
& 298 \\
& \{1\} \\
& 11\}
\end{aligned}
\] & 11
109 & 109
282 & 252
484 & 484
111 \\
\hline & \multicolumn{5}{|c|}{Averege} \\
\hline \begin{tabular}{l}
Liauidity patio \\
Cupent ratio (times)
\end{tabular} & 0.5 & 0.4 & 0.8 & 0.3 & 0.5 \\
\hline \begin{tabular}{l}
Leverage patios \\
Oebt/equity patio (times) \\
Interest coversge petio (times) \\
Oebr retio (times)
\end{tabular} & 3.1
1.8
0.8 & 1.0
8.7
0.5 & 2.8
2.1
0.7 & \[
\begin{aligned}
& 2.9 \\
& 2.0 \\
& 0.7
\end{aligned}
\] & 4.3
1.3
0.8 \\
\hline
\end{tabular}

12) Thnse netimetes art besed on sumple of businesses ioporting sulus between \(\$ 25,000\) and \(\$ 2.000 .000\).

Ste itol i for symbols and netes.

Definitions:
1. Liquidity etio:

Cuptent z cuptent assets / cupent liabilitios
2. Leverage patios:
a) Deotrequity s poral tiabilities / equiey
b) Deot estio s total lisoilipies/ iotsl nssets
c) Interest coverage net profit - insernst expense/ inturest expense

TABLE 4. Statement of enanges in financial position for incorporated businesses only. 1987
Eanada, Automobil and Truck Rental and Leesing Services (SiC 9921)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Cotal: \({ }^{\text {a }}\) & \[
\begin{array}{r}
\text { दै०: }: \frac{0}{2} \%
\end{array}
\] & bower & JEDe: ग \(301+25 \%\) & - \({ }^{-9}\) \\
\hline Jusinesses \(n\) samol Mo. Low sales value ! 3000's 4 Hin sales value \(9000^{\prime}\) ) & \[
\begin{array}{r}
38 \\
11 \\
(1)
\end{array}
\] & \[
\left.\begin{array}{l}
1 \\
i
\end{array}\right\}
\] & \[
\begin{array}{r}
14 \\
275
\end{array}
\] & \[
\begin{aligned}
& 575 \\
& 599
\end{aligned}
\] & ミミ \\
\hline & & & erage \(\$\) & & \\
\hline \begin{tabular}{l}
Operting activities \\
Casn irom joerations \\
jegreciation \\
Other
\end{tabular} & \[
\begin{aligned}
& 28 \\
& 97 \\
& i 8
\end{aligned}
\] & \[
\begin{array}{r}
1 \\
19 \\
-39
\end{array}
\] & \[
\begin{aligned}
& 2: \\
& 0 \\
& 5
\end{aligned}
\] & \[
\exists 3
\] & 2: \\
\hline Qividends & -7 & -6 & -9 & -1 & -10 \\
\hline \begin{tabular}{l}
Investment ectivities \\
Disposal of fixed assets \\
Purchase of fixed ssants \\
incresse in investment \\
Decresse in investment
\end{tabular} & \[
\begin{array}{r}
104 \\
-319 \\
-38 \\
6
\end{array}
\] & \[
\begin{array}{r}
38 \\
-32 \\
-66 \\
\hline
\end{array}
\] & \[
\begin{array}{r}
119 \\
-278 \\
-9
\end{array}
\] & \[
\begin{array}{r}
92 \\
-329 \\
-2
\end{array}
\] & \[
\begin{array}{r}
186 \\
-631 \\
-75 \\
23
\end{array}
\] \\
\hline \begin{tabular}{l}
Finameing ectivitios \\
Increase in long term debt \\
Repayment of iong :erm debt \\
Loans from sharenoiders \\
Repayment of toms "rom sharenolders \\
Advances : louns from government \\
Increse in equity \\
Decrease in equity \\
Dther
\end{tabular} & \[
\begin{array}{r}
182 \\
-91 \\
37 \\
-15 \\
-3 \\
-1
\end{array}
\] & 82
-77
84
-
-
-2 & \(\begin{array}{r}89 \\ -12 \\ 20 \\ -18 \\ \hline\end{array}\) & \(\begin{array}{r}160 \\ -96 \\ 12 \\ -30 \\ \hline\end{array}\) & 393
-175
33
-16
-
-1
-2 \\
\hline Increse(decrease) in cash equivelents Cash savivalents-Beginning of the yoer Cash oquivelonts - End of the yeer & 3
12
14 & 13 & 6
38
48 & 8
1
10 & -1
-1
-5 \\
\hline
\end{tabular}
 only those businesses peporting stetimmit of chenges.
see iovle 1 for symbols and notes.

TABLE 5. Empioyment changes by stze of businesin, 1984-1987 based on SIC classification in 1987
Canade. Automotile and Truck Rental and Leesing Services (SIC 9921)
\begin{tabular}{lll}
\hline
\end{tabular}

111 Average lbour units are calculated by dividing totel payroll by the average ennual mage and salary rate as reported in the Survey of Employmen?. Payroll and Hours. Statistics Canadm. Catalogu* 78-002. An average labour unit could be interpreted as a tull-time omployen. Note that the business sizt groups used aredetermined at the canada lovel. thus if a business has at last 500 mployees in Cansda as whol Dut less than thet number in my given province it is shown in the 300 and over group.
(2) Reters to businesses peporting no peyroll deductions in the previous year
(3) Refers io businesses reporting no peyroll deductions in the following year
-Newly peperting" and "no longer reoortinge businesses are assumed to nave been in activity top six monehs anc the information is adusted accoroingly.

See table 1 for symbols and notes.

SOURCE: Small Business and Soecial Surveys Division, Statistice Canada.

PABLE 6. Selected operating characteristics of small bustnessas by sales quartile, 1985-i987 Eanaca. Automobile and Truck nencal and beasing Services (Sic 3521)
\begin{tabular}{|c|c|c|c|}
\hline -0:aı: \(1:\) & \[
\begin{array}{r}
30 \div: 9 m \\
2 \leq \%
\end{array}
\] &  &  \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline Numoer of soservations in sample & 153 & & & & \\
\hline Average saies & 371.611 & 37.742 & 38.020 & 296.357 & -54. 22 \\
\hline dverage fxpense \({ }^{\text {a }}\) & 224.707 & 29, 33 & 30.351 & 259.940 & 95E, 955 \\
\hline Average net profit (loss) \$ & 36.904 & 8.559 & 17.089 & 26.817 & 95.988 \\
\hline Businesses reporting eprefit (Mo.) & 123 & & & & \\
\hline Average sales \({ }^{\text {d }}\) & 378.757 & 37.555 & 104.167 & 286, 142 & 1.087, 64 \\
\hline Average expense & 319.819 & 25.15\% & 77.117 & 214,849 & 381.359 \\
\hline Average net profit \$ & 59.138 & 12.404 & 27.050 & 71.293 & 125.805 \\
\hline 8usinusses paporting loss (Na.) & 30 & & & & \\
\hline Average sales \(\$\) & 339,487 & 38.281 & 81.880 & 323.923 & 914.084 \\
\hline Aversge exomes & 373.083 & 40.388 & 91.143 & 412.441 & 948.280 \\
\hline Average net loss 5 & -33.578 & -2,125 & -9.463 & -88.518 & -34.198 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of obsefvations in semple \\
Average sales \\
Average expense \$ \\
Average net profit (losg) \(\$\)
\end{tabular} & \[
\begin{array}{r}
145 \\
387.539 \\
340.468 \\
27.073
\end{array}
\] & \[
\begin{array}{r}
43.370 \\
49.675 \\
-5.305
\end{array}
\] & \[
\begin{array}{r}
111.989 \\
97.699 \\
14,290
\end{array}
\] & \[
\begin{array}{r}
333.413 \\
306.088 \\
27.325
\end{array}
\] & \[
\begin{array}{r}
981.385 \\
908.403 \\
72.982
\end{array}
\] \\
\hline Businssens reporting profit (Mo.) & 100 & & & & \\
\hline Average sales & 382.270 & 44, 158 & 105.832 & 317.779 & 381.450 \\
\hline Average expenses & 318.297 & 42.840 & 88.078 & 284.839 & 871.832 \\
\hline Average net profit \$ & 45.973 & 1.518 & 19.818 & 53.140 & 109.818 \\
\hline Businusses peportimg loss (Mo.) & 45 & & & & \\
\hline Average seleas & 383.808 & 42.640 & 138.059 & 373.321 & 981.200 \\
\hline Averige expenses & 408.788 & 58.195 & 145.840 & 411.895 & 1.013 .212 \\
\hline Average net loss \$ & -22.978 & -13.556 & -7.771 & -38.575 & -32.012 \\
\hline
\end{tabular}

(1) These estimetes are besnd on sample of businesses reporting sales berween 325,000 end \(\$ 2.000,000\)

Sen Table i for symbols and notes

TABLE 1. Selected operating rattos, in percent of sales, 1987
Canada, Photographers (SiC g931)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{Cota ! 1} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
30 t ? 0 \mathrm{~m} \\
25 \%
\end{array}
\]} & \multicolumn{2}{|r|}{} & \multicolumn{3}{|c|}{minele - e -} & \multicolumn{2}{|c|}{-} \\
\hline Businesses in samole (No. Lom seies value 3000 's High sales value : \(900 \mathrm{C}^{\prime}\) s) & & \[
: 22
\] & & \[
39
\] & & \% & \multicolumn{4}{|c|}{\[
\begin{aligned}
& \vdots \\
& 5 \\
& 5
\end{aligned}
\]} & ! \\
\hline \multirow{3}{*}{Solected expense item} & \multicolumn{5}{|c|}{:noustey zuerage: 2 )} & \multirow{3}{*}{\[
\begin{aligned}
& \text { "ous:- } \\
& \text { nesses } \\
& \text { reoorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{¿eoor:ing zusinesses onit ?} \\
\hline & iotal & \[
\begin{array}{r}
30+t 0 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { middle } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Jooer } \\
& \text { idd1 } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& -90 \\
& 25 \%
\end{aligned}
\] & & -0tal & \[
\begin{aligned}
& \text { 30: : } 3 \mathrm{Om} \\
& 25 \%
\end{aligned}
\] & \[
\begin{array}{r}
- \text { awer } \\
\text { midal } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Hoser } \\
\text { mioul } \\
25 \%
\end{array}
\] & 25\% \\
\hline & \multicolumn{5}{|c|}{Percent of sales} & & \multicolumn{5}{|c|}{percent of salus} \\
\hline Cost of seles & 19.5 & 20.5 & 20.3 & 19.2 & 18.2 & 81.6 & 31.7 & 34.1 & 33.8 & 32.5 & 27.2 \\
\hline Decupency expenses & 15.3 & 18.2 & 15.8 & 18.1 & 11.4 & 37.2 & 15.7 & 20.0 & 18.0 & 18.1 & 11.1 \\
\hline Depreciation & 5.4 & 11.0 & 5.9 & 5.2 & 3.8 & 88.1 & 7.5
1.5 & 14.8 & 3.3 & 6.1 & 1.0 \\
\hline Repaits o maintenance & 1.1 & 0.9 & 1.7 & 0.8 & 0.9 & 65.4 & 1.5 & 1.7 & 2.3 & 1.2 & 1.3 \\
\hline Hest, light steohon & 2.3
5.5 & 2.4
3.9 & 2.6 & \(\frac{2.6}{7.4}\) & 1.7 & 74.4
68.7 & 8.8 & 1.8
8.8 & 3. 2 & 8.1 & 5. 5 \\
\hline Personnel expenses & 11.4 & 0.5 & 8.4 & 12.8 & 23.4 & 53.3 & 19.2 & 2.0 & 17.2 & 18.3 & 25.1 \\
\hline Financial expenses & 2.9 & 2.0 & 3.2 & 2.9 & 3.4 & & & 4.0 & & & \\
\hline Intorest \& bank chapges Professional fees & 1.7
1.2 & 1.2
0.8 & 1.8
1.3 & 1.9 & 1.7 & 72.1 & 2.3
1.5 & 1.3
1.6 & 2.5 & 2.0 & 2. \({ }^{\text {. }} 8\) \\
\hline Other expenses & 35.9 & 34.5 & 37.0 & 38.1 & 33.5 & 100.0 & 35.9 & 34.5 & 37.0 & 38.1 & 33.9 \\
\hline Profit (lons) & 15.0 & 24.3 & 15.5 & 11.0 & 9.8 & 99.0 & 15.2 & 24.3 & 15.5 & 11.0 & 10.2 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & . \(\cdot\) & . . & . \(\cdot\) & . . & \\
\hline
\end{tabular}

Symbols
- zero or no observesions
-- too smell too be biprelsed
not applical.
x confidentisl

\section*{footnotes}
(1) These estimetes re besed on ambl of businesses reporting stite betmen \$25, 000 und \$2,000.000.
(2) Value in sech celly a lotil weighed expenditurt on given item

 individublly and the total will not necesserily qual 100 z .

\section*{Motise}

Osta are shown by quartiles when at latt 13 of the sempled busingsse peport the specific item

 high ind low veiust of seles for shown.

How to use the reblet

\(2)\) The selected renge will indicte the proper quartile. i.t. the bottom 25\%. the lower widdt 25\%. the upper midde 25\% or the \(10025 \%\).
13) Dets perteining to the setected sales size range will be in thes queptile.

Stender Industris! Clessifiestian Definition (SIC 1980):

\section*{SIC 831 - Photographers}
susinesses primsrily ongsod in portrait and comercial photography. inis indusiry incluoes commercist photographers. photographic studios and portrait photogrephers

TABLE 2．Balance sheet profil for fncorported businesses only． 1987
Canaoa，Phosographers（SiC 9931）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －o：a（1） & \[
\begin{array}{r}
\text { 30t:0m } \\
25 \%
\end{array}
\] & miacl -ower & －1． 3 － 208 \％ & \[
\begin{aligned}
& =2 \\
& \therefore=:
\end{aligned}
\] \\
\hline Zusincsies in samoi ：Mo． Low sales value i\＄000＇s！ Mign sales value \(\left(\$ 000^{\prime}\right.\) si & 133
11
11 & 33 & \[
\begin{array}{r}
33 \\
104
\end{array}
\] &  & ここと \\
\hline & & & Average \(\$ 000\) & & \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline －asn & & & & 17 & 36 \\
\hline Aecounts and notes receivaole Inventory & 15 & 3 & 4 & 17 & 36 \\
\hline Other Eurrent assets & 34 & 11 & 20 & 19 & 24 \\
\hline Total eurront assets & 49 & 14 & 24 & 35 & 20 \\
\hline Fixed assets & 48 & 31 & 27 & 35 & 30 \\
\hline & － & － & － & － & － \\
\hline Other assets & 14 & 2 & 1 & 10 & 44 \\
\hline Total assets & 109 & 67 & 52 & 80 & 254 \\
\hline \multicolumn{6}{|l|}{} \\
\hline Cuprent loans Other supient lioilities & \(3{ }^{9}\) & 13 & 16 & 28 & 20
74 \\
\hline Total current liabilities & 42 & 15 & 20 & 35 & 95 \\
\hline Mortgages payabl & － & － & － & － & － \\
\hline Long topm debt & \({ }^{3}\) & － & 1 & 1 & 9 \\
\hline Other ！iabilities & 29 & 28 & 22 & 24 & 42 \\
\hline Total liabilitios & 13 & 43 & 43 & 50 & 145 \\
\hline Total equity & 36 & 4 & 9 & 20 & 109 \\
\hline
\end{tabular}
（1）These estimates are besed on sampl of businesses poporting sales between \(\$ 25.000\) and \(\mathbf{8 2 . 0 0 0 , 0 0 0 .}\)
see Tole i for symbols and notes．

TABLE 3．Finenciel retios（1）for fncorporeted businesses only， 1987
Canads．Photographers（SIC 9931）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total（2） & \[
\begin{array}{r}
\text { Bottom } \\
25 x
\end{array}
\] & \[
\begin{aligned}
& \text { Lower } \\
& \text { middle } 25 \pi
\end{aligned}
\] & Upoar
\[
\text { midd } 25 \%
\] & 700
\(25 \%\) \\
\hline Sus inesses in samol（MO．） Low sel value（ \(\$ 000\)＇s） High sales value（ \(\$ 000\)＇s） & 133
\((1)\)
\((1)\) & \(\begin{array}{r}11 \\ 8 \\ \hline\end{array}\) & \(\begin{array}{r}83 \\ 104 \\ \hline\end{array}\) & \begin{tabular}{l}
104 \\
254 \\
\hline
\end{tabular} & 254 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity retio Cuprant fatio（times） & 1.2 & 1.0 & 1.2 & 1.0 & 1． 3 \\
\hline \begin{tabular}{l}
Leverege retios \\
Debtloquity ratio（times） \\
Interest coverage patio（times） \\
Debt retio（times）
\end{tabular} & 2.0
5.5
0.7 & 11.8
2.3
0.9 & 4.8
1.7
0.8 & 3.0
3.8
0.7 & 1.3
8.6
0.5 \\
\hline
\end{tabular}
（9）ine ratios ropresent the average of fotios for exh business in the group and cannot bedculated from the figures shown in iable 2
（2）These estimetes are based on semple of businesses feporting ssles butwem \＄25，000 and \＄2．000．000．
See itole 1 for symools and notes

Definitions：
1．Liquidity eatio：
Current \(=\) euptent assets／current fiabilities．

2．leverage itios：
a）Debr／equity＝total liabilities／equity．
b）Debe patio＝total liabilities／total assets．
el interest goverage＝net orofis \(+i n t\) erst expense／interest expense

TABLE 4. Statement of enanges in financial position for incorporteted ousinesses only. isg7
Eanaca, Photographers (Sic g931)


\footnotetext{
 only those busineses reporting stetememe of chenges.
ses indel 1 for symbols and noter.
}

Canade. Photographers (S1C 9931)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in average labour units(l)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{Totai oayroll
\[
\left(\$ 000^{\prime} \text { i }\right)
\]} & \multirow[b]{2}{*}{Aversge laboup units(1)} & \multicolumn{2}{|l|}{Changes in number of businesses with daid molayes} \\
\hline & & & & Newly eporting(2) & No longer coorting(3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Potal & 1.474 & 71.832 & 5.033 & 281 & 159 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20 \text { - } 99 \\
& 100 \text { and over } \\
& 500 \text { and }
\end{aligned}
\] & \[
\begin{array}{r}
1.402 \\
5! \\
2!
\end{array}
\] & \[
\begin{aligned}
& 41.393 \\
& 14.115 \\
& 15.724
\end{aligned}
\] & \[
\begin{array}{r}
2.989 \\
1.088 \\
\hline
\end{array}
\] & \(\begin{array}{r}275 \\ 5 \\ \hline\end{array}\) & \[
\begin{array}{r}
148 \\
! \\
10
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 1.584 & 111.333 & 7.730 & 243 & . . \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20 \text {. } 99 \\
& 100 \text {. } 49 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
1.486 \\
59 \\
29 \\
10
\end{array}
\] & \[
\begin{aligned}
& 51.719 \\
& 18.147 \\
& 22,984 \\
& 18.491
\end{aligned}
\] & \[
\begin{aligned}
& 3.552 \\
& 1.238 \\
& 1.833 \\
& 1.307
\end{aligned}
\] & 228
3
2
10 & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}


 500 employens in Canade as wha but lass than thet number in any given province it is shown in the soo and over group
(2) Refers 20 businesses reoorling no poyroil osouctions in the provigus year
(3) Refers to businesses reporting no payroll oeductions in the following yeer
"Newly peporinge and "no longer reporting" businesses ape assumed to hove been in etivity for six montis and the informstion is adjusted accordingly
set iabla ifor symools and noies

TABLE 6. Selectec operating characteristics of small Dusinesses by saled quartile. 1985-1987 Canade. Photographers (516 9931)


1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
ivmoer af soservetions in sample average sales 5 \\
Average zxpense \(\$\) \\
Average net profit \{lose\} \(\$\)
\end{tabular} & \begin{tabular}{r}
248 \\
\hdashline 19.391 \\
1.315 \\
8.578
\end{tabular} & 32.339
-5.353
5.986 & \[
\begin{array}{r}
5.088 \\
47.5 \equiv 2 \\
9.534
\end{array}
\] & \[
\begin{aligned}
& 36.308 \\
& 24.393 \\
& 19.315
\end{aligned}
\] & \[
\begin{array}{r}
232, \\
235 \\
6.869
\end{array}
\] \\
\hline Businceses coporting a profit (Mo.) & 210 & & & & \\
\hline Average salos \$ & 117.870 & 34.182 & 56.722 & 94.798 & 285.778 \\
\hline Average expense \$ & 103.525 & 25.539 & 43.519 & 79.209 & 258.234 \\
\hline Aversge net orofit \$ & 14.245 & 8.863 & 13,203 & 15.389 & 19.564 \\
\hline Businesses reporting a lose (Mo.) & 18 & & & & \\
\hline Aversge sales 8 & 128.808 & 28. 389 & 58.612 & 107.729 & 311.721 \\
\hline Averspe expenses & 137.884 & 32.153 & S4.478 & 114.858 & 340.167 \\
\hline Averege net loss \(\$\) & -11.258 & -3.784 & -5.888 & -5.329 & -28.446 \\
\hline
\end{tabular}


1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Mumber of observations in sample Average sales Average expenses Average net profit (loss) \$ & \[
\begin{array}{r}
384 \\
118.651 \\
102.918 \\
13.743
\end{array}
\] & \[
\begin{array}{r}
31.311 \\
23.779 \\
7.532
\end{array}
\] & \[
\begin{array}{r}
50.170 \\
41.509 \\
8.561
\end{array}
\] & \[
\begin{aligned}
& 91.215 \\
& 80.198 \\
& 11.017
\end{aligned}
\] & \[
\begin{array}{r}
293.949 \\
286.085 \\
27.864
\end{array}
\] \\
\hline Businesses reporting a profit (Mo.) & 278 & & & & \\
\hline Average sales 5 & 118.217 & 30.720 & 50.112 & 19.486 & 302.550 \\
\hline Average exoenaes & 99.016 & 21.448 & 37.956 & 70.970 & 265.688 \\
\hline Average net protit \(\$\) & 19.201 & 9.272 & 12,156 & 18.516 & 36.852 \\
\hline Susinestes raporting leat (Mo.) & 106 & & & & \\
\hline Average sales 5 & 108.032 & 36.681 & 50.389 & 95.474 & 251.803 \\
\hline Average expenses & 115.334 & 38.281 & 54.092 & 102.933 & 288.029 \\
\hline Average net loss 5 & -7.302 & -1.800 & \(-3.723\) & -7.459 & -16.225 \\
\hline
\end{tabular}

\footnotetext{

Set Teble 1 for symbols and notes
}

TABLE 1. Selected oDerating patios. in oercent of sales, 1987
Canade, Welding (SIE g942)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{Fo:a1: 1} & \multicolumn{2}{|r|}{30:*0m} & \multicolumn{2}{|r|}{\(\pi \mathrm{doc}\)-2w\%} & \multicolumn{3}{|c|}{Suct - -5.\%} & \multicolumn{2}{|r|}{\%} \\
\hline Jusinesses : in samol No. .ow sales value \(\$ 200\) 's High saices velue ( \(3000^{\prime}\) s) & & \[
15 \equiv
\] & & 37 & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 37 \\
& \text { 易 }
\end{aligned}
\]} & \multicolumn{5}{|c|}{\[
\begin{array}{r}
3 \\
10 \\
10
\end{array}
\]} \\
\hline \multirow{3}{*}{Solucted exoense itam} & \multicolumn{5}{|c|}{incustry zuarageiz} & \multirow{3}{*}{\[
\begin{gathered}
\text { y susi- } \\
\text { resses } \\
\text { recing }
\end{gathered}
\]} & \multicolumn{5}{|c|}{} \\
\hline & Toral & \[
\begin{array}{r}
30 t \div 0 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text {-ower } \\
\text { middl } \\
25 \%
\end{array}
\] &  & \[
\begin{aligned}
& -80 \\
& 25 \%
\end{aligned}
\] & & Toral & \[
\begin{array}{r}
30+50 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { zwer } \\
\pi i o g 10 \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { jooer } \\
\text { misuie } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& -30 \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{percent of salos} & & \multicolumn{5}{|c|}{Parcent af sales} \\
\hline Occupancy expenses & 13.2 & 18.1 & 12.8 & 12.8 & 3.1 & 100.0 & & & & & 9.1 \\
\hline Coprecistion & 5.7 & 7.8 & 7.0 & 4.7 & 3.4 & 90.8 & 6. 3 & 8.9 & ? 8 & 3.3 & \(3 . \overline{1}\) \\
\hline Repairs a meintenence & 2.9 & 3.9 & 2.1 & 3.8 & 1.9 & 53.7 & 4.5 & 6.2 & 3.7 & 5.! & 2.0 \\
\hline Hest, lignt of teleohone & 2.0 & 2.8 & 1.7 & 2.2 & 1.8 & 82.2 & 2.5 & 3.7 & 2.3 & 2. 5 & 1.? \\
\hline Rent & & 3.6 & 2.1 & 2.3 & 2.2 & & 4.9 & 7.9 & 4.0 & 5. 3 & 3. \\
\hline Personnel exvenses & 20.5 & 9.3 & 20.0 & 21.8 & 30.8 & 78.5 & 28.8 & 20.0 & 25.8 & 28.3 & 31.2 \\
\hline Financial expenses & 2.7 & 3.0 & 3.5 & 2.2 & 2.3 & \$5.5 & 2.9 & 3.1 & 3.8 & 2.3 & 2.3 \\
\hline Interest \& bank sharges & 1.7 & 1.7 & 2.2 & 1.5 & 1.4 & 75.9
88.0 & 2. 2 & 2.7 & \(\frac{3.2}{1.8}\) & !.8 & 0.9 \\
\hline Dther expenses & 48.8 & 67.5 & 42.7 & 41.2 & \(4{ }^{1} 1\) & 100.0 & 48.8 & 47.5 & 42.7 & 48.2 & 48.8 \\
\hline Ppofit (lose) & 16.8 & 22.2 & 21.0 & 15.2 & 5.1 & 58.9 & 17.4 & 23.0 & 21.5 & 15.9 & 9.4 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & . . & \(\ldots\) & . \(\cdot\) &  \\
\hline
\end{tabular}

\section*{Syebols}
```

zero or no observitions
200 smell to0 on expressed
not oopliceble

* confidential

```

\section*{foatnetes}



 individutily and the sotel will nat necesserily mqul \(100 \%\).

\section*{Motes}

Dete or shown by quertiles when at lesst 13 of the smoled businusses roport the specific item

 high and lom vilues of seles are shown.

How to use the tebles
(1) Locate the tppropribte stiet fange that is oisplayed on the pmo lines entitied "Low sales value" and migh sates vilume
 top 25\%.
(3) Data pertuining to the sulucted sies size pange will be in that quartile.

Stenderd Incustribi Elsenifiestion Definition (SIC 18sol:
31t 9942 . Welding
 -lectic wolding services lextept construetion sitel, welding peaip mork and welding shops

TABLE 2．Balance sheet profile for imcorporated businesses only． 1987
Canma＊．Welding（SIC 9942）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & ic：a！！ & \[
\begin{array}{r}
30:-0 \mathrm{~m} \\
: 5 \%
\end{array}
\] & \[
\text { M } 00 \text { : }
\] & Nicaleser & 为 \\
\hline Jusinesses ． B samole iNo． －5w seles value 5000 s） Hign saios value（\＄000＇s） & \[
307
\] & 53 & ¢3 & 203 & ：2ミ \\
\hline & \multicolumn{5}{|c|}{Sverage 3000 ：} \\
\hline \multicolumn{6}{|l|}{Assts} \\
\hline Sasn & － & F & － & \(\bullet\) & － \\
\hline Accounts and notes receivabie & 23 & 3 & § & 19 & ૬¢ \\
\hline fnventory & － & － & － & \％ & － \\
\hline Other cuprons assets & 30 & \(!0\) & 17 & 21 & 7 \\
\hline Total current assets & 54 & 13 & 21 & \(\pm 0\) & － 61 \\
\hline fixed assets & 41 & 15 & 23 & 23 & 92 \\
\hline Less：Accum．dep．on fixed assets & － & － & － & － & － \\
\hline Other assets & 8 & 2 & 1 & 1 & 9 \\
\hline Totel sesets & 100 & 29 & 45 & 75 & 252 \\
\hline \multicolumn{6}{|l|}{Lisbllities and equity} \\
\hline Current loans lisbilitios & 7 & 1 & 2 & \％ & 19 \\
\hline Other current lisbilities & 30 & 10 & 15 & 23 & 70 \\
\hline Totar cuppent liabilities
Mortgages paysble & 37 & 11 & 17 & 29 & 30 \\
\hline Mortgages oaysbl & － & － & － & － & － \\
\hline Long term debt & 2 & － & － & 3 & 6 \\
\hline Othor liabilities & 22 & 8 & 12 & 15 & 50 \\
\hline Total lisbilitiea & 81 & 19 & & 47 & 148 \\
\hline Total equity & 40 & 10 & 18 & 28 & 105 \\
\hline
\end{tabular}

Set isole i for symods and notis．

TABLE 3．Finumetil retios（1）for incorporated businesses only． 1987
Cancda．Welding（S1c 9g42）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total（2） & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & Lawer用iddl 25女 & Upoer midde 25\％ & 700
\(25 \%\) \\
\hline  & \[
\begin{aligned}
& 307 \\
& (1) \\
& 11)
\end{aligned}
\] & 11
53 & 53
93 & 93
225 & 225
\((1)\) \\
\hline & \multicolumn{5}{|c|}{Averege} \\
\hline \begin{tabular}{l}
Liquiditr retio \\
Cuprent catio（times）
\end{tabular} & 1.5 & 1.2 & 1.3 & 1.4 & 1.6 \\
\hline \begin{tabular}{l}
Leversge patios \\
Debt／equity ratio（times） \\
Intorest coverage rutio（times） \\
Deot retio（times）
\end{tabular} & 1.5
5.8
0.6 & 2.0
0.7 & 1.9
5.2
0.7 & 1.7
4.3
0.6 & 1.4
7.6
0.6 \\
\hline
\end{tabular}

III The catios cepresent the mertge of retios for each business in the grouo and cennot be calculared from the figures shown in itole z


See iable i for symbols and notes．

Definitions：
1．Liquidity ratio：
Curren：zeurrent assets／curcent liabilitics．

2．Leverage retios：
al Debr／aquity \(=\) toral liabilities／equily
b）Debt ratio a total liabilities／total sasers．
d）Interest eoverape \(z\) net profil．interest expense／interest expense．

TABLE 4. Statament of changes in financial position for incorporated businestes only. 1987
Canade, weiding (SIC 9942)


11 These estimetes are based on sample of incorporated businesses reporting sales between \(\mathbf{1 2 5 , 0 0 0}\) and \(\mathbf{3 2 . 0 0 0 . 0 0 0 \text { . Semple count incluces }}\) only those bus inesses reporting stetement of chenget.
5ee reole ifor symols and notes.

TABLE 5. Employment changes by size of businese, 1984-1987 besed on SIC classification in 1987
Canmds. Welding (SIC 9942)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Gusiness siza expressed in oversge labour units(i)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{Total perroll
\[
\left(\$ 000^{\prime}\right)
\]} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Changes in number of businesses with ouid employeer} \\
\hline & & & & \[
\begin{array}{r}
\text { Newly } \\
\text { reoorting }(2)
\end{array}
\] & No longer coorting(3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline fotal & 2.717 & 135. 285 & 7.299 & 475 & 258 \\
\hline \[
\begin{aligned}
& 1 \text { es then } 20 \\
& 20-99 \\
& 100 \text { - } 499 \\
& 500 \text { and over }
\end{aligned}
\] & 2.685
52
\(=\) & \[
\begin{array}{r}
108.096 \\
29.893
\end{array}
\] & \[
\begin{aligned}
& 5.712 \\
& 1.587
\end{aligned}
\] & 472
\(?\) & 254
-
- \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 2.835 & 200.335 & 9.974 & 418 & . . . \\
\hline \[
\begin{aligned}
& 1085 \text { than } 20 \\
& 20-99 \\
& 100 \text { - } 699 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
2.750 \\
88
\end{array}
\] & \[
\begin{array}{r}
136.436 \\
x \\
x
\end{array}
\] & 6.911
2.889
178 & \(\begin{array}{r}415 \\ 3 \\ \hline\end{array}\) & \(\cdots\)
\(\cdots\)
\(\ldots\) \\
\hline
\end{tabular}

Supvey of Employment. Pevroll and Mours. Statistics Canada. Catelogue 12-002. An everage taooup unis could be interprated at a
full-time smoloyes. Note that ithe business ize groups used are dotermined at the canada lovel. ihus if a business has at least
500 employens in canada as whol but leas than that nunter in any given province if is shown in the 500 and over group.
12) Refers co businesses reporting no payroll deductions in the provious yeer

131 2efers to businesses peporing no payroll deductions in the following vear
"Newly reporting" and "no longer reporting" businesses are assumed to have been in setivity for six mon ths and the :ntormation is adusted accordingly.
see iable I for symouls and notes

TABLE 6．Selected coerating enarecteristics of smell businesses by sales quartile． \(1985-1987\)
Canada．Weiding（S1C 3942）


1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline Humber of ooservations in sample & 424 & & & & \\
\hline Aversge sales 5 发 & 111.048 & 32． 502 & 32．349 & 35.95 & 72．647 \\
\hline －verage exomens & 37.752 & 23． 3.30 & －6．315 & 令，边 & こ2．304 \\
\hline Averege net profit（ioss）\(\}\) & 13.798 & 8.972 & 10.034 & 15.337 & 20.343 \\
\hline Businesses reporting profit（Mo．） & 386 & & & & \\
\hline Average sales & 198．556 & 32.248 & 52.751 & 84.303 & 296.32 \\
\hline Average expense \＄ & 97．684 & 21.484 & 37.550 & 56.367 & 285.353 \\
\hline Average net orofit \＄ & 18.872 & ？ 0.784 & 15．201 & 18.338 & 30.988 \\
\hline Susinesmes reporting lase（Mo．） & 31 & & & & \\
\hline Average sales & 93， 678 & 36.227 & 52.295 & 91.830 & 196.381 \\
\hline Average expentes & 100.824 & 37.528 & 80.078 & 94.271 & 211.421 \\
\hline Average net loss 5 & －7．146 & －3．299 & －7．783 & \(-2.44\) & －15．060 \\
\hline
\end{tabular}

1988
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observations in sample \\
Average sales \＄ \\
Average expense \(\$\) \\
Average net profit（loss）s
\end{tabular} & 382
130.177
114.695
15.482 & 36.794
24.552
10.242 & 57.179
45.815
11.584 & \[
\begin{array}{r}
90.588 \\
81.344 \\
8.922
\end{array}
\] & \[
\begin{array}{r}
338.185 \\
308.986 \\
31.201
\end{array}
\] \\
\hline Susineses reporting profit（Mo．） & 329 & & & & \\
\hline Average sales & 135．493 & 34．288 & 56.687 & 95．732 & 355.285 \\
\hline Aversege expenses & 114.127 & 21.847 & 39.418 & 76，791 & 318.153 \\
\hline Average net profits & 21.386 & 12.421 & 17．271 & 18．941 & 35.832 \\
\hline Susinesees reporting leas（Mo．） & 33 & & & & \\
\hline Average sules & 101.827 & 39.346 & 58.890 & 81.762 & 227．310 \\
\hline Average expense \＄ & 109．394 & 47.944 & 87．141 & 89.914 & 232．597 \\
\hline average net loss & －7．557 & －8．800 & －8．25 & －8， 152 & －5，
－ \\
\hline & & & 1187 & & \\
\hline Wumber of observations in semple & 527 & & & & \\
\hline Average salis \＄ & 125.104 & 32.075 & 48.038 & 80.819 & 339．482 \\
\hline Average expense \＄ & 110.874 & 24.720 & 37.945 & 69．279 & 311.552 \\
\hline Average net profit（loss）\＄ & 14.230 & 7.355 & 10.093 & 19，540 & 27.930 \\
\hline Businesses resorting profit（Mo．） & 419 & & & & \\
\hline Average salos & 127.992 & 31.736 & 48.732 & 81.383 & 350.118 \\
\hline Average expenst \({ }^{\text {der }}\) & 108.286 & 21.439 & 33.103 & \％6．775 & 311.825 \\
\hline Aversge net orofits & 19.706 & 10.297 & 15．629 & 16．50\％ & 38.293 \\
\hline Susinesest reperting lose（Mo．） & 108 & & & & \\
\hline average salss & 111.223 & 33.500 & 45.946 & 77.920 & 287.524 \\
\hline Average exotenst & 120.862 & 38．529 & 52．552 & 82.145 & 310.222 \\
\hline Average net loss \＄ & －9．639 & －5．029 & －6．605 & －4．225 & －22．898 \\
\hline
\end{tabular}

11）These estimates are basec on sample of businesses repoping salss between 825,000 and \(82,000.000\)
fet iable ifor symbols and notes

TABLE 1. Selacted operzting ratios, in percent of sales, 1987
Canede, Services to auiidings and uwelinge (Sic 995)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{-ota!:} & \multicolumn{2}{|r|}{\[
30 t \pm 0 m
\]} & \multicolumn{2}{|r|}{mical} & \multicolumn{3}{|c|}{-1.ca:*} & \multicolumn{2}{|c|}{-} \\
\hline Suscincesses a somole Na. -ow sales value ! \(30000^{\prime}\) s) Miṣn sales vilu ( 9000 s) & & \[
\begin{aligned}
& 332 \\
& 11 \\
& i 1
\end{aligned}
\] & & \[
35
\] & & 35
34 & & & & & \\
\hline \multirow{3}{*}{Selocted expense item} & \multicolumn{5}{|c|}{:ndustry averageiz)} & \multirow{3}{*}{\[
\begin{aligned}
& \text { "oust } \\
& \text { nesses } \\
& \text { peorsing }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Repor*ing zusinasses on*?} \\
\hline & -otal & \(308+0 \mathrm{~m}\)
25\% & \[
\begin{array}{r}
\text {-ower } \\
\text { middl } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Looer } \\
\text { niod } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& 720 \\
& 25 \%
\end{aligned}
\] & & -2.31 & \[
\begin{array}{r}
300: 3 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text {-ower } \\
\text { miade } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { jooer } \\
& 1001 \% \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& =-20 \\
& =0
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of sales} & & \multicolumn{5}{|c|}{Parcant of sales} \\
\hline Decupency expenses & 8.8 & 10.2 & 8.5 & 9.1 & 9.3 & 97.2 & 9.0 & 10.8 & 8.7 & 9.2 & 7.6 \\
\hline Depreciation & 4.2 & 5.9 & 3.8 & 4.4 & 2.9 & 84.0 & 5.0 & 7.7 & 4.6 & 4.3 & 3.2 \\
\hline Reosirs \& meintenence & 1.2 & 1.5 & 1.1 & 1.0 & 1.2 & 52.1 & 2.3 & 2.8 & 2.2 & 2.1 & 2.1 \\
\hline Heat, light teleohone & 1.3 & 1.0 & 1.3 & 1.8 & 1. 2 & 36.4 & 1. 9 & 2.0 & 1. 8 & 2.5 & 1. \\
\hline Rent & 2.1 & 1.9 & 2.1 & 2.1 & 1.9 & 57.3 & 3.7 & 4.1 & 6. 5 & 3.3 & 2.8 \\
\hline Personnol exomses & 29.1 & 13.2 & 24.7 & 33.3 & 44.9 & 12.9 & 35.0 & 20.2 & 31.0 & 38.5 & 47.2 \\
\hline Financist expenses & 2.5 & 3.2 & 2.0 & 2.4 & 2.5 & 30.1 & 2.8 & 3.9 & 2.3 & 2. 6 & 2.5 \\
\hline Interest z Dank Gharges & 1.3 & 1.0 & 1.2 & 1.8 & 1.5 & 71.1 & 1.9 & 1.8 & 2.0 & 2.0 & ¢. 3 \\
\hline Professionsl fees & 1.2 & 2.2 & 0.8 & 0.9 & 0.9 & 73.1 & 1. 5 & 3.8 & 1.1 & 1.0 & 1, \\
\hline Other expenses & 35.2 & 35.2 & 32.9 & 35.5 & 37.2 & 100.0 & 35.2 & 35.2 & 32.9 & 35.5 & 37.2 \\
\hline Profit (loss) & 24.5 & 31.2 & 31.1 & 19.7 & 8.2 & 98. 1 & 24.5 & 38.7 & 32.9 & 20.1 & 8.3 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & . . & . & . . & ... \\
\hline
\end{tabular}

\section*{Symbols}
- zero of no observerions
- 100 smell to0 be exppested
not applicato
\(\times\) confidentisi

\section*{Footnetes}

III inase sstinetes gre bessd on sample of businesses paporting selis. between 525.000 and 12.000 .000 . Toesil weighted mpenditur on given item


This oortion of the tol pertains onty to the businesses reporting the gpacific mpense item. Thmeform these patios art calculated individully and the cotal will nat necessarily gus \(100 \%\).

\section*{Notes}

Dest are snown by quartiles when at leest \(i 3\) of the sampled businesses report the specific item
Records wer renked in ascending order scopding so seles size. Esch queptile fi. Dettom 25x. Iomer midde 25\%. etc. represents on quarter of the cotal number of businesses. Within sech qustilo. the everse retio is presented. for comperison purposes. the high and low vilues of salses ara shown.

\section*{How to ust the tetes}

(2) The selected renge will indicete the oroper quertile. i. the botson 25\%. the lower midele 25\%. the upptr midt 25\% or tht top 252.
(3) Dete perteining to the selected seles size range will be in ther quertile.

Standerd Induatrial Giestificstion Definition (SIC 19801:
SIC 9890 - Servicee so suildingt and Ow liingt


TABLE 2. Balence sneet profile for incorporated businesses only. 1987
Canade, Services to Buildings and Dweliings isic 395)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Potal: & \[
\begin{array}{r}
30: 10 m \\
: 5 \%
\end{array}
\] & Midolo -ower & m.dal & - \\
\hline Zusinesses in samola iNo. -ow saies value 15000 : Hign sales vaiu 15000 . & 499
1) & \[
\begin{array}{r}
1!! \\
\text { a3 }
\end{array}
\] & \[
\therefore 3
\] & - & -2 \\
\hline & \multicolumn{5}{|c|}{Lverage \$000 s?} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Sdsn sccounts and notes recaivabie & & 2 & & 11 & -9 \\
\hline sccounta and notes peceivabie :nventory & 17 & 2 & 7 & 11 & -9 \\
\hline jeher cuprent assets & 30 & 3 & 10 & 20 & \(\therefore 7\) \\
\hline Total cupient assets & 37 & 4 & '5 & 31 & 詻 \\
\hline fixed assets & 28 & 9 & 13 & 22 & 5 ; \\
\hline Less: Accum. dec. on fixed sesets & - & - &  & - & - \\
\hline Other assets & 9 & ( & 3 & 8 & \(2 i\) \\
\hline Total assets & 72 & 17 & 31 & 81 & 178 \\
\hline \multicolumn{6}{|l|}{Lisbilities amd equity} \\
\hline Other cuprent liabilities & 24 & \(?\) & 13 & 21 & 55 \\
\hline Total curpent lisbilitios & 30 & 7 & 16 & 25 & 72 \\
\hline Mortgages oayable & - & - & - & - & - \\
\hline Long term debt & 1 & * & - & 2 & 3 \\
\hline Other liabilities & 17 & 9 & 7 & 17 & 35 \\
\hline Total lisoilities & 49 & 16 & 23 & 45 & 111 \\
\hline Total eauity & 23 & 1 & 8 & 16 & 58 \\
\hline
\end{tabular}

Sot isb! i for symoots and notas

TABLE 3. Finselal ratios (1) for incorporated businesses only. 1987
Canadi. Services to Buildings and Dwellings (SIC gqs)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
80+t 0 m \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Lower } \\
& \text { middl } 25 \%
\end{aligned}
\] & \[
\begin{array}{r}
\text { Uooer } \\
\text { widd } 25 \%
\end{array}
\] & \[
\begin{aligned}
& 00 \\
& 25 \%
\end{aligned}
\] \\
\hline Qusinesses in samole (No. Low sales vilue ( \(\$ 000\) 's) High sales value (\$000's) & \begin{tabular}{l}
499 \\
(1) \\
(1)
\end{tabular} & 111
83 & 63
112 & 112
233 & 233 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline biquidity ratio Current ratio (times) & 1.2 & 0.5 & 1.0 & 1.2 & 1.3 \\
\hline ```
Leverage retios
    Oeot/equity ratio (times)
    Interast coverage ratio (times)
    Debt ratio (times)
``` & 2.1
6.2
0.7 & \[
\begin{array}{r}
17.8 \\
0.9 \\
0.9
\end{array}
\] & \[
\begin{aligned}
& 2.9 \\
& 2.2 \\
& 0.7
\end{aligned}
\] & \[
\begin{aligned}
& 2.9 \\
& 6.2 \\
& 0.7
\end{aligned}
\] & 1.6
5.1
0.0 \\
\hline
\end{tabular}

\footnotetext{

12) These estimetes bre besed on sumplo of businesses reporting sales Detween \(\$ 25.000\) and \(\$ 2,000.000\).
}

See tiol I for smools and notes.

\section*{Definitions:}
1. Liquidity patio:

Current eurrent assets / currons liabilities.
2. Levertege ratios:
8) Debi/equipy \(=\) total lisolifies / squity.
D) Deot ratio z total liabilities / total assets
c) Interust coverage \(=\) net orofit . interest expense \(/\) interest expense.

SOURCE: Small Business and Speciol Surveys Division. Statistics Cansos.

TABLE 4. Statement of changes in fimancial position for incorporatac businesses only. 1987
Ganade. Jervicas to Juiidings and Dwol:inge (SIC 39g)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Tora (i) & \[
\begin{array}{r}
\text { Sot rom } \\
25 \%
\end{array}
\] & Ticol swe & \[
-1013 \text {-o0e }
\] & \% \\
\hline 3usinesses .n samo IV No. Low sales value \(3000^{\circ} \mathrm{s}\) ) High sales value! 8000 . & \[
=20
\] & \[
\begin{array}{r}
11 \\
95
\end{array}
\] & \[
\begin{array}{r}
95 \\
1!2
\end{array}
\] & it & : : \\
\hline & & & -verage is000 s. & & \\
\hline Operating actsvities Casn ram operations Oegreciation Other & 6
7
-1 & \(\begin{array}{r}-3 \\ 2 \\ \hline\end{array}\) & \[
\frac{\grave{j}}{\mathrm{j}}
\] & 2
3
-2 & - \\
\hline Dividends & -3 & - & -1 & -2 & -8 \\
\hline Investeent sctivities Disposel of fixed sssets Pupchase of fixed sesets increse in investment Oucsese in investment & \[
\begin{array}{r}
3 \\
-12 \\
-1 \\
-1
\end{array}
\] & -1 & \[
-{ }_{-9}^{3}
\] & \[
\begin{gathered}
! \\
=8 \\
\hline
\end{gathered}
\] & 5
-27
-6 \\
\hline \begin{tabular}{l}
Financing ectivities \\
increase in long term debt \\
Reparment of long term debt \\
Loens fiom sharsholders \\
Recayment of loans from shareholders \\
Abvances \& loans from government \\
Increase in equity \\
Decresese in equity \\
Other
\end{tabular} & 4
-3
4
-4 & -5 & \[
\begin{aligned}
& -3 \\
& -4
\end{aligned}
\] & \[
\begin{array}{r}
5 \\
-2 \\
2 \\
-1 \\
-1 \\
\hline \\
\hline \\
\hline
\end{array}
\] & 9
-6
0
-8
-8
\(i\) \\
\hline Increase(decrease) in gash savivalente Cash s equivalents-Beginning of the year Cash equivelents - End of the yest & \(\frac{1}{7}\) & 1
1
2 & \[
\begin{array}{r}
-3 \\
8 \\
4
\end{array}
\] & 3
6
9 & 12 \\
\hline
\end{tabular}
 only those busineses reporting statemens of changes.
set isble i for symools and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC elassification in i987
Canada, Services to buildings and owellings (Sic 995)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in num with & of ousinesses oloyeses \\
\hline Business size expessed in sverage loour units(1) & Number of businesses & Total oayroll ( \(\$ 000\) 's) & Average laboup unite(1) & roosting(2) & No longer reporting(3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 7.847 & 601.455 & 58.878 & 1.871 & 1.036 \\
\hline \[
\begin{aligned}
& 1 \text { ess then } 20 \\
& 20^{-} 99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
7.130 \\
370 \\
104 \\
43
\end{array}
\] & \[
\begin{aligned}
& 205.323 \\
& 131.805 \\
& 138.145 \\
& 128.381
\end{aligned}
\] & \[
\begin{aligned}
& 18.859 \\
& 12.382 \\
& 13.558 \\
& 12.071
\end{aligned}
\] & \[
\begin{array}{r}
1.821 \\
33 \\
14 \\
3
\end{array}
\] & \[
\begin{array}{r}
1.007 \\
22 \\
6 \\
1
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 9.185 & 843.511 & 87.848 & 2.209 & . . \\
\hline \[
\begin{aligned}
& 1 \text { ess then } 20 \\
& 20-99 \\
& 100 \text { - } 499 \\
& 500 \text { ond over }
\end{aligned}
\] & \[
\begin{array}{r}
8.851 \\
454 \\
111 \\
49
\end{array}
\] & \[
\begin{aligned}
& 288.821 \\
& 191.595 \\
& 170.935 \\
& 192.160
\end{aligned}
\] & \[
\begin{aligned}
& 22.141 \\
& 15.800 \\
& 13.880 \\
& 16.247
\end{aligned}
\] & \[
\begin{array}{r}
2.157 \\
37 \\
12 \\
3
\end{array}
\] & \\
\hline
\end{tabular}

survary of Employment, Payroll and Mours. Statisties Canacin. Catalogue \(92-002\). an gurge loour unit could be interpreied as a


121 Refers 10 businesses repoping no payroll deductions in the previous year.
131 a fers to businesses repopting no payroll seductions in the folloming year
"rewly reporting" and "no longer peporting" businesses are assumed to have been in betivity for six months and ithe informetion is adjusted accordingly
see tevi. i for symols and notes

TABLE S. Selmeted operating characteristies of small businesses by sales quartile. \(1985-1987\)
Canade, Services to Buildings and Owellings (Sic 395)



1988
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of coservetions in smaple \\
Average sales 3 \\
Avorage exoense 5 \\
Average net profit (lose) \(\$\)
\end{tabular} & \[
\begin{array}{r}
1.322 \\
118.301 \\
105.055 \\
13.253
\end{array}
\] & \[
\begin{aligned}
& 31.045 \\
& 20.575 \\
& 10.470
\end{aligned}
\] & \[
\begin{aligned}
& 45.783 \\
& 33.583 \\
& 12.200
\end{aligned}
\] & \[
\begin{aligned}
& 78.273 \\
& 81.384 \\
& 14.889
\end{aligned}
\] & \[
\begin{array}{r}
320.131 \\
304.877 \\
15.454
\end{array}
\] \\
\hline Businesses reporting profit (No.) & 1.091 & & & & \\
\hline Average sales & 118.650 & 30.954 & 45.989 & 75.287 & 322.369 \\
\hline Aversee exoense & 101.523 & 19.229 & 31.379 & 57.186 & 298.297 \\
\hline Averege net grofits & 17.127 & 11.725 & 14.810 & 18.101 & 24.072 \\
\hline Susinesses peoorting loss (Mo.) & 231 & & & & \\
\hline Average sales \$ & 118.098 & 31.948 & 44.563 & 82.075 & 313.808 \\
\hline Avertee exoense \(\$\) & 122.347 & 33.938 & 46.871 & 85.073 & 322.704 \\
\hline Averse net loss & -4. 248 & -1,990 & -2.108 & -3.998 & -3.896 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observations in sample \\
Aver age sales \(\$\) \\
Average exoense \(\$\) \\
Average net profit (loss) \(\$\)
\end{tabular} & 999
108.038
93.543
14.495 & 29.941
18.603
11.338 & \[
\begin{aligned}
& 43.908 \\
& 30.213 \\
& 13.693
\end{aligned}
\] & \[
\begin{aligned}
& 75.302 \\
& 60.887 \\
& 14.415
\end{aligned}
\] & \[
\begin{array}{r}
283.003 \\
264.467 \\
18.536
\end{array}
\] \\
\hline Susinesses reporting ppofit (Mo.) & 828 & & & & \\
\hline Average sales \({ }^{\text {a }}\) & 109.441 & 30.116 & 43,835 & 74. 318 & 289,696 \\
\hline Average expense \({ }^{\text {s }}\) & 90.727 & 17.714 & 27. 578 & 56.637 & 260.981 \\
\hline Average net profit? & 18.714 & 12.402 & 16.059 & 17.679 & 28.715 \\
\hline Susinesses reporting loss (Mo.) & 173 & & & & \\
\hline Averspe sales 5 & 103.887 & 27.753 & 46.088 & 80.725 & 260.202 \\
\hline Average expense 5 & 110.388 & 29.584 & 51.254 & 84.261 & 276.342 \\
\hline Average net loss \$ & -5.701 & -1.931 & -5.196 & -3.536 & -16.140 \\
\hline
\end{tabular}

III These estimares ar based on a samplof businesses reporting sal es between \(\$ 25.000\) snd \(\$ 2.000 .000\).
See fable 1 for symols and notes

PABLE 1. Selected operating ratios, in percent of sales. 1987
Cenede, Jenitoriel Services (SIC 9953)


\section*{Symools}
```

- zero or no observetions
* too smell too de expressed
.. not apolicatle
x conficentiol

```

\section*{Footnotes}

111 Phese estimetes art besed on smple of businesses reporting seles between \$25.000 and \$2.000.000.



\section*{Notes}

Oots are ghown oy quartiles mon ot least is of the sampled businesses report the soecific item.
 one quarter of the totel number of businesses. Within esch quartile. the oversge ratio is presanted. For conotison pupposes. the high and low values of seles re shown.

Mow to use the tebles
11 tocste the spproprite selet range thet is displayed on the two lines entitied "tow seles velue" and "Migh seles velue"
(2) The selected range will indicate the proper quarsile. i.e. the Dotton 25\%. the lower miodle 25\%, the upope miode 258 or the \(10025 \%\)
(3) Dete pertaining to the selected salts sise cange will be in thet quartile.

Stenderd Industplat Cisssiflestion Deflinition 1SIC 19801:
SIC 9453- Jenitoriel Servient
Businesses primarily engeged in claaning and meintenance of buildings and dealiings such as char service. floor waxing. janitorial services. janisor al mintenance of Duildings and owilings and office cleaning

TABLE 2．Balance sneet profile for incorportied businesses only，i987
Ganaot．Janitoriai Services（Sic 3953）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －ota：\(:\) & \[
\begin{array}{r}
30 \imath: 0 \mathrm{~m} \\
: \mathrm{E}: \text { : }
\end{array}
\] & － 00 \％－－ 5 & のーがきここき， & － 5 \\
\hline Zusinesses n samolo iNo． Low sales value 3000 s） rign sales valuo i \(\$ 000\) s） & \[
\begin{gathered}
327 \\
\vdots! \\
1!
\end{gathered}
\] & \[
\begin{aligned}
& ! \\
& 30
\end{aligned}
\] & \[
\begin{aligned}
& 50 \\
& 37
\end{aligned}
\] & \＃？ & \(\ldots\) \\
\hline & & & verag ： 800 C & & \\
\hline \multicolumn{6}{|l|}{Ascets} \\
\hline －asn & － & － & － & － & － \\
\hline decounts and notas peceivable & 17 & 1 & 4 & 0 & \(\vdots\) \\
\hline Envontory &  & － & － & & － \\
\hline joner curcont assets & 18 & 2 & 6 & ： & \(\therefore 8\) \\
\hline Toter curront assees & 34 & 3 & & ¢4 & ¢9 \\
\hline Cixed assets & 22 & 9 & － & 4 & \＃5 \\
\hline －ess：Accum．deo．on fixed assets & － & － & － & － & 3 \\
\hline Jther assets & 8 & 1 & 3 & 6 & 23 \\
\hline Total assets & S4 & 13 & 22 & 42 & 198 \\
\hline \multicolumn{6}{|l|}{} \\
\hline Currone loans Other current lisbilities & \(2{ }^{8}\) & 3 & 12 & 25 & 15
54 \\
\hline Total current liabilities & 28 & 3 & 14 & 25 & 9 \\
\hline Mortgages dayabie & － & － & － & － & － \\
\hline Long term deot & 7 & － & － & － & 4 \\
\hline Other lisoilities & 17 & 9 & － & 3 & 40 \\
\hline Total liabilities & 48 & 12 & 22 & 34 & 114 \\
\hline Potal eavity & 18 & ， & －1 & 1 & 63 \\
\hline
\end{tabular}

111 These estimates are Dased on sanol of businesses poopting sies Detwen \(\$ 25.000\) and \(\$ 2.000 .000\) ．
see ？abl I for symools and notes．

TABLE 3．Financtal retios（1）for incorporated businasses only． 1987 Caneda．Jenitorlal Servieas（Sic 99s3）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Cotal（2） & \[
\begin{array}{r}
\text { Sotiom } \\
25 x
\end{array}
\] & \begin{tabular}{l}
Lower \\
middie 25x
\end{tabular} & \begin{tabular}{l}
Uooe： \\
micdle 25\％
\end{tabular} & \[
\begin{aligned}
& 700 \\
& 25 \%
\end{aligned}
\] \\
\hline Businesses in samole（No． Low sales value（ \(\$ 000^{\prime}\) s） Migh sales value（ \(\$ 000\)＇s） & \[
\begin{aligned}
& 327 \\
& (1) \\
& (1)
\end{aligned}
\] & 1
50 & 50
97 & 217 & 217 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity petio Curpent retio（times） & 1.2 & 1.1 & 0.7 & 1.0 & 1.4 \\
\hline Leverage patios
```

    Ceot/equity petio {times)
    interest coverage ratio (times)
    Doot ratio (times)
    ``` & 2.6
3.8
0.7 & 11.5
4.5
0.9 & -35.2
9.0
9.0 & \[
\begin{aligned}
& 1.3 \\
& 2.8 \\
& 0.8
\end{aligned}
\] & 1.8
5.0
0.6 \\
\hline
\end{tabular}

（2）Thase stimetes besed on sample of businesses pepofting seies between \(\$ 25.000\) and \(\$ 2.000 .000\) ．
see inble 1 for symbols and notes．

Definitions：
1．biquidity ratio：
Gurtent s euprens assets／cuprent lisbitities．

2．Leverage ratios：
```

    OnOT/equity : coral lisoilisios / equily.
    geot atio : cotal liabilitins cotal assets
    a) foperest coversge = nee profle . interest expense/ isterese expense
    ```

TABLE 4. Statement of changes in financial position for incorporated businesses only. tg87
Gansde. danitorill Services (SiC 3953)


only these businesses phorting statement of enanges.
see fals 1 for symools mad notes.
TABLE 5. Employment chenges by size of business. 1984-1987 besed on SIC classification in ige7
Cansda. Sepvices to sulldings and Dwellings (SiC 995)
\begin{tabular}{lll}
\hline
\end{tabular}
(1) Average labour units apa calculated by dividing cotal parioll by the average annual mage and selary rate is fodorted in the

 500 employes in Conade as whole dut liss than that number in sny given province it is shown in the 300 and over groug.
(2) Reters io Dusinesses reporting no payrall deductions in the provious yesp.
(3) Refers to businesses reparting no osycall deductions in ine following yeer
"Mewly reporting" and "no longer popofting" busin*sses are assumed io nave dem in acilvity for six monits and ine intormation s adjusied accordingly

Set rable ifor symbols and notes


\begin{tabular}{|c|c|c|c|c|}
\hline \[
\begin{array}{r}
720 \\
101.761 \\
58.341 \\
13.420
\end{array}
\] & \[
\begin{array}{r}
29.088 \\
\vdots 1.851 \\
11.827
\end{array}
\] & \[
\begin{aligned}
& 42.207 \\
& 12.104 \\
& 12.903
\end{aligned}
\] & \[
\begin{array}{r}
06.326 \\
=3.39 \\
12.337
\end{array}
\] &  \\
\hline 880 & & & & \\
\hline 102.:85 & 29.107 & 41.631 & 66.276 & 271. 225 \\
\hline 85.584 & 16.773 & 26.199 & 49.430 & 243.333 \\
\hline 16.801 & 12.334 & 15.432 & 16.946 & 21.692 \\
\hline 40 & & & & \\
\hline 99.734 & 28.548 & 44.342 & 89.184 & 256.880 \\
\hline 108.018 & 30.838 & 47.123 & 77.988 & 268.193 \\
\hline -6.282 & -2.290 & -2.711 & -8.80e & -11.253 \\
\hline
\end{tabular}

1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observetions in sample \\
Average sales \(\$\) \\
Average expense \(\$\) \\
Average net profit (loss) \$
\end{tabular} & \[
\begin{array}{r}
933 \\
118.381 \\
104.437 \\
13.924
\end{array}
\] & \[
\begin{aligned}
& 31.893 \\
& 19.989 \\
& 11.724
\end{aligned}
\] & \[
\begin{aligned}
& 45.507 \\
& 34.014 \\
& 11.593
\end{aligned}
\] & \[
\begin{aligned}
& 75.849 \\
& 61.032 \\
& 14.817
\end{aligned}
\] & \[
\begin{array}{r}
320.295 \\
302.732 \\
17.583
\end{array}
\] \\
\hline Businesses reparting mrofit (Mo.) & 755 & & & & \\
\hline Average sales & 116.925 & 31.812 & 45.807 & 74.53\% & 315.541 \\
\hline Average expense \({ }^{\text {a }}\) & 99.621 & 19.438 & 31.078 & 56.925 & 291.047 \\
\hline Averse net profit \$ & 17.304 & 12.376 & 14.731 & 17.813 & 24.494 \\
\hline Businesses reporting loss (Mo.) & 174 & & & & \\
\hline Average sales & 124.257 & 29.356 & 44.718 & 83.947 & 339.005 \\
\hline Average exdense & 128.189 & 30.481 & 47.078 & 86.100 & 348.718 \\
\hline Average net loss \$ & -3.912 & -1.125 & -2.380 & -2.453 & -9.713 \\
\hline
\end{tabular}

1917
```

Mumbor of obeervetions in sample
querage salog
Average expense \$
Average net profit (loss)\$
Bysinusses popertine preflt (No.)
Averago seles
Average expen 30 \$
Average not orofits
Businesses roporting logs (Mo.)
Avergge salfs \$
Averege expense s
Average net loss s
Average not orofits
Averege expense $S$
Average net loss $\$$

```
882
102.197
        102.117
87.419
        29.499
        87.419
14.898
        69.699
17.808
        42. 185
69.09
54.7
287. 685 87.419
14.898
17.808
19.69

42,186
27,851
54.788
18.488

29.701
18.431
61.764
25.293
13.270
18. 671
58.147
51.441
272.772
103.096
84.256
27.753
29.684
45.707
76.040
251.328

29.586
-1.931
49.309
79.231
-3.191
256.647
-15.121

See Tabla for symbols and noties

TABLE 1．Seiected operating ratios．in percent of sales． 1987
Eanece．Ficker and Fravei Agencies isic 3951）
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{70：3 1 i ：} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
30:: 0 m \\
: 5 \%
\end{array}
\]} & \multicolumn{2}{|r|}{\[
\text { -.00 bever }=5 \%
\]} & \multicolumn{3}{|c|}{よコニロ！ フiごもきこご，} & \multicolumn{2}{|c|}{－} \\
\hline Jusinesses in samol No． Low sales ralue S000＇si Hign sales vaiue \(\$ 000^{\prime}\) s） & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 705 \\
& 1 i \\
& 1 i
\end{aligned}
\]} & \multicolumn{2}{|r|}{\[
70
\]} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
70 \\
: 18
\end{array}
\]} & \multicolumn{5}{|c|}{\[
\begin{array}{r}
15 \\
2: 0 \\
\hline
\end{array}
\]} \\
\hline \multirow{3}{*}{Selecedexomse item} & \multicolumn{5}{|c|}{：ocustiy zveragal2！} & \multirow{3}{*}{\[
\begin{aligned}
& \because \text { susi- } \\
& \text { iesses } \\
& \text { poorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{zeocer ing susinesses anivil} \\
\hline & Toral & 3ot tom 25\％ & \[
\begin{array}{r}
\text {.owe } \\
\text { midd } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { iover } \\
& \text { midol } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& 700 \\
& 25 \%
\end{aligned}
\] & & －otal & \[
\begin{array}{r}
30 \text { r-om } \\
\text { 25\% }
\end{array}
\] & \[
\begin{array}{r}
\text { ower } \\
\text {-ioc: } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
400 e r \\
m i o d: \\
25 \%
\end{array}
\] & \[
-50
\]
\[
\therefore \%
\] \\
\hline & \multicolumn{5}{|c|}{Pepcent of sales} & & \multicolumn{5}{|c|}{Percent of saiss} \\
\hline Cost of seles & 2.2 & － & － & 1.7 & 8.8 & 2.5 & 75.1 & － & － & 92.9 & 71.7 \\
\hline Oceupancy expensel & 18．1 & 20.7 & 21.5 & & 8.5 & 95.3 & 16.9 & 20.8 & 21.9 & 18.2
2.5 & 8.5 \\
\hline Jeorecition & 2.2 & 3.7
0.7 & 2.0
1.3 & 2.5
0.4 & 1.2
0.3 & 87.1 & 1.4 & 1.8 & 1.9 & 2． 1.1 & 0.5 \\
\hline Hest．light \＆telephone & 4.7 & 5.1 & 6.8 & 4.2 & 2.5 & 91.0 & 5.1 & 6.3 & 7.0 & 4.1 & 2.9 \\
\hline Rent & 9.2 & 11.8 & 11.8 & 9.0 & 4.4 & 84.3 & 11.0 & 14.9 & 14.3 & 10.1 & 5.2 \\
\hline Personnel expenses & 41.1 & 40.4 & 48.8 & 48.6 & 24.1 & 95.9 & 42.9 & 44.6 & 50.1 & 4.2 & 29.9 \\
\hline Finsncial expenses & 1．9 & 8.6
3.0 & 6.0
2.7 & 5.0
2.4 & 2.1
0.8 & 98.7
74.0 & 5.1
3.0 & 5.7
4.1 & 8． 4 & 5.1
3.0 & 2.2 \\
\hline intorest \＆bank charges Professional fees & 2.2
2.7 & 3.0
3.6 & 3.7 & 2.6 & 1.3 & & 2.8 & 3.7 & 3.5 & 2.7 & ：． 3 \\
\hline Cther expenset & 38.3 & 31.6 & 36.0 & 25.5 & 51.6 & 100.0 & 35.3 & 31.8 & 38.0 & 25.5 & 51.8 \\
\hline Profit（loss） & －1．2 & 0.7 & －12．4 & 5.1 & 2.3 & 97.9 & －1．3 & 0.7 & \(-13.0\) & 5.3 & 2.3 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & ．\(\cdot\) & ．． & ．． & ．． & ．\(\cdot\) \\
\hline
\end{tabular}

\section*{Symols}
－zero or no observetions
－－ 100 smell 200 be expressed
．not apolicablo
\(\times\) confidensial

\section*{Footnoter}

111 These estimetes are bespo on sample of busineses reporting seles between \＄25．000 and 82．000．000．
Pozal weignted expenditure on given item
21 velu in eech cell a \(\times 100\) for rech quartile
（3）value in esh ceil \(=\frac{\text { potal weighted expenditure on given item }}{\text { fotal weighted seles of businesses reporting this item of expenditure }} \times 100\) for wach gutrile
This portion of the table pertains only to the businesses reporting the specific exomse item．Theretore these petios are culcutated incividually and the cotal will not necesserily squal 100 z ．

\section*{motes}

Data are shown oy quertiles when at laest 13 of the sampled busingsses report the specific isem．
Stcords were panked in sscending oropr sccording to seles siz．Esch quertile li．．botzon 2s\％．iower midd 25\％，etc．pepresents one quarter of the totsl number of Dusinesses．Within tech quertile，the tivege ratio is presented．for comparison ourgoses．itt high and lom vilues of selis ere shown．

\section*{How to use she tablen}

 \(t 0025 \%\).
（3）Data pertining to the selected sbles sizt eange will be in thet quaptile．

Stenderd Industrimi elestifiestion Definition（SIC 1980）：
S16 9951．Ticker and trovel Agencies


 and vacation iravel services

TABLE 2. Salance sheet profile for incorportited bustnesses only. 1987
Canada. Tlcker and Travel Agencies (Sic 9981)
\begin{tabular}{lll}
\hline
\end{tabular}
(1) These istimares are based on sample of businusses reporting sales between \(\$ 25.000\) and \(\$ 2.000 .000\).

Ses iable 1 for symools anc notes.

TABLE 3. Financial ratios(1) for incorporsted businemses only. 1987
Canada. Tleker and Travel Agencies (Sit 9961)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{aligned}
& \text { Sottom } \\
& 25 \%
\end{aligned}
\] & \[
\text { midd Lower } 25 \%
\] & UDeper
\[
\text { middl } 25 \%
\] & \[
\begin{array}{r}
700 \\
25 \%
\end{array}
\] \\
\hline Businesses in samole (No.) Lom sales value ( \(\$ 000^{\circ}\) s) Migh sales ralue ( \(\$ 000^{\circ}\) s) & \[
\begin{aligned}
& 578 \\
& (1) \\
& (1)
\end{aligned}
\] & 11
72 & 72
119 & 119
255 & 255 \\
\hline & \multicolumn{5}{|c|}{\(\Delta v e r \pi g e\)} \\
\hline \begin{tabular}{l}
Liquidity catlo \\
Current patio (times)
\end{tabular} & 1.4 & 2.2 & 1.5 & 1.4 & 1.3 \\
\hline Leverage patios Deot/Cquity cetio (times) Interest coverage patio (timas) Debt ratio (times) & \[
\begin{aligned}
& 3.7 \\
& 1.4 \\
& 0.8
\end{aligned}
\] & 3.8
0.8 & -43.8
\(\%\) & \[
\begin{aligned}
& 4.5 \\
& 3.0 \\
& 0.8
\end{aligned}
\] & 2.4
3.8
0.7 \\
\hline
\end{tabular}

IsI The ratios represm: the werage of catios for each business in the group and cennot de celculated from the figures shown in tole 2 .
(2) Thest estimetes art beted on semple of businesses peperting seles between \(\mathbf{5 2 5} .000\) and \(\mathbf{8 2} .000 .000\)

Set Table 1 for symbols and notes.
nefinitions:
1. Liquidity resio:

Cuprent z curront essets / eurront lisoilities.
2. Leverage plios:
a) Debelequity = toral liabilities / equisy
ol Debe tatio \(=\) cotal liabilities/ cotmlassers
e) Intersst coverage \(=\) nes profit - interest mpense / interest expense.

TABLE 4．Statement of enanges in financial posithon for incorporated businesses only．iget
Canade，Ticket and Trevel Agencies（SiC 9961）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & To：al！ & \[
30: *: 0 m
\] & \begin{tabular}{l}
－owar \\
－：aaif ご：
\end{tabular} &  & \(=こ\)
\(: こ ゙:\) \\
\hline Zusinesses in samola（Mo． Low sales vilue 3000 s High sales value（ \(\$ 000^{\prime}\) s） &  & \[
\begin{aligned}
& 11 \\
& \vdots 8
\end{aligned}
\] & \[
\begin{array}{r}
58 \\
i: u
\end{array}
\] & \[
\begin{array}{r}
13 \\
334
\end{array}
\] & ！： \\
\hline & & & Qverage \＄000s： & & \\
\hline Joerating activities Cash ipom ooerations Joormetation Other & \[
\begin{array}{r}
8 \\
5 \\
-8
\end{array}
\] & 3 & \[
\begin{array}{r}
2 \\
-i 8
\end{array}
\] & 1
3
-5 & \[
-7
\] \\
\hline Oividends & －1 & － & －1 & － & －1 \\
\hline \begin{tabular}{l}
โnvestment activities \\
Disposal of fixed assets \\
Purchase of lixed assets \\
\ncrease in investment \\
Decreese in investment
\end{tabular} & \[
\begin{array}{r}
1 \\
-6 \\
-18 \\
-6
\end{array}
\] & － \(\begin{array}{r}3 \\ -10\end{array}\) & \[
\begin{array}{r}
-2 \\
2 \\
2
\end{array}
\] & － & \[
\begin{array}{r}
2 \\
-15 \\
-70 \\
13
\end{array}
\] \\
\hline \begin{tabular}{l}
Finencing activities \\
Incrosest in iong term deot \\
Reoryment of long enrm debt \\
Loans from shapenolders \\
Reoarment of loans from sharenoldurs \\
sovances a loans from government \\
fncrease in eauity \\
Decrense in oulty \\
Other
\end{tabular} & 9
-2
14
-9
0
1
-2 & -1
-17
-7 & 5
-2
4
-
-
1 & 2
\(-i\)
3
-7
-2 & \[
\begin{array}{r}
30 \\
-3 \\
49 \\
-\quad-6 \\
- \\
3 \\
\hline
\end{array}
\] \\
\hline Incresee（decrease）in cesh \＆equivelents Cash \＆equivalents－Beginning of the yosf Cash \＆equivalents－End of tho yeter & 1
28
21 & -19
30
12 & \[
\begin{aligned}
& -7 \\
& 25 \\
& 18
\end{aligned}
\] & \[
\begin{aligned}
& 10 \\
& 18 \\
& 28
\end{aligned}
\] & 10
41
51 \\
\hline
\end{tabular}
 only those businusses raporting startment．of changes．
set Tobl i for symols and notes．

TABLE 5．Employment changes by size of businest，1984－1987 besed on SIC elassification in 1987
Canade．Ticket and Travel Agoncles（SIC 998？）
\begin{tabular}{lll}
\hline
\end{tabular}
lif average labour uniss are colculeted by dividing total payroll by the averoge annuel wage and salary rate as reportes in the Surver of Employment．Payroll and Hours．Statistics Cansoa．Catelogue \(92-002\) In overage abour unit could be interorered as a
 500 moloves in Canade as whole but less than that number in any given province it shown in the 500 and over group
121 Reters to businesses coperting no payroll anductions in the previous year
（3）Refers to businesses ceporting no payroll deductions in the following year
＂4ewly reporting＂and＂no longer reporting＂businesses are assumed to mave been in attivity for six months and ine information is adjusted accordingly
set fable i for symools and notes
\(\times 45 \pi 03\)
TABLE G. Selected cperating characteristics of smali businesses oy sales quartile. \(1985-1987\)
Ganada. Tisket and Travel Agencies (Sic 9981 )
-

1985

Numoer of soservations in sample
Average iaias
tuerage expense s
Average ner piof ilossis

Susinesses reporting a profit (Mo.)
Average salos 3
Average expense \(\$\)
Average net orofit \$

Businestes reoorting lass (Mo.)
Average sales 5
Average expenge \(\$\)
sverege net loss \$

317
324.536
320.318
3.618

233
340,775
321.432
19.343
290.075
312.898
-22.824
30.188
28.65
-7.89
105.109
105.543
47.33
38.3
.202
52.741
79.1
17.100
117.058
102.835
14.225
91.481
109.578
\(-18.057\)
\(2: 9.97\)
\(905 . \sum 15\)
224.91
202.41
22.36
204.091
213.380
-9.589
322.192
3
9
.972
979.792
29.582
811.985
811.985
950.195
-38.510

198 훙


351
308.255
308.533
-278

224
303.339
281.858
220. 127
320.71
348.712
348.712
-28.532
\(\begin{array}{lr}-28.532 & 90.030 \\ -15.574\end{array}\)
54.364
58.933
-4.559

54.206
39.874
14.332


54.458
70.030
-15.574
117.575
\(117.81 \%\)
-42
128.192
104.487
23.725

110.287
126.843
-16.355
285.042
282.043
775.638
774. 539
1.999
279.831
258.208
\(\begin{array}{lr}21.822 & 724.072 \\ & 27.053\end{array}\)
295.788
334.182
\(-36.394\)
820.208
864.012
\(-43.904\)

1987
Number of observations in sample
Average seles \(\$\)
Aversge expenses
Average net profit (loss) \(\$\)
\begin{tabular}{rr}
794 & \\
221.870 & 47.5 \\
219.151 & 46.5 \\
2.719 & 9
\end{tabular}
88.927
00.944
\begin{tabular}{ll}
159.136 & 593.991 \\
147.014 & 582.040 \\
10.122 & 11.951
\end{tabular}

Susincsses reporting profit (Mo.)
Average sates 3
Average expense \(\$\)
Average net opofits
\begin{tabular}{rr}
500 & \\
224.835 & 50.281 \\
205.507 & 41.940 \\
18.328 & 8.341 \\
& \\
234 & \\
215.880 & 43.285 \\
237.700 & 53.797 \\
-22.020 & -10.502
\end{tabular}
88.602
150.055
\(137.65 \frac{5}{3}\)
22.410
600.393
507.471

Businesses reporting loss (Mo.)
Average sales \(\$\)
215.880
237.700
53.787
89.130
150.027
586.278

Average expense \$


114.741
-25.891
169.730
612.543

\footnotetext{
\(1: 1\) inest estimates ar based on sample of businesses raporing sales between \(\mathbf{\$ 2 5 . 0 0 0}\) and \(\mathbf{\$ 2 . 0 0 0 . 0 0 0}\).
}
jee raole: for symools and notes
=ate
```


[^0]:    19 These estimates ar Dased on a sangle of ousinesses reporqing sales oeqween $\$ 25.000$ and $\$ 2.000 .000$
    see iable 1 for symbols and notes

[^1]:    (19) These estimates are based on a sampl of Dusinesses reorting sales beiween $\$ 25,000$ ano $\$ 2,000,000$ See table 1 for symools and notes

[^2]:    
    

[^3]:    
    Survey of Emproyment. Payrell and mours. Staristics Cabob, Catalogue 12-002. An overage labour unit could de nterpreted as a
    full-time moloyee. Mose that the business size groups used ap derepmined at the canada level. Thus if ousiness has at las:
    500 emoloyees in Canada as a whol but less than that number in any given province it is shown in the 500 and over groue
    $(2)$ Rufurs fo Dusinesses reporting no peyroll deductions in the arevious year
    (3) Refers to businesses peopting no payrall deductions in the following year

    - Whwly reporinge and "no onger peporting" businesses are assumed to have been in activity for six months and the in iormetion is adiusted accordingty

    See Pable 1 for symbols and notes

[^4]:    111 These estimales ar cased on samol of businesses reporing sales beiween \$25.000 and \$2,000.000
    See table: for symbols and notes

[^5]:     (2) Phese estimetes besed on sumple of Dusinesses poporting $\$ 8 / \mathrm{s}$ between $\$ 25.000$ anc $\$ 2.000 .000$.

[^6]:    (1) Average labour units are calculatid by dividing total gayroll by the average annusi wage and salary tate at poopteo in the survey of Employment. Payroll and Hours. Stisisics Canade. Catalague $92-002$. An average labour unit coule be interDred as a
    
    500 employes in canada as whole out less than that number in any givan province it is shown in the 500 ano over groud
    (2) Reters 10 businesses peoprting no payroll deductions in the previous yeap
    (3) Refars to Dusinssses reporing no paycoll oductions in the following yesr
    "Newly reporting" and Eno longer repoping" businesses are assumed to have oeen in activity for six moneths and the information is djusted accordingly.

    See ratel 1 for symools and nozes.

[^7]:     Surver of Emoloymen：．Ogypoll and noups．Statistics Canada．Cacalogue 72－002．An average lacour uni：could be interdered as a
     500 onployes in Canace as whol dut iss than thas numper in any given province if shown in the goo and over group
    （2）只ers to businesses $r$ eporting ho payroll geductions in the previous year
    （3）Reters to businesses reoorting no ourroll dequctions in the following year
    ＂Nowly pooorting＂and mo longer reporinge businesses are assumed to have deen in activity for six monins and ine iniormation is adusted accordingiy

    Se⿻ Tabl 1 for symbols and noies

[^8]:    111 averge labour uniss are calculata by dividing total payroll by the average annusl wige and salary rate os roortic in the
    Survey of Employment. Payroll and Hours. Statistics Cansod. Catalogue P2-002. An average laoour unit could be interpreted as a
     500 emoloyes in Canada as a whol but less chan that number in any given province it is shown in the 500 and over grouo
    (2) Refers to businesses peporting no payroll deductions in the previous year.
    (3) Refers to businesses reporting no payroll decuctions in in following year
    *Newly reporting" and "no longer reporting" busingstes afe astumbt to have den in activity for six mon ths and the information is adiusted accorgingly

    See lable 1 for smools and nopes

[^9]:    （1）Average labour units ar calculated oy diviging poral poyroll dy the average annul wage and salary ate as edorted in ine Surver of Emoloyment．payroll ang Hours．Statistics Canada．Catalogut 72－002．An average labour unit coulo be interpreteo as a
     soo employees in Canada as whol but less than that mumber in any given province，is shown in she soo and over group
    （21）feters to businesses reporting no oayrolt deduc：ions in the previous year．
    （3）qeters to jusinesses ryporing no gaypoll deouctions in the following year
     adjus？accordingir．

    Set Table 1 tor symbors and nores

[^10]:    
    Survey of Employment, Paypoll and hours. Siaristics canada. Caialogue $98-002$. An average labour unic could dine indeied as a
    
    ̧oo emoloyeas in canade as whol dut less than that numoer in any given provinct if shown in the goo and over group
    (2) Refers to Dusinesses reporting no paypoll decuctions in the previous year.
    (3) Pefors to businesses reporting no payroll equctions in the fotioming year
    "Newly reporting" anc "no longer rgoorting" businessas are assumed po have deen in activipy for six months and the nformation is ddiusted accordingly

    See isale 1 for symbols and notes

[^11]:    !!f These estimbies are based on sample of businesses reporting sales oetween $\mathbf{5 2 5 . 0 0 0}$ sno $\$ 2.000 .000$
    See 'ade t 'oi symbo s and ajes

[^12]:    
    
    see Tobl i for symools and notes

    Definitions:

    1. Liquidity tio:

    Gucent = current ossets / Eurrent liabilities

[^13]:    (i) Average labour units are catculated by oividing cotal Daypoll by ine average annual wage and salary tate as reported in the Survey of Employment. Dayroli and Hours. Siatistics Eansoa. Gatalogue 92-002. An avarage iapour uni: coula de interoreted as a
     500 omployes in Canada as a whole but less than inot number in any given province is is shown in the 500 anc over group
    (2) Refers to susinesses reporting no oayroli deductions in the previous year.
    (3) Refers co businesses poorting no payroll deductions in the following yar
     adiusied accordingir
    setal ita for symools and nates

[^14]:    
    121 "hesw estimeses bre basec on sample of businesses reporting sules beiween $\$ 25.000$ and 52.000 .000 .

[^15]:    111 These estimates are oased on a sample of ousinesses reporiing sales detween $\$ 25.000$ and $92,000.000$
    See iad i for symools and notes

[^16]:    [1] Average boour units are ealculated by dividing rotal payrall by the average annut wage and salory rate as reporige in ine
    Supvey of Employmene. Doypoll and Hours. Statispics Canada. Catalogue 72-002. An average aboup unit could De interpreito as a full-time omployes. Note that the ousiness size groups used aro determineo at the Canaco level. Thus if a dusiness has at ieast 500 employens in Canaga as whol out less than that numper in any givan province it is shown in ine 500 and over group
    21 Refors 10 Dusinesses reporbing no dayrall deouctions in the previous year
    (3) Refers io Dusinesses reporting no parpoll deduc:ions in the following year
    "hew y reporting" and "no longer reporting* Dusinesses are assune to nave begn in activity for gix months and the information is zopusied accordingiy
    jes table 1 for symbois and aptes

[^17]:    $11)$ These estimates are based on sampl of Dusinesses reporting salss petween 325.000 and $\$ 2.000 .000$ see aole for symuc:s anc qopes

[^18]:    （1）average labour units are calculated by dividing total gaypoll by the average annual wage and salary fate as peorted in ene
    Supvey of Employmens．Payroll and Hours．Statisties canads．Cacslogue $92-002$ ．An average laboup unip could be inieropeced as a full－time emoloyee．Mote that the business sizo groups used are otermined at the Canad tovel．Thus it a business nas at teas 500 mmployes in Canade as whol but less then that number in gny given grovince it is snown in the foo and over group
    （2）Refers 10 Dusinesses redoring no oayroll deductions in the grevious year．
    （3）Refers to businteses reoorting no payioll deductions in in following year
    ＂Yewly reporting＂and＂no longer reporting＂businesses are assumed 10 mave been in activity for six mon：hs anc the information is sdiusted accordingly

    Soe adie ：for sumbols and notes

[^19]:    (1) These estimeres ape Dased on a sample of Dusinesses peoorting seles petween $\$ 25,000$ enc $\$ 2,000,000$
    see Table 1 for symools and no:es

[^20]:    
    $\therefore$ apistics Cansda. Cetalogue 72-002. An average laboup uni could be nierdered as a s size groups used tre eetermingd at the canade level fhus if a business nes al teast ss than thet number in my given province if is snown in in 500 and over grouo
    Jeauctions in the or wious yetr
    feouctions in the following yoar
    usinesses are assumed to neve been in aciivity for six montms and the informerion is

[^21]:    ill ihese estimates are based on sample of dusinesses reporting sales ouiween $\$ 25,000$ ano $32,000,000$
    jee rable：for symools and notes

[^22]:    III Average labour units re celculezed by dividing tozal paypoll by the overage annual wage and salary pate as reported in the Sufver of Employmen?. Payfoll and houps. Statistics Canace. Catalogue $7 \mathbf{2}-002$. An average labour unit could be interpreted as a full-qime moloyee. Mote inat the business sige grcups used are determined at the Cansos avel ihus if business has at leas? 500 employees in Canada as a whol but luss than that number in any given ppovince it is show in the goo and over group
    $(21$ Refers 10 businesses ceporting no paypoll oncuctions in the previous yene
    (3) Refers io businesses reporting no payroll douctions in the following vear
    *Naly reporting" and "no longer reporting" Dusinesses are assumed io nave oeen in activity for six montins and ine information is adjusted accordingly

    Sen fable for symools and notes

[^23]:    (1) The patios represent the sverage of ratios for wach business in the group and cannot de celculated from the figures shom in table 2

[^24]:    
    （2）These estimetes are bueve on semple of businesses reporting stes betwent 525,000 and $\mathbf{8 2 , 0 0 0 , 0 0 0}$

[^25]:    ill average labour units are calculated oy dividing total payroll oy the averoge annual wage and salary fate as roported in the Surver of Employment. Poyroll and Hours. Statistics Canada. Catalogut 12-002. An average loour unit could de intarpreted as o full-time employee. Mote that phe business site groups used are determined the cancelevel. inut if business has at leas ? 500 employees in Cande as ahole but less than that number in any given province it is shown in the 500 and over group
    (2) Reters to ousinesses reporting no payrolt deductions in the provious yeer.
    13) Refers to businesses reporting no payroll deductions in the following year
    "mewly reporting" and "no longer peorting" businesses are assumed to have been in activity for six months and ihe informa: on is adiusine aceordingly
    jee fable i for symools and notes

[^26]:    
    

[^27]:    
    121 Thuse escimeses sre oesed on semplo of businesses ruporsing sales betwem 185,000 and 18,000.000.
    Set isole 1 for symbols and notes.

[^28]:    (11) ine rotios roposme the gersge of ratios for esch business in the grove ond cennot de calculated from the figures shown in iable 2

[^29]:    (1) The resios peresent the suorge of retios for each businges in the group ano cannot de calculeted from the figures snown in table 2
    12) These mstimetis sre besed on samply of businessms roporting solits betmen 325.000 end 32.000,000.

[^30]:     Survey of Epployment. Pevroll and Houps. Statispics cenade. Calelogue 72.002 . An average labour unit could be intergeted as a
    
    500 engloyees in canade as a whole but less then that numoer in any given orovince it is snown in the soo and over group
    121 Refers 10 businesses reporting no peyroll deduciions in the grevious vear.
    IJ Refers to businesses reporting mo payroll deouctions in the following veer

[^31]:    111 Average labour units arm calculated by dividing botal payroll by the average annul wage and salbry rate as reartad in the
     fulltime mployet. Note that the business size groups used ar getermined as the Ganda level. Thus if a business hos te least 500 employes in Canaca as whol but less then that nunter in any given province it is snown in the 500 and over group
    (2) pefers to businesses teporiing no peyroll aductions in the orevious yet
    13) pefers io businesses reporiing no peyroll deductions in the following yet
    "Mewly cocorting" and "no longer poorting" businesses ar assumed to have oeen in activity for six monims and ine information is adiusiod accordingly.

    See table i for symbels and notes

[^32]:    If The fatios represent the averege of ratios for mech business in the group and canot on calculated from ithe figures shown in tabio 2.
    

[^33]:    

[^34]:    (1) The ratios represent the evorage of retios for esen business in ing group and canot be celculated from the figures snown in isole 2 .
    

[^35]:    
    Set rabl i for symools and noies

[^36]:    (11) These estinates are based on sample of businesses reporting sales berween $\mathbf{5 2 5}, 000$ and $\mathbf{5 2 . 0 0 0 , 0 0 0}$

    Sen isble i fop symools and notes

[^37]:    (11 Avarage labour units ar calculatod by dividing total payroll by the avorage annual wage and sal ary rate as reopitd in tho Survey of Emplayment, Payroll and Houps, Statistics Conada, Casologue 72-002. An average labour unit could de interpreted as a full-pime mploym. Note that the business size groups used are determined at the Canada lavel. Thus if a Dusiness has at last 500 mployees in Canada as ahol but less than that numoer in any given province it is shown in the 500 and over group.
    121 Reters to businessas peporing no paypoll aeductions in the previous year
    (3) Refers to Dusinesses reporting no peyroll deductions in the following year.
    *Newly feporting" and "no longer reporting" businesses are assumed so mave been in zctivity for six months and the information is adjusted accordingly.

    See ?able 1 for $3 y m o l s$ and notes

[^38]:    
    （2）Thass mstimetes ere beted on semple of businesses peporting sales between 525.000 and $\$ 2.000 .000$ ．

[^39]:    Itl dverage l boour units are calculated by dividing total payroll by ehe averme annul wage and salary rate as reortec in the Survey of Egoloyment．Poyroll and Hours．Sististics Cansod．Cactogue 92－002．An average Iabour unit could oe interdeted as a futi－qime omployes．Note that the business size groups usto ape oetermined at the Canado level．Thus if a business nas at lest 500 angloyegs in Cansog as ahol but less than that numper in any given province it is shown in the 500 and over group
    121 Refers so ousinesses reoorting no parcoll deductions in sta or grious yeer
    13）Refers 10 businesses pepor ting no payroll deductions in the following yor
    ＂New y roporting＊and no lenger roorting＂Dusimesses are assumed to mave deen in activity for six months and the iniormation s ađjustec accordingty

    See Table I for symools and notes．

[^40]:     Survey of Employmens. Payroll and Hours. Staristics Canada. Catalogue 72-002. An average labour unit coula on in arpreted as a full-ime employee. Not that the business. size groups used are geiermined ai the canade levet inus if a business nas st itast soo moloyees in canade as whol ous less than ther numuer in any given province it is snown in the goo and over group
    21 Refers 10 Qusinesses ceporling no garioll decucions in the grovious year
    3) gefers co businesses peporting no paypoll deducions in the following year

    Mewiy cooringe and mo longer roporiing" businesses art assumbe to nove deen in activity for six months and the informabion is adiusied accordingly

    Sef lable for symools and notes

[^41]:    SIC B031－Phernecies
    Businesses primarily ongaged in cerail deding in drugs．pharmaceuticals and pacent medicines and orug sundries．Drescribed medicints must be sold but are not necessafily the source of greatess revenue．They may be secondarily engaged in selling other lines such es cosmetics．coilorpies．robaceo products，confectionery．stationery．giftwar and novelty mer enandise．pmis inoustry incluoes prescription grugstores．retai：onarmaceuticals．prescriotion pharmacies and ratal prescriotion medicines

[^42]:    
    

[^43]:    (1) Average labour units are calculated by dividing lotal payrolt by the average annul wage ano salary rot as redorted in the Survey of Employment. Payroll and Mours. Statistics canada. Catalogue 92-002. An average lgoour unte could be inierpieted as a full-tine mployee. Note thet the business size groups used are determined at the Canco level. Fhus if obusiness has at least 500 mployees in canda as ahole but less than that number in any given province it is shown in the soo and over group.
    2) Refers io Dusinesses reporing no oavroll deductions in the previdus yeer
    (3) hefors to businesses reporting no paypoll deductions in the following yeer
    "Newly reporting" and "no longer reporting" businesses are assumed to have oeen in activity for six monens and the intormation is adjusted accoedingly
    see iable : for sympols and notes

