


## INTRODUCTION 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 reporting sales of between $\$ 25,000$ and $\$ 2,000,000$. The choice of this particular 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 returns, which typically consists of a T 2 form, a set of financial statements and supporing 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 partnerships 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 published. In table 1, a particular expense item reported by less than 13 businesses is not distributed into quariles.

Data contained in tables 2 and 3 are derived from a sample of approximately 45,000 incorporated businesses taken from the same 108 SlC 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 eaming 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.
Logging Industry ..... 0.111
Service Industries Incidental in Crude Petroleum and Natural Gas ..... ()910
Services Industrics Incidental to Mining ..... (0)20)
Women's Clothing Industries ..... 2440
Sawmill, Planning Mill \& Shingle Mill Products Industries ..... 2510
Household Fumiture Industries ..... 2610
Commercial Printing Industrics ..... 2810
Platemaking. Typescting \& Bindery Industry ..... 2820
Publishing Industrics ..... 2830
Ornamental and Architectural Metal Products Industries ..... 3030
Stamped, Pressed and Coatcd Mctal Products Industrics ..... 3040
Hardware, Tool and Cutery Industries ..... 3060
Machinc Shop Industry ..... 3081
Single Family Housing ..... 4011
Residential Renovation ..... 4013
Excavating and Grading ..... 4214
Other Site Work ..... 4219
Concretc Pouring and Finishing ..... 4224
Masonry Work ..... 4231
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 Miscellancous Fabricated Mctal Installation ..... 4292
Land Developers ..... 4491
Truck Transport Industries ..... 4560
General Freigh Trucking Industry ..... 4561
Dry Bulk Materials Trucking Industry ..... 4564
Forest Products Trucking Industry ..... 4565
School Bus Operations Industry ..... 4573
Taxicab Industry ..... 4581
Postal Service Industry ..... 4841
Courier Service Industry ..... 4842
-Wholesale Petrolcum Products ..... 5111
Wholesale Food ..... 5210
Wholesale Apparel ..... 5310
Wholesale Motor Vehicle Pars and Accessorics ..... 5520
Wholesale Plumbing. Heating, Air Conditioning Equipment and Supplies ..... 5622
Wholesale Lumber and Building 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) Stores ..... 6012
Prescription Drugs and Parent Medicine Stores ..... 6030
Pharmacies ..... 6031
Men's Clothing Stores ..... 6121
Women's Clothing Stores ..... 6131
Clothing Stores n.e.c. ..... 6141
Fabric and Yarn Slores ..... 6151
Houschold Fumiture Stores ..... 6210
Furniture, Refinishing and Repair Shop ..... 6213
Appliance, Television, Radio and Stereo Stores ..... 6220
Appliance, Television, Radio and Stereo Stores ..... 6221
Television Radio and Stereo Stores ..... 6222
Appliance, Tclevision. Radio and Stereo Repair Shops ..... 6223
Aulomobile (New) Dealers ..... 6311
Authrmatic (Used) Deaics ..... 6312
Gasoline Scrvice Statons ..... 6331
Tirc, Battery Parts and Accessorics Stores ..... 6342
Garages (General Kepairs) ..... 6351
Paint and Body Repair Sheps ..... 6352
General Stores ..... 6412
Other General Merchandise Stores ..... 6413
Florist Shops ..... 6521
Hardware Stotes ..... 6531
Sporting Goods Stores ..... 6541
Musical Instrument and Record Stores ..... 6550
Jewellery Stores ..... 6561
Toy, Hobby Novelty and Souvenir Stores ..... 6580
Gifu, Novelty and Souvenis Stores ..... 6582
Second-Hand Merchandise Stores, n.e.c. ..... 6591
Vending Machine Operators ..... 6911
Direct Scllers ..... 6921
Opctators of Buildings and Dwellings ..... 7510
Operators of Residential Buildings and Dwellings ..... 7511
Operators of Non-Residential Buildings ..... 7512
Insurance and Real Estatic Agencies ..... 7611
Computer Services ..... 7721
Advertising Agencics ..... 7741
Management Consulting Services ..... 7771
Hotels and Motor Hotels ..... 9111
Motels ..... 9112
Licensed Restaurants ..... 9211
Unlicensed Restaurants (Including Drive-Ins) ..... 9212
Take-Out Food Services ..... 9213
Catcters ..... 9214
Taverns, 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 Machinery 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


TABLE 1. Selected operating ratios, in percent of saies, 1987
Mewfoundland, Logging Industry (SIC 0411)

|  | Total(1) | $\begin{array}{r} \text { Bottcm } \\ 25 \% \end{array}$ | midde $25 \%$ | Upoer midde 25\% | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $8000^{\prime} \mathrm{s}$ ) Hign sales value $(5000$ s) | $\begin{aligned} & 28 \\ & (1) \\ & 11) \end{aligned}$ |  | -- | --- | -- |


| Selected expense item | Industiy averageí2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ${ }_{\text {a }}$ 3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bot 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 1 \text { e } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | 70\% $25 \%$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
|  | 5.3 | -- | -- | -- | -- | 100.0 | 5.3 5.3 | -- | -- | -- | -- |
| Repairs a maintenance | 2.5 | -- | -- | -- | -- | 47.1 48.4 | 5.3 0.6 | -- | -- | -- | -- |
| Heat. Iight \% telephone | 0.3 | -- | -* | -- | - | 48.4 53.3 | 0.6 9.8 | -- | -- | -- | -- |
| Rent | 5.2 | -- | - | -- | -- |  |  |  |  |  |  |
| Personnel expenses | 48.2 | -- | -- | -- | =- | 100.0 | 48.2 | -= | -- | -- | -- |
| Finencial expenses | 1.3 | - | -- | -- | =- | 100.0 | 1.3 | -- | -- | -- | -- |
| Interes! 8 benk cnarges | 0.9 | -- | -- | -- | -- | 90.2 | 1.0 | -- | - | -- | -- |
| Protessicnal fees | 0.4 | -- | -- | -- | -- | 81.5 | 0.5 | - | -- | -- | -- |
| Dther expenses | 32.1 | -- | -- | -- | -- | 100.0 | 32.1 | -- | -- | *- | - |
| Profit (loss) | 5.1 | -- | -- | -- | -- | 100.0 | 5.1 | -- | -- | - | -- |
| Totel | 100.0 | -- | - | -- | - | 100.0 |  | -- | -- | -* | -- |

## Symbols

zero or no observations

- 100 smoll 100 be expressed
not applicsble
$\times$ confidenfis


## Footnotes

(1) Ihese es:imares are based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$
(2) Value in lotel weignted expenditure on given item
(3) Value in esch celt $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighied sales of businesses reporting this ipem of expenditure }}$ forech quartile

This portion of the tedie perteirs only to the businesses reporting the specific expense item. fherefore these retios sre celculated individuelly and the toisl will not necessarily equel 100 z

## Nates

Dete are shown by quartiles wher at least 13 of the sampled businesses report the specific item.
Records were renked in ascending order eccording to soles size. Each quartile li. e. botiom 25\%, fower middie 25\%. Etc.l represents one querter of the ctal number of businesses. Within tach quartile. the oversge patio is presented. For conperison purposes. the high and low values of sules bre shown

How to use the tebiot
(1) bocase the bproprinte seles pange that is displeyed on the two lines entited low seles veluem and migh seles value
(2) The selected range will indicete the proper quartile. i.e. the bottom 25\%, the lower midde 25\%, the upper midde 25\% or the $10025 \%$
(3) Deta pertaining to the selected seltes size range will be in that quartile

## Stenderd Industriel CIsssifiestion Definition (SIC 1980):

SIC 0411 - Logging Industry
Businesses primarity engaged in harvesting hardwood and sofiwood qpees on an own-account basis. Included are businesses primarily engaged in the combined activities driving, booming. sorting and rafting and lowing of wood. Barking milis are also included These businesses include barking (rossing) logs, booming logs, bucking trees, bunching logs. chipping logs, Christmas tree cutting. contrac: logging. fe!'ing trees llogging). fuelwood cutiing. log salvaging. log scaling. Iogs and bolis. untreated wooder pit preps. untreated wooder poles anc pilings, pulpwood cutting. sawlogs. veneer logs and wood chips

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Newfoundiand, Logging Industry (SIC 0411)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> midde 25\% | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Law sales value $18000^{\prime}$ s) High sales value ( $\$ 000$ 's) | $\left(\begin{array}{l}18 \\ (1) \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | -- | - | -- |
| Accounts and notes peceivable Inventory | 8 | -- | -- | -- | -- |
| Inventory 0 隹 | 42 | -- | -- | -- | -- |
| Total current assets | 50 | -- | -- | -- | -- |
| Fixed assets | 59 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other issets | p | - | -- | - | -- |
| Total useets | 110 | -- | -* | -- | -* |
| Liabilities and muity |  |  |  |  |  |
| Current loans liabilities | 33 | -- | -- | -- | -- |
| Total current liabilities | 35 | -- | -- | -- | -- |
| Mortgoges payable |  | -- | -- | -- | -- |
| Long term debt | 1 | -- | -- | -- | -- |
| Dther lisbilities | 41 | -- | -- | -- | -- |
| Total lisbilities | 77 | - | - | -* | -- |
| Totel equity | 34 | -- | -- | -- | -- |

$(11$ These estinetes cre besed on sample of businesses reporiing sales between $\$ 25.000$ end $\$ 2,000.000$
See ioble 1 for symbols and notes.

TABLE 3. Financial ratios (1) for incorpormted businesses only, 1987
Newfoundland, Logging indusery (SIC 0411)


(11) The ratios represent the average of ratios for each business in the group and cannot be calculat from the figures shown in table 2

See Toble i for symols and notes.

## Definitione:

1. Liquidity ratio:

Curreni = current assets / current iiabilities.
2. Leverage ratios:
al Debtiequity = iotal liabilities / equity.
bl Debtratio $=$ iatal liabilities $/$ total asseis
c) Interest coverage $=$ net profit . interest expense / interest expense.

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

|  | Total(1) | $\begin{array}{r} \text { Bo } \% \text { om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low soles value ( $\$(000$ 's) High sales value ( 9000 's) | $(1)^{5}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities Cash from operations Depreciotion Other | -9 15 35 | -- | -- | -- | -- |
| Dividends | - | -- | - | -- | =- |
| Investment ectivities <br> Dispossal of lixed essets <br> Purchase of fixed assets <br> Increase in investment <br> Decrese in investment | 1 -78 - | -- | -- | -- | - |
| Finmencing metivities <br> Increase in long term debt <br> Reoayment of long term debs <br> loms from shareholders <br> Redayment of loans from shareholders <br> Advances 8 loans from government <br> incresese in equify <br> Decrease in equify <br> Other | $\begin{array}{r}41 \\ -14 \\ 2 \\ -2 \\ \hline\end{array}$ | -- <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | -- <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - |
| Incresse(decresse) in cesh sequivients Cash \& equivients-Beginning of the year Cash \& equivelents - End of the rear | -9 3 -6 | -- | -- | -- | -- |


see Toble 1 for symbol and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987 Newfoundiand, Logging indusery (SIC 0411)

| Susiness size expressed in average labour units(1) | Number of businesses |  | Average labour units(1) | Chenges in number of businesses with paid mployes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 35 | 2.483 | 82 | 7 | 5 |
| $\begin{aligned} & \text { 1ess then } 20 \\ & 20^{-}-99 \\ & 100.499 \\ & 500 \text {. no over } \end{aligned}$ | 35 | 2.489 | 82 | ? | i |
| 1387 |  |  |  |  |  |
| Totel | 33 | 2.357 | 107 | 2 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 33 - - | 2.95? | 107 $\vdots$ | $\underline{2}$ | $\ldots$ |

(1) Averege Imbour units are calculsied by dividing iotol payroll by the aver age annuel wage and salary rate an raportad in the Survey of Emplovmen?. Poyroll and Hours. Stotistics Canade. Casiogue 72-002. An terage labour unit could be interpreted as a ful-time employec Noie ihat the business size groups used are determined ot the canede level. Thus il o business has at leasi 500 engloyees in Canaca as owhole but less than that number in any given province it is shown in the soo end over group.
(2) Refers 10 businesses reporting no payroll deductions in the previous yeer.
13) Refers 10 businesses reporting no payroll deductions in the following year
-Newly reporting" are "nc ionger reporting" businesses are assumed to nave been in activity for six months and the information is adjusied accordingly.
see lable i for symbols and notes.

TABLE 6. Seiected operating characteristics of small businasses by sales quartile. $1985-1987$
Newf oundiand, Logging Industry (SIC 0411)

|  | Total(1) | Bot tom $25 \%$ | middle ${ }^{\text {Lower }}$ 25\% | middle $\begin{array}{r}\text { Uoder } \\ \text { 25\% }\end{array}$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample | 27 |  |  |  |  |
| Aversge sales $\$$, | 278.442 | -- | -- | -- |  |
|  |  |  |  |  |  |
| Average net drofit (loss) \$ | 7.570 | -- | -- | -. | -- |
| Businesses reporting e profit (Mo.) | 17 |  |  |  |  |
| Average sales \$ | 307.484 | -- | -- | -- | -- |
| Average expense ${ }^{\text {S }}$ | 290.371 | -- | -- | -- | -- |
| Averege net profit \$ | 17.113 | -- | -- | -- | -- |
| Businezes reporting loss (Mo.) |  |  |  |  |  |
|  | 317.113 341.585 | -- | -- |  | -- |
| Average net loss \$ | -24.472 | -. | -- | -- | -- |

1986

| Wumber of observations in sample | 41 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average salis \$ | 144.201 | -- | -- | -- |
| Average expense \$ | 134.166 | -- | -- | -- |
| Average net profit (loss) \$ | 10.035 | -- | -- | -- |
| Businesses reporting profit (Mo.) | 35 |  |  |  |
| Average sales \$ | 147.622 | -- | -- |  |
| Average expense \$ | 136.118 | -- | -- | -- |
| Average net profit \$ | 11.504 | -- | -- | -- |
| Qusinesses reporting less (Mo.) | 6 |  |  |  |
| Averige sales $\$$ | 75.574 | -- | -- | -- |
| Average expense \$ | 79.417 | -- | -- | - |
| Average not loss \$ | -3.843 | -- | -- | -- |

1987

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense ? <br> Average net profit (loss) \$ | $\begin{array}{r} 33 \\ 248.029 \\ 234.383 \\ 13.646 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 21 |  |  |  |
| Average sales \$ | 276.821 | -- |  | -- |
| Average expense \$ | 249.453 | -- | -- | -- |
| Average net profits | 27.368 |  | -- | -- |
| Businesses reporting loss (Mo.) | 12 |  |  |  |
| Average selos $\$$ | 211.620 | -- | - | -- |
| Average expense 5 | 217.897 | -- |  |  |
| Average net loss 5 | -6.277 | -- |  | -- |

[^0]TABLE 1. Seiected operating ratios, in percent of sales, 1987
Newfoundland, Samill, Planning Mill Shingle Mill Products Industries (Sic 251)

|  | Total 1 l | Bot 40 m $25 \%$ | Lower middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 33 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |


| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upder midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sules |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of esles | 19.8 | -- | -- | =- | -- | 76.5 | 25.9 | -- | - | -- | -- |
| Oceupancy expenses | 8.0 | -- | =* | - | - | 93.3 | 8.8 | -- | -- | -- | -- |
| Deprecistion | 3.8 | -- | -- | -- | -- | 64.6 | 5.9 | -- | -- | -- | -- |
| Repairs of mantenance | 2.4 | -- | - | -- | -- | 62.6 | 3.9 | -- | -- | -- | -- |
| Hest. light 8 teleohone | 0.8 | -- | - | -- | -- | 78.7 25.2 | 1.9 | -- | -- | -- | -- |
| Rent | 0.9 | -- | - | -- | -- | 25.2 | 3.7 | -- | -- | -- | -- |
| Personnel exoenses | 31.0 | =- | -- | -- | -- | 96.8 | 32.0 | -- | =- | -- | - |
| Financial expenses | 2.9 | -- | -- | =- | -- | 84.3 | 3.5 | -- | -- | -- | -- |
| lnterest ${ }^{\text {c }}$ dank cnarges Professional fees | 2.4 0.5 | -- | -- | -- | -- | 72.6 75.4 | 3.3 0.7 | -- | -- | -- | -- |
| Other expenses | 28.2 | -- | =- | - | -- | 100.0 | 28.2 | -- | -- | -- | - |
| Profit (loss) | 10.0 | =- | -- | -- | -- | 100.0 | 10.0 | -- | -- | -- | - |
| Total | 100.0 | -- | =- | -- | -- | 100.0 |  | -- | -- | -- | - |

## Symbols

- zero or no observarions
- toc smeil too be expressed
not applicabte
$\times$ confidential


## Footnoter

(11 These estimeses are besed on s somple of businesses reporting sales between $\$ 25,000$ eno $52.000,000$
(2) Value in esch cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { lotal weignted sales of ell businesses in the sample }} \times$ poo for each quertile.

This portion of the iable pertsins only to the businesses reporting the specific expense item. Therefore these ratios ore calculsted individusliy and the cotal will not necessarily equal 100\%.

Noces
Dsis are showm dy quariiles when at least 13 of the samoled businesses report the specific item.
Records were rapked in escending order ccording to sales size. Each quartile fi. botton 25\%. Lower middie 25\%, etc. 1 represents on quertar of the tot⿻l high and low volues of sales ere shown.

## How to use the tebles

(1) Locate the opproppite sales range that is displayed on the two lines entitud "low sales value" and migh stits viluen
12) The selected range wili indicate the proper quertile, i.e. the botton 25\%. the tower niddle 25\%. the upper iddtie 25\% or the $10025 \%$
(3) Data pertaining to the selected seles size range will be in thet quertile.

## Stenderd Industriel Eleseificetlon Definition (SIC 1980):

SIC 2510 - Sawmill. Planing Mill and Shingle Mill Products Industries
8usinesses primarily engeged in manufacturing lumber, both rough and dressed, shingles and other sawmill or other planing mili products.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundiand, Samill, Planning Mill Shingle Mill Products Industries (Sic 251)

|  | Total 11 ) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe ? middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000^{\prime}$ s) | $\left(\begin{array}{l}15 \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash Accounts and notes receivable | 36 | -- | -- | -- |  |
| Inventopy | - | -- | -- | -- | -- |
| Other currerit assets | 117 | -- | -- | -- | -- |
| Total current assets | 154 | -- | -* | -- | -- |
| Fixed assets | 175 | -- | -* | -- | -- |
|  |  | - | -- | -- | -- |
| Other assets | 6 | -- | -- | - | -- |
| Total essets | 335 | - | = | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Current loans Other current lisbilities | 58 65 | -- | -- | -- |  |
| Total current liabilities | 124 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | $?$ | -- | -- | -- | -- |
| Other limbilities | 178 | -- | -- | -- | -- |
| Total liabilities | 390 | - | -- | -- | -- |
| Total equisy | 26 | - | -- | -- | -- |

(11) These stimates are based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$.

See table i for symols and notes.

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
Newfoundland, Sawill, Planning Mill Shingle Mill Products Industries (SIC 251)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde $25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (NO. Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value (\$000's) | 15 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.2 | -* | -- | -- | -- |
| ```Leverage raflos Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} 12.1 \\ 1.2 \\ 0.9 \end{array}$ | -- | -- | -- | -- |

 121 Those sesinetes afe besed on semple of businesses reporting seles betwen 325,000 und $82,000,000$.

Sot Teble 1 for symbols and notus

## Definitions:

1. Liquitity retio:

Current a curreni assets / current liabilizies
2. Leverspe retios:

Debt/equity $=$ toial liabilities / equity
D) Dett ratio $=$ toial liabilities $/$ total assets
c) Interest coverage * net profit inierest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses oniy, 1987 Newfoundlend, Sawill, Planning Mill Shingle Mill Products industries (Sic 251)

 only those businesses reporting statement of changes.
see rable 1 for symbols and nozes.

TABLE 5. Employment Changes by size of business, 1984-1987 based on SIC classification in i987 Newfoundlend, Samill, Planning Mill shingle Mlll Products industrles (SiC 251)

|  |  |  |  | Changes in num with pa | of businesses playees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business ize expressed in Buerage labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\prime} \mathrm{s}\right) \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Nawly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 109 | 4.930 | 319 | 18 | 14 |
| less than 20 | 106 | 3.453 | 224 | 17 | 14 |
| 20-99 | 3 | 1.477 | 95 | 1 | - |
| 100 - 499 | - | - | - | - | - |
| 500 and aver | - | . - | - | - | - |
| 1987 |  |  |  |  |  |
| Totel | 124 | 6.193 | 303 | 17 | . . . |
| less than 20 | 120 | 4,41? | 229 | 16 | ... |
| 20-99 | 3 | - $\times$ | 55 | 1 | ... |
| 100-499 | - | $\cdots$ | - | - |  |
| 500 and over | 1 | $x$ | 19 | - | . . . |

(1) Avorage labour units are calculated by dividing total paypoll by the average annual wage and salary rate as raported in the Surver of Employment. Paypoll and Hours, Siatistics canada, Caialogue $72-002$. An overage tabour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the canada level. Thus if a business has at least 500 employees in Canade as a whole but less than that number in any given province it is $\$$ hown in the 500 and over group
121 Refers to businesses reporting no payrolt deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly reporifin" and "no longer reporting" businesses are assumed to have been in activiqy for six months and the information is adjustec accorcingly

See Table ifor symbols anc notes

TABLE 6. Selected operating characteristics of small businezsez by sales quartile. 1985-1987
Newfoundland, Samill. Planning Mill Shingle Mill Products Industrles (Sic 251)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | TOp $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in semple | 37 |  |  |  |  |
| Averege sales $\$$ | 234.943 | -- | -- | -- | -- |
| Average expense ${ }^{\text {s }}$ | 219.445 | -- | -- | -- | -. |
| Averese net profit (loss) s | 15.497 | -- | -- | -- | -- |
| Businesses raporting eprofit (Mo.) | 32 |  |  |  |  |
| Aversge sales $\$$ | 237,985 | -- | -- | -- | -- |
| Aversge expense \$ | 217.580 | -- | -- | -- | -* |
| Aversege net profits | 20.405 | -- | -- | -a | -- |
| Businesees reporting lose (Mo.) |  |  |  |  |  |
| Average salos $\$$ | $\begin{array}{r} 96,141 \\ 133,140 \end{array}$ | -- | -- | -- | -- |
| Average expense Average net loss | 133.440 -37.299 | -- | -- | -- | -- |

1988


| Number of observations in sample <br> Average sales $\$$ <br> Average expenses <br> Average net profit (toss) s | $\begin{array}{r} 36 \\ 224.457 \\ 209.967 \\ 14.490 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businestes reporting a profit (Mo.) | 21 |  |  |  |
| Average sales 5 | 256.844 | -- | -- | -- |
| Average expenses | 231.002 |  | -- | -- |
| Average net profit | 25.842 | -- | - |  |
| Businesses reporting lese (Mo.) | 136.8 |  |  |  |
| Average sales 5 | 136.642 | -- | -- |  |
| Average expense $\$$ | 155.019 | -- | -- | - |
| Average net loss | -18.377 | -- | -- | -- |

HI These estimates are Dased on semple of businesses reporting soles oetween $\$ 25.000$ and $\$ 2.000 .000$.
See toble ifor symools and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundiand, Commereis Printing Industries (SIC 281)

|  | Total(i) |  | Bot tom$25 \%$ |  | Lower midde 25\% |  | Upper middie 25\% |  |  | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value (\$000 5) Migh sales vaiue ( $3000^{\circ}$ s) |  | $\begin{array}{r} 18 \\ 11 \\ (1) \end{array}$ |  | -- |  | - |  |  |  |  |  |
| Selected expense item | Industry overage(2) |  |  |  |  | $\left\lvert\, \begin{gathered} \text { X busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}\right.$ | Reporting businesses only 3 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd If } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | 80ttom 25\% | $\begin{array}{r} \text { Lowar } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { UpDer } \\ & \text { midoi } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Purcent of sales |  |  |  |  |
| Cost of soles | 33.5 | -- | - | -- | - | 33.5 | 35.9 | -- | -- | -- | - |
| Oceupency expenses | 9.0 | - | - | -- | -- | 93.5 | 9.7 | -- | -- | =- | -- |
| Deprecistion | 3.7 | -- | -- | -- | -- | 82.5 | 4.5 | -- | - | -- | -- |
| Repairs \& maintenanco | 0.9 | -- | -- | -- | -- | 78.2 | 1.9 | - | -- | -- | -- |
| Heat. light 8 telephone | 2.5 | - | -- | -- | -- | 89.1 | 2.8 | -- | -- | -- | -- |
| Rent | 2.0 | -- | .- | -- | -- |  | 4.2 | -- | -- | -- | -- |
| Personnel expenses | 33.3 | -- | -- | -- | -- | 85.1 | 37.3 | -- | -- | - | - |
| Financial expenses |  | -- | -- | -- | - |  | 5.5 4.4 | -- | -- | -- | -- |
| Interest 8 bank charges Professional fees | 3.8 1.3 | -- | -- | -- | -- | 86.9 83.5 | 4. 1.6 | -- | -- | -- | -- |
| Other exponses | 17.5 | - | -- | -- | -- | 100.0 | 17.5 | -- | - | - | -* |
| Profit (lose) | 1.5 | -- | -- | - | - | 100.0 | 1.5 | - | -- | - | - |
| Totel | 100.0 | -- | $\cdots$ | - | -- | 100.0 |  | -- | -- | -- | -- |

## Symbols

zero or no observations

- 100 smell too oe expressed
not applicable
$\times$ confidensial


## Footnotes

111 These estimetes ere besed on s sample of businesses reporiing sales beiween $\mathbf{5 2 5}, 000$ eno $\mathbf{2 2 , 0 0 0 , 0 0 0 .}$
21) Value in esch cell $=$ Totel weighted expenditure on given item
(2) Value in est cell $=\frac{\text { TotBl weighted sales of ell businesses in the semple }}{} \times$ loch forsile
13) Velue in each cell $=\frac{\text { lotal weighted expenditure on given isem }}{\text { rotal weighted seles of businesses reporting this item of expenditure }}$ for guertile

This portion of the tabteperpans only po the businesses reporting qhe specitic expense iten. Therefore these ratios bre calculated individually and the ioval will not necessarily equal 100 z .

## Notes

Dete re shown by quartiles when at least $1 \overline{3}$ of the sampled businesses report the specific iten
Records were renke in ascending order according io soles size. Each quartile (i. botsom 25\%. lower midde 25x, etc.) represents one quarier of the totel number of businesses. Within each quartile. the average fatio is presented. For comparison purposes, the high and low values of sties or shown.

How to use the teblet
(11) Locate the aporopriste salos renge that is displayed on the two lines entisled mow sales value" end "Migh sales value"
12) The selected penge will indicete the pioper quertile, i. the botpem 25\%, she lower midde 25\%. the upper middib 25z or the 10p 25\%
13) Deta perteining to the sulected sales size ronge will be in thet quertila.
stenders Industris) Clesificstion Definition (SIC 1880):
SIC 2B10-Commercisl Printing Industries
Businesses or imbrily engagec in the production of commercial andor joo printing regardiess of the printing method or process used lletterpress. inciuding fexographic. phosographic or lithographic: intaglio or gravure: stencil printing or silk-screen. etc.)

TABLE 2. Balance sheet profile for incorporeted businesses only, 1987
Nowfoundiand, Commercial Printing industries (SIC 281)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> mijde 25\% | $\begin{array}{r} \text { UDDer } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { 70D } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales velue ( $\$ 000^{\circ}$ s) Migh sales value ( $\$ 000^{\circ}$ s) | 16 (1) (1) | -- | -- | -- | -- |
|  | Average ( 5000 's) |  |  |  |  |
|  |  |  |  |  |  |
| Cosh | - | -- | -- | -- |  |
| Accounts and notes receivable | 30 | -- | -- | -- |  |
| Inventory | - | -- | -- | -- | -- |
| Oiner cuprent assets | 33 | -- | -- | -- | - |
| Total curiont assets | 64 | -- | -- | -- | - |
| Fixed ossets | 63 | -- | -- | - | -- |
|  | 19 | -- | -- | -- | - |
| Other assets | 13 | -- | -- | -- | -- |
| Total essess | 140 | -* | - | -* | -- |
| Lisbillties and equity |  |  |  |  |  |
| Other current liabilities | 48 | -- | -- | -- | -- |
| Totsl current liabilities | 55 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term dabt | 1 | - | -- | -- | -- |
| Other liabilities | 49 | -- | - | -- | -- |
| Total lisbilities | 105 | -- | -- | -- | -- |
| Total equity | 35 | -- | -- | -- | -- |

(1) These estimeres are daseo on samele of businesses seportiog sales de:ween \$25,000 anc $\$ 2.000 .000$ Soe iane a for symocts and nctes.

TABLE 3. Financtal ratios (1) for incorporsted businessetsonly, 1987
Newfoundiand, Commercial Printing Industrles (SIC 281)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper midde 25\% | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. $)$ Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\circ}$ s) | $\left(\begin{array}{l}16 \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidisy retio Curient iatio (times) | 1.1 | -- | -- | -- | - |
| Leverseg ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 3.0 \\ & 2.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |


(2) These estimetes bre besed on senple of businesses reporting sales between 225,000 ond s2,000,000.

See Toble 1 for symols and nates.

## Definitione:

1. Liquidity petio:

Current 2 current essets / current lisbilitiss.
2. Lever ace relios:
a) Debt/equity $=$ toisl liabilities / equity
b) Debi latio $=$ sotal liabilities / qoisl esseis
cl Interest coverage $=$ net profit interest expense $/$ interest expense

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ : 5 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $\left(\$ 000^{\prime} \mathrm{s}\right.$ ) Migh sales value $(\$ 000$ 's) | $\begin{array}{r} 8 \\ (1) \\ (1) \end{array}$ | -- | -- |  |  |
|  |  |  | verage 15000 |  |  |
| Opersting ectivitios Cosh irom operstions Deprecistion Dther | 10 11 -3 | -- | -- | -- | -- |
| Dividends | -9 | -- | -* | -- | -- |
| Investment stivities Disposel of fixed ossets Purchase of fixed assets Increse in investment Decrese in investment | 10 -5 -7 -7 | -- | -- | -- | - |
| Fingncing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from sharehol ders <br> Advances \& loans from government <br> lncrase in equity <br> Oecresse in equity <br> Dther | 14 -19 1 -7 - - -3 -1 | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | -. <br> - <br> -- <br> - <br> - <br> - | -- <br> - <br> - <br> - |
| Increase(decrease) in cash \& equivalents Cash s equivalents-8eginning of the yeer Cash equivelents - End of the yoer | -8 -8 -8 | -- | -- | -- | - |

 only those businesses reporting o statement of changes
See Teble 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC elassificetion in i987 Newf oundiend, Commercibl Printing Industries (SIC 281)


(1) Aversge labour units are colculated by dividing total poyroll by the average annual wage and selary rate as reported in the Survey of Employmen:. Payroll and Hours. Staristics Canada. Calalogue 72-002. An average labour unip could be interpreted as e full-ime employee. Note that the business size groups used are determined at the Canada level. Thus if business has at letst 500 employees in Cansog as atole but less than that number in bay given province it is shown in the 500 and over group.
(2) Refers 10 businesses reporiing no dayroll deductions in the previous year
(3) Refers to businesses reporing no payroll deducions in the following year
"Hewly reporting" and "no lorger reporting" businesses are assumed lo have been in activity for six months and the informat on is adjusted accordingly.

See Tabie i for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by saics quartile. 1985-1987 Newfoundland, Conmercial Printing Industries (SIC 281)

|  | Total 1 1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper $\text { middle } 25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample Averape sales 5 | 181.416 | -- | -- |  |  |
| Averspe expense \$ | 196.322 | -- | -- | -- | -- |
| Averepe net diolit (loss) \$ | -14.906 | -- | -- | -- | -- |
| Susinesses reporting profit (No.) | 8 |  |  |  |  |
| Average sales 5 | 225.118 | -- | -- | -- | -- |
| Average expense \$ | 201.931 | -- | -- | -- | -- |
| Average net profit | 24.187 | -- | -- | -- | -- |
| Businestes reporting lows (Mo.) | 6 |  |  |  |  |
| Averege sales \$ | 170.982 | -- | -- | -- | -- |
| Averoge expense \$ | 199.09? | -- | -- | -- | -- |
| Average net loss \$ | -28.115 | -- | -- | -- | -- |



| Mumber of observations in somple <br> Average soles \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 23 \\ 196.831 \\ 189.481 \\ 7.350 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 16 |
| Average sales \$ | 197.134 |
| Average expense \$ | 181.790 |
| Average net profits | 15.344 |
| Businesses reporting elose (Mo.) | 7 |
| Average sales \$ | 196.956 |
| Average expense \$ | 215,017 |
| Average net loss \$ | -18.06 |

[^1]TABLE 1. Selected operating ratios. in percent of sales, 1987
Newfoundiand. Publishing Industries (SIC 283)

| - |  | 1(1) |  | $\begin{gathered} \text { Bot } 90 m \\ 25 \% \end{gathered}$ | Lomermidale 25\% |  | Uoper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $1 \$ 000^{\circ}$ si High sales value ( $\$ 000$ 's) |  | $(1)$ |  |  |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ |  |  | Total | Bot 4 om 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middi } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of swles | 11.7 | -- | -- | -- | -- | 60.0 | 19.5 | -- | -- | -- | - |
| Oceupancy expenses | 10.5 | - | -- | -- | -- | 80.0 | 13.1 | -- | -- | -- | -- |
| Oepreciation | 5.9 0.7 | - | -- |  |  | 80.0 40.0 | 6.3 9.7 | - | -- | -- | -- |
| Repairs \& maintenance Heat, light \& telephone | 0.7 1.4 | -- | -- | -- | -- | 40.0 80.0 | 1.7 1.7 | -- | -- | -- | -- |
| Heat, light a telephone Rent | 3.4 | -- | -- | -- | -- | 80.0 | 4.2 | -- | -- | -- | -- |
| Personnel expenses | 26.9 | -- | -- | -- | -- | 80.0 | 33.5 | -- | -- | -- | -- |
| Financial expenses | 3.6 | -- | -- | -- | -- |  | 3.5 | -- | -- | - | -- |
| Interest \& bank charges <br> Professional fees | 2.1 | -- | -- |  | -- | 100.0 60.0 | 2.1 2.4 | -- | -- | -- | -- |
| Other expenses | 48.6 | -- | -- | -- | -- | 100.0 | 48.6 | -* | -- | -- | - |
| Profit (loss) | $-1.3$ | -- | -- | - | -- | 100.0 | -1.3 | -- | -- | -- | $\cdots$ |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | -- |

## Symbols

zero of no observetions
=- too smell too be expressed
not epplicable
$\times$ confidential

## (ootnotet

(1) These estimstes be bed on semple of businesses reporting $\$$ ales between $\$ 25,000$ and $\$ 2,000,000$.
2) Yelu in $\quad$ Total weighted expendigure on given item
(2) Velue in each celt $=$ polal weighted sales of ell businesses in the sample $\times$ yon for guertile
(3) Value in lotal weighted expenditupe on a given item

This portion of the table pertains oniy to the businesses reporing the specific expense item, iterefora these ratios are calculated individually and the total will not necessarily equal fooz

## Notes

Date are shown by quartiles when at least 13 of the sampled businesses raport the spacific item
Records were ranked in ascending order bccording to sales size. Ebeh cubrtile li. e. bottom 25z, Iower middle 25z, etc.l represents one quarter of the cotal number of businesses. Hithin each quertile, the overage ratio is presented For comparison purposes, the high and low values of soles ar shown.

How to ute the tables
It| bocate the appropritte sales range that is disployed on the two lines entipled low sales value" and migh seles value"
(2) The selected range will indicate the proper quartile. i. the bottom 25x, the lower middle 25x, the upper middle 25z or the top $25 \%$.
(3) Data pertaifing to the selected sales size range will be in that quertile.

## Stenderd Industrial Cleseificetion Definition (SIC 1980):

SIC 2830 - Publishing Industries
Businesses primarily engaged in publishing and which oo no printing. The term "puolishing" as applise in this industey group includes the publishing of books. other peading matter, maps, guides and the like

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Newfoundland. Publithing Induseries (SIC 2g3)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Law sales value ( $\$ 000$ 's) High sales value ( $9000^{\prime}$ s) | $\left(\begin{array}{l}5 \\ (1) \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  |  | Average ( $\$ 000$ s) |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivable | 30 | -- | -- | -- | - |
| Inventory | - | -- | -- | -- | -- |
| Other curpent sssets | 48 | -- | - | -- | - |
| Total curcent ossets | 78 | -- | - | - | - |
| Fixed asseis | 27 | - | - | -- | -- |
| Less: Accum. ded. on fixed assets | - | -- | - | - | -- |
| Other assets | 26 | -- | -- | - | -- |
| Total essets | 131 | -- | - | - | -- |
| Limbilities and equity - |  |  |  |  |  |
|  |  |  |  |  |  |
| Other curcent liabilities | 34 | -- | -- | -- | - |
| Total current liabilitios | 49 | -- | -- | -- | -- |
| Mortgages dayable | - | -- | -- | -- | -- |
| Long term oebt | - | +- | -- | -- | - |
| Other liabilities | 46 | -- | -- | -- | - |
| Totel lisbilities | 95 | -- | -- | -- | -- |
| Totel equity | 36 | -- | -- | -- | -- |

(1) These estimates ore besed on sampl of Dusinesses reporting sales between $\$ 25,000$ and $\$ 2.000 .000$.

See table ifor symbols and nores.

TABLE 3. Financial retios (1) for incorporated businesses only, 1987
Mowfoundiand. Publishing Induseries (SiC 293)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middl 25\% | Upper middle $25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. <br> Low sales value ( $\$ 000$ 's) <br> High sales value (\$000's) | (1) $(1)$ | -- | -- | -- | -- |
|  | Aversge |  |  |  |  |
| Liquidity retio Cuprent ratio (times) | 1.6 | -- | -- | -- | -- |
| Leverage ratios <br> Debtlequity ptio (timas) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.6 \\ & 7.4 \\ & 0.7 \end{aligned}$ | -- | --- | -- | -- |

(11) The ratios represent the suerage of retios for each business in the group and connot be culculad from the figures shown in toble 2 .
12) These estimetes er besed on semple of businesses reporting seles between 525,000 end $82,000,000$.
see leole I for symoots and notes.

## Definitions:

1. Liquidity ratio:

Current $=$ current assets / current liobilities
2. Leversoge retios:

```
8) Debtequity = total lisbilities/equity.
b) Debr ratio = toral liabilities/ roral assets
c) Interest coverage = net profit - interest Expense/ incerest expense.
```

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newfoundland, Publishing Industries (S|C 283)


only those businesses reporiing a sistement of changes.
See Table i for symbols and noies.

Newfoundiand Publishing Industries (SIC 283)

| Business size exprested in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \text { (\$000's) } \end{array}$ | Average labour units(1) | Changes in number of businesses with pild mployess |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly <br> peporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 10 | 621 | 35 | 4 | - |
| lass than 20 | 8 | 353 | 20 | 3 | - |
| 20-99 | - | , |  | - | - |
| 109-499 | 1 | $x$ | 2 | 1 | - |
| 500 and over | 1 | $\lambda$ | 13 | - | - |
| 1987 |  |  |  |  |  |
| Total | 9 | 809 | 52 | 1 | - |
| Iess than 20 | 5 | 416 | 27 | - | - |
| 20-99 | - | - | - | - | . . |
| $100=499$ | 3 | $x$ | - | 1 | . . |
| 500 and over | 1 | $X$ | 25 | - |  |

(1) Average labour unies are calculated by dividing total paypoll by the average annual wage and salary rate as foported in the Survey of Employment. Payroll and hours. Sististics Canado. Catalogue 12-002. An average labour unis could be interpreted as a full-iime employee mote that the business size groups used ore oefermined at the canada level. Thus if a business has at leas? 500 emplayees in Cansda as a whol but less than that number in any given province it is shown in the 500 ond over group.
(2) Refers to businesses reporting no payrall deductions in the previous year
(3) Refers to businesses reporiting no payroll deductions in the following year
"Newly reporting" and "no longer raporting" busimesses are assumed to have been in activity for six nonths and the information is adjusted ascordingly

See latile ; for symbols and noles.

TABLE 6. Selected operating charmcteristics of smail businesses by sales quartile. 1985-1987
Newfoundiand, Publishing Industrise (SIC 283)

Total(i) $\quad$| Bottom |
| :---: |
| $25 \%$ |

1985

```
Number of observations in semple
    Average sales $
    Aversoe expenses
    Average expense s
Businesses reporting profit (Mo.)
    Average sales $
    Averope expenses
    average net profit $
Businusses reporting loss (No.)
    Average sa!os$
    Average sa!os $
    Average expense s
```

| 3 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| ${ }^{x}$ | -- | -- | -- | -- |
| $\times$ | -- | -- | -- | -- |
| 2 |  |  |  |  |
| $x$ | -- | -- | -- | -- |
| $x$ | -- |  |  | -- |
| $\times$ | -- | -- | -- | -- |
| 1 |  |  |  |  |
| ${ }^{x}$ | -- | -- | -- | -- |
| - | - | -- | -- | -- |
| $\times$ | -- | -- | -- | -. |

1985

Number of observations in sample Average sales $\$$
Average expenses
Average net profit (loss) \$

Businesses reporting profit (No.)
Average salas $\$$
Average expense $\$$
Average net profit $\$$

Businesces reporting a loes (Mo.) Average sales
Average sales
Average expense $\$$
Average not loss $\$$


1987
Mumber of observations in sample
Average sales $\$$
Average expense $\$$
Average net profit (loss) $\$$
Businesses reperting e profit (No.)
Average sales $\$$
Average expense $\$$
Average net Drofit $\$$
Businesses reporting a loss (Mo.)
Average sales $\$$
Average expense $\$$
Average net loss $\$$


[^2]TABLE 1. Selected operating ratios, in percent of sales, 1987
Newf oundland. Machine Shop Industry (SIC 3081)


## Sywols

zero or no observetions
-- 100 smeli 100 be expressed
not sooliceble
$\times$ confidential

## Footnotes

11 These estimetes bre besed on somple of busimesses reporting seles betweem $\$ 25,000$ and $\$ 2.000,000$ Totel weigntod Expendizur on given iten


1 volut in each cell $=\frac{\text { Totsl weighted expenditure on given iten }}{\text { Totsl weighted soles of businesses reporting this ipem of expenditure }}$ for eech quariile
This portion of the table pertains only to the businesses repofting the specific expenst iten. Therefore these rotios are calculeted ind.vidually and the total will mot necessarily equal 100 .

## Motes

Dota ore shown by quartiles when et Iest 13 of the sampled businesses report the specific item
 one quarter of the total number of businesses. Within ach quertile. the over oge ratio is presented. for comparison purposes. the high and low vilues of salas are shown.

How to use the tables
(1) Locete the apropiste seles range that is oispleyed on the two lines entitleg low sales valuem and shigh sel ve vilue"

121 The selected range will indicase the proper quertile. i. the botrom $25 \%$. the lower middle 25\%, the upper midde $25 \%$ or the 10p 25\%.
(3) Deto pertining to the selected seles size range will be in the quertile.

## Stundere Industrinl Clessificetion Definition (SIC 1980):

SIC 3081 - Machine Shop Induttry
Businesses primarily engaged in manufacturing machine perts and equipment. other than complett machines, for the trade. This industry includes machine shops providing custom and repair services. Businesses primarily engaged in reburlding or pemanutacturing auponotive engines are included here.

TABLE 2. Sulance sheet profile for incorporsted businesses only. 1987
Mewfoundiand, Mechine Shop Industry (SIC 3081)

|  | Total(1) | Bottom 25\% | midd Lower $25 \%$ | Upper middl $25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) | 5 |  |  |  |  |
| Low sales value ( $8000^{\prime}$ 's) | (1) |  |  |  |  |
| Migh sales vilue ( $8000{ }^{\prime}$ ') | (1), | -- |  | -- |  |
|  |  |  | veroge 1\$000 |  |  |

Asset:
Cesh

Accounts and notes peceivable
Inventory
Other curcent assets
Total curcent ssats
Fixed assets
Less: secum. dep. on fixed assets
Other assets
Totel asets
Lisbillties and equity
Curpent loans
Other current lisbilities
Total current liabilities
Mortgages payable
Long term debt
Other liabilities
Total liabilities
Totel equity
Average ( $\$ 000$ s)

111 These nstimeste besed on semple of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.
see Toble for symbols and notes.

TABLE 3. Finmetal retios (1) for incorporated businesses only, 1987
Nemfoundiand, Machine Shop Industry (SIC 3081)

|  | Total(2) | Bottom 25\% | $\text { middla } 25 \text { Lown }$ | Upoer <br> middle 25\% | To $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $(11)^{5}$ |  | -- | -- | -- |
|  |  |  | Avorage |  |  |
| Liquidity retio Current ratio (times) | 1.4 | -- | -- | -- | $\cdots$ |
| Leversge ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 7.2 0.9 0.9 | -- | -- | -- | =- |

(1) The retios represent the everege of retios for each business in the group ond comot be celculated fron the figures shom in redib 2 .
(2) These extimetes mie besed on sumple of businesses reporting seles betmeen $\mathbf{8 2 5 , 0 0 0}$ and $\mathbf{1 2 , 0 0 0 , 0 0 0 \text { . }}$

See Tale 1 for symbis and notes.

Definitions:

1. Liquidity retio:

Current = curcons assets / curfont liabilities.
2. Leverage retios:
a) Debr/equity = iotal liabilities / equity.
D) Debt ratio = totel lisoilities / totel assets.
c) Interest coverage $=$ net profit $+i n t e r e s t$ expense / interest mpense.

SOURCE: Small Business and Speciol Surveys Division, Statistics Cenade.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newfoundiand, Machine Shop Industry (Sit 3081)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lomer $\text { midde } 25^{\circ}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lon saies value ( $\$ 000$ 's) Hign sales value ( $\$ 000$ 's) | $(1)^{2}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 00$ |  |  |
| Opersting activities Cash from operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $\chi$ | -- | -- | -- | -" |
| Investment metivities <br> Disposal of fixed assets <br> Purchase of 1 ixed assets <br> lncrease in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- $=-$ $=-$ |
| Financing activities <br> Increase in lang term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redaymert of loans trom shareholders <br> Advances $\delta$ loans from government <br> lnerease in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | -- - - - - -- | -- -- -- -- -- | -- <br> - <br> -- <br> -- <br> -- <br> - |
| Incresso(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivelents - End of the year | $x$ $\times$ $\times$ $\times$ | -- | =- | -- | =- |

 only those Dusinesses reporting a statement of chenges
See isble i for symbols and noiss

TABLE 5. Employment changes by stze of business, 1984-1987 bused on SIC classification in 1987 Newfoundiand, Machine Shop Industry (SIC 3081)

| Business size expressed in |
| :--- | :--- | :--- |
| average labour units( $)$ |

(1) Average labour units are calculated by dividing lotal paypoll by the average annual wage and salary rate as reportad in the Survey of Employment. Payroll and Hours. Statistics Canada, Caralogue 92-002. An average labour unit could be interpreted as a ull-time employee Note that the business size groups used are deiermingor the canada ievel. fhus if business his at litst 500 employees in Canada as 8 whole but less than thet number in any given province if is shown in the 500 and over group.
(2) Refers ic bustresses reporting no parioll deductions in the previous year.
(3) Refers to businesses repopting no payroll deductions in the following year
"Newly reporiing" and "no longer repor tipg" businesses are assumed to have been in activity for six months and ine information is adjus?ed accordingly

See lable 1 for symbols and nores

Newfoundiand, Machine Shop Industry (SIC 3081)

|  | Total (1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower $\text { middle } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observetions in sample | 477 |  |  |  |  |
| Average sales \$ | 477.704 | -- | -- | .- | -- |
| Average exoenses | 482.596 | -- | -- | -- |  |
| Average net profit (loss) \$ | -4,892 | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) |  |  |  |  |  |
| Average sales \$ | 605,697 | -- | -- | -- | -- |
| Average expense \$ | 573.709 | -- | -- | -- | - |
| Average net profit \$ | 31.988 | -- | -- | -* | -- |
| Businesses reporting loss (No.) | 2 |  |  |  |  |
| Average sales | 739.000 | -- | -- | -- | -- |
| Average expense \$ | 824.500 | . | -- |  | - |
| Averoge net loss \$ | -85.500 | -- | -- | -- | -- |

1988


198

| Wumber of observations in sample <br> Average sales \$ <br> Averoge expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 5 \\ 468.915 \\ 480.656 \\ -11.741 \end{array}$ |
| :---: | :---: |
| Businesses reporting eprofit (Mo.) | 4 |
| Average sales \$ | 536.516 |
| Average expense \$ | 517.826 |
| Average net profit \$ | 18.690 |
| Businesses reporting a lose (Mo.) |  |
| Average sales ${ }^{\text {a }}$ | 265.112 |
| Average expense \$ | 369.144 |
| Average net loss \$ | -103.032 |

[^3]TABLE 1．Selected operating ratios，in percent of sales． 1987
Newfoundland，single Family Housing（SIC 4011）

|  | Total（1） |  | $\begin{array}{r} 80+70 \pi \\ 25 \% \end{array}$ |  | Lower <br> middle $25 \%$ |  | Upper middle 25\％ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample（No．） Low sales value（ 8000 ＇s i High salas value（ $\$ 000$＇s） | $\left.\begin{array}{r} 71 \\ 11 \\ 11 \end{array}\right\}$ |  | $\begin{array}{r} 1 \\ 71 \end{array}$ |  |  | $\begin{array}{r} 71 \\ 219 \end{array}$ | $\begin{aligned} & 219 \\ & 412 \end{aligned}$ |  |  | $\begin{aligned} & 412 \\ & 111 \end{aligned}$ |  |
| Selected expense item | Industry average（2） |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { resses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only（3） |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\％ | $\begin{array}{r} \text { Lower } \\ \text { midd ie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { UDDer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 26.7 | 24.9 | 15.5 | 28.3 | 37.9 | 69.1 | 38.7 | 29.5 | 39.3 | 36.8 | 49.9 |
| Occupency expenses | 6.0 | 2.8 | 7.4 | 8.6 | 4.9 | 94.9 | 6.4 | 3.4 | 7.4 | 9.2 | 4.9 |
| Depreciation | 2.6 | 1.1 | 5.5 | 1.7 | 2.3 | 76.0 | 3.5 | 2.3 | 6． 8 | 2.1 | 2.4 |
| Repairs \＆maintenance | 1.6 | － | 0.5 | 5.4 | 0.4 | 31.4 | 5.2 | － | 1.0 | 19.3 | 1.4 |
| Heat，light 8 telephone | 0.5 | 0.3 | 0.9 | 0.6 | 0.4 | 59.6 | 0.9 | 0.8 | 1.2 | 1.2 | 0.5 |
| Rent | 1.2 | 1.5 | 0.5 | 0.9 | 1.9 | 53.4 | 2.2 | 3.2 | 0.8 | 1.5 | 4.0 |
| Personnel expenses | 32.1 | 51.1 | 30.5 | 27.0 | 21.3 | 97.9 | 32.8 | 51.1 | 30.5 | 27.0 | 23.2 |
| Financiel expenses | 2.3 0.9 | 1.4 0.2 | 4.5 | 2.0 1.9 | 1.5 | 97.3 80.9 | 2.4 1.1 | 1.1 0.3 | 4.5 | 2.0 1.4 | 1.5 |
| Interest \＆bank charges Professional fees | 0.9 1.5 | 1.2 | 3.4 | 0.8 | 0.5 | 88.7 | 1.6 | 1． 3 | 4.2 | 0.8 | 0．6 |
| Other expenses | 30.4 | 14.6 | 42.2 | 33.5 | 30.5 | 100.0 | 30.4 | 14.6 | 42.2 | 33.5 | 30.5 |
| Profit（loss） | 2.4 | 5.1 | －0．1 | 0.7 | 3.9 | 98.4 | 2.4 | 5.1 | －0．1 | 0.7 | 3.9 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | －． | ．． | ．．． |

## 5ymbols

－zero or no observations
－－too small too be expressed
not spplicable
$\times$ confioentiel

## Footnote：

（1）These estimates are bused on a sample of businesses reporting sales between $\mathbf{2 5}, 000$ end $32,000,000$
121 Value in each cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { Total weighted sales of all businesses in the sample }} \times$ loo for each quartile
（3）Vetue in each cell $=\frac{\text { Total weighted expenoiture on agiven item }}{\text { Total weighted sales of businesses peporting this item of expenditure }}$ for esh quartile．
This portion of the table pertains only to phe ousin⿻⿱⺈口⺕亅八大娄ses reporting the specific expense item．Therefore these ratios are calculated ingivigually and the total will not necessarily equa！100\％．

## Hotes

Dota are shown by quartiles when at least 13 of the sampled businesses report the specific item
Records were ranked in escending order according to sales size．Each guartile fi．eotron 25z，lower midde 25z，eic．represents one quarter of the tofal numper of businesses．Winin each quartile，the eversge ratio is presented．For comparison purposts，the high and low values of sales are shown

How to use the tables
（11 Locste the sppropriate seles range that is displayed on the two lines entitled Low sales valuem and migh sales value＂
121 The selected renge will indicate the proper qustile，i．e．the bottom 25\％，the lower miode $25 \%$ ．the upper midola 25\％or the top $25 \%$ ．
（3）Dato pertaining to the sol cied seles sige range will be in thot quartile．

## Stenderd Industrial Cleselficesion Definition（SIC 1980）：

SIC 4011 －Single Fanily Housing Coniractors
Businesses pifmarily engaged in the development and constrution of single detached and single atteched dwellings such as：cottages． single duplexes．garden momes．semi－detached houses．single attached houses．single deiached houses．erecting prefabricated homes．iow houses rexcept row ouplexest．single residences and sumer homes

TABLE 2. Balance sheet profile for incorporsted businesses only. 1987
Newfoundiand, single Fanlly Housing (SIC 4011)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lowsales value ( $\$ 000{ }^{\text {g }}$ ) High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 64 \\ (1) \\ 11 \end{array}$ | $\begin{array}{r} 1) \\ 90 \end{array}$ | 90 227 | 227 435 | 435 $11)$ |
|  | Average ( 5000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | - |  |
| Accounts and notes receivable | 31 | 6 | 19 | 12 | 87 |
| Inventory | 46 | , | 1 | - | 104 |
| Other current assets | 46 | 1 | 11 | 65 76 | 104 |
| Fixad assets | 38 | 3 | 39 | 9 | 98 |
| less: Accum. dep. on fixed assets | - | - |  | - | - |
| Other asaets | 2 | - | 1 | - | 8 |
| Totsl eseets | 117 | 10 | 70 | 35 | 298 |
| Lietilities end equity |  |  |  |  |  |
| Current loans | 12 | 10 | 6 | 15 | 27 |
| Other current liabilities | 49 | 10 | 21 | 56 | 107 |
| Total current liabilities | 61 | 10 | 27 | 70 | 134 |
| Mortgages garable | - | - | - | - | - |
| Long term debt | 3 | $\bar{\square}$ | 1 | 1 | 9 |
| Other liabilities | 24 | 1 | 28 | 18 | 49 |
| Total liebilities | 88 | 11 | 56 | 89 | 199 |
| Tetal equity | 23 | - | 14 | -4 | 107 |

61 ihsse estimetes are based on sample of Dusinesses peporing sates betwien $\$ 25,000$ and $\mathbf{5 2}, 000,000$.
See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Newfoundiand, Single Family Housing (SIC 4011)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> midde 25\% | Upper middle 25x | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 64 \\ & (1) \\ & (1) \end{aligned}$ | 19 90 | 90 227 | $\begin{array}{r}227 \\ 435 \\ \hline\end{array}$ | $\begin{array}{r}435 \\ 111 \\ \hline\end{array}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current retio (times) | 1.3 | 0.7 | 1.1 | 1.1 | 1.4 |
| ```Leverage ratios Debt/equity retio (times) Interest coverage petio (times) Debt ratio (times)``` | 3.0 3.3 0.7 | -54.0 9.8 9.0 | 4.0 0.8 | -24.4 0.8 1.0 | 9.8 5.8 0.6 |

(1) The ratios rappsent the weroge of patios for noch business in the group and cannot be calculated from the figuras shown in fable 2.
(2) These estintes er beted on smmple of businesses peporting seles between $\$ 25,000$ end $\$ 2,000,000$.

See iabie 1 for symols and notes.

## Definitions:

1. Liquidity retie:

Gurrent $=$ cuprent assets / cuprent liabilities.
2. Leveroge retios:
s) Debt/equity = cotal liabilities / equity.
bl Debt rotio $=$ zotel listilities / total assets
c) Interest cover age $=$ net profit interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Newfoundland, Single Family Housing (Sic 4011)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25^{\circ} \end{array}$ | $\begin{aligned} & \text { Louer } \\ & \text { miode } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value $\$ 000$ 's High sales value ( $\$ 000$ 's) | $\begin{aligned} & 25 \\ & (1) \\ & (i) \end{aligned}$ | $\begin{array}{r} 11 \\ 50 \end{array}$ | $\begin{array}{r} 50 \\ 152 \end{array}$ | $\begin{aligned} & 192 \\ & 392 \end{aligned}$ | $\begin{aligned} & 392 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating metivities Cash from operations Dedreciation Other | $\begin{array}{r} 8 \\ 10 \\ -10 \end{array}$ | 4 -1 | 8 -45 | $\begin{array}{r} -2 \\ 2 \\ -10 \end{array}$ | 25 23 11 |
| Dividends | -2 | - | - | - | -5 |
| Investment ectivities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r} 9 \\ -33 \\ \hline \end{array}$ | $-3$ | $\begin{array}{r} 14 \\ -18 \\ \hline \end{array}$ | -1 | 19 -87 - |
| Financing activities <br> Increase in long term sebt <br> Reparment of long term deb <br> Loans fram shareholders <br> Redayment of loans from shareholders <br> Acvances \& loans from government <br> Increase in equity <br> Deciease in equity <br> Other | $\begin{array}{r} 17 \\ -11 \\ 2 \\ -8 \\ - \\ \vdots \\ -1 \end{array}$ | - | 16 -19 3 -15 | -1 2 -3 | 40 -21 1 -10 - - -2 |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash s equivalents . End of the year | $\begin{array}{r} -19 \\ 17 \\ -2 \end{array}$ | 1 | $\begin{array}{r} -56 \\ 68 \\ 12 \end{array}$ | $\begin{array}{r} -13 \\ -5 \\ -18 \end{array}$ | -6 8 1 |

(11) These estimates are dased on a sample of incorporbteo businesses reporing sales betwen $\$ 25,000$ and $\$ 2.000 .000$. Sample count inciudes only those Dusinesses reporiing siatement of changes
see table 1 for symbols me notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classificetion in 1987 Nowfoundland, Residentiel Quilding and Development (SIC 401)


III Average labour units sre calculated by dividing total payroll by the overage annual wage and sal ary rate as peported in the Survey of Emplorment. Payroll and mours. Stotistics Canada, Catalogue 72-002. An average fabour unit could be interpreted os a full-time employee. Noie that the ousiness size groups useu are derermined at the Canada level. Thus if business has ot lost 500 employees in Canaoa os owhole but less than that number in any given province it is shown in the 500 and over group.
(2) Refers 10 Dusinesses reporting no paypoll deductions in the previous year
(3) Refers to businesses reporing no payroll decuctions in the following year
"Newly redorting" and mo longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly

See tatile f for symols anj notes

TABLE 6. Selected operating charmeteristics of sinil businesses by salus quartile. 1985-1987 Newfoundiand, Single Fanily Housing (S1c 4011)


1985

Wumber of observations in sample Average sales $\$$
Average expense $\$$
Average net profit (loss) \$

Businesses reporting profit (Mo.)
Average sales $\$$
Average expense \$
Average net prolit $\$$

Busineseer reporting loss (No.)
Average sales $\$$
Aver ge expense \$
Average net loss \$

123
347,201
347.201
338.301
B. 900

77
313,322
293.013

20,309

48
403.454
412.162
-9.008
43.690
43.690
42.574
$1.116 \quad 98.959$
98.959
6.586

2,588
38,756
3.832
48.359

58:738
$-10,379$
105.838
98.750

7,088
101.018
102.183
$-1.165$

216,702 215.260
1.442
. 022.867 996.409 26, 458
860.843
805.725
55.118
244.02
228.82
15.19
$\begin{array}{rr}198.169 & 1.266 .270 \\ 206.060 & 1.282 .868 \\ -7.891 & -16.598\end{array}$
$\begin{array}{rr}198.169 & 1.266 .270 \\ 206.060 & 1.282 .868 \\ -7.891 & -16.598\end{array}$
198.169
206.060
-7.891

1987

Number of observations in sumple
Average sales $\$$
Average expense 5
Average net profit (loss) $\$$

Businesses reporting apofit (MO.)
84
310.683
304.964
49.726
46.874
6.87
2.852
151.516
152.352

516
352
04.964
5.719

Average sales $\$$
49
303.433
Average expense 5
Average net profit 5
284.57
18.856

Businesges reporting a Iess (No.)
Average teles $\$$
Average expense $\$$
Aversoe net loss $\$$
326.695
341.953
$-15.258$
(1) Fhese esimates are based on sample of, busimesses peporting sal bstween 525,000 and $\mathbf{3 2}, 000,000$

See Tatil for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundland, Residential Renovetion (SIC 4083)

|  | Total(1) |  | $\begin{array}{r} B o t 40 m \\ 25 \% \end{array}$ |  | Lowermiddle 25: |  | UpDermidele 25\% |  |  | $\begin{aligned} & \text { Too } \\ & \text { 25\% } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele Mo. Low sales value ( $8000^{\prime}$ s) High sales value $\left(\$ 000^{\prime} s\right.$ ) |  | $\begin{aligned} & 16 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry everage (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { repar ting } \end{aligned}$ | Reporting businesses oniy ( 3 \} |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | Uoder midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Totat | Bottom 25\% | $\begin{aligned} & \text { Lowe? } \\ & \text { midle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoder } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Parcent of sales |  |  |  |  |
| Cost of sales | 46.8 | -- | -- | -- | - | 77.7 | 60.3 | -- | -- | -- | - |
| Decupancy expenses | 5.1 | -- | -- | -- | - | 100.0 | 5.1 | -- | -- | -- | -- |
| Depreciation | 2.4 | -- | -- | -- | -- | 82.4 5.9 | 2.9 | -- | -- | -- | - |
| Repairs \& maintenance Heat, light of teleohone | 2.1 | -- | -- | -- | -- | 5.9 78.8 | 0.1 2.7 | -- | -- | -- | -- |
| Rent, | 1.5 | -- | -- | .- | -- | 29.5 | 5.2 | -- | -- | -- | -- |
| Personnel expenses | 13.2 | - | -- | - | -- | 100.0 | 13.2 | - | -- | -- | - |
| Financial expenses | 1.9 | - | =- | $\cdots$ | -- | 97.6 | 1.9 | -- | -- | -- | -- |
| Interest $\delta$ Dank cherges Professional dees | 0.7 1.2 | -- | -- | -- | -- | 70.8 62.0 | 1.9 1.9 | -- | -- | -- | -- |
| Dther expenses | 24.0 | -- | -- | - | - | 100.0 | 24.0 | -- | -- | -* | -- |
| Profit (loss) | 7.9 | -* | -- | -- | -- | 53.3 | 8.5 | -* | -- | -* | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -* | -- | -- |

## Symbols

zero or no observations
-- 100 smel! too be expressed
not spplicable
x confidential

## Footnotes

(1) These es timetes are besed on a sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$ loial weighted expenditure on aiven ilem
(2) Value in each cell = $\quad$ foral for fach quar ile

Total weighted expenditure on given item

This portion of the table pertains only to the Dusinesses reporting the specific expense item. Therefore these ratios are calculateo individusity and the total will not necessarily equal 100\%.

## Notes

Data are showr of quertiles when st leasp 13 of the sampled businesses pepori the specific item.
 one quarter of the ropal number of businesses. Within each quartile. the over age ratio is presented for comparison purposes. the high and low values of sales are shown

## How to use the tebles

(1) Locate the approprite sales range that is displayod on the two limes ontitiod "Low sales velue" and "Migh sales value
(2) The selected range will indicate the proper guartile. i. the bottom $25 \%$. the lower hidde 25z. the upper middt 25\% of the top 25\%.
(3) Oets pertbining to the selected sales size rango will be in thet quertile

## Standard Industriel CIbesificiotion Definision (5IC 1980):

SIC 4013 - Residentisl Renovetion Contrector:
Gusinesses primarily engaged in residentia! adoitions. majop improvements and repairs, fenovation. pehabilisation, retro-fitting and conversions involving mo:e than one irade such as: general coniractops for residential aditions, general contactors for home improvements and repairs. general contractors for house alterations and general contractors for pesidentiat renovations

TABLE 2. Baiance sheet profile for incorporsted businesses only, 1987
Mewfoundland. Residential Renovation (Sic 4013)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? <br> middle 25\% | Upper midcle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $\$ 900^{\prime}$ s) High sales value $\left(\$ 000^{\prime}\right.$ s) | $(1)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cssh | 10 | - | -- | -- | -- |
| Accounts and notes receivable | 10 | -- | -- | -- | -- |
| Inventory | - | - | - | - | -- |
| Other current assets | 38 | -- | -- | -- | -- |
| Total cupent assets | 48 | -* | -- | -- | -- |
| Fixed ssets | 9 | -- | -- | -- | -- |
|  | 1 | -- | -- | - | -- |
| Dther sssets | 1 | -- | -- | -- | -- |
| Total asseis | 57 | -- | -- | - | - |
| Liebilities and equity .-. .- .- .- |  |  |  |  |  |
| Current loans | 11 | -- | -- | -- | $\cdots$ |
| Total current liabilities | 30 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 2 | -- | - | -- | -- |
| Other liabilities | 2 | -- | -- | -- | -- |
| Totel lisbilities | 33 | - | -- | -- | $\cdots$ |
| Totsl equity | 24 | - | =- | - | -- |

|11 These estimetes are besed on semple of businesses reporting seles Detwetn $\$ 25.000$ and $\$ 2.000 .000$
See Tabie 1 for symbols and notes

TABLE 3. Financial ritios (1) for incorporeted businesses only, 1987
Newf oundiand, Residentlat Renovation (SIC 4013)


11) The rotios reoresent the mermge of patios for mach business in the group nnd connot be celculated from the figures ahom in imble 2.
(2) These estimet er besed on sampl of busingeses reporting sol bs betwen 825.000 shd 82.000 .000 .

Set Teble I for Eymbols and motes.

## Definitiene:

1. Liquidisy fetio:

Curront = current assets / current lisoilities.
2. Leverege retios:
B) Debt/equity = tozal liabilities / equity.
b) Debt satio = total liabilities/total assets
cl Interest coverege $s$ net profit interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Newfoundiand. Residential Renovation (SIL 4013)

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { To } \\ & \text { 25\% } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value $1 \$ 000$ s! High sales value $\{\$ 000$ s) | $(1)^{3}$ | -- | -- | -- | -- |
|  |  |  | verage 15000 |  |  |
| Opereting activitiss Cash from operations Dopreciation Dther | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | X | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $x$ $x$ $x$ $x$ $x$ | -- | -- | -- | -- |
| Finencing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Laans from shareholders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> Incraase in equity <br> Decrease in equity <br> Dther | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- - -- -- -- | - <br> - <br> - <br> - <br> - <br> - | -- -- -- -- -- | - - - - - - - |
| Increaseldecresse) in cash s equivelants Cash 8 quivalents-Beginning of the year Cash equivalents - End of the year | $x$ $x$ $x$ | -- | -- | -- | -- |

(1) These estimates are dased or a sample of incorporated businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$. Sample count includes oniy those businesses reporting a statement of changes.
see isble 1 for symbols and noies.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in ig87
Newfoundiand, Residentisl Building and Development (S|C 404)
Business size expressed in
averoge labour unitsli)

[^4]TABLE 6. Selected operiting churecteristics of smin businesses by siele quartile. $1985-1987$ Newfoundland, Residential Renovetion (SIC 4013)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upper middle $25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple | 14 |  |  |  |  |
| Average soles \$ | 234.216 | -- | -- | -- | -- |
|  | 223.317 |  | - | -- | -- |
| Average net profit (loss) \$ | 10.899 | -- | -- | -- | -- |
| Businesees reporting profit (No.) |  |  |  |  |  |
| Average sales \$ | 253.596 | -- | -- | -- | -- |
| Average expense $\$$ | 237.919 | -- | - | -- | -- |
| Average net profit | 15,677 | -- | -- | -- | - |
| Businesses reporting e lose (Mo.) | 4 |  |  |  |  |
| Average sales $\$$ | 220.532 | -- | -- | -- | -- |
| Average expense 5 | 225.330 | -- | - |  | -- |
| Average net loss 5 | -5.798 | -- | - | -- |  |

1988


1987

| Mumber of observations in sample <br> Averge sties $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 21 \\ 152.498 \\ 139.139 \\ 13.357 \end{array}$ |
| :---: | :---: |
| Busimesses reporting orofit (Mo.) | 17 |
| Average sales $\$$ | 151.151 |
| Aversge expense \$ | 136.353 |
| Average net protits | 14,798 |
| Businesses reporting loss (Mo.) | 4 |
| Aversge sales \$ | 33,009 |
| Average expense \$ | 41.128 |
| Averape net loss 5 | -8.119 |

[^5]TABLE 4. Selected operating ratios. In percent of sales, 1987
Nowfoundland, Excavating and Greding (SIC 214)

|  | Total(1) |  | Bottom 25\% |  | Lower midole 25\% |  | Uppermidole 25: |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low saies value 180005 ! High sales value 19000 's: |  | $\begin{aligned} & 30 \\ & \{1\} \\ & \{1 \end{aligned}$ |  | - |  |  |  |  |  |  |  |
| Selected expense item | Industiy average 2 ) |  |  |  |  | $\begin{aligned} & \text { x busi- } \\ & \text { nessint } \\ & \text { reoorting } \end{aligned}$ | Reporting businesses only ( 3 ) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { middI } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Tot | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe i } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | Uoper middic 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Pepcent of sales |  |  |  |  |
| Cost of seles | 7.1 | -- | -- | -* | -- | 32.5 | 21.8 | -- | -- | -- | -- |
| Occupency expenses |  | - | -* | -- | -- | 100.0 | 25.2 | -- | -- | -- | -- |
| Dedreciation | 15.3 | -- |  | -- | -- | 100.0 29.3 | 15.3 11.3 | -* | -- | -- | -- |
|  | 3.3 2.5 | -- | -- | -- | -- | 29.3 84.7 | 11.3 3.0 | -- | -- | -- | -- |
| Heat. light \& teleptione Rent | 2.5 4.0 | -- | -- | -- | -- | 72.3 | 5.6 | -- | -- | -- | -- |
| Personnel expenses | 27.4 | -- | -- | -- | -- | 95.6 | 28.7 | -- | -- | - | - |
| Finmncial expenses | 2.2 | -- | -- | - | -- | 100.0 | 2.2 | -- | *- | -* | - |
| Interest 8 bank charges Professional fees | 1.5 0.6 | -- | -- | -- | -- | 77.0 83.7 | 2.0 0.8 | -- | - | -- | -- |
| Other expenses | 30.9 | -- | -- | -- | -- | 100.0 | 30.9 | -- | -- | -- | - |
| Profit (loss) | 7.3 | -- | -- | - | -- | 100.0 | 7.3 | -- | -* | - | -- |
| Total | 100.0 | -- | - | -- | - | 100.0 | $\ldots$ | -- | - | - | - |

## Symbol

- zero or no observations
-- too smali 100 be expressed
not applicable
$x$ confidential


## Footnote:

11 These es timares are based on s sample of businesses peporiing sales between $\$ 25,000$ end $\mathbf{8 2}, 000,000$ Total weighied expenditure on given iten
(2) Value in esch ce:1 = $\frac{\text { total we.gheed seles of oll businesses in the sample }}{x} 100$ for each guertile.

131 Value in each cell $=\frac{\text { Total weighted expendisure on given item }}{\text { Total weighted sales of businesses peporting this item of expenciture }}$ for each guartile
This portion of the sable pertains only to the businesses repopting the specific expense iten. Therefore these perios are calcultibd individually and the cosal will not necessarily equal $100 \%$.

## Motes

Data are shown by quartiles when et least 13 of the samplud businesses peoort ihe specific item
 one quarter of the cotal numper of businesses. Within each quartile. the everage patio is presenteo. for comparison purposes. the high and low vilues of soles ere shown

How to ute the tobles
(1) Locate the ApDropribte sales range that is displayed on the two lines entited low sales value" and migh sales velue"
(2) The selected range will indicate the proper quortile. i. the bottom 25\%. the lower niodle 25\%. the upper midde 25s or the 10p 25\%.
(3) Dete pertaining to the selected seles size range will be in thet quatile.

## Standerd Industriel Elestificerion Definition (SIC 1980):

SIC 214 . Exesveting and Greding Contractort
Businesses primarily engaged in cons?ruction site excavaing and grading. Includeo are businesses engaged in conseruction site blast: g corstruction site orbinage. construction site excavating. consiruction site grading, construction site land breaking and clearing. construction sife rock removal and construction site trenching.

TABLE 2. Balance sheet profile for incorporated businesses only, 1989
Newfoundiand, Excavating and Grading (SIC 4214)

|  | Tots)(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower middle $25 \%$ | Unper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 22 \\ & \{1\} \\ & \{1\} \end{aligned}$ | -- | -- | -- | -- |
|  | Average (5000's) |  |  |  |  |
| Assets |  |  |  |  |  |
|  |  |  |  |  |  |
| Accounts and notes receivable | 60 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 40 | -- | -- | -- | - |
| Totsl current assets | 100 | -- | -- | -- | -- |
| Fixed assets | 116 | -- | -- | -- | - |
|  | 4 | -- | -- | -- | -- |
| Other assets | 4 | -- | -- | - | -- |
| Total assets | 220 | -- | -- | -- | - |
| Liebilities and equity - .- .- |  |  |  |  |  |
| Current loans Other current lisbilities | 18 67 | -- | -- | -- | -- |
| Total current lisbilities | 85 | -- | -- | -- | -- |
| Mortgages payable |  | - | -- | -- | -- |
| Long term debt | 4 | -- | - | -- | - |
| Other liabilities | 64 | -- | -- | -- | -- |
| Total liobilities | 153 | - | -- | - | -- |
| Total equity | 67 | -- | -- | - | -- |

(11) These estimates are pased on sangle of businesses reporiing sales between $\$ 25,000$ and $\$ 2,000,000$.

See rable for symbols and motes

TABLE 3. Financial ratios(1) for incorporeted businesses only. 1987
Newfoundland. Exeaveting and Grading (SIC 4214)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle $25 x$ | Upoer middle 25\% | $\begin{aligned} & \text { Top } \\ & \text { 25\% } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) Migh salos value ( $\$ 000^{\circ}$ s) | 22 $(1)$ $(1)$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.2 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.3 \\ & 4.2 \\ & 0.7 \end{aligned}$ | -- | - | -- | -- |

11) The retios represent the overape of plios for eech business in the group ond connot be calculated from the figures thow in table 2 .
12) These estinates er besed on semple of businesses repopting seles between $\$ 25,000$ and $\$ 2,000,000$.

Sell table 1 for symbols and notes.

Definitions:

1. Liquidity retio:

Gurrent = current assets/current liabilities.
2. Leverage retion:

[^6]TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newfoundiand, Exeavating and Grading (SIC 4214)

|  | Tota: (1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midte } 25 \% \end{array}$ | UDDE: $\text { middle } 25$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in samole (No. Lom seles value ( 8000 's) Migh soies value ( $8000^{\prime}$ 's) | $\begin{aligned} & \text { (1) } \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Dedreciation Dther | $\begin{array}{r} 17 \\ 26 \\ -13 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | - | - | -- | =- |
| lnvestment ectivities <br> Dispossal of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Decrese in investment | 16 -40 - - | -- | =- | -- | -- |
| Financing ectivities <br> Increase in lang term dobt <br> Redayment of long term debt <br> Loans fiom shareholders <br> Redayment of loans fiom sharenolders <br> Lovances \& loans from government <br> Increase in auity <br> Decrease in equity <br> Dithe? | $\begin{array}{r}20 \\ -26 \\ 13 \\ -6 \\ \hline\end{array}$ | - - - - - - | -- -- -- -- -- | - - - -- -- -- | -- - -- -- -- |
| Increase(decrese) in cash \& equivelents Cash s cquivalenss-Beginning of the vear Cash s equivalents - End of the year | 8 -3 5 | -- | -- | -- | -- |

 only those businesses reporting a statement of changes.
See isble 1 for symbols find notes
 Newfoundland, Exceveting and Grading (SIC 4214)


(t) Avarage abour units are celculated by dividing cotsi paypoll by the average ennual wage and salary tate as rapor in the Survey of Employment. Payroll and Hours. Statistics Canada. Casalogue 72-0c2. An average labour unit could be interpieted as a full-time employee. Note that the business size groups used are determined ot the tanade level fhus if o business has at least 500 employees in Cenada as whole but less than that number in any given province it is shown in the 500 and over group
121 Refers to businesses peporting mo payroll deductions in the previous year.
(31) Refers to businesses reporting no payroll deductions in the following year
"Newly reporing" and "no longe reporting" businesses are assumed to have been in activity for six months and the information is adjus:ed accordingiy

See lable 1 for symbols and notes.

TABLE 6. Selected operating chargcteristics of small businesses by sales quartile, $1985-1987$ Nowfoundland, Excavoting and Grading (SIC 4214)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 229 |  |  |  |  |
| Average sales $\$$ | 222,132 | -- | -- |  | -- |
| Average expense s | 209.629 | .- | -- | -- | - |
| Average net profit (loss) \$ | 12.503 | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) | 32 |  |  |  |  |
| Average salos | 251. 209 | -- | -- | -- | -- |
| Average expense $\$$ | 226.631 | -- | -- | - | - |
| Aversge net profits | 24.578 | -- | -- | -- | -- |
| Eusinesses reporting foss (Mo.) | (1) 7 |  |  |  |  |
| Average stes \$ | 161.578 | -- | -- | -- | -- |
| Average expense \$ | 167,754 | -- | -- | -- | -- |
| Average net loss \$ | -6,176 | -- | -- | -- | -- |

1986

| Number of observetions in smmple | 53 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average seles $\$$ | 163.016 | 30.784 | 45.033 | 141.255 | 434.991 |
| Average expense $\$$ | 155.882 | 21.774 | 43.794 | 167.769 | 390.189 |
| Average net profit (loss) \$ | 7.134 | 9.010 | 1.239 | -26.514 | 44,802 |
| Busimesses reporting profit (Mo.) | 39 |  |  |  |  |
| Average sales \$ | 172.549 | 30.537 | 58.963 | 123.787 | 476.910 |
| Average expense ${ }^{\text {S }}$ | 148.394 | 19.720 | 46.096 | 108.935 | 418.823 |
| Averege net profit | 24.155 | 10.817 | 12.867 | 14.852 | 58.087 |
| Dusineses reporting loss (Mo.) | 14 |  |  |  |  |
| Aversoge sules \$ | 112,622 | 33.820 | 39.331 | 147.112 | 230.224 |
| Average expense \$ | 131.923 | 47.029 | 42.852 | 187.497 | 250.315 |
| Average net loss? | -19.301 | -13.209 | -3.521 | -40.385 | -20.091 |

1987

| Mumber of observetions in sample <br> Average sales 5 <br> Average expense $\$$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 35 \\ 255.061 \\ 240.772 \\ 14.289 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting erofit (Mo.) <br> Average seles <br> Average expenses <br> Average net profits | $\begin{array}{r} 29 \\ 253.947 \\ 232.052 \\ 27.895 \end{array}$ | -- | -- | -- |
| Businesses reporting less (Mo.) <br> Aversce seles <br> Average expenses <br> Average net loss $s$ | $\begin{array}{r} 6 \\ 430.310 \\ 437.673 \\ -7.363 \end{array}$ | -- | -- | -- |

(9) These estimates are dased on semple of businesses reporqing seles beiween $\$ 25.000$ and $\$ 2.000 .000$.

See lable ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nowfoundland, Diner sice work (SiE 4219)


## 5ybols

```
zero or no observations
* too small 100 be expressed
    not applicsole
confidentisl
```


## Pootnotes

(11) These estimetes er besed on e stmple of businesses reporing seles ofiwen 525,000 end $52,000.000$
2) Value in each cell $=$ iotal wighted expendifure on given iqem $x$ or for ech guartile.

31 value in exch cell g lotal weighted expenditure on a given isem

This portion of the toble perquins only to the businesses reporting the specific expense item. Therefore these retios ere calculateo incividubliy and the totel will not necessarity equal $100 \%$

Notes
Data are shown by quertiles when at lest 13 of the sampled Dusinesses raport the specific item
 one quar: er of the total number of busingsses. Wiphin pach quaflile. the oversge retio is presented. For comparison pu:poses. the high and low values of seles ere shown

## How to use the tables


2) The selected rance will indicsta sha proper quartile. i.e. the bot tom 25\%, the lower midde $25 \%$, the upper middt 25\% of the top $25 \%$.
(3) Data perteining to the selected sales size pange will be in thet quartile.

## Stenderd Industrial Cimesificetion Definition (SIf 19801.

S16 4219 - Dther Site Nork
Businesses primarily engaged in site work not elswhere classified. Included in this industry are businesses primar ily engeged in landseape cortracting who purchase pursery stock. These businesses include landscape contractors and riprapping installation

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundland, Dther site Work (SiC 4218)

|  | Total(1) | Bottom 25\% | Lower middle 25: | Unoer middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $(\$ 000$ s) Migh sales value ( $\$ 000^{\prime}$ s) | (11) ${ }^{5}$ | -- | -- | -- | -- |
|  | Avorage ( 5000 s) |  |  |  |  |
| Ascets |  |  |  |  |  |
| Cosh | $\overline{7}$ |  |  | -- |  |
| Accounts and notes receivable | 7 | -- | -- | -- | -- |
| Other current assets | 8 | -- | -- | -- | -- |
| Totel current assets | 15 | -- | -- | - | -- |
| Fixed assets | 27 | -- | -- | -- |  |
| Less: Accum. dep. on fixed essets | - | -- | -- | -- | -- |
| Other essets | - | -- | -- | -- | -- |
| Totel essets | 42 | -- | - | - | - |
| Liebilities and equity |  |  |  |  |  |
| Cuprent losms lisbilities | 13 | -- | -- | -- | -- |
| Toial cuprent liabilities | 18 | -- | -- | -- | - |
| Mortgeges dayable | - | -- | - | - | $\cdots$ |
| Long term debt | $?$ | -- | -- | -- | - |
| Other lisbilities | 19 | -- | - | -- | -- |
| Totel liabilities | 44 | - | - | -- | -- |
| Total equity | -1 | -- | - |  | -- |

111 These estintes ore Dased on sample of businesses poprting seles Detween $\$ 25.000$ snd $\mathbf{\$ 2 , 0 0 0 , 0 0 0 .}$
See iade 1 for sympols and notes

TABLE 3. Financiai ratios (1) for incorporated businessen oniy, 1987
Newf oundland, Dther Site Work (SiC 4219)

|  | Total 12 ) | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | Lowe 1 middie $25 \%$ | Upper middle $25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\mathbf{S O O O}^{\prime}$ s) <br> Migh sales value ( $\$ 000$ 's) | $(1)^{5}$ | -- | -- | -- | -- |
|  | Aversge |  |  |  |  |
| Liquidity retio Curcent ratio (times) | 0.8 | -- | - | -* | -- |
| Leversege ratios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | -33.4 2.3 1.0 | -- | -- | -- | -- |



Soe feol 1 for symbols and noter.

Definitions:

1. Liquidity ratio:

Curpent = current asseis forfent lisbilities.
2. Leversge retios:

- Debt/equicy = total liabilities / equity.
bl Deti ratio = toial |iabilities / total assets
c) Interest coverage = net profit - interest expense / inferest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Newfoundland, Other site work (SIC 4219)

|  | Total(1) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | Lowe, $\text { middle } 25 \%$ | Under $\text { middie } 25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sampls (No. Low sales value ( $\$ 000$ s) High saies value i $\$ 000$ 's) | $\binom{1}{(1)}$ |  |  | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Operating ectivities Cash 1 rom operations Depreciotion Other | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | $x$ | - | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decresse in investment | $x$ $x$ $x$ $x$ | -- | -- | -- | -- |
| Financing ectivities <br> increase in long term debt Repayment of lang term debt <br> Loans from shareholders <br> Repayment of loans fiom shareholders <br> Advances \& toans from government <br> Increase in equity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - | -- <br> - <br> - <br> - | - <br> - <br> - <br> - |
| Increase(decresse) in cash s equivalents Cest s equivalenis-Beginning of the vear Cest s equivalents - End of the rear | $x$ $\times$ $\times$ x | -- | -- | -- | -- |

 only those businesses roporting sitiement of chenges.
See Toble ifor symbols and notes

TABLE 5. Employment changes by siz of businese, 1984-1987 based on SIC classification in 1987
Newfoundland. Other site Work (SIC 4219)


## 1987

| Totel | 47 | 1.414 | 57 | 6 | . . |
| :---: | :---: | :---: | :---: | :---: | :---: |
| less than 20 | 46 | K | 51 | 6 | , |
| 20- 100.99 | : | - | - | - | . |
| 500 and over | 1 | x | 6 | - |  |

(1) Average labour units are colculated by dividing total payroll by the averoge annual wage and salary rate as reported in the
 full-time employee. Note thsi the business size groups used ore derermined ot the Canado level. Thus if ousiness has ot leas? 500 employees in canada as athole but less than that number in any given province it is shown in the 500 and over group
(2) Reters 10 Dusinesses reporting no payroll deductions in the previous year
(3) Refers 10 businesses reporing no payroll oeductions in the following year
"Newly peporping" anc "nc longer reporiing" Dusinesses are assumed to have been in activipy for six months and the information is adjusted ascoroingly
see table 1 for symbols anc notes.

TABLE 6. Selected operating characteristics of smill businesses by sales quartile. $1985-1987$ Nawfoundiand, Oqher Site Work (SIC 4219)


1885

| Mumber of observations in smple <br> Averege seles $\$$ <br> Average expenses <br> Average net piofit (loss) \$ | 16 88.073 88.524 -451 |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 12 |
| Average stles $\$$ | 84.085 |
| Averge expense \$ | 80.546 |
| Aversge net profit\$ | 3,539 |
| Businesses reporting loss (Mo.) | 4 |
| Average soles \$ | 158.037 |
| Aversge expense $\$$ | 172.494 |
| Average net loss \$ | -14.457 |

1986

| Mumber of observations in sample <br> Average sales s <br> Average expense s <br> Average net Drofic (loss) \$ | $\begin{array}{r} 14 \\ 87.888 \\ 85.940 \\ 1.948 \end{array}$ | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: |
| Businesses roporting profit (Mo.) | 9 |  |  |  |
| Aversge sales \$ | 73.954 | -- | - | -- |
| Averoge expense \$ | 68.051 | -- |  |  |
| Average net profits | 7.903 | -- | -- | -- |
| Susinestes reporting e lose (No.) | 5 |  |  |  |
| Average sales | 140.981 | -- | -- |  |
| Average expense $\$$ | 154.215 | -- |  |  |
| Average net loss \$ | -13.234 |  | - |  |

1987

| Mumber of observations in simple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net Drofit (loss) $\$$ | $\begin{array}{r} 10 \\ 100.041 \\ 95.508 \\ 4.533 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Wo.) | 5 |  |  |  |
| Average soles 8 | 132.351 | $\cdots$ | - | -- |
| Average expense \$ | 99.060 |  | -- | - |
| Average net profits | 33.291 | - | $\cdots$ | - |
| Businestes reporting lese (Mo.) |  |  |  |  |
| Average selus | 111.814 | -- | -- | -- |
| Average expenses | 115.599 | -- | -- |  |
| Average net loss 5 | -3.785 |  |  |  |

[^7]TABLE 1. Selectad operating ratios. In percent of sales, 1987
Newfoundland, Concrete Pouring Finishing (SIC 4224)

| Total(1) Bottom | Lower | Upper | Top |  |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middie $25 \%$ | midde $25 \%$ | $25 \%$ |


| Businesses in sampl (No.) Lom sales value ( 800 C s: High sales value ( $\$ \mathrm{COC}^{\prime}$ ') |  | (1) |  | -- |  | -- |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting bus nesses only (3) |  |  |  |  |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Totel | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | UpDer <br> midde 25\% | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sales | 34.3 | -- | -- | - | -* | 76.9 | 44.6 | -- | -- | -- | - |
| Oceupancy expenses | 16.7 | -- | -- | -- | - | 92.3 | 18.1 | - | -- | - | -- |
| Depreciation | 13.2 | -- | -- | -- | -- | 76.9 | 17.2 | -- | -- | -- | -- |
| Repairs \& maintenance | $1 . ?$ | -- | -- | -- | -- | 23.1 | 5.3 | -- | -- | - | -- |
| Heat. Iight \& telephone | 0.5 | -- | -- | -- | -- | 30.8 38.5 | 1.7 | -- | -- | -- | -- |
| Rent | 1.9 | -- | -- | -- | -- |  |  | - | -- | -- | -- |
| Personnel expenses | 21.9 | -- | -* | -* | -- | 54.0 | 40.6 | - | -- | -- | - |
| Financial expenses | 1.2 | - | -- | -- | -- | 46.3 | 2.6 | -- | -- | - | -- |
| Inierest 8 bank charges | 1.0 | - |  |  | -- | 46.3 46.3 | 2.2 | -- | -- | -- | -- |
| Professional fees |  | -- | -- |  | -- |  |  | -- | -- | -- | -- |
| Other expenses | 11.4 | -- | -- | -- | - | 54.0 | 21.1 | -- | -- | - | =- |
| Profit (loss) | 14.5 | -- | - | -- | -" | 100.0 | 14.5 | - | -- | -- | - |
| Tote! | 100.0 | -- | - | - | -- | 100.0 | $\ldots$ | - | -- | -- | - |

## Symole

zero or no observations

- too smell too be expressed
not applicaol
* confidential


## footnotet

(11) These estinies ere besed on semple of businesses reporting sales beiween $\$ 25,000$ and $\$ 2.000,000$. lotel weighted expenditur on given item

(3) Velue in each cill $=\frac{\text { lotal weighted expenditure on given item }}{\text { lotal weighted sales of businesses reporting this item of expendiqure }}$ for enartile

This portion of the table pertains only to the busingses reporting the specific expense irem. Therefore these retios ore cetculated individually sno the total will not necesserily equal $100 \%$

Notes
Data are shown by quartiles when al least 13 of the sompleo ousinesses report the specific item
Records were renked in ascenoing order according qo soles size. Esch quartile li e. boitom 25z. lower midde 25z, etc. represents one quarter of the total number of businesses. Within esch quartile, ihe aver sge patio is pressted. For comparison purposes. the high and low values of sales ar shown.

Mow to use the tables
(1) Locate the spproprite seles range thet is displeyed on the two lines entirled low salus volut and migh sales value"
(2) The selected range will indicate the proper quertile. i. the bottom $25 \%$, the lower nidde $25 \%$, the upper midde $25 \%$ or the top $25 \%$.
(3) Data pertbining to she selected seles size pange will be in that quertila.

## Stenderd Industris) Elessificetion Oefinition (SIC 18801:

51c 4224 - Concrete Pouring end Finishing Contrectors
Businesses primar, iy engaged in concrete pouring or placement snd concrete finishing. Concrete dampproofing. concrete finishing. concrete pouring. concrete pumping (placement). gunning concrete. paving with concrete. pressure grouting. sealing op coating concrete. waterproofing concrete and weinerproofing concrete are also included in this industry

TABLE 2. Balance sheet profile for incorporated businezses only. 1987
Nowfoundlend, Concrete Pourlng \& Finishing (SIC 4224)

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uope? $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value $\left(9000^{\circ}\right.$ s) | (1) (1) | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  | -- | - | -- |  |
| Accounts and notes receivable Inventory | 36 | -- | - | -- | -- |
| Other current assets | 34 | -- | -- | -- | "- |
| Total current assets | 70 | -- | -- | -- | -- |
| Fixed assets | 27 | -- | -- | -- | - |
|  | 1 | -- | - | - | $\cdots$ |
| Other assets | 54 | -- | -- | - | -- |
| Total esents | 152 | -- | -- | - | -- |
| Liebilisies and equityCuprent loens |  |  |  |  |  |
| Other current lisbilities | 39 | -- | -- | -- | -. |
| Total curtent lisbilities | 44 | -- | -- | -- | - |
| Mortgages Dayable | - | - | -- | - | - |
| Long term debt | 4 | -- | - | -- | $\cdots$ |
| Other liabilities | 38 | -- | - | -- | - |
| Total liabilitias | 58 | -- | - | $\cdots$ | $\cdots$ |
| Total equity | 68 | -* | - | - | - |

(i) These estimetes are based on sempl of businesses reporting sales beiween $\mathbf{8 2 5 , 0 0 0}$ und $\mathbf{2 2 , 0 0 0 , 0 0 0}$

See Table i for symbols and notes

TABLE 3. Financial ratios (1) for incorporeted businesses only. 1987
Newfoundland, Concrete Pourling 8 FInl ining (SIC 4224)

|  | Total(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value (\$000's) High sales value ( $\$ 000$ 's) | $(1)^{5}$ |  |  | - |  |
|  |  |  | Aversge |  |  |
| Liquidity ratio Current ratio (times) | 1.6 | -- | - | -- | -- |
| Leverage retios <br> Debt/equity fatio (times) <br> Interest coverage ratio (times) <br> Dabt ratio (times) | $\begin{aligned} & 1.3 \\ & 8.4 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |


12 These extimetes ere besed on semple of businesses reporting seles between $\$ 25,000$ snd $\$ 2,000,000$.
See leol ifor symols and noter.

## Befinitions:

1. Liquidity ratio:

Curfent $=$ current assets / curpont liabilities
2. Levereqt pitios:

```
Debr/equity = lotal liabilities / equity
```

Debtratio = totsl liabilities fotal assets
Interest coversge $=$ net profit interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Newfoundland, Concrete Pouring 8 Finishing (SIC 4224)

|  | Tota (1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower miade $25 \%$ | $\begin{array}{r} \text { UDPer } \\ \text { midole } 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample (No. Low sales value isjco s) Migh sales value ( $\$ 00 \mathrm{C}^{\prime}$ s) | $\begin{aligned} & 1 \\ & 11 \\ & 1 \\ & 1 \\ & \hline \end{aligned}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash fram oderstions Depreciation Diner | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed asseis <br> Purchase of fixed asseis <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing estivities <br> Jncrese in long term debt <br> Redayment of long ierm debt <br> Loans from sharemolders <br> Reparment of loans from shareholders <br> advances 8 leans iom government <br> Incresse in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | - - - - - - | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - |
| Increase\{decrease) in cash suvivalonts Cash sequivalents-Beginning of the your Cash equivalents - End of the year | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |

 only those businesses reporting a statement of changes
see Tatio 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in 1887
Newfoundland. Concrete Pouring Finishing (SIC 4224)


[^8]TABLE 6. Selected operating characteristics of imali businasses by sales quartile, 1985-1987 Newfoundland, Conerete Pouring Finishing (SIC 4224)


| Mumber of observations in semple <br> Averoge sales \$ <br> Average expense \$ <br> Average net prafit (loss) \$ | $\begin{array}{r} 123.537 \\ 108.791 \\ 14.746 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 7 |  |  |  |
| Average salos \$ | 122.284 | - | - | -- |
| Average expense \$ | 106.762 | -- | -- | -- |
| Average net Drofit \$ | 15.522 | - | - | -- |
| Businesces reporting lest (No.) | 1 |  |  |  |
| Average sales 8 | 85.000 | - | -- | -- |
| average expense \$ | 89.000 | - | -- | -- |
| Average net loss \$ | -4,000 | -- | -- | -- |


| Mumber of observetions in semple <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 3 \\ 247.857 \\ 230.670 \\ 17.187 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Busineses reporifing profit (No.) <br> Average sales <br> Average expense $s$ <br> Average net profit $\$$ | $\begin{array}{r} 247 \\ 230.679 \\ 17.187 \end{array}$ | -- | -- | - |
| Businesses reporting loss (Mo.) <br> Aversge sales \$ <br> Averspe expense $\$$ <br> Average net loss | - | -- | -- | -- |


| Number of observations in sample | E |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 148,219 | -- | -- | -- |
| average expense $\$$ | 130.061 | -- | -- | -- |
| Average net profit (loss) \$ | 18.158 | -- | -- | -- |
| Businesses reporting profit (Mo.) | 5 |  |  |  |
| Average sales | 157.813 | - | -- |  |
| average expense $\$$ | 132.433 | -- | -- |  |
| Average net profits | 25.380 | - | -- | -- |
| Businesses paporting a loss (Mo.) | , |  |  |  |
| averege sales \$ | 112.879 | -- | -- | - |
| Aver age expense 3 | 114.555 | -- | -- | -- |
| Average net loss 5 | -1.676 | -- | -- | -- |

11 These essimates are Dased on a smple of businesses repoping seles beiween $\$ 25,000$ and 82.000 .000 .
5et Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of saiss, 1987
Newfoundiand, Masonry work (SIC 4231)

|  | Total(1) |  | Botiom $25^{\circ}$ |  | Lowe <br> middele 25\% |  | Uppe:$\text { middle } 25 \text { : }$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Higt sales value ( $8000^{\circ}$ s) |  | 18 $(1)$ (i) |  | -- |  |  |  |  |  |  |  |
| Selocted expense item | Industry oversge( 2 ) |  |  |  |  | $\begin{aligned} & \text { x busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper midole 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% |  | UDDE I middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 32.6 | -- | -- | -- | - | 78. ${ }^{\text {c }}$ | 41.4 | -- | - | -- | - |
| Oceupancy expenses | 3.0 | -- | -- | -- | - | 82.7 | 3.6 | -- | -- | -* | -- |
| Deprecistion | 1.5 | -- | -- | -- | -- | 82.7 | 1.8 | -- | -- | -- | -- |
| Redairs \& maintenance | 0.1 | -- | - | -- | -. | 21.1 | 0.5 | -- | -- | - | -- |
| Meat. light \& telephone Rent | 0.8 0.5 | -- | -- | -- | -- | 70.0 42.9 | 1.1 | -- | -- | -- | -- |
|  |  | - |  |  |  |  |  |  |  |  |  |
| Personnel expenses | 36.5 | -- | -- | -- | -- | 95.8 | 38.3 | -- | -- | -- | -- |
| Financial expenses | 1.7 | -- | -- | -- | -- |  | 1.7 | -- | -- | -- | -- |
| Interest 8 bank charges Professional fees | 1.1 0.6 | - | -- | -- | -- | 100.0 95.8 | 1.9 0.7 | -- | -- | -- | -- |
| Other expenses | 25.3 | - | - | -- | -- | 100.0 | 25.3 | - | -- | -- | -- |
| Profl (loses) | 0.7 | -- | -- | - | -- | 100.0 | 0.7 | - | -- | -- | -- |
| Tatal | 100.0 | -- | - | -- | -- | 100.0 | $\ldots$ | -- | -- | - | -- |

## Symbols

zero or no observetions

- 100 emall too De expressed
, not opalicable
$x$ confidentisl


## Footnotes

(1) These stimetes are Desed on semple of businesses reporting soles berween 525,000 end $\mathbf{2}$, 000.000
fot witighted expenditure on given iten


This portion of the toble perquins only 20 the businesses reporing the specific oxpense iten. inerefore these retios ere celculated individually and the cotal will not necessarily equal 100\%.

## Moter

Dats are shown Dy aubrtiles men at least $i 3$ of the sampled businesses report the specific item
Records were ranked in ascending order according to seles size. Esch quartile li. bottom 25\%, lower midde 25\%. etc. fepresents one quarter of the total number of businesses. Wishin each quartile, the average rotio is presented. For comparison purposes, the high and low values of sales bre shown.

121 The selected renge will indicet the proper quartile. i. the bot 10p $25 \%$.
(3) Data pertaining to the selected sales size range will be in thet quartile.

Seenderd Induserisl CIessificesion Definition (STE 1080):
SIC 431 - Mesanty Contrectope
Businesses primarily engaged in comventional or specialty masonry work, except interiop marte work. Installation of alchitecturbl stone. blocklaying. brick or stone lining lchimney, kiln. boiler. etc.l bricklaying. installation of granite lexterior worki. installation of marble (exterior workt, masonry work, installation of ornamentel stone. pointing masonry. instoliotion of slate lexterior work), sione cutting and setiing and the installation of veneer lacing stone of drick are included.

TABLE 2. Balance sheet profile for incorporated businesees only. 1987
Newf oundland, Masonry Mork (SIC 4231)

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower <br> midde $25 \%$ | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | (i4 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash Accounts and notes receiveble | 17 |  | -- | - |  |
| Accounts and notes receiveble inventory | 17 | - | -- | -- | -- |
| Other current assets | 24 | -- | - | -- | -- |
| Total cuptent assets | 41 | - | -- | - | - |
| Fixed assets | 15 | - | - | - | ** |
| Less: Accum. dep. on fixed assets | 1 | -- | -- | -- | -- |
| Dther assets | 1 | -- | - | -- | -- |
| Total meets | 57 | - | - | -- | -- |
| Lisbilitles and equity <br> Current laans <br> Other current liabilities <br> Total current liabilities <br> Mortosges payable <br> Leng term deb* <br> Dther liabilities | 4 | -- | -- | -- |  |
|  | 27 | -- | -- | -- | -- |
|  | 30 | -- | -- | -- | -- |
|  | - | - | =* | -- | -- |
|  | 2 | - | -* | - | -- |
|  | 10 | - | -* | -- | -- |
| Totel liobilities | 42 | - | -- | -- | - |
| Total equity | 15 | -- | - | -- | $\cdots$ |

(1) These espimetes are based on sample of businesses reporting sales beiween $\$ 25.000$ and $\$ 2,000.000$.

Set iable 1 for symols and notes.

TABLE 3. Financial ratios (1) for incorporated butimestes only, 1987
Nowfoundland, Masonry Mork (SIC 4231)

|  | Total(2) | Bortom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper midde 25\% | Tod |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High seles value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 14 \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.3 | -- | -- | - | -- |
| Leverage retios <br> Debtiequity retio (times) <br> Interest coverage retio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.8 \\ & 4.3 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

Ill The ratios represent the overage of retios for each business in the group ond cannot belculated from the figures shown in table 2 .
52) These estimtter beted on memple of businesses reporting seles between $\$ 25,000$ and $52,000,000$

See teble ifor symools and notes.

Definitions:

1. Liquidity retio:

Current z current assets / curpent liabiliqies.
2. Leverage retios:
al Debr/equity $=$ total liabilities / equity
b) Oebt ratio = total liabilities / total assets
c) Interest coverage * net profit * interest expense / interest expense.

TABLE 4. Stietement of changes in financial position for incorporated businesses only. 1987
Newf oundiand, Masonry Work (SIC 4231)

|  | Total(1) | Bottom 25\% | Lower <br> midale 25\% | UoDer <br> midde 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (No.) Lon saces value $1 \mathrm{SuO} \hat{\mathrm{j}}$ si Migh sales value $!9000$ s) | $\left\{\begin{array}{l} 4 \\ \{1 \end{array}\right\}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Opersting sctivities Cast from oderations Depreciation Other | $x$ $\times$ $\times$ | -- | -- | -- | -- |
| Oividends | X | -- | = | - | - |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -* |
| Financing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from sharetiolders <br> Reparment of loans from shareholders <br> Advances 8 loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | $-=$ $-=$ $-=$ $-=$ $-=$ -- | -- |
| Inciease(decresse) in cash s equivalonts Cash 8 equivelents-Beginning of the year Cash s equivalents - End of the year | X K K | -- | -- | -- | - |

 only those businesses reporting statement of changes
see table 1 for symbols and noies.
 Newfoundland. Masonry Work (SIC 4231)
Business size expressed in
average labour units(1)

## 1984

Totel
1ess than 20
$20-99$
$100-499$
500 and over

| 38 | 2,021 |
| ---: | ---: |
| 1 | $x$ |
| - | $x$ |


| 98 | 5 | 6 |
| :--- | :---: | :---: |
| 75 | 5 | 5 |
| 23 | - | 1 |
| - | - | - |
| - | - | - |

## 1987

Totel
less than 20
$20-99$
$100=499$
500 and over
(1) Average labour units art calculated by dividing total payroll by the overage annual wage and solary rate as reported in the Survey of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An Bverage tabour unit could be interpreied as a full-time employee. Nate that the business size groups useo are determined at the Canade level. Thus if business has at least 500 employees in Canada as a whole but liss than thet number in any given province it is shown in the 500 and over group.
(2) Refers to businesses reporting no payroll deductions in the provious year.
(3) Refers to businesses reporting no peyrall deductions in the foltowing yeer
"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accoroingly

See table i for symools and notes.

TABLE 6. Selected operating characteristics of suil businesses by sales quartile. 1985-1987 Newfoundlend. Masonry Work (SIC 4231)

|  | Total(1) | Bottom $25 \%$ | $\text { midole } 25 \%$ | Upper midde 25\% | TOD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 157.22 |  |  |  |  |
| Average sales | 157.867 | -- | -- | -- | -- |
| Averege expense $\$$ Averege net profit (loss) | 155,100 | -- | -- | -- | ** |
| Aversee net profit (loss) | 2.767 | - | - | -- | -- |
| Businesses reporting profit (Mo.) | 15 |  |  |  |  |
| Average sales \$ | 151,658 | -- | -- | -- | -- |
| Average expense \$ | 132,123 | -- | -* | -- | -- |
| Average net profit \$ | 19.533 | -- | -- | -- | -- |
| Businesses reporting lose (Mo.) | 7 |  |  |  |  |
| Average soles \$ | 237.047 | -- | -- | -- | -- |
| Average expense 5 | 247.129 | -- | - | -- | -_ |
| Average net loss $\$$ | -10,082 | -- | -- | -- | -- |

1986


1987

(1) These estimates are based on sample of businesses roporting $\mathbf{8 a l}$ les between $\$ 25.000$ and $\mathbf{\$ 2 . 0 0 0 , 0 0 0}$.

See ibtle ifor symouls end notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nowfoundland, Siding Work (SIC 4232)

|  | Total(1) |  | Bot:om 25\% |  | Lowermiddle 25\% |  | Upoet$\text { midde } 25^{\circ}$ |  |  | 700$25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value $18000^{\circ}$ s) Hign sales value ( 8000 's) | $\begin{array}{r} 8 \\ (1) \\ (1) \end{array}$ |  | -- |  | -- |  | -- |  |  | -- |  |
| Selocted expense item | Industry ovarage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | Bot 40 m 25\% | $\begin{aligned} & \text { Lower } \\ & \text { miodle } \\ & 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Tols | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of selos | 37.6 | -- | -- | -- | - | 75.1 | 50.1 | -- | -- | -- | -- |
| Occupency exponses | 3.5 | -- | -- | =- | - | 100.0 | 3.5 | -- | - | - | -- |
| Depreciation | 1.3 | -- | - | -- | -- | 90.0 | 1.4 | -- | -- | -- | -- |
| Repairs o maintenance | - | -- | - |  | - | 10.0 | 0.3 | -- | -- | - | -- |
| Hest. light s telephone | 1.2 | -- | -- | -- | -- | 80.0 | 1.5 | -- | -- | - | -- |
| kent | 1.0 | -- | -- | -- | -* | 70.0 | 1.4 | -- | -- | - | - |
| Personnel expenses | 41.2 | -- | -- | -- | -- | 100.0 | 41.2 | -- | - | -- | - |
| Finencial expenses | 0.8 | - | =- | -- | -- | 80.0 | 0.9 | - | =- | - | -- |
| Interest \& bank charges Professional fees | 0.3 0.4 | -- | -- | -- | -- | 70.0 80.0 | 0.5 0.5 | -- | -- | -- | -- |
| Other expenses | 16.1 | -- | -- | -- | -* | 100.0 | 16.1 | - | - | -- | -- |
| Profit (loss) | 0.8 | -- | -- | -- | -- | 100.0 | 0.8 | -- | - | -- | -- |
| Totel | 100.0 | -- | =- | - | -- | 100.0 | . . | -- | -- | - | -- |

## Symbol:

zero of no observetions

- too small too be expressed

คot splicabl
$x$ confidential

## Footnotes

(1) Thes estimetes ere besed on bemple of Dusinesses peporting sales between $\$ 25,000$ and $32,000,000$
(2) Value in esch celt= lotsl weighted expendizupe on given item
(3) Value in each cell $=\frac{\text { Topal weighted expendiqur on given igem }}{\text { lotel weighteo sbles of Dusinesses reporting this irem of expenditure }}$ for

This portion of the table pertains only to the businesses peporting the specific expense item. Therefore these ratios are calculated individually and the cotal wili not necessarily equal 100\%.

## Motes

2ato are shown by quartiles when ot least 13 of the sampled businesses report the specific item
Records were renked in escending order according to sties size. Esch quertile li. bottom 25\%. 1ower midele 25\%. etc. pepresents one quarter of the sotel number of businesses. Withim esch quartile, the overage ratio is presented. For comparison purposes. the high and low values of stales are shown.

## How 10 use the tibles

III bocate the approprist sales range that is displeyed on the two lines entithed "Low sales vilut and "Migh sal es viluet
(2) The selected pange will indicate the proper quertile, i.e. the bottom 25\%, the lower middle 25\%. the upper midde 25\% or the 100 25\%.
(3) Data pertaining to the selnctad ssiss size rangemill be in thet qumfile

## Stenderd Industrist Clessificetion Definition (5lC Ise0):

SIC 4232 - siding Consrectors
Businesses primarily engsged in the installation and repair of siding. cladding. metal doors and window frames and relateo work included are businesses dealing in phe instgllation of metal awnings. canopies and shutters: installation of cladimg fexcluding glessl: installation of curtain walls: installation of metal doors and window frames: installation of metal. hardboard and vinyl emterior siding. installation of metal and plastic dascia and sotfit and the installation of aluminum. steel. asbestos. cement. piasiic anc hardboarc siding

TABLE 2. Balance sheet profile for incorporsted businesses only. 1987
Newfoundisnd, Siding Work (Sic 4232)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lawe : $\text { midde } 25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { midole } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) Migh saies value ( $\$ 000$ 's) | $(1)^{6}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | $\overline{0}$ | -- | -- | -- |  |
| Accounts and notes receivable Inventory | 40 | -- | -- | -- | -- |
| Other curfent assets | 38 | -- | -- | -- | -- |
| Total curient assets | 77 | -- | -- | -- | -- |
| Fixed assets | 15 | -- | -- | - | -- |
| Less: Accum. dep. on fixed essets | 12 | -- | -- | -- | $\cdots$ |
| Other aseets | 12 | -- | -- | -- | - |
| Total assets | 104 | - | - | - | -- |
| Liebllities and equity <br> Current loans <br> 0ther current liabilities <br> Total current liabilities <br> Mortgages payable <br> Long term debt <br> Other liabilities |  | -- | -- | -- | -- |
|  | 36 | -- | -- | -- | -- |
|  | 37 | -- | -- | -- | -- |
|  | - | -- | -- | -- | -- |
|  | 1 | - | -- | -- | - |
|  | 13 | - | - | -- | -- |
| Total liabilitias | 51 | -- | - | -- | - |
| Total equity | 53 | -- | - | =- | -- |

(t) These estimetes are besed on sample of busesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

Son inde 1 for symbols mid notes.

TABLE 3. Finmetai retios (1) for incorporeted businesses only. 1987
Mewf oundland, Slding Work (SIC 4232)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $(1)^{6}$ | -- |  | -- | -. |
|  |  | Aver ope |  |  |  |
| Liquidity retio Current stio (times) | 2.1 | -- | - | -- | -- |
| Leverage retios <br> Debtleavity ratio (times) <br> Interest coverage ratio (times) <br> Debt istio (times) | 1.0 0.5 | -- | -- | -- | -- |

(1) the refios represens the everege of petios for esch business in the group and cannot be culculated from the figures shown in table 2 .
(2) These estimetes ere bened on semple of businesses peporing seles between $\mathbf{8 2 5 , 0 0 0}$ end $\$ 2,000,000$.

Soe intie 1 for symbols and notes.

Definitions:

1. Liquidify rêio:

Current $=$ current assets / current liabilities
2. Levernge ratios:
of Deor/equity $=10981$ liabilities / equity.
b) Dedi catio = rotal liabilities / total assers
c) inverest coverage $=$ net profit , interest expense / interes? expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Newf oundland, Siding Work (SIC 4232)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> miade 25\% | Uoder <br> ridde 25\% | TOD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNo. Low sales value ( 8000 s) High saies value iS000'si | $\begin{aligned} & 3 \\ & (1)^{3} \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | erage 1 \$000 |  |  |
| Operating activities Cash from oderations Deprecition Dither | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | - $=$ |
| Dividends | X | -- | - | - | - |
| Investment setivisies <br> Oisposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivitise <br> Incresse in long lepm debt <br> Repayment of long term debt <br> Loans from shareholders <br> kedayment of loens from shareholders <br> Advances \& loans from government <br> increase in eauity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- -- - - - -- -- | -- -- -- -- -- -- | -- |
| Incresse(decrease) in cash sequivalents Cash sequivelents-Beginning of the year Cash sequivalents - End of the yeer | $x$ $X$ $X$ | -- | -- | -- | * |

 only those businesses reporting atatement of chenges
See Toble 1 for symbols and noies.
 Newfoundland, Siding Work (SIC 4232)

|  |  |  |  | Changes in numb with pa | of businesses <br> ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total paypoll } \\ \left(\$ 000^{\prime} s\right) \end{array}$ | Average laboup units(1) | Newly reporting(2) | No longel reporting(3) |
| 1584 |  |  |  |  |  |
| Total | 30 | 2.276 | 111 | 5 | 4 |
| less than 2 C | 29 | K | 107 | 5 | 4 |
| $20 \cdot 99$ | - | - | - | - | - |
| $100-499$ 500 and over | 1 | x | 4 | - | - |
| 500 and over | 1 | x | 4 | - | - |
| 1587 |  |  |  |  |  |
| Total | 31 | 2.475 | 102 | 4 | - |
| 1ess than 20 | 30 | $x$ | 80 | 4 | - . |
| 20-99 | 1 | $x$ | 22 | - | . . |
| 100-499 | - | - | - | - | $\cdots$ |
| 500 and over | - | - | - | - | $\ldots$ |

[^9]SOURCE: Snall Business and Special Survers Division, Siatisics Canado.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Newfoundland, Siding work (SIC 4232)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe! } \\ \text { nidde } 25 \% \end{array}$ | $\begin{aligned} & \text { UDDer } \\ & \text { middle } 25 \% \end{aligned}$ | Tod 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 13 |  |  |  |  |
| Average solos ${ }^{\text {a }}$ ( | 438.513 | -- | - | -- |  |
| Aversge expense s | 437.341 | -. | -. | -- | -- |
| Average net profis (loss)s | -828 | -- | -- | -- | .. |
| Businesses reporting profit (No.) | 7 |  |  |  |  |
| Average sales 5 | 359.002 | -- | -- | -- | - |
| Averege expenses | 351.891 | -* | - | -- | -- |
| Average net Drafits | 17.111 | -- | -- | -- | - |
| Businestes reporting loss (Mo.) | 6 |  |  |  |  |
| Averoge ssles $\$$ ( | 534.557 | - | -- | -- | -- |
| Averoge expense \$ | 554,854 | -- | -- | -- | -- |
| Average net loss \$ | -20.307 | -- | -- | -- | -- |



1387


111 These estimates are besed on © somple of Dusinesses reporting sales between $\$ 25,000$ ond $\$ 2,000,000$.
See lable for symbols and notes

|  | Total(1) |  | Bot tom $25 \%$ |  | Lower$\text { midde } 25 \%$ |  | UDDer midde 25\% |  |  | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samele (No. Low sales value ( $\$ 000$ s) Higr sales vaive (\$000's) | $\left.\begin{array}{l} 41 \\ (1) \\ i \end{array}\right)$ |  | -- |  | -- |  | -- |  |  | -. |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nosses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only ${ }^{\text {a }}$ 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoder } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Pupent of sales |  |  |  |  |
| Cost of seles | 48.1 | -- | -- | -- | -- | 34.1 | 51.1 | -- | -- | - | - |
| Occupency expenses | 5.5 | -- | - | -- | -- | 100.0 | 5.5 | -- | =- | -* | -- |
| Deoreciation | 2.6 | -- | -- | -- | - | 85.2 | 3.1 | -- | - | -- | - |
| Repairs 8 maintenance | 0.5 | -- | -- | -- | -- | 36.9 | 1.3 | -- | -- | -- | -- |
| Hest. light 8 telephone | 1.5 | -- | -- | -- | - | 89.1 | 1.7 | -- | -- | -- | -- |
| Rent | 0.8 | -- | -- | -。 | -- | 39.4 | 2.2 | - | -- | - | -- |
| Personnel expenses | 17.2 | -- | -- | -- | -- | 69.5 | 24.7 | -- | -- | -- | -- |
| Financial expenses | 1.8 | -- | - | -- | -- | 96.0 | 1.9 | -- | -- | -- | -- |
| Interest \& bank charges professional fees | 1.1 | -- | -- | -- | -- | 63.3 63.5 | 1.4 | -- | -- | -- | -- |
| Other expenses | 17.0 | -- | -- | - | -- | 100.0 | 17.0 | - | -- | -- | -- |
| Profit (loss) | 10.4 | -- | - | -- | - | 100.0 | 10.4 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | - | =- |

## Symbols

zero or no observations

- too small too be expressed
. not applicable
- confidentil


## Footnotes

(1) These estimetes bre based on sample of businesses peporting sales between $\$ 25,000$ end $\$ 2,000,000$. Potsl weighied expenditure on given item

(3) Value in esch cell $=\frac{\text { lotal weighted expendisure on given item }}{\text { lotal weighted sales of businesses reporting this item of expencitufe }}$ for ener ile

This porticn of the table pertains onty to the busingsses reporting the specific expense item. Therefore these ratios are calculated individually anc the total wili not necessarily equel $100 \%$.

## wote

Data are shown by cuartiles when at least 13 of the sanpled busifesses peport the specific ittm
Records were tanked in escending order according to seles size. Eech quipril. li. . bottom 25z, lower middie 25\%, etc.l represtis one querter of the rotal number of businesses. Within mach ouartile, the overage ratio is presented. For compurison purposes. the high and low values of stils bre shown.

How to use the tebles
(1) bocete the appioprise sales pange thet is displared on the two lines entitled low sales value" and wigh seles value".
12) The selected renge will indicate the proper quartile. i. the bottom 25\%. the tower middl 25\%, the upper midde $25 \%$ or the top 25\%.
(3) Deta pertaining to the selected sales size range will be in thet quertile.

## Stenderd industrisl Clestifiestion Definition (515 1980):

SIC 241 - Oluming Contreetorg
 as: installation of waspe and vent drain systems, installation of not water heaters and plumbing tanks, installation of water meters. installation of diping sysiems, installation of pluntoing fixtures. installation of primary hot warer, installation of roof diainage systems texcept eaves?roughingl and instaliation of saripary ware.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundland, Plumbing (Sic 4241)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper <br> middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High salas value $\left(\$ 000{ }^{\circ}\right.$ ) | $\left.\begin{array}{r} 24 \\ (1) \\ 11 \end{array}\right)$ | -- | -- |  | - |
|  |  |  | Average $1 \$ 000$ |  |  |
| Assets |  |  |  |  |  |
| Cash | $5{ }^{-}$ | -- | -- | -- |  |
| Accounts and notes receivable | 50 | -- | -- | -- | - |
| Inventory | , | -- | -- | -- | -- |
| Other current ossets | 43 | -- | -- | -- | -- |
| Toral current ossets | 94 | -- | -* | -- | -- |
| Fixed assets | 21 | - | - | -- | - |
| Less: Accum. dep. on fixed assets | , | -- | -- | - | -- |
| Other assets | 2 | -- | -- | - | -- |
| Totel ussets | 124 | -- | - | =- | -* |
| Lisbilities and equity Current loans | 1 | -- | -- | -- | - |
| Cther current liabilities | 60 | -- | -- | -- | -- |
| Total current liabilities | 68 | -- | -- | -- | -- |
| Mortgages Dayable | - | -- | -- | - | =- |
| Long term debt | 1 | - | - | -- | -0 |
| Other liabilitias | 27 | - | -- | -- | -- |
| Total liabilities | 56 | =- | -- | -* | -- |
| Total equity | 28 | - | -- | -- | - |

$$
1: 1 \text { These estimates ar based on semple of businesses reporting seles between } 325.000 \text { eno } \mathbf{2 2 , 0 0 0 , 0 0 0 .}
$$

See tale ifor symbois and notes

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
Newt oundland, Plumbing (Sic 4241)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upoer middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Law sales value ( $\$ 000$ 's) H : gh sales value ( $\$ 0000^{\prime}$ s) | $\begin{aligned} & 24 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Aversat |  |  |  |  |
| Liquidisy ietio Current ratio (times) | 1.4 | - - | -- | -- | -- |
| ```Leverage ratios Debi/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{aligned} & 3.1 \\ & 2.2 \\ & 0.8 \end{aligned}$ | -- | -- | -- | $\cdots$ |



See Table 1 for symols and notas

## 0efinisisen

1. Liquidity retio:

Current = curront essets / current lisbilities
2. beveroge ratios:
a) Debt/equipy = roial liabilitus / equity
D) Dett ratio = lotal lituilities/ sotel assets
ci Interest coverage a net profit interest expensef interest expense

TABLE 4. Statement of changes in financlal position for incorporated businesses only. 1987
Newf oundland, Plumbing (SIC 4241)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe: $\text { midele } 25 \%$ | Usper $\text { midole } 25 \%$ | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sates value ( $\$ 900$ ' 3 ) Migh sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 12 \\ \{1 \\ 1 \end{array}\right\}$ | -- |  | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Dpernting ectivities Cash from operations Deprecition Dther | $\begin{array}{r} 7 \\ 5 \\ -6 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | $\cdots$ | -- | -- | - |
| Investment ectivities <br> Disposal of fixed assets <br> Puichase of fixed assets <br> Increase in investment <br> Decresse in investment | 1 -10 -8 | -- | -- | -- | -- |
| Finencing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shar holders <br> Advances \& loans from government <br> Increase if equity <br> Decrase in equity <br> Other | 5 -2 4 -1 - - -1 | - <br> - <br> - <br> - <br> - <br> - | -- <br> -- <br> -- <br> -- <br> - | - <br> - <br> - <br> - <br> - <br> - <br> - | - - - - - - |
| Increase(decreasel in cash s equivalents Cash sequivalents-Beginning of the year Cash sequivelents : End of the year | $\begin{array}{r} 2 \\ -8 \\ -7 \end{array}$ | -- | -- | -- | -- |

 only those businesses reporiing a statement of changes
Ser Table for symols and notes

TABLE 5. Employment changes by size of business. 1984-1887 based on SIC classification in i987
Newfoundiand. Flumbing (SIC 4241)


[^10]TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Newfoundland, Plumbing (S|C 4241)


1985

| Mumber of observations in smple <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 49 \\ 255,979 \\ 246,464 \\ 9.515 \end{array}$ |
| :---: | :---: |
| Susinesses reporting profit (Mo.) | 39 |
| Average sules \$ | 263.410 |
| Average expense \$ | 249,473 |
| Averoge net profit \$ | 13.937 |
| Buslnesses reporting loss (No.) | 10 |
| Averige seles ${ }^{\text {a }}$ | 222,193 |
| Avermge expense \$ | 230,136 |
| Averege net loss \$ | -7.943 |

1986

| Mumber of observetions in sample <br> Averge sales 5 <br> Averge expense $\$$ <br> Aversge net Drofit (loss) $s$ | 61 248.765 239.807 8.958 | $\begin{array}{r} 50.073 \\ 42.281 \\ 7.792 \end{array}$ | $\begin{array}{r} 102.903 \\ 93.596 \\ 9.207 \end{array}$ | $\begin{array}{r} 232.457 \\ 225,350 \\ 7.107 \end{array}$ | $\begin{array}{r} 609.826 \\ 597.895 \\ 11.727 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 42 |  |  |  |  |
| Aversge sales \$ | 276.823 | 51.146 | 101.537 | 234.787 | 719.821 |
| Average expense \$ | 257,857 | 38,311 | 88.073 | 218.080 | 687.002 |
| Average net prolits | 18,955 | 12,835 | 13.454 | 16.707 | 32.819 |
| Businsses reporting loss (Mo.) | 19 |  |  |  |  |
| Avorage sules ${ }^{\text {a }}$ | 225.837 | 47.716 | 109.494 | 226.221 | 519.917 |
| Average expense \$ | 235.508 | 51.004 | 120,848 | 244.817 | 525.361 |
| Averege net loss $\$$ | -9.671 | -3.288 | -11.35 | -18,595 | -5.444 |

1987

ill These estimates are based on sample of businesses reporting seles between 525.000 and 52.000 .000 .
See inol i for symbols and notes

TABLE 1. Seiected operating ratios, in percent of sales, 1987
Newfoundland, Wet Heating \& Air Conditioning Work (Sic 4243)

|  | Total(1) |  | $\begin{array}{r} \text { Bot } 10 \mathrm{om} \\ 25 \% \end{array}$ |  | Lower$\text { middle } 25 \%$ |  | Upper midde $25 \%$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( 9000 's) |  | $\begin{array}{r} 8 \\ (1)^{8} \\ (1) \end{array}$ |  | -- |  |  |  |  |  |  |  |
| Selocted expense item | industry averagei2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only ${ }^{\text {a }} 31$ |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 1 \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { aidole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of salos |  |  |  |  |
| Cost of sales | 27.0 | - | - | -* | - | 100.0 | 27.0 | -- | -- | -- | -- |
| Decupancy expenses | 6.0 | - | - | - | -- | 100.0 | 6.0 | -- | - | -- | -- |
| Deprecistion | 1.6 | -- | - | -- | -- | 83.2 | 2.0 | -- | -- | -- | - |
| Reosits 8 maintenance | 0.5 | - | -- | -- | - | 16.8 | 2.9 | -- | - | -- | -- |
| Heat, light \& telephone | 1.7 | -- | -- | -- | -- | 88.9 | 1.9 | -- |  | -- | -- |
| Rent | 2.2 | -- | -- |  | -- | 61.2 | 3.6 | -- | -- | -- | =- |
| Personnel expenses | 30.5 | -- | -- | -- | -- | 100.0 | 30.5 | -- | -- | -- | -- |
| Financial expentes | 2.4 | -- | -- | - | -- | 100.0 | 2.4 | -- | -- | - | -- |
| interest 8 bank charges | 1.6 | -- | -- |  | -- | 100.0 100.0 | 1.6 0.9 | -- | -- | -- | -- |
| Other expenses | 28.3 | - | -- | $\cdots$ | -- | 100.0 | 28.3 | -- | =- | -- | - |
| Prolit (lose) | 5.8 | -- | -- | - | -- | 100.0 | 5.8 | -- | -- | -- | -* |
| Toial | 100.0 | -- | -* | - | -- | 100.0 | $\ldots$ | *- | - | -- | -- |

## Symbols

## zero or no observetions

- too small too be mpressed
not applicable
$x$ confidentisl


## footnotes

(1) These estimetes er based on stole of businesses roporting sales between $\$ 25.000$ end 52.000 .000

Totsi weigtited expendiure on given item
(2) Value in each cell $=\frac{\text { Totel weighted seles of all businesses in the semple }}{x}$ loo for each quertile.
(3) Volue in esh cell $=\frac{\text { lotal wighted expendisure on given item }}{\text { lotal weighted seles of businesges reporting this iqem of acpenditure }}$ for esh quertile

This portion of the teble pertins only 10 the businesses reporting the specific expense item. Iherefore these ratios er calculeted individuslly and the toid will not necesserily equat $100 \%$.

## Motes

Data are shown by quartiles when at least 13 of the samplod businestes report the specific itum.
 one quarter of the totel number of ousinesses. Within each quertile. the everage retio is presented. for comperison purposes. the high and lom values of seles are shown.

How to use the teblet
(1) Locat the approprite seles range that is displeyed on the two lines entitled bow selos velue" and emigh seles velue"
(2) The selected range will indicete the proper quertile. i. e. the botton 25\%. the lower nidole 25\%. the upper midde 25\% or the top 25\%
(3) Date perteining to the selocted seles sixe range will be in thet quertile.

## Stenderd industris) CIsesificesion Definition (SIC 1980):

SIC 4243 - Met Keeting and Mir Conditioning Contrectors
 equipment and solar heating sysiems involving liquios. These businesses include: central sir conditioning installation, contractors

 of shom melting equipment lliquid systems). solar heating fluid systens installation. instaltation of unizary hesting, cooling of air conditioning equipment, installation of hesting end aip conditioning water pumging systems and the installation of central wet heating equipment and piping.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Mewfoundland, Wet Hesting Air Conditioning Work (SIC 4243)

|  | To:81(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe! middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samolo (Mo.) Low sales value ( $\$ 000{ }^{\prime}$ s) High sales value ( $\left.\$ 000^{\prime} \mathrm{s}\right)$ | $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average ( $\$ 000{ }^{\circ}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 5 | -- | -- | -- | -- |
| Accounts and notes recoivable | 51 | - | - | -- | -- |
| Inventory | - | -- | - | -- | -- |
| Other current assets | 166 | - | -- | -- |  |
| Total current essets | 217 | -- | - | -- | -- |
| less: Accum. dep. on fixed assets | , | -- | -- | - | -- |
| Other assets | - | -- | -- | - | -- |
| Total essets | 231 | = | - | - | - |
| Liebilities and equity |  |  |  |  |  |
| Current loans | 69 | -- | -- | -- | -- |
| Other current liabilities | 68 | -- | - | -- | -- |
| Total current liabilities | 137 | - | -- | -- | -- |
| Mortgages poyable | - |  | -- | - | $\cdots$ |
| Other liabilitios | 10 | -- | -- | - | -- |
| Total lisbilities | 147 | - | - | - | - |
| Total equity | 84 | -- | -- | -- | -- |

(1) These estimetes bre bsed on semple businesses reporting sales between 825.000 and $\$ 2.000 .000$.

Set ieble 1 for symbols and notes

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
Wewfoundlend, Wet Heeting Air Condizlonlng Work (SIC 4243)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Uoper middi. $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( $\$ 000$ 's) High ssies value ( $\$ 000^{\prime}$ ) | 11 11 |  | -- |  | -- |
|  | Average |  |  |  |  |
| Liquiditr retio Current ratio (times) | 1.6 | -- | - | =- | -- |
| Levarson retios <br> Dobt/equity retic (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.8 \\ & 6.2 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(11 The reties represent the merege of pitios for eech ousiness in the group and cennot be celculeted from the figures show in ioble 2 .
(2) Thest estimetes teper on sumple of businesses repor 1 ing seles between $\$ 25,000$ end $\$ 2,000,000$.

Ste Jable i for symols ind notes.

## Definitions:

1. Liquidity retie:

Gurrent = eurrent assets / curpent lisbilities.
2. Leverege risios:
B) Debt/equity $=$ rotal liabilities / equity
bl Deberetio = total liabilities/fotel assets
el Interest coverage : net prof it - interest expense/ interest expense.

TABLE 4. Statement of changes in financiai position for incorporated businesses only. 1987
Newfoundland, Wet Heating : Alr Conditioning Work (SIC 4243)

|  | Total(1) | Bottom $25 \%$ | Lower mi dol.e 25\% | uoper nidole 25\% | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iNo. Low sales value ( $300 \hat{u}$ s) Migh sales value ( $\$ 000$ 's) | $(1)^{4}$ | -- | $\cdots$ | -- | -- |
|  |  |  | verage (\$000's) |  |  |
| Opersting setivities Cash from operationa Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | -- | - | -- | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of i ixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ |  | -- | -- | -- |
| Finencing setivities <br> Incresse in loris term debt <br> Reparment of long term debt <br> Laans from shareholders <br> Redayment of loans from shareholders <br> Advances \& loans from governmens <br> Increase in equity <br> Decrease in equity <br> 0ther | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- - - - -- -- | - <br> - <br> - <br> -- <br> - <br> - | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - |
| Increase(decreese) in cosh \& equivelents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the yeer | $\chi$ $\times$ $\times$ $\times$ | -- | -- | -- | -- |

111 These estimates are dasec on a sample of incorporated businesses peporting seles beween $\$ 25.000$ and $\$ 2.000 .000$. Sample count includes only those businesses reporting statment of chonges.
see ioble $\}$ for symbols ano notes.

TABLE 5. Employment changes by size of businese, 1984-1987 based on SIC clastification in i987 Newfoundland, Wet Heatlng tir Condlioning Work (S|C 4243)

| Business size expressed in aversege labour units(1) | Number of businesses | $\begin{array}{r} \text { Total oayroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \\ \text { eporting(2) } \end{array}$ | No longer coortingl3) |
| 1984 |  |  |  |  |  |
| Total | 20 | 1.625 | 78 | 7 | 1 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}16 \\ 2 \\ 2 \\ \hline\end{array}$ | 995 $x$ $x$ - | $\begin{array}{r} 48 \\ 29 \\ 9 \\ \hline \end{array}$ | 5 1 1 - | 1 - - |
| 1987 |  |  |  |  |  |
| Total | 24 | 3.395 | 140 | 6 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 18 6 $=$ - | 862 2.533 $=$ | $\begin{array}{r}35 \\ 105 \\ \hline-\end{array}$ | 2 - | … |

 Survey of Employment. Poyroll anc hours. Statistics Canada. Catalogue 72-002. An average lobour unit could be interpteted as a full-time employee. Note that the Dusiness size groups used are oetermined ar the conge lovel. Thus if business has at least 500 employees in Cansos as whole Dur less than that number in ony given province it is shown in the 500 and over group
(2) kefers io businesses reporting no payroll deductions in the provious year.
13) Refers to businesses reporting no payroll duductions in the following yeap
"Newly reporting" and "no longer reporiing" businesses ere assumed to nove been in octivity for six months and the information is adjusted accordingly.
see lable for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by aeies quertile, ig85-1987
Newfoundland, Wet Heating : Alr Conditioning Work (SIc 4243)

|  | Total 11$\}$ | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | midde ${ }^{\text {Lower }}$ | Upoer $\text { middle } 25 \%$ | TOD |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in semple | 290.39 |  |  |  |  |
| Averoge sules $\$$ | 390.398 | -- | -- | -- | -- |
| Average expense \$ | 365, 456 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 24.942 | -- | -- | -- | -- |
| Busincsses reporting epolis (Mo.) |  |  |  |  |  |
| Average sales $\$$ | 396.241 | -- | -- | -- | - |
| Averspe expense \$ | 360.732 | -- | -- | -- | .- |
| Averape net Drofits |  | -- | -- | -- | -- |
| Businesees reporting a loss (Mo.) | 3 |  |  |  |  |
| Gverage seles \$ | 163.500 | -- | -- | -- | -- |
| Average expense \$ | 181.000 | -- | -- |  |  |
| Average net loss \$ | -17.500 | -- | -- | - | -- |

1986

| Mumber of observations in sample <br> Average sales \$ <br> Average expense $s$ <br> Average net profit (loss) $s$ | $\begin{array}{r} 13 \\ 598.248 \\ 601.983 \\ -3,735 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesser roporting eprofit (No.) <br> Average seles $\$$ <br> Averege expense $\$$ <br> Averege net profit $\$$ | $\begin{array}{r} 10 \\ 714.567 \\ 575.888 \\ 38.679 \end{array}$ | -- | -- | -- |
| Businesees reporting loss (No.) <br> Average sales $\$$ <br> Average expense 5 <br> Average net loss $\$$ | $\begin{array}{r} 3 \\ 615.079 \\ 679.012 \\ -63.933 \end{array}$ | -- |  | -- |
|  |  |  | 1987 |  |
| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net diofit (loss) \$ | $\begin{array}{r} 9 \\ 276,362 \\ 258,539 \\ 17,823 \end{array}$ | -- | -- | -- |
| Businesses reporting profit (No.) <br> Average soles $\$$ <br> Average expense $\$$ <br> Aversge net grofits | $\begin{array}{r} 8 \\ 299.036 \\ 278.367 \\ 20.669 \end{array}$ | -- | -- | -- |
| Businesses peporting less (Mo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 1 \\ 172.935 \\ 183.041 \\ -10.108 \end{array}$ | -- | -- | -- |

[^11]See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundland, Electrical Work (SIC 4251)

|  | Total(1) |  | Bottom 25\% |  | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ |  | Uppe:$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Ne.) Low sales value (\$000's) High sales value (9000's) | $\begin{aligned} & 5\} \\ & \{1\} \\ & \{1\} \end{aligned}$ |  | $\begin{array}{r} (1) \\ 58 \end{array}$ |  | $\begin{aligned} & 58 \\ & 86 \end{aligned}$ |  | $\begin{array}{r} 86 \\ 284 \end{array}$ |  |  | $\begin{aligned} & 284 \\ & 11) \end{aligned}$ |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on (y ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } \% \text { om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middl 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 41.8 | 49.6 | 44.0 | 42.8 | 31.3 | 87.9 | 67.5 | 49.6 | 50.4 | 49.2 | 40.1 |
| Decupsncy expenses | 5.3 | 3.4 | 9.5 | 5.2 | 3.3 | 37.3 | 5.4 | 3.4 | 10.3 | 5.3 | 3.3 |
| Depreciation | 2.2 | 2.3 | 3.1 | 2.1 | 1.3 | 81.2 | 2.8 | 3.0 | 6.5 | 2.2 | 1.3 |
| Repaits 8 maintenance | 0.2 |  | 0.2 | 0.2 | 0.3 | 20.2 | 0.9 | - | 0.8 | 1.0 | 1.0 |
| Heet. Iight \& telephone | 9.7 | 0.5 | 3.4 | 2.0 | 1.0 | 73.8 | 2.3 | 2.3 | 4.1 | 2.1 | 1.0 |
| Rent | 1.1 | 0.7 | 2.5 | 0.8 | 0.7 | 46.3 | 2.5 |  | 5.1 | 1.7 | 1.1 |
| Personnel expenses | 25.6 | 17.7 | 31.3 | 28.6 | 24.9 | 93.4 | 27.4 | 17.7 | 33.9 | 32.7 | 25.4 |
| Finencisl expenses |  |  |  |  |  |  | 1.7 |  | 1.6 1.0 |  |  |
| Interest 8 bank chorges Professional fees | 0.8 0.6 | 0.7 0.3 | 0.8 0.7 | 0.9 0.9 | 0.8 0.5 | 74.8 65.7 | 1.1 1.0 | 1.7 3.1 | 1.0 1.2 | 1.2 | 0.8 0.5 |
| Other expenses | 21.8 | 17.8 | 18.9 | 16.7 | 33.7 | 100.0 | 21.8 | 17.8 | 18.9 | 16.7 | 33.7 |
| Profit (loses) | 4.1 | 10.5 | $-5.3$ | -. 9 | 5. 6 | 100.0 | 1. 8 | 10.5 | -5.3 | 4.9 | 5.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . . | $\cdots$ | . $\cdot$ |  |

## Symol:

rero of no observetions

- too small too de expressed
.. nor spplicoble
x configentisl


## Footnotes

lll these estinetes are besed on semple of businesses reporting sal es beiween $\$ 25.000$ and $\$ 2.000 .000$
12) Velue in each cell $=\frac{\text { Totol weighted expenditure on given item }}{\text { Totel weighted sales of all businesses in the sample }} \times$ por for each guterile.
(31 Volue in each cell Totel woighed mpenditure on given item $\times 100$ for esch quertile.

This portion of the table pertains only to the businesses reporting the specific expense iten. Therefore these ratios ere celculated individuslly and the tatal will not necessarily equal 1008.

## Motes

Dote ere shown by quartiles when st lest 13 of the sampled businesses report the specific ifen.
 on quarter of the total number of businesses. Hithin each quartile, the oversge ratio is presented. for conparison purposes. the high end low velues of soles are shown.

## How 80 use the tetles

(1) Locke the appropriste seles range thet is displayed on the two lines entitisd mow seles viluet and migh seles value
(2) The selected renge will indicete the proper queftile. i, the botron 25\%. the lower midde 25\%. the upper midde 25\% or the top 25\%
(3) Osta pertaining to the seltcted satas size range will be in thet quertilt.

## Stenderd Industriel CInerificotion Definition (sic 1880):

516 4261. Electrical Contractors
Businesses primarily engaged in the installation and pepair of electrical and communication wiring systems. except transmission and distribution lines included in this industry ore audio-visusl wiring systems installation. electric bese boser hesters installation. installation of electric heating blast coils. installation of electric burglar elarm systems. installation of eletric power control panels and outlets. electrical work. electric fire alarm systems insiallation. installation of interconmunication systems. elactric lighting systems installation. public adress systems installation. installation of electric snow melting cables. ielephone wiring installation and elecirical wipe installations to houses buildings and siructures.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newf oundiand. Elecerlcal Work (SIC 4251)

|  | Total(1) | $\begin{array}{r} \text { Battom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ \hat{0} 00^{\prime} \mathrm{s}$ ) High sales value $\left(9000^{\prime} s\right)$ | $\begin{aligned} & 44 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average ( $5000{ }^{\prime} \mathrm{s}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Aecounts and notes receivable | 52 | -- | -- | -- | -- |
| Inventory | - | - | -- | -- | -- |
| Other cuppent assets | 58 | -- | -- | -- | -- |
| Total current sssets | 120 | -- | -- | - | -- |
| fixed assets | 24 | - | -- | - | -- |
|  | - | -- | - | - | - |
| Other assets | 8 | - | -* | -- | -- |
| Totel sesets | 153 | -- | - | -- | - |
| Liebilities end equityCurrent loans |  |  |  |  |  |
| Other current liobilities | 51 | -- | -- | - | -- |
| Total current liobilities | 62 | - | -- | - | - |
| Mortgages payable | - | - | -- | - | " |
| Long term debt | 2 | - | -- | -- | - |
| Other liabilities | 22 | -- | -- | -- | $\ldots$ |
| Total liabilities | 5 | - | -- | -- | - |
| Total equity | 67 | -- | -- | -- | -- |

(11) These estimetes re besed on sample of businesses reporting sales between $\$ 25,000$ and $\mathbf{3 2 , 0 0 0 , 0 0 0 .}$

See Thole i for symbols and notes

TABLE 3. Finunciel patios(1) for ineorporated businesses oniy, 1987
Wewfoundland, Electrical Work (SIC 4251)

|  | Total 12 ) | Bot 10 m 25\% | Lower middle 25\% | UpDe: middle 25 \% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 44 \\ & (1) \\ & (1) \end{aligned}$ | -- |  | -- | -- |
|  |  | Average |  |  |  |
| Liquidity ratio Current retio (times) | 1.9 | -- | -- | -- | - |
| Leverege retios <br> Debt/equity retio (times) <br> Interest coverage refio (times) <br> Oebt petio (times) | $\begin{aligned} & 1.3 \\ & 8.6 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) The petios pepresent the evernge of ratios for sach business in the group end connot be celculated from the figures shom in fable 2 .

Set leble 1 for symols and notes.

## Definitions:

1. Liquidity ratio:

Current $=$ current assets / cupent liabilities.
2. Leverge potios:
d Debt/equity $=$ toial liabililies / equity.
Dt Dedtratio $=$ cotal liabilities/lotal assers
c) Interest coverage z net profit interest expense finterest expense.

TABLE 4. Statement of changes in financtal position for incorporated businesses only, ig87
Newf oundland, Electrical Work (SIC 4251)

|  | Total(1) | Botiom $25 *$ | Lower midole 25\% | Uoper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( $\$ 000$ 's) Migh sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 24 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- |  |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operating ectivities Cash from operations Depreciation Other | $\begin{array}{r} 6 \\ 6 \\ -20 \end{array}$ | -- | -- | -- | -- |
| Oividends | -21 | -- | -- | -- | - |
| Investment ctivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decresse in investment | $\begin{array}{r} 7 \\ -12 \\ - \end{array}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | 3 -1 9 -6 | -- <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> -- | -- -- -- -- -- | - -- -- -- -- |
| Increase (decrease) in cesh soquivalents Cosh sequivalents-Beginning of the yeer Cash sequivalents - End of the yeer | -28 52 24 | -- | -- | -- | -- |

(1) These estimates are Desed on sample of incorporeteo businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$. Smple count incluces only ihose businesses reporiing sietement of changes.
see Trole 1 for symools and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC clissificetion in 1987 Newfoundlund, Elecerical Work (SIC 4281)

| Business size expressed in oversge labour units(1) | Number of businesses | $\begin{array}{r} \text { Total psyrol! } \\ \left(\$ 000^{\circ}\right. \end{array}$ | Averoge labour units(1) | Changes in number of businesses with poid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Nowly reporting(2) | No longer redorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 158 | 14.469 | 689 | 28 | 17 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | 149 4 3 2 | $\begin{array}{r} 8.718 \\ 2.267 \\ x \\ x \end{array}$ | $\begin{aligned} & 428 \\ & 111 \\ & 148 \\ & 10 \end{aligned}$ | 28 | 17 - $=$ |
| 1987 |  |  |  |  |  |
| Totel | 168 | 17.345 | 721 | 29 | ... |
| $\begin{aligned} & \text { lass than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 158 5 1 4 | $\begin{array}{r} 10.607 \\ 4.167 \\ x \\ x \end{array}$ | 642 173 18 88 | 29 | $\cdots$ $\ldots$ $\ldots$ |

(1) Average labout units are calculated by dividing total paypoll oy the average annual wage and salary rate as reported in the Susvey of Enplovment. Payroll and Hours. Siatistics Canads. Cotologue 12-002 an over beg lebour unit could be interproted as
 500 employees in canade os whole but less than that number in any given province it is shown in the 500 and over group.
(2) Reters to businesses reporting no payroll deducitions in the previous yeer
(3) Refers io Dusinesses reporiing no payroll deductions in the following year
"New ly reporting" and "no longer reporting" businesses ore assumed to have been in activity for six moniths and ine information is odjusted accordingly

Set Table 1 fo: symbols and notes

TABLE 6. Selected operating characteristics of small businesses by eales quartile. 1985-1987
Newf oundland, Electrical Work (SIC 4261)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower midele 25\% | Upper middie 25\% | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in semple | 71 |  |  |  |  |
| Average sales $\$$ | 224.749 | 47.768 | 95.695 | 174.192 | 581.340 |
| Average expenses | 215.955 | 46.730 | 89.791 | 169.841 | 557.457 |
| Average net profit (loss) \$ | 8.794 | 1.038 | 5,904 | 4.351 | 23.883 |
| Businesses reporting profit (No.) | 57 |  |  |  |  |
| Average sules \$ | 223.881 |  |  |  |  |
| Average expense \$ | 211.073 | 10.679 | 86.776 | 161.177 | 555.659 |
| Average net profit \$ | 12.808 | 6.833 | 7.467 | 8.164 | 28.969 |
| Susinesees reporting a lose (No.) | 14 |  |  |  |  |
| Average soles \$ | 222.352 | 48.252 | 108.446 | 181.000 | 551.709 |
| Average expense \$ | 232.782 | 58.160 | 116.264 | 182.000 | 574.703 |
| Average net loss \$ | -10.430 | -9.908 | -7.818 | -1.000 | -22.994 |

1986

| Number of observetions in smmple <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | 97 335.852 327.671 9.991 | 67.954 54.385 3.569 | 113,808 108.826 8,782 | $\begin{array}{r} 239.850 \\ 24.750 \\ -2.100 \end{array}$ | $\begin{array}{r} 928.234 \\ 899.721 \\ 26.513 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 71 |  |  |  |  |
| Aversge sales \$ | 318.181 | 63.676 | 113.594 | 256.228 | 839.224 |
| Average expense \$ | 295,369 | 54.543 | 104.242 | 237.393 | 785.298 |
| Averoge net profit \$ | 22.812 | 9.133 | 9,352 | 18.835 | 53,926 |
| Businesses reporting loss (Mo.) | 25 |  |  |  |  |
| Average sales \$ | 401.442 | 83.754 | 113.953 | 226.294 | 1.181.768 |
| Average expense \$ | 425.216 | 100.732 | 119.110 | 245.260 | 1.235 .763 |
| Average net loss | -23.774 | -16.978 | -5.157 | -18.986 | -53.995 |

1987

| Number of observetions in sample <br> Average sales 5 <br> Average expense $\$$ <br> Average net profit (loss) s | 63 237.215 226.092 11.123 | 37.355 34.283 3.072 | $\begin{aligned} & 75.516 \\ & 78.259 \\ & -2.743 \end{aligned}$ | $\begin{array}{r} 169.135 \\ 160.517 \\ 8.618 \end{array}$ | $\begin{array}{r} 666.855 \\ 631.309 \\ 35.546 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses reporting profit (Mo.) | 43 |  |  |  |  |
| Average sales ${ }^{\text {s }}$ | 249.005 | 35.824 | 77.173 | 189.048 | 693.976 |
| Average expense \$ | 227,257 | 31.018 | 68.060 | 161.684 | 648.266 |
| Averoge net drotits | 21.748 | 4.806 | 9.113 | 27,364 | 45.710 |
| Businesses repoping a loss (We.) | 20 |  |  |  |  |
| Average sales \$ | 202.107 | 42.749 | 73.266 | 155.739 | 536.672 |
| Average expense 5 | 211.884 | 45.781 | 92.110 | 159,731 | 549.912 |
| Average net loss $\$$ | -9,777 | -3.032 | -18,844 | -3.992 | -13.240 |

(11) These estimates are based on sample of businesses reporting salus between $\$ 25.000$ and $\$ 2.000 .000$.

See fable for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Finish Cerpentry (SIC 4274)

|  | Total(1) | Bot 40 m 25\% | Lower <br> middle 25\% | $\begin{array}{r} \text { Uoper } \\ \text { middle } 25 \% \end{array}$ | Toc $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $(\$ 000$ s) High sales value ( $\$ 000^{\circ} \mathrm{g}$ ) | $\begin{aligned} & 17 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |


| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on\|y(3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowef } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 22.1 | -- | -- | - | -- | 53.1 | 41.6 | - | - | -- | - |
| Decupency expenses | 7.9 | -- | -- | -- | -- | 05.3 | 1.8 | -- | -- | - | -- |
| Deprecietion | 5.1 | -- |  | -- | -- | 77.2 | ?. 0 | -- | - | -- | -- |
| Repaits \& maintenance | 0.1 | -- | - | -- | -- | 7.5 | 1.7 | - | - | -- | -- |
| heat. light 8 telephone | 0.8 | - | -- | -- | - | 58.7 | 1.4 | -- | -- | -- | -- |
| Rent |  | -- | -- | -- | -- |  |  | -- | -- | -- | -- |
| Personnel expentes | 24.4 | - | -- | -- | - | 70.0 | 34.8 | -- | -- | -- | -- |
| Financial expenses | 2.0 | -- | -- | -- | -- | 94.4 | 2.1 | -- | -- | -- | -- |
| Interest \& bank charges Professiona: tees | 1.5 0.5 | -- | -- | -- | -- | 71.6 70.5 | 2.1 0.7 | -- | -- | -- | -- |
| Other expenses | 14.6 | - | -- | -- | -- | 100.0 | 14.6 | - | -- | -- | -- |
| Profit (lose) | 29.0 | - | -- | -- | -- | 98.3 | 30.2 | - | =- | -- | -- |
| Tots 1 | 100.0 | -- | - | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | - |

## Syabols

zero or no observetions
.- too small ioo be expressed
not mpdicable

- confidentis


## Footnotes


Iotsl weighted expenditur on given item
(2) Value in each cell $=\frac{\text { lotel weighted seles of sll businesses in the semple }}{\text { posen quertile. }}$
3) Volue in each cell $*$ lotal wighted expenditur on given item

Ihis portion of the toble perizins only to the businesses reporting the specific expense iten. Iherefore these retios ape calculated indiy duelly and the tots will not necesserily equal $100 \%$.

## Wotes

Dota are shown by quartiles when et least 13 of the sempleo businusses roport the specific item
Records were ranked in escending order according to saies slze. Eech quertile fi. botion 25z, Iower midde 25z, etc.l represents
 high and lom values of sales ert shown.

How to use the tebies
Ill locst the oppropriate sales penge that is disployed on the two lines entitled low sules valuem end Migh seles veluet
(21 The selected renge will indicate the proper quertile. i. e. the botton 25\%. the lower midde 25t, the uppep miode 25z or the $10025 \%$.
(3) Dete pertsining to the salected sales size penge will be in thet quertibt

Stenderd Industrisl Classificetion Definition (SIC 1880):
SIC 4274 - Finish Cerpentry Contrectors
Businesses primariiy engaged in on-site cabinepry. millwopk installation, prefabricated sesh and door installation. gitage door installation. extepior and interiof trimming and miscellaneous hardware installation. Included ape businesses engaged in the installation and finisming of cabinetry, construction of builf-in cadinets, the installation of interior and exterior wood trin.

TABLE 2. Bailance shest profile for incorporated businesses only. 1987
Newfoundiand, Finish Carpentry (SIC 4274)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ -\quad-\quad 55 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lom sales vilue (\$000's) High salas value ( $5000^{\prime}$ s) | $(1)^{3}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | $x$ | -- | =- | -- | -- |
| Accounts and notes recoivable | X | - | -- | -- | -- |
| Inventory | $x$ | - | -- | - | -- |
| Other current assets | $x$ | - | =- | - | -- |
| Total current assets | $x$ | -- | -- | -- | -- |
| Fixed assets | x | -- | -- | -- | -- |
| Less: Accum. dep. on lixed essets Dther assets | $x$ $\times$ | - | -- | -- | -- |
| Dther assets | $x$ | - | -- | -- | -- |
| Totel essets | $x$ | -* | - | -- | -- |
| Lisbilities end equity |  |  |  |  |  |
| Other current liabilities | $x$ | -- | -- | -- | -- |
| Total current itabilities | $x$ | -- | -- | -- | -- |
| Mortgages payable | $x$ | -- | -- | -- | -- |
| Long torm debt | $x$ | -- | -- | -- | -- |
| Other liabilities | $x$ | -- | -- | -- | -- |
| Totel liobilities | $x$ | -- | -- | -* | - |
| Totel equity | X | -- | -- | -- | -* |

(1) These estimates are based on smple businusses reporting sales between \$25,000 and \$2,000,000

See Table 1 for symbols and notes.

TABLE 3. Financtal ratios(1) for incorporeted businesses only. 1987
Mewfoundlend, Finish Eerpentry (SIC 4274)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } 25 \% \end{aligned}$ | Tod 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (mo.) Low seles value ( $\$ 000^{\circ}$ s) High sales value ( $\$ 000^{\prime}$ s) | $(1)^{3}$ | -- | -- | -- | -- |
|  |  | Average |  |  |  |
| Liquidity ratio Current ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverape ratios <br> Dedtlequity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 8.0 0.9 | -- | -- | -- | -- |

(1) The retios repressen the merege of retios for each business in the group and connot be celcutated from the figures thown in table 2.
(2) These estimetes epe beepd on senple of businasses reporting ebles berweun 525,000 end $52,000,000$.

See Tatie 1 for symbols and notes.

## Sefinitions:

1. Liquidity petio:

Currens z current sssets / current biabilities
2. Leverege retios:
8) Debt/equity $=$ totel liabilities / equisy
bl Dett ratio = total liabilitios / total asseis
cl Interest cover age a nei profiq interest expense / interes? expense

TABLE 4. Statenent of changes in financial position for incorporated businesses only. ige?
Newfoundiand. Finlsh Carpentry (SIC 4274)

|  | Total\{1\} | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | Uoper midde $25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( $\$ 300^{\circ} \mathrm{s}$ ) High sales value ( $8000^{\circ}$ ) | $\begin{aligned} & 1 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | verage (\$00 |  |  |
| Operating ectivities Cesh from oderations Dedrecistion Other | $x$ $X$ $X$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -* | - |
| Investment activities Disposal of fiked assets Purchase of fixed assets Increase in investment Decreese in investment | $X$ $X$ $X$ $X$ $X$ | -- | $\cdots$ | -- | - |
| Finencing ectivities <br> Incrase in long term debt <br> Reoayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shar holders <br> Advances \& loans from government <br> Jncrease in eouity <br> Decrease in equity <br> Other | $X$ $X$ $X$ $X$ $X$ $X$ X X X | -- | -- | -- -- -- -- -- -- | -- |
| Increse(decrease) in cash sequivalents Cash \& equivalents-Beginning of the year Cesh 4 equivalents. End of the yeer | $x$ $X$ x | -- | -- | -- | -- |

 only those businesses reporting statement of changes.
sot istle i for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic ciassification in iss7
Newtoundland. Finish Carpentry (SIC 4274)

|  |  |  |  | Changes in num with Daid | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units\{1\} | Number of businesses | Total Dayrol) | Averope lobour units(1) | $\begin{array}{r} \text { Newity } \\ \text { reporting }\{2 \text { y } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 75 | 1.343 | 66 | 32 | 13 |
| less than 20 | 75 | 1.343 | 66 | 32 | 13 |
| 20-99 |  | - | - | - | - |
| $\begin{aligned} & 100=499 \\ & 500 \text { snd over } \end{aligned}$ | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Total | 55 | 2.663 | 111 | 22 | . . |
| lese then 20 | 86 | 2.653 | 111 | 22 | - . |
| 20-99 | - | - | - | - | . . |
| 500 and over | - | - | - | - | '. . |



full-time gmployet. Note thap the business size groups used are derermined at the Caneda fevel. Thus if a business has et leat
500 employees in Canada as owhole but less than that mumber in any given peovince it is shomn in the 500 and over proup.
12) Refers to businesses reporting no payroil deductions in the provious year.
13) Refers 10 businesses reporting no payroll deductions in the following year
"Nowly reporting" and "no longer reporing" businesses are assumed to have been in activity for six months and the information is ad,ustec accordingly

See tabie ifor symools and notes

TABLE 6. Selected opersting charecteristics of small businessea by sales quartile. $1985-1987$ Newfoundland. Finish Carpentry (SIC 4274)

|  | Totol(1) | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper midde 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in semple Average salos <br> Aver zge expense $\$$ <br> Average net profit (loss) s | $\begin{array}{r} 39 \\ 131.021 \\ 120.466 \\ 10.555 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reperting profit (No.) Average soles $ Average expenses Average not prof it $``` | $\begin{array}{r} 35 \\ 130.107 \\ 118.141 \\ 11.966 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) <br> Averoge sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 4 \\ 204.137 \\ 207.389 \\ -3.252 \end{array}$ | -- | -- | -- | =- |
|  |  |  | 1986 |  |  |
|  <br> Average expense <br> Average net profit (loss) \$ | $\begin{array}{r} 51 \\ 92.297 \\ 77.824 \\ 14.473 \end{array}$ | $\begin{aligned} & 33.740 \\ & 22.650 \\ & 11.090 \end{aligned}$ | $\begin{array}{r} 58.285 \\ 48.487 \\ 9.798 \end{array}$ | $\begin{aligned} & 82.198 \\ & 85.414 \\ & 16.784 \end{aligned}$ | $\begin{array}{r} 194.965 \\ 174.764 \\ 20.221 \end{array}$ |
| Businesees reporting profit (Mo.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net profits | $\begin{array}{r} 49 \\ 92.160 \\ 77.212 \\ 14.948 \end{array}$ | $\begin{aligned} & 33.740 \\ & 22.650 \\ & 11.090 \end{aligned}$ | $\begin{array}{r} 58.285 \\ 48.487 \\ 9.798 \end{array}$ | $\begin{aligned} & 81.648 \\ & 62.968 \\ & 18.680 \end{aligned}$ | $\begin{array}{r} 194.965 \\ 174.744 \\ 20.221 \end{array}$ |
| Businesase reporting a loss (Mo.) <br> Average seles <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 2 \\ 87.084 \\ 87.147 \\ -63 \end{array}$ | $:$ | - | $\begin{array}{r} 87.084 \\ 87,147 \\ -63 \end{array}$ | - |

1987

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expmise $\$$ <br> Average net profit (loss)s | $\begin{array}{r} 23 \\ 86,616 \\ 72,149 \\ 14,467 \end{array}$ |  | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Busineses raporting a proflt (Mo.) <br> Average sales <br> Average expenses <br> Average net profits | $\begin{array}{r} 19 \\ 78.919 \\ 62.453 \\ 16.468 \end{array}$ | -- | -- | -- |
| Dusineses reporting lese (Mo.) <br> Average ssles $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 310.364 \\ 317.676 \\ -7.312 \end{array}$ | -- | -- | -- |


See rable 1 for symols and notes

TABLE 1．Selected operating ratios，in percent of sales，1987
Newf oundland，Painting and Decorating Work（SIC 4275）

|  | Total：1） |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | Lowe I midので 25\％ |  | Uppe：$\text { middie } 25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample（No．l <br> Low sales value（ $\$ 000$＇s） <br> Higt saics value $\left(\$ 000^{\prime} s\right)$ |  | $\begin{aligned} & 15 \\ & (1) \\ & (i) \end{aligned}$ |  | －－ |  | －－ |  |  |  |  |  |
| Selected expense item | Industry average 2 2 |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only（3） |  |  |  |  |
|  | Total | Bottom 25\％ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Uoper } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80 t \text { tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 23.2 | －－ | －－ | － | － | 81.6 | 28.4 | －－ | － | － | － |
| Dccupmer expenses | 3.9 | －－ | －－ | － | －－ | 94.5 | 4.1 | －－ | －－ | － | －－ |
| Deprecistion | 2.8 | － | －－ | －－ | －－ | 83.2 | 3.3 | －－ | －－ | －－ | －－ |
| Repairs \＆maintenance | 0.6 | － | －－ | －－ | －－ | 34.7 | 1.8 | －－ | －－ | －－ | －－ |
| Heat．Iight 8 telephons Rent | 0.4 | －－ | －－ | －－ | －－ | 48.2 17.0 | 0.9 | －－ | －－ | －－ | －－ |
| Personnel expenses | 41.5 | －－ | －－ | －－ | ＝－ | 97.3 | 42.8 | －－ | －－ | －－ | －－ |
| Finseis ${ }^{\text {a }}$ expenses | 1.2 | －－ | －－ | －－ | －－ | 80.3 | 1.5 | －－ | －－ | －－ | －－ |
| Interst 8 bank charges | 0.8 | －－ | －－ | －－ | －－ | 41.6 | 1.5 | －－ |  |  | －－ |
| Professional tees | 0.5 | －－ | －－ | －－ | －－ | 57.8 | 0.9 | －－ |  | －－ | －－ |
| Other expenses | 31.1 | －－ | －－ | －－ | －－ | 100.0 | 31.1 | －－ | －－ | －－ | －－ |
| Profit（loss） | $-1.0$ | － | －－ | －－ | －－ | 85.9 | －1．1 | －－ | －－ | － | －－ |
| Total | 100.0 | －－ | －－ | －＊ | －－ | 100.0 | ．．． | － | －－ | －－ | －－ |

## symool：

－zero or no observetions
－ 100 smsil too be expressed
not applicable
$\times$ confidentisl

## Footnotes

（1）These estimstes ar besed on sumple of businesses peporting sisles beiween \＄25，000 end \＄2．000．000
（2）Volue in each cell $x$ lotal weighted expenditure on given item

131 Valu in each cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { Total weighted seles of businesses reporting this item of expenditur }}$ for ach guertile
This portion of the tablepertans only to the businesses reporting the specific expenst item．Therefore these ratios are calculated individually and the total will not necesserily equal $100 \%$

Motes
Dste ore show by quartiles when at leest 13 of the smpled businesses repor：the specific item．
Records were ranked in ascending order sccording to seles size．Emeh quertile fi．bottom 25\％，lower middie 25\％，ete．l represents one querter of the totsl number of businesses．Within sech quertile．the averege retio is presented．For comperison purposes，the hioh and low values of silles are show．

## How to use the tebles

（1）Locete the mppropricte selas range thet is displayed on the two lines entitled Low sales volue＂and migh sal as vilue＂
（2）The selected renge wilt indicete the proper quertile，i．e．the Dottom 25\％，the tower middle 25\％，the upper midde 25i or the 10025 ．
（3）Dete oertaining to the selscted seles size fenge will be in that quartile．

## Standerd Industri数 CIEseificetion ofinition（Sic 1880）：

Sic 4275 －Peinting end Decoreting Centrectort
8usinesses primarily engaged in panting．paperhanging and decorating in buildings bend painting of heavy lengineeringl structures
Included are businesses primarily engaged in paint or paper stripping and parking lot or poad surface marking．This industry includes the painting of bridges and structures．interior decorsting．paint stripping fexcept furniturel，interior and exterior painting of buildings．paper hanging finterior decoratingl and wallpaper hanging ond removal．

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nowfoundland, Painting and Decorating Work (SIC 4275)

|  | Total(1) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lawe r midde 25\% | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 s) High sales value ( $\$ 000$ 's) | 10 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Avarage (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivable | 22 | - | -- | - | - |
| Inventory | 22 | -- | -- | -- | -- |
| Other current assets | 23 | -- | -- | -- | -- |
| Total current assets | 45 | -- | -- | -- | -* |
| Fixed assets | 9 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | - | - | -- |
| Other assets | - | -- | -- | -- | - |
| Total usents | 54 | -- | -- | -- | - |
| Liebilities and equity <br> Current loans <br> Other curtent liabilities <br> Total current liabilities <br> Mortgages payable <br> Long term debt <br> Other liabilities |  |  |  |  |  |
|  | ${ }_{6}^{6}$ | -- | -- | -- | -- |
|  | 26 | - | - | -- | -- |
|  | 32 | -- | -- | -- | -- |
|  | - | -- | - | -- | -- |
|  | 1 | -- | - | -- | - |
|  | 16 | -- | -- | -- | -- |
| Total liabilities | 48 | -- | -- | -- | -- |
| Total equity | 6 | -- | - | - | -- |

(1) These estimates are based on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

See table 1 for symbols and notes

TABLE 3. Financial ratios (1) for incorporeted businesses only, 1987
Newf oundland, Painting and Decormiling Work (SIC 4275)

|  | Total(2) | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low salas value ( $\$ 000$ 's) Migh sales volue (\$000's) | $\begin{aligned} & 10 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | - |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | 1.4 | -- | -- | -- | -- |
| Leverage rstios <br> Debt/equity retio (times) <br> Interest coverage retio (times) <br> Debt ratio (times) | $\begin{aligned} & 8.8 \\ & 8.6 \\ & 0.9 \end{aligned}$ | -- | - | -- | - |

(1) The fatios represent the suerage of ratios for each business in the group and cennot calculated from the figures shown in fable 2 .
(2) These estimetes are besed on smmple of busineses reporting soles betweon $\$ 25,000$ and $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$.

See Table ifor symbols and notes.

## Definitions:

1. Liquisity ratio:

Curpont = curpent assets / cuprent liabilities
2. Leverage phtios:
a) Dectlequity $=$ ro1al liebilipies f equity.
0) Dedt ratio = rotal lisdilities / total assets
cl Interest coverage = net profit - interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Newf oundland, Painting and Decorating Work (SIC 4275)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe P <br> middle 25\% | $\begin{array}{r} \text { Upoer } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000^{\prime}$ s) figh saies value ( $\$ 000$ 's) | $(1)^{2}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Opereting activities Cash from operations Depreciation Dther | $x$ $\chi$ $\chi$ $\chi$ | -- | -- | -- | -- |
| Dividends | $\times$ | -- | -- | -- | -- |
| Investment ectivities Disposel of fixed assets Purchase of fixed assets increse in investment Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term deb: <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances 8 loans from government <br> Increase in equity <br> Decrease in eauity <br> Dther | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - - - -- -- | -- <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - <br> - | - - - - - - - |
| Increaseldecrease) in cash s equivalents Cash equivalents-Beginning of the year Cash equivalents - End of the yeer | x $\times$ $\times$ x | -- | -- | -- | -- |

 only those businesses peporting stotement of changes.
5ee Table 1 for symbols ind notes.
TABLE 5. Employment changes by stze of business. 1984-1987 based on SIC classification in 1987 Newfoundland, Paineing and Decorating Work (SIt 4275)

| Business size expressed in average labour units (1) | Number of businesses | $\begin{aligned} \text { Total } \\ \left(\$ 000^{\prime} \mathrm{s}\right) \\ (\$) \end{aligned}$ | Average labour units 11 | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer oporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 52 | 2.551 | 125 | 16 | 11 |
| less than 20 <br> 20. 99 <br> 100-499 <br> 500 and over | 51 | $x$ $\times$ -8 | 92 <br> 33 | 16 | $\begin{array}{r}10 \\ \vdots \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 65 | 4.269 | 178 | 15 | . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 82 2 $!$ | $\begin{array}{r} 2.783 \\ x \\ x \end{array}$ | 115 61 $=$ | $\begin{array}{r}18 \\ \hline\end{array}$ | $\ldots$ |

[^12]TABLE 6. Selected operating characteristics of smil businesses by sales quartile. 1985-1987
Newfoundland, Painting and Decorating Work (SIC 4275)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowet middle 25\% | Upper miode $25 \%$ | To0 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of obstrvations in semple | 31 |  |  |  |  |
| Average sales $\$$ | 113,351 | - | -- | -- | -- |
| Averoge expense \$ | 105.174 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 8.177 | -- | - | -- | -- |
| Busincsses repoiting profit (Mo.) | 25 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 122.076 | - | -- | -- | -- |
| Average monense $\$$ | 108,888 | - | - | -- | -- |
| Average net profit \$ | 13.208 | -- | -- | -- | -- |
| Businesses reporting lose (No.) | 6 |  |  |  |  |
| Average sales \$ | 92.285 | -- | -- | -- | -- |
| Average expense \$ | 100.871 | -- | -- | -- | -- |
| Average net loss \$ | -8.586 | -- | -- | -- | -- |

1986

Number of observations in sample Average sales \$
Average expense \$
Average net profit (loss) \&
36
162.449
155.011
7.438
$\begin{array}{ll}-- & - \\ -- & - \\ -- & -\end{array}$
usinesses reporting a profit (Mo.)
Average sales \$
24
194,955
173,231
29.724
Average net Drofis $\$$
21,724

Businesses reporting lose (No.)
150.027

Average sales \$ 150.027
$\begin{array}{lr}\text { Average expense } \$ & 159.967 \\ \text { Average net loss } \$ & -9,940\end{array}$

1987

Number of observations in sample Average sales $\$$

19
127.869
123.497
Average expense \$ 123.497
Average net profit 〈loss〉\$
4.384
$\begin{array}{ll}-- & - \\ -- & - \\ -- & \end{array}$

Businesses reporting a profit (Mo.)
14
131.746
Average sales $\$$
$\begin{array}{lr}\text { Average sales } & 119.908 \\ \text { Average expense } \\ \text { Average net prof it } \$ & 11.838\end{array}$

Businesses roporting a lese (Mo.)
53.74

Average seles $\$ \quad 53,743$
Average expense 5
63.916
Average net loss $\$ \quad-10.173$
(1) These estimates are basec on sample of businesses reporing sales beiween $\$ 25,000$ and $\$ 2,000.000$ See Table 1 for symools and notes

TABLE 1. Selected aperating ratios. in percent of sales. 1987
Newfoundland, Truck Transport Industries (SIC 456)


## Symbol:

- zero or no observetions
-. too smell too be expressed
not appliceble
- confidentisl


## Footnotes

111 ihese estimetes are besed on semple of businesses reporting saises beimeen $\mathbf{2 5}, 000$ and $\$ 2.000 .000$
2) Velue in each cell= lotel weighted expenditure on given item
13) Velue in each cell $=\frac{\text { lotsl weighted expendiur on given item }}{\text { lotal weighed sales of businesses reporting this item of expenditure }}$ for each quartils

This poption of the teble pertains only to the businesses peporting the specific expense item. Therefore these peios ere calculated individublly and the toial will not necesser ily equal 100\%

## Notes

Data er shown Dy quartiles when af lesst 13 of the sampled Dusinessus roport tha specific item
hecords were penked in ascending order according to sales size. Ench quartile (i. bottom 25\%, lower midde 25\%, elc.) represents one querter of the rotal number of businesses. Within each quirtile. the overage ratio is presented. For comperison ourposes. the high and low values of seles ere shown

Now to use the tholes
(1) Locse the mppoprinte selot renpe thet is disployed on the qwo linas entitled blow seles velue" end unigh seles veluet

21 The selected renge will indicete the proper guertile. i. the botton 25z. the lowtr niddl 25t. the upper midde 252 or the $10025 \%$
(3) Onts perteining to the selected seles size renge will be in that quertile.

Standerd Industribl Classificetion Definition (SIC 1D80):
SIC 4550 - Truck Irenspori Industry
8usinesses primarily engaged in the provision of alt types of trucking, transfer and pelated services. fruck ebroker operntors" era included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundiand. Truck Transport Industries (SIC 455)

|  | Total(1) | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | 59 $(1)$ 11 | $(1)$ 61 | $\begin{array}{r} 61 \\ 150 \end{array}$ | $\begin{array}{r}150 \\ 275 \\ \hline\end{array}$ | 275 111 |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 3 | - | - | 27 | $5 \bar{\square}$ |
| Accounts and notes receivable | 23 | 2 | 4 | 27 | 55 |
| Inventory |  | - | 13 | 33 |  |
| Other current assets Total current assets | 31 54 | 1 | 13 | 33 60 | 73 127 |
| Totol current assets Fixed essets | 88 | 20 | 170 | 60 63 | 127 190 |
| Less: Accum. dep. on fixed assets | - | - | - | - |  |
| Other assets | 6 | - | - | 9 | 13 |
| Total assets | 135 | 24 | 57 | 131 | 330 |
| Liebilities end equity |  |  |  |  |  |
| Current loans | 9 | - | 11 | 6 | 20 |
| Other current liabilities | 46 | 18 | 10 | 47 | 103 |
| Total current liabilities | 55 | 18 | 21 | 54 | 123 |
| Mortgages oayable | - | - | - | - |  |
| Long term debt | 6 | - | 8 | 4 | 10 |
| Other liabilitios | 35 | 6 | 32 | 39 | 74 |
| Total liabillies | 100 | 24 | 61 | 97 | 207 |
| Totel equity | 40 | - | -4 | 34 | 123 |


See Tible 1 for symbols and notes

TABLE 3. Financisi ratios(1) for Incorporated businesses oniy. 1987
Newf oundiand, Truck Transport Industrles (SIC 456)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } 25 \% \end{aligned}$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No.) Low sales value $(\$ 000$ 's High sales value ( 8000 's) | 59 $(1)$ 11 | (1) 61 | 61 150 | 150 275 | 275 (1) |
|  | Aversge |  |  |  |  |
| Liquidity retio Current rotio (times) | 1.0 | 0.2 | 0.8 | 1.1 | 1.0 |
| ```Leverage ratios Debtjequity retio (times) Interest. coverage ratio (times) Debt ratio (times)``` | 2.5 0.7 | $\begin{array}{r} -96.0 \\ 45.0 \\ 1.0 \end{array}$ | -15.3 $\vdots$ 1.9 | 2.8 0.7 | 1.7 3.7 0.6 |


(2) These estimetes ere besed on semple of busingsses reporting suite betwent $\$ 25,000$ snd $\$ 2,000,000$.

Sex Titble for symbols ind noqes.

## Definitions:

1. Liquidity fatio:

Current = Current assets / current lisbilitios
2. leverege ritiot:

```
Debriequity = total iiabilities / equity
Debi ratio = total liabikities f total assets
laterest coverage a net profit . interest expense/ interust expense.
```

TABLE 4. Statement of changes in financial position for incorporsted businesses only. 1987
Newf oundiand. Truck Transport Industries (SIC 456)



 Survey of Employment. Payroll and Hours. Siatistics Cansoa, Carelogue 72-002. An overbge labour unit could be inierpreted es a full-time employee. Note that the Dusiness size groups used ere derermined ar the canade imvel. thus if b business has at teast 500 employees in Canada bs whole but less than thot number in eny given province is is showt in the 500 and over group.
121 Refers to businesses reporiing no peyroll deductions in the previous year.
$13)$ Reters to businesses reporting no payroll deductions in the following year

- Mewly report.ng" and Enc longer reporting" businesses are assumed to have baen in activity for six months and the information is djustec accoroing'y

See table I for symbols and noies.

TABLE 6. Selected operating charmcteristice of smill businesses by saies quartile. 1985-1987 Hewfoundiend, Truck Trensport Industries (SIC 456)

| - | Total(1) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe I middle 25\% | Uppe? middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 111 |  |  |  |  |
| Average sales $\$$ | 948.416 | 36.201 |  |  | 398.078 |
| Average expense \$ | 136.157 | 25.855 | 48.155 | 87.645 | 382.973 |
| Average net diofit (loss) s | 12.259 | 10.348 | 10.241 | 13.344 | +5.105 |
| Businesses reporting profit (Mo.) | 97 |  |  |  |  |
| Average sales $\$$ | 162.171 | 36.609 | 58.318 | 102,072 | 451.684 |
| Aversge expense \$ | 146.321 | 22.584 | 46.612 | 86.710 | 421.377 |
| Average net profits | 17.850 | 14.025 | 11.708 | 15,362 | 30.307 |
| Businesses reporting loss (Mo.) | 14 |  |  |  |  |
| Averege seles \$ | 123.468 | 34.261 | 59.000 | 90.085 | 310.544 |
| Aversge expense \$ | 129.720 | 41.561 | 60.000 | 97.055 | 320.263 |
| Average net loss \$ | -6. 252 | -7.320 | -1.000 | -6,970 | -9.719 |

1926

| Mumber of observations in sample <br> Average sales <br> Average expense \$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 202 \\ 137.297 \\ 128.110 \\ 9.189 \end{array}$ | $\begin{array}{r} 31.496 \\ 25.015 \\ 6.481 \end{array}$ | $\begin{array}{r} 46.705 \\ 38.792 \\ 7.913 \end{array}$ | $\begin{aligned} & 97.671 \\ & 82.837 \\ & 14.834 \end{aligned}$ | $\begin{array}{r} 373.314 \\ 365,796 \\ 7.598 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reporting proflt (Mo.) | 173 |  |  |  |  |
| Aveloge sales ${ }^{\text {a }}$ | 132.119 | 30.586 | 48.108 | 98.893 | 350.887 |
| Average expense \$ | 115.082 | 22,353 | 35.539 | 80.184 | 322.252 |
| Averoge net profits | 17.037 | 8.233 | 12,569 | 18.709 | 28.635 |
| Businesses reporting lose (Mo.) | 29 |  |  |  |  |
| Average sales \$ | 943.336 | 35.841 | 43.239 | 90.070 | 404.194 |
| Average expense \$ | 152.111 | 37.729 | 46,827 | 99.335 | 425,754 |
| Average net loss \$ | -9,075 | -1.888 | $-3.588$ | -9.285 | -21,560 |

1987


111 inese estimases are dased on stmple of businesses reporing seles beiween $\$ 25.000$ and $\$ 2.000 .000$.
Set Pable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Genersl Freight Trucking Industry (SIC 4581)

|  | Total(1) |  | Botiom 25\% |  | Lower$\text { middle } 25 \%$ |  | Uoder$\text { midde } 25^{\circ}$ |  |  | $\begin{aligned} & \text { iod } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's) High saias value (\$000's) | $\begin{array}{r} 83 \\ (1) \\ (1) \end{array}$ |  | (1)$44$ |  | $\begin{aligned} & 44 \\ & 74 \end{aligned}$ |  | $\begin{array}{r} 74 \\ 158 \end{array}$ |  |  | $\begin{aligned} & 158 \\ & (1) \end{aligned}$ |  |
| Selected expense item | Incustry eversge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nosses } \\ & \text { roporting } \end{aligned}$ | Reporting Dusinesses only 3 ) |  |  |  |  |
|  | Topal | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midd. $25 \%$ | $\begin{aligned} & \text { Uoper } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | UDDE: midd 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 0.1 | $\ldots$ |  | ... | $\cdots$ | 1.4 | 10.5 | - |  | - |  |
| Occupency expenses | 20.9 12.0 | 20.4 15.8 | 21.7 6.5 | 19.9 14.9 | 29.7 10.6 | 15.6 87.6 | 21.8 | 20.4 | 26.4 9.8 | 19.8 15.1 | 21.7 |
| Repreciation | 12.0 5.4 | 15.8 4.3 | 6.5 10.2 | 1.9 2.7 | 10.6 4.6 | 87.6 33.8 | 13.8 | 31.8 | 22.8 | 8.0 | 11.2 |
| Mees. light \& telephone | 0.8 | 0.2 | 0.5 | 0.4 | 1.9 | 48.0 | 1.6 | 2.6 | 1.1 | 0.8 | 2.2 |
| Rent | 2.7 | 0.1 | 4.5 | 1.7 | 4.7 | 32.3 | 8.5 | 0.7 | 8.9 | 10.3 | 9.5 |
| Personnel expenses | 18.7 | 10.1 | 23.2 | 11.9 | 29.8 | 90.0 | 20.7 | 12.0 | 25.8 | 13.8 | 29.8 |
| Financial expensex | 3.2 | 1.6 | 2.8 | 4.7 | 3.5 | 94.3 | 3.4 | 1.8 | 3.1 | 4.7 | 3.7 |
| Interest \& bank charges | 2.7 | 1.3 | 2.1 | 4.3 | 3.0 | 80.3 | 3.4 | 2.1 | 2.7 | 5.0 | 3.2 |
| Professional fees | 0.5 | 0.3 | 0.7 | 0.4 | 0.6 | 79.9 | 0.6 | 0.5 | 0.8 | 0.5 | 0.7 |
| Other expenses | 47.2 | 50.5 | 48.6 | 49.9 | 39.6 | 100.0 | 47.2 | 50.6 | 48.6 | 49.3 | 39.6 |
| Protit (lose) | 9.9 | 17.2 | 3.7 | 13.6 | 4.8 | 100.0 | 5.8 | 17.2 | 3.7 | 13.8 | 4.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\cdots$ | -. | -.. | ... |

## Syubels

sero or no observetions

- too small too be expressed
not applicablo
$\times \quad$ confioentisi


## Feetnotes

11 inese estimetes er besed on semple of businesses reporting sales between $\$ 25.000$ end $\$ 2.000 .000$
(2) Velue in each cell $=$ lotsi weighted mpanditure on given item
(3) Velue in each cell $=\frac{\text { tosel weighted expenditure on given item }}{\text { Total whighed seles of Dusinesses reporting this item of expenditure }}$ for esh oustile

Inis portion of the table pertains only to the businesses peporting the specific axpense item. Thertiore these retios are celculated individuelly and the lotel will not mecesserily equel looz.

Notes
Data are shown by quartiles when at least 13 of the sempled businesses report the specific item.
Records were ranked in ascending order eccording to sales size. Each quartile li. . bottom 25\%. Iower nidde 25y, etc.) represents one querter of the total number of businesses. Within each quartile. the guerage ratio is presented. por comparison purposes. the high and low velues of sales er shown

Mow to ure the tesles
(1) Locate the sporopriste teles ponge that is disployed on the two lines entitled low sales veluep and onigh sales velue"
(2) The selected renge will indicete the proper gust tile. i.e. 2he botson 25\%, the lower widde 25\%. the upper midde 25\% or the top $25 \%$.
(3) Dass pertaining to the sulected seles size range will be in that quarili

Stenderd Induetriel CIneslfiestion Deflnition (S15 inso):
SIC 4561 Generot Freight Trucking Indusery

 transfer trucking services. general freignt ifuck transport services and general freight tpucking contrectors

TABLE 2. Balance sheet prof 11 e for incorporated businesses only, 1987
Newf oundiand, General freight Trucking industry (SIC 4561)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | $\begin{array}{r} \text { UpDe } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low saies value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{array}{r} 46 \\ (1) \\ (1) \end{array}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  |  | - | -- |  |
| Accounts and notes peceivable Inventary | 21 | -- | -- | -- | -- |
| Dther current sasets | 26 | -- | -- | -- | -- |
| Total current assets | 47 | -- | - | -- | -- |
| Fixed assets | 81 | - | - | -- | - |
| Less: Accum. dep. on 1 ixed essets | - | -- | - | -- | - |
| Dther essets | 2 | -- | - | -- | - |
| Total aseets | 130 | - | - | - | - |
| Lisbilities and equity |  |  |  |  |  |
| Current losms | 9 | -- | -- | -- | -- |
| Other current liabilities | 44 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 6 | -- | +- | - | - |
| Other lisbilities | 41 | - | - | -- | -- |
| Total liabilities | 100 | -- | -- | - | - |
| Total equity | 30 | - | - | -- | - |


see Table 1 for symbols and notes

TABLE 3. Financial retios(1) for incorporated businesses only. 1987
Newfoundland, Generel Freighe Trucking Industry (Sic 4561)

|  | Totel(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower | Upper middie 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High selms value ( $\$ 000$ 's) | $\begin{aligned} & 48 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Averege |  |  |  |  |
| Liquidity retio Current ratio (times\} | 0.9 | +- | -- | -- | -- |
| Leverage retios <br> Debt/equity ratio (times) <br> Interest coverage retio (times) <br> Debt ratio (times) | 3.3 1.8 0.8 | -- | -- | -- | -- |


(2) These cetimetes tre beats on semple of bus inceses fmporting seles between 825,000 snd 82.000 .000 .

See reble 1 for symole and noter.

Definitions:

1. Liquidity P是ic:

Current = current ossets/Curfent liobilities
2. Levermge retios:
a Detr/equity = total liabilities / equity
D) Detr ratio = potal lisbiliqies foral assets
c) Interes: coverage $=$ net profis interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Newfoundland, General Freight Trucking Industry (SIC 4551)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper middle 25\% | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value i $\$ 000$ 'si | $\begin{aligned} & 18 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average (5000's) |  |  |  |  |
| Operating metivities Cash from operations Depreciation Other | -6 32 -3 | -- | -- | -- | -- |
| Dividends | - | =- | =- | - | -- |
| Investment activities <br> Disposel of fixed ssets <br> Purchose of fixed sssets <br> lncresse in investment <br> Decresse in investment | $\begin{array}{r} 8 \\ -32 \\ \hline \end{array}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loens from shareholders <br> Redayment of loans from sharmholders <br> Advances of loans from government <br> increase in equity <br> Decresse in equity <br> Othe? | $\begin{array}{r} 32 \\ -29 \\ 11 \\ -6 \\ - \end{array}$ | -- | -- | -- -- -- -- -- -- | -- |
| Increase(decrease) in cash sequivelents Cash s equivelents-Beginning of the yeer Cash suvivalents - End of the yoer | 6 -8 -2 | -- | -- | -- | -- |

 only those Dusinesses reporting statent of changes.
see fable 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC ciassificetion in i987
Newf oundland. Truck Transport Induserles (SIC 456)


(1) Averspe labour units ore calculated by dividing totit peyroll by the overoge onnulat wege ond salary rate ts feported in the Survey of Employment. Poyroll and Hours, Statistics Coneds. Catologue 72-002. An overage labour unit could be interpreted es a full-time anfloyee. Note that the business size groups used are oetermined ot the Canada tovel. Thus if obusiness thes of leas? 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.
(2) Refers to businesses reporting no payroll deductions in the provious year
(3) Refers to businesses reporting no payroll deductions in the following year.
"kewly reporting" and "no tonger reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See lable 1 for symbols and notes

TABLE 6. Selected operating characteristic: of small businusses by sales quartile, 1985-1987
Newfoundiand, General Freight Trucking Industry (SIC 4561)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? $\text { middle } 25 \%$ | Upper midde 25\% | TOD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in ssmple | 42 |  |  |  |  |
| Average sales $\$$ | 196.094 | -- | -- | =- | -- |
| Average expense \$ (losa) | 186.037 | -* | -- | -- | -- |
| Average net profit (loss) \$ | 10.057 | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) | 36 |  |  |  |  |
| Averape soles \$ | 206. 951 | -- | - | -- | - |
| Average expense $\$$ | 190.978 | -- | -- | -- | -- |
| Averape net profits | 15,973 | -- | -- | -- | -- |
| Businesses reporting loss (No.) | 6 |  |  |  |  |
| Average sales \$ | 171.225 | -- | -- | -- | -- |
| Averspe expenses | 180.713 | - | -- | -- | -- |
| Average net loss \$ | -9.488 | -- | -- | -- | -- |

1988


1987

| Number of observations in sample <br> Average sales $\$$ <br> Aversge expenses <br> Averoge net profit (loss) $\$$ | 92 134.027 122.718 11.309 | $\begin{array}{r} 37.314 \\ 31.271 \\ 6.043 \end{array}$ | $\begin{array}{r} 55,558 \\ 50,559 \\ 4,999 \end{array}$ | $\begin{array}{r} 110.044 \\ 94.021 \\ 16.023 \end{array}$ | $\begin{array}{r} 333,192 \\ 315,022 \\ 18,170 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting aprofit (Mo.) | 78 |  |  |  |  |
| Averoge sales \$ | 135.958 | 37.314 | 55. 120 | 110.303 | 341,136 |
| Average expense $\$$ | 119,750 | 31.271 | 43,755 | 90.196 | 313.819 |
| Averige net profits | 16.208 | 6.043 | 11.365 | 20.107 | 27.317 |
| Businesses remorting lose (Mo.) | 14 |  |  |  |  |
| Average sales \$ | 152.579 | - | 57.830 | 108.030 | 291.877 |
| Average expenses | 176.963 | - | 85.846 | 123,765 | 321,277 |
| Averege net loss 5 | -24.384 | - | -28.016 | -15.735 | -29.400 |

(1) These estimetes are besed on sample of businesses reporiinp seles detween $\$ 25.000$ and $\$ 2.000 .000$

See lable 1 for symbols and notes

TABLE 1. Seiseted operating ratios, in percent of sales, 1987
Newfoundland. Dry Buik Materitis Trucking Industry (SIC 4564)

|  | To:al(1) |  | Botrom 25\% |  | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ |  | UoDer <br> midde 25\% |  |  | Top25\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $(9000$ s) High sales value ( $\$ 000$ 's) |  | $\begin{array}{r} 6 \\ (1)^{6} \\ (1) \end{array}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { tower } \\ \text { iddle } \\ 25 \% \end{array}$ | UDDer middle | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Toi* | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Vehicle expenses | 29.3 | -- | -- | - | - | 100.0 | 29.3 | - | -- | - | -- |
| Dedrecistion | 20.6 | -- | -- | -- | -- | 100.0 | 20.6 | -- | -- | -- | -- |
| Redeirs s maintenance | 2.7 | -- | - | -- | -- | 16.0 | 17.2 | -- | -- | - | -- |
| Fuel expense |  | -- | -- |  | -- |  |  | -- | -- | -- | -- |
| Personnel expenses | 22.7 | -- | -- | -- | -- | 100.0 | 22.7 | - | - | -- | - |
| Finsencisl expenses | 1.3 | -- | -- | -- | -- |  |  | -- | -- | -- | -- |
| interest 8 bank chorges Professional fees | 1.6 0.3 | -- | -- | -- | -- | 52.1 80.1 | 3.1 0.4 | -- | -- | -- | -- |
| Other expenses | 43.1 | -- | -- | -- | -- | 100.0 | 43.1 | -* | -- | -- | -- |
| Profis (loss) | 2.9 | -- | -- | -- | =- | 100.0 | 2.9 | - | - | -* | -- |
| Totel | 100.0 | -- | =- | =- | - | 100.0 |  | - | $\cdots$ | $\cdots$ | -- |

## 5 yebol

zero or no observations
-. 100 smail 100 be expressed

- nol applicable
$\times$ confidenilal


## Pootnotes

111 these estimetes ere besed on sample of businesses reporting seles between 825,000 mid $\$ 2.000 .000$
(2) Velue in ech $c$ ell $=\frac{\text { lotsl weighted expenditure on given item }}{\text { Total weightad seles of ell businesses in the sample }} \times 100$ for each quartile.

 individuslly and the totsl wilt not necesserily equal $100 \%$

## Motes

Dete are shown Dy quertiles when of leas? 13 of the sempled businesses report the specific ieem.
Records were ranked in escending order according to sales size. Esch quartile li. e. boitom 25\%. lower middie 25z, etc.) represts one querter of the totel number of businesses. Hithin bech quertile, the suersge ratio is presented. for comperison purposes, the high and low values of seles are shown

Hew to use the tebles
(1) bocete the oppropribte sales pange that is displayed on the two lines entitud low sales valuge end ahigh sales value
12) The selected range will indicate the proper quatile, i. e. the botton 25\%, the lower midole 25\%. the upper midde $25 \%$ or the top 25\%.
(3) Dett pertsining so the selected sales size range will be in thet quertile.

Stenderd Industriel Clestificetien Definision (SIC 1880):
SIE 45Es - Dry Bulk Materiels Trucking Industry

 bulk iank iruck service. dump truck transporting service lfili. sand. debrisl. snow háling truck service and diy bulk tank liuck fransporting service.

TABLE 2. Balance sheet prof 11 for incorporated businesses only, 1987
Newf oundland, Ory Bulk Materlals Trucking Industry (SIC 4554)

|  | Total(1) | $\begin{array}{r} \text { Bot } 40 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Uppe? middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) High ssles value ( $\$ 0000^{\prime}$ ) | $(1)^{3}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | $x$ $\chi$ | -- | -- | -- | -- |
| Accounts and notes receivable | $x$ $x$ x | -- | -- | -- | -- |
| Inventory Other current assets | x | - | -- | - | -- |
| Total current ossets | $x$ | -- | -- | -- | -- |
| fixed ussets | $x$ | -- | -- | -- | -- |
| Less: Accum. dep. on ifixed assets | $x$ | -- | -- | -- | -- |
| Other assets | $x$ | -* | -- | -- | -- |
| Total essets | $x$ | -- | -- | =- | - |
| Liabilities and equity x |  |  |  |  |  |
| Current loans | $x$ $x$ $x$ | -- | -- | -- | -- |
| Other current liabilities | $\frac{x}{x}$ | -- | -- | - | -* |
| Total current liabilities | $x$ | -- | -- | -- | -- |
| Mortgages payable | $x$ | -- | -- | -- | -- |
| Long term debt | x | -- | -- | -- | -- |
| Other lisbilities | $x$ | -- | -- | -- | -- |
| Totel lisbilities | $x$ | -- | - | =- | =- |
| Totel equity | $x$ | -- | =- | -- | -- |


See itele 1 for symbols and notes.

TABLE 3. Financisi ratios (1) for incorported businesees only, 1987
Mewfoundiand, Dry buik Materlals Trucking Industry (SIC 4584)


(1) The ratios reprasent the verge of petios for ech business in the group and cmnot be calculated from the figures shown in iable 2 .
(2) These estimetes er besed on semple of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$.
see Table ifor symols and notes.

## Definitions:

f. Liquidisy retio:

Current s current ossets / currens liabilities.
2. Leverege retios:
s) Debl/equity = total liabilities / equily.
b) Debt ratio $=$ total liabilitiss / total assets
c) Interest coverage $=$ net profil . interest expense / interest expense.

TABLE 4. Statement of changes in financiel position for incorporated businesses only, 1987
Newfoundiand, Dry Bulk Materisis TruckIng Industry (SIC 4564)

|  | Total(1) | Botiom 25\% | lower $\text { middle } 25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOP } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. |  |  |  |  |  |
| Low sales value ( $5000^{\prime} \mathrm{s}$ ) |  |  | -- |  | -- |
| High sales value ( $9000{ }^{\circ}$ ) |  |  |  |  |  |
|  | Aversge (\$000's) |  |  |  |  |
| Operating activities | $\bar{\sim}$ |  |  |  |  |
| Cash from oderations | $x$ | -- | -- | -- | -- |
| Depreciation | $\times$ | -- | -- | -- | -- |
| Other | x | -- | -- | -- | -- |
| Dividende | $x$ | -- | -- | -- | -- |
| Investment setivities | - |  |  |  |  |
| Disposel of fixed assets | $x$ | -- | -- | -- | -- |
| Purchase of fixed assats | $x$ | -- | -- | - | -- |
| Increase in investment | $\stackrel{x}{x}$ | -- | -- | -- | -- |
| Decresese in investment | $x$ | -- | -- | -- | -- |
| Financing activities | - |  |  |  |  |
| Increase in long term debt | $x$ | -- | =- | -- | -- |
| Redeyment of long term debt | $x$ | -- | - | -- | -- |
| Loans from shareholders | $x$ | -- | -- | -- | -- |
| Repayment of loans from sharenotders | $x$ | -- | -- | -- | -- |
| Advances 8 loans from government | x | -- | -- | -- | - |
| Increase in equity | K | -- | -- | - | -- |
| Decresse in equity | x | -- | -- | -- | -- |
| Other | x | -- | -- | -- | -- |
| Increase(decresse) in cash \& equivelents | $x$ | -- | - | -- | -- |
| Cash \& quivalents-8eginning of the yeer | $x$ | -- | -- | - | -- |
| Cash \& equivelents - End of the year | X | -- | - | - | -- |

(1) These estimates are daseo on sample of incorporaled businesses reporting sales betwen $\$ 25.000$ and $\$ 2.000,000$. Sample count includes only those Dusinesses reporting a steteneni of changes
see ioble 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassificetion in 1987
Newfoundiand. Truck Transport Industrles (SIC 456)

| Susiness size expressed in average labour units(1i | Number of businesses | $\begin{array}{r} \text { Totel payrol! } \\ (\$ 000 \text { s }) \end{array}$ | Average labour units(1) | Changes in number of businesses with daid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | reporting(2) | No longer redorting(3) |
| 1984 |  |  |  |  |  |
| Tetal | 331 | 22.957 | 1.346 | 75 | 44 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 308 \\ 19 \\ 8 \\ 4 \end{array}$ | $\begin{array}{r} 12.565 \\ 4.726 \\ 4.639 \\ 1.027 \end{array}$ | $\begin{array}{r} 731 \\ 273 \\ 273 \\ 69 \end{array}$ | $\begin{array}{r} 69 \\ 2 \end{array}$ | $\begin{array}{r} 42 \\ \vdots \\ ? \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 403 | 28.517 | 1.418 | 88 | ... |
| $\begin{aligned} & \text { less then } 20 \\ & 20.99 \\ & 100-199 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 379 \\ 14 \\ 4 \\ 6 \end{array}$ | $\begin{array}{r} 14.968 \\ 6.287 \\ 5,664 \\ 1.598 \end{array}$ | $\begin{array}{r} 740 \\ 312 \\ 283 \\ 83 \end{array}$ | $\begin{array}{r} 83 \\ 3 \\ 1 \\ 1 \end{array}$ | . |

(1) Average I bbour units are calculsted by oividing total poyroll by the average annual wage anc selary rate as raported in the Survey of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit coulo be interpreted as a full-time amployee. Note thot the business size groups used are determined at the canade fovel. Thus if business has at least 500 employees in Canada as a whole but less than that number in eny given province it is shown in the 500 and over group
(2) Refers 10 businesses reporting no payroll deductions in the previous year
(3) Refers to businesses reporting no peyroll deductions in the following year

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

See Tabie 1 for symois and noies

TABLE 6. Selected operating characteristics of small busineswes by sales quartile, 198s-1987 Newfoundiend. Bry Bulk Materiels Trucking Industry (SIC 4564)


1985


1987

| Mumber of observotions in smmple <br> Averoge sales $\$$ <br> Sveroge expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 6 \\ 204.213 \\ 179.380 \\ 24.833 \end{array}$ |
| :---: | :---: |
| Businesses reporting eprofit (Mo.) | 5 |
| Average sales \$ | 287.217 |
| Average expense \$ | 248.675 |
| Average net profic | 38,542 |
| Businesses reporting less (Mo.) | 1 |
| Averse sales $\$$ | 38.207 |
| Average expense \$ | 40.792 |
| Average net loss \$ | -2.585 |

(1) These estinates are based on sample of businesses reporting seles betwen 525,000 no $\mathbf{8 2 , 0 0 0 , 0 0 0}$

See Table for symbols and notes

TABLE 1. Selected opertating ratios, in percent of sales. 1987
Newfoundland. Forest Products Trucking Industry (SIC 4565)

|  | Total(1) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | Lower$\text { midde } 25 \%$ |  | Upper midde 25\% |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value ( 5000 's) High sales value $1 \$ 000^{\prime}$ s) |  | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  | -- |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { pepopting } \end{aligned}$ | Redoficing businesses only ( 3 ) |  |  |  |  |
|  | Tots 1 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tot 1 | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miod!e } \\ & 25 \% \end{aligned}$ | Upper middie 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 5.1 | -- | -- | -- | -- | 14.4 | 62.5 | -- | -* | -- | - |
| Dccupency expenses | 20.0 | =- | - | -- | -- | 97.8 | 20.5 | - | -- | - | -- |
| Depreciotion | 15.2 | -- | -- | - | -- | 82.0 25.5 | 18.5 3.3 | -- | -- | -- | -- |
| Repairs \& maintenance | 0.8 1.0 | -- | - | -- | -- | 25.5 65.2 | 3.3 1.6 | -* | -- | -- | -- |
| Mest. light \& telephone Rent | 1.8 | -- | -- | -- | -- | 49.2 | 5.9 | -- | -- | -- | -- |
| Personnel expenses | 18.0 | - | -- | $\cdots$ | -- | 60.1 | 30.0 | -- | - | -- | - |
| Financial expenses | 2.7 | -- | - | -- | =- | 72.3 | 3.8 | - | - | -- | -- |
| Interest \& bank charges | 2. 6 | -- | -- | -- | -- | 42.3 | 6.1 | -- | -- | -- | -- |
| Professional fees | 0.2 | -- | - | -- |  |  | 0.2 | - | -- | -- | -- |
| Other expenses | 39.8 | $\cdots$ | -- | -- | - | 100.0 | 39.8 | -- | -- | -- | -- |
| Profit (loss) | 10.3 | -- | -- | -- | -* | 100.0 | 10.3 | -* | - | -- | = |
| Total | 100.0 | -- | -- | -- | - | 100.0 |  | -* | -- | -- | - |

## 5 ymbols

- zerc or no observaiions
- ioo smell too be expressed
.. not sppliceble
$\times$ confidentigi


## Footnoter

(11 Thes espimates gre besed on a sumple of businesses pepopting seles between \$25.000 end $52,000.000$
121 Value in each cell $=\frac{\text { Total weighted xpenditure on given item }}{\text { Total wighted seles of al! businesses in the sample }} \times$ loo for eoch quertile.
13) Value in each cell $=\frac{\text { Total wighted expenditure on given item }}{\text { Iotal weighted sales of businesses reporting this iten of expenditure }}$ for each ountite

This portion of the toble pepteins only 10 the businesses

## Motes

Deta are shown by quartiles when at lest is of the sampled businesses pepori the apecific item
 one querter of the total number of businesses. Within esch quertile, the average ratio is presented. for comperison purposes, the nigh end lom values of sales ar shown

How to use the tebles
lli locse the appropriate seles range thet is displeyed on the two lines entitled bow seles value" and migh tales value"
12: The selected range witl indicete the proper quartile, i. the botton 25\%, the towet midde 25\%. the upper midde 25\% or the top $25 z$.
(3) Date pertaining to the selected sales size range will be in that gutertile.

Standerd Induseriel Cleteifiestion Oefinition 1516 1980):
SIC 4555 - Forten Products Trucking Industry
8usinesses pilmarily engaged in transporting pulpwood, wood chips end sem-logs whethep or nop specialized equipment is usad. Included
 rruck hauling service.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundiand, Forest Products Trucking industry (SIC 45s5)

11) These estimates are oased on sample of businesses reporting sales between $\mathbf{2 5}, 000$ and $52,000,000$.

See Tedte for symools and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Newfoundland, Forest Products TruckIng Industry (SIC 4555)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value $\left(3000^{\prime} \mathrm{s}\right)$ | $\begin{aligned} & 11 \\ & 11 \end{aligned}$ |  | -- | -- | -- |
|  |  | Average |  |  |  |
| Liquidity ratio Corrent iatio (times) | 1.4 | -- | -- | -- | -- |
| Leverage ratios Debtlequity retio (times) Interest coverage ratio (times) Dett ratio (times) | $\begin{aligned} & 1.0 \\ & 5.1 \\ & 0.5 \end{aligned}$ | -- | -- | -- | -- |

11) The retios represent the merege of retias for each business in the group end cennot be calculeted from the figures show in table 2 .
12) Phese estimstes are besed on semple of Dusineses repoiting seles between 525,000 and $82,000,000$.

See Tole 1 for symbols and notes

## Definitiens:

8. Liquidity retio:

Currems = curren: assers / currens bisbilities
2. Leverene retion:
8) Dedifequity $=$ rotal liabilities / equity
b) Dett ratio $=$ cotal liabilities / cotal assers.
c) interest coverage $=$ net profit (interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Newfoundland. Forest Products Trucking Indusiry (SIC 4565)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sarmle (No.) Lom sales value ! $\$ 050$ s) High sales value ( $\$ 900$ 's) | $\begin{aligned} & 1 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- |  |
|  | Average ( 8000 's) |  |  |  |  |
| Operating ectivities Cash from oderations Dedreciation Other | $x$ $\times$ $\times$ | - | -- | -- | -- |
| Dividende | $\times$ | -- | - | - | -- |
| Investmens ectivities <br> Disposal of fixed esseta Purchase of fixed assets Incresse in investment Decrease in investment | $x$ $x$ $\chi$ $x$ | -- | -- | -- | -- |
| Finencing activisies Incresse in long term debt Redayment of long tepm debt Loans from sharetolders Redayment of loans from shareholdars Advances 8 leans from government Increase in equity Decrease in equity Dther | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - - - - - - | - <br> - <br> - <br> - <br> - | -- <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - |
| Increase (decrease) in cash \& equivalents Cash s equivalents-Beginning of the year Cash equivalents . End af the year | $x$ $x$ $x$ | - | - | - | - |

(1) Thesp espimates are ossec on sample of incorporatec ousinesses reporting sales ofween $\mathbf{8 2 5 , 0 0 0}$ and $82.000,000$. Sample count includes only those ousinesses reporiing stetement of changes
see iable f for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC classification in 1987
Newfoundland. Truck Trensport Industries (SIC 456)


(11) Average labour units are calculated by dividing sotal payroll by the overage annual wage and salary fate as roported in the Surver of Employmens. Payroll and hours. Statistics canada. Catalogue 92-002. An average labour unit coulo be interpreted as a fult-ime employee. Note that the business size groups used aredetermined at the canada level. Thus if a business has at least 500 employees in Canade as a whole but less then thot number in any given province it is show in the 500 and over group
(2) Refeps to Dusinesses reporting mo paypoll deductions in the previous year.
(3) Refers to businesses reporting mo payroll deductions in the following year
"Newly reporfing" and "no longer fepofiing" businesses are assumed to have been in activity for six months and the information is sdjusted accordingly
see iasie 1 for symbols and notes

TABLE 6. Selected operating characteristica of small businesses by sales quartile. 1985-1987
Newfoundland. Forest Products Truckling industry (SIC 4565)

| Total(1) Botrom Lower Upoer Top <br>  $25 \%$ middle $25 \%$ $25 \%$  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

1985

| Mumber of observetions in semple <br> Averoge sales 3 <br> Average expenses <br> Average net profit (loss) \$ | $\begin{array}{r} 13 \\ 134.261 \\ 123.655 \\ 10.606 \end{array}$ |
| :---: | :---: |
| Susinesees reporting profit (Mo.) | 13 |
| Average sales \$ | 125.712 |
| Average expense \$ | 102.685 |
| Averege net profit \$ | 23.027 |
| Buslnesses reporting loss (Mo.) | 6 |
| Aversege ssles | 171.711 |
| Average expense \$ | 176.817 |
| Average not loss \$ | -5.106 |


| Mumber of observations in semple <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 23 \\ 74.890 \\ 69.428 \\ 5.462 \end{array}$ |
| :---: | :---: |
| Ousinesses reporting profit (Mo.) | 18 |
| Averoge sales 5 | 75.233 |
| Average expense \$ | 66.807 |
| Aversege net profit 5 | B. 426 |
| Ousinesses reporting loss (Mo.) | 5 |
| Average sales | 95.118 |
| Average expense \$ | 104.169 |
| Average net loss \$ | -9.051 |

1987

| Mumber of observations in semple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 15 \\ 139.653 \\ 124.173 \\ 15.480 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average soles <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 12 \\ 130.798 \\ 111.236 \\ 19.562 \end{array}$ |
| Businesses reporting loss (Wo.) <br> Average seles $\$$ <br> Average expense s <br> Averige net loss? | $\begin{array}{r} 3 \\ 200.511 \\ 205.173 \\ -4.662 \end{array}$ |

11) These estimates are besed on semple of businesses reporting sales between $\$ 25,000$ and $\mathbf{3 2 , 0 0 0 , 0 0 0}$.
see reble ifor symbols and notes

TABLE 1. Selected operating ratios. In percent of sales. 1987
Newfoundland, School 8us Operations Industry (SIC 4573)


Symbol.

- zero or no observations
- too smali too de expressed
$\therefore$ not applictol
$\times$ confidentisl


## Footnotes


(21 Value lotal weighted expenditure on given item
21 Value in each call = Total weighed sales of all businesses in the sample for foch quer file
(3) Value in each cell $=\frac{\text { Toisl weighted expenditure on given item }}{\text { Total weighted sales of businesses reporting this item of expendivre }}$ for esch quartile.

This portion of the table pertions only to the businesses repopting the specific expense iqem. Therefore these ratios ert calculated individually and the total will not necessarily equal $100 \%$.

Motea
Dota are shom by qusrtiles when bet least 13 of the sampled businesses report the specitic item
Records were ranked in ascending order according to seles size. Esch quartile fi. botsom 25\%, hower midde 25\%. Etc. represents one quarter of the toqal number of businesses. Within esch quertile, the overege retio is presented. for comparison purposes. the high and low velues of saies ore shown

How to use the sables

(2) The selected range will indicete the proper guartile, i. the bottom 25\%, the lower midde 25z. the upper midde $25 \pm$ or the top 25\%.
(3) Dets perteining to the selected seles size range will be in thet oustile

## Stendard Industrisl CIeseificetion Definition (SIC 1980):

SIC 4573 - School Bus Operntions Industry
Businesses primarily engaged in operating buses and other motor vehicles to transport pupils to and from school such as sehool bus services

TABLE 2. Balance sheet profile for incorporated businesses oniy. 1987
Newfoundland, School Bus Dperations Indusery (SIC 4573)

|  | Tots1(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower midde 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\left\{\$ 000^{\prime}\right.$ s) Migh sales value ( $9000^{\prime}$ s) | $(11)^{5}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Asset: Cash | - | -- | -- | -- | -- |
| Accounts and notes pecelvable | 32 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 75 | - | -- | -- | -- |
| Total current assets | 107 | -- | -- | -- | -- |
| Fixed assets | 90 | -- | - | - | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 10 | - | -- | - | -- |
| Total sssets | 207 | - | -- | - | -- |
| Liabilities and squitr |  |  |  |  |  |
| Current loans | 14 | -- | -- | -- | -- |
| Other curcent liabilities | 73 | -- | -- | -- | -- |
| Total current liabilities | 87 | -- | -- | -- | -- |
| Mortgages payable Long term debt | - | -- | -- | -- | -- |
| long term debt | 2 | -- | -- | -- | -- |
| Other liabilities | 10 | -* | -- | -- | -- |
| Total liabilities | 99 | -- | -- | - | - |
| Total equity | 108 | -- | -- | -- | -- |

(1) These estimates are besed on s semple of businesses reporting sales detween $\$ 25.000$ and $52,000,000$.

See leble 1 for symbols and notes.

TABLE 3. Financial ratios (1) for fncorporited businesses only. 1987
Newfoundland, School Bus Opertions Industry (51c 4573)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middi } 25 \% \end{aligned}$ | Uoper $\text { middle } 25 \%$ | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.l Low sales value ( 8000 's) High sales value ( $\$ 000$ 's) | $(11)^{5}$ | -- |  | -- | -- |
|  |  |  | Averege |  |  |
| Liquidity ratio Curcent ratio (times) | 1.2 | -- | - | -- | -- |
| Leverage retios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debl ratio (times) | 0.9 6.4 0.5 | -- | -- | -- | -- |

(1) The retios represent the everage of retios for each business in the group and cannot be calculeted from the figures shown in fable 2 .
12) These estimates besed on sample of businesses reporting seles between $\mathbf{\$ 2 5 . 0 0 0}$ and \$2.000,000.

See toble 1 for symbals and notes.

Definitions:

1. Liquidity pletio:

Current = cuprent assets / current liabilities.
2. Leverage ratios:
al Dedtequity = toial liabilities / equity
bi Debt fatio = total iabilities / total assets
c) Interesi coverage $=$ net profit . interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Newfoundland, School Bus Operztions Industry (SIC 4573)

|  | Total 1 ) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lomer } \\ & \text { midde } 25^{\circ} \end{aligned}$ | Upper $\text { midde } 25^{\circ}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value (\$000's) High sales value i $\$ 000^{\prime}$ 's | $(1)^{3}$ | -- | -- | -- | -- |
|  |  |  | verage 15000 |  |  |
| Operting ectivities Cast from operations Depreciation Other | $x$ $\times$ $x$ | -- | -- | -- | -- |
| Dividends | X | -- | -- | -- | -- |
| Investment sctivities <br> Disposel of fixed assets Purchase of fixed assets <br> Increase in investment <br> Dectease in investment | $x$ $\times$ $\times$ $\times$ $x$ | -- | $\square$ $\cdots$ - | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> advances \& loans from government <br> Incresse in quity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | $\square$ <br> - <br> $\therefore$ <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | -- -- -- -- -- | - - - -- -- |
| Increase(decrease) in cash \& equivalents Cosh equivelents-Beginning of the yeer Cash squivalents = End of the year | $x$ $x$ $\chi$ | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated Dusinesses peporting sales detween $\$ 25,000$ and $\$ 2,000,000$. Sample count includes oniy those Dusinesses reporting estetement of changes.
see reble 1 for symbols and noles.

TABLE 5. Employment changes by size of business, 1984-1987 based on SiC ciassification in iget
Newfoundland, School Bus Operations Industry (SIC 4573)
Business size expressed in
Buersge labour unitsil)
llf Average labour units are colculated by dividing total payroll by the average annul wage end salary rate as reported in the Supvey of Employmen?. Payroll bno hours. Siatisiics Canada. Caialogue $12-002$. An aver ege iabour unit could be interpreted as a full-time employet mote that phe Dusiness size groups used are determined at the cande level. thus if ousiness has at least 500 enployees in Canade as a whole but less than that number in any given province it is shown in the 500 and over group
121 Refers to businesses reporting no oayroll deductions in the previpus year
131 Refers to businesses reporting no payroll deductions in the following year
"Newly eporing" and "no longer eporting" Dusinesses are assumed to have deen in activity for six months and phe iftormation is adustef accordingly.

See Table; for symbols and notes

TABLE 6. Selected operating charecteristics of emall busimesses by sales quartile, $1985-1987$
Newfoundiand. School Bus Dperstions Industry (Sic 4573)

|  | Totai(1) | Bottom 25: | Low middle 25* | Uppe: - miすठ!e 25\% | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample | 10 |  |  |  |  |
| Aversge ssles ${ }^{\text {a }}$ ( | 149.618 | -- | -- | -- | -* |
| Average expense s | 135,182 | -- | -. | -- | - |
| Averse net profit (loss) \$ | 14.436 | -- | -- | -- | -- |
| Businesses peporting profit (Mo.) Average sales \$ | 10 149.618 | -- | -- | -- |  |
| Average expense 5 | 135,182 | -- | - | -- | -- |
| Average net orofits | 14.436 | -- | - | -- | - |
| Businesses reporting a loss (Mo.) | - |  |  |  |  |
| Average sales \$ | - | -- | -- | -- | -- |
| Average expense \$ | - | -- | - | -- | - |
| Average net loss \$ | = | -- | -- | -- | -- |

1985

Number of observations in sample
Average sales $\$$
Average expense s
Average net profit (loss) $\$$
22
224.098
219.245
$\begin{array}{ll}-= & - \\ -- & -- \\ & \\ -- & -- \\ -- & -- \\ & \\ & \\ -- & -- \\ -- & -\end{array}$
--
--
--
-
-
-
-
-
Ousinesces peporting profit (Mo.)
18
196,405
Average stics
196.405

Aversge expenses
182.033

Averse net profis §
$317.118^{3}$
Averse salos $\$$
335.875

Aversge oxpense $\$$
$-18,759$

1987

| Wumber of observations in semple <br> Average sales <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 19 \\ 90.679 \\ 79.355 \\ 11.322 \end{array}$ | -- | -- |
| :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 17 |  |  |
| Average seles | 88.185 | -- | -- |
| Aversge expenses | 75.735 | -- |  |
| Average net profits | 12.430 |  | - |
| Susinesses reporting loss (Mo.) | 2 |  |  |
| Average sales | 423,361 | -- | -- |
| Average expense \$ | 477.769 |  |  |
| Average net loss \$ | -54.408 | -- | -- |

(1) Phese estimates are basec on sanole of businesses reporting seles between 525,000 end $82,000,000$.

See isble 1 for symols and notes

TABLE 1 . Selected operating ratios. in percent of sales. 1987
Newfoundland. Taxicab industry (SIC 4581)

|  | To:al(1) |  | Bottom 25\% |  | Lowermidde 25\% |  | Upder$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( 5000 's) | $\begin{aligned} & 21 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  | -- |  |  |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only ( 3 ) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Botrom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lowe I } \\ \text { midd } 0 \\ 25 \% \end{array}$ | Upoer mido: $25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Vehicle expenses | 19.6 | = | =- | - | -- | 90.6 | 21.6 | -- | -- | -- | - |
| Depreciation | 6.9 | -- | -- | -- | -- | 77.4 | 8.9 | -- | -- | -- | -- |
| Repairs 8 maintenance | 3.4 | -- | -- | -- | -- | 47.7 | 7.1 | -- | -- | -- | -- |
| Fuel expense | 9.3 | -- | -- | -- | -- | 40.8 | 22.7 | -- | -- | -- | -- |
| Personnel expenses | 9.0 | - | -- | = | -- | 62.4 | 14.4 | -- | -- | -- | -- |
| Financisl expenses | 2.8 | -- | -- | =- | -- | 61.6 | 4.5 | -- | -- | -. | -- |
| Interest \& bank charges Professional fees | 2.6 0.2 | -- | -- | -- | -- | 49.0 45.3 | 5.3 0.4 | -- | -- | -- | -- |
| Other expenses | 48.1 | -- | -- | -- | - | 100.0 | 48.1 | -- | -- | -* | -- |
| Profit (loss) | 20.6 | -- | -- | -- | -- | 100.0 | 20.6 | -- | -- | -- | * |
| Total | 100.0 | -- | -- | -- | - | 100.0 |  | -- | -- | - | -- |

## Symbols

- zero or no observations
- too smail too be expressed
... nor Bpplicable
$x$ confidential


## Footnotes

111 Thes estimstes ar besed on semple of Dusinesses pegor:ing seles between $\$ 25.000$ and $\$ 2.000 .000$ losal weighted expenditure on given item

(3) Velue in each cell $=$ Toral wighsed expenditure on given item

This portion of the table pertains only to the businesses reporting the specific expense ipem. Therefore these fatios are calculated individually ano the total will not necesserily equel $100 \%$.

## Wotes

Deit ere shown by quartiles when at lest 13 of the samplag businesses raport the specific item
Records were panked in bscending oroer Bccording to sales size. Eech quartile li. bot tom 25z, lower miode 25\%, Etc. redresents one quapter of the coial number of dusinesses. Wiphin esch quertile. the everege ratio is presented. for comparison purposes, the high and low values of sales er shown.

## How to use the tifles


121 The selected range wiil indicete the proper quertile. i. . the bottom 25\%. the lower miode $25 \%$, the upper midde $25 \%$ or the top $25 \%$.
(3) Det pertaining to the selected seles sizerange will be in thet quer tile.

## Stenderd Induetriet CIsesificetion Definition (SIC 1880):

SIC 581 - Texiceb Induttry
Businesses primarily engaged in providing passenger qransportation by automobiles nof operated on regular schedules or between fixed

 and taxicab services are included ir this industry

TABLE 2. Bslance sheet profile for incorporated businesses only. 1987
Newfoundiand, Taxicab Industry (SIC 4591)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? $\text { midde } 25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) Migh sales value ( $\$ 000$ 's) | $(11)^{3}$ | -- |  |  | -- |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  | -- |
| Cash Accounts end notes receiveble | x | -- | -- | -- | -- |
| Inventory | x | -- | -- | -- | - |
| Other current essets | X | -- | - | -- | -- |
| Total current essets | $x$ | - | -- | - | -- |
| Fixed asset. | $x$ | -- | -- | -- | -* |
| Less: Accum. dep. on fixed assets | $x$ | -- | -- | -- | -- |
| Other sssets | $x$ | -- | - | -- | -- |
| Totel essets | $x$ | -- | -- | - | -- |
| Liabilities and squity <br> Current loans <br> Other curcent liabilities <br> Total current liabilities <br> Mortgages Dayable <br> Long term dedt <br> Other liabilities |  |  |  |  |  |
|  | K | -- | -- | -- | -- |
|  | $\times$ | -- | -- | -- | -- |
|  | x | -- | -- | - | -- |
|  | $x$ | - | -- | -- | - |
|  | $x$ | -- | -- | -- | -- |
| Totel liabilities | $x$ | - | =- | -- | - |
| Total equity | x | - | -- | -- | -- |

111 These estimates ar based on somplof businesses reporting sales beimeen $\$ 25,000$ and $\$ 2,000,000$
See Tabie 1 for symools and notes

TABLE 3. Financial retios(1) for incorporated businesses oniy. 1987 Newf oundland, Taxicab industry (SIC 4581)

|  | Tot $1(2)$ | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midale } 25 \% \end{aligned}$ | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No.) Lom sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & (1)^{3} \\ & (1)^{2} \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current istio (times) | 0.9 | - | -- | -- | -- |
| Leverege retios <br> Debt/aquity ratio (times) <br> interest coversge ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.0 \\ & 0.7 \end{aligned}$ | $\cdots$ | -- | -- | -- |

(1) The retios represent the merege of ratios for each business in the group ond cannot be celculsied from the figures shown in toble 2 .
(2) These atimetes ore based on asmple of busimesses reporting seles between $\$ 25,000$ and 32,000,000

See rable i for symbols and notes.

## Definitions:

1. Liquidity retio:

Current = current assets / current liabilitios
2. Leverege fotios:
a) Dedalequity $=$ total /iabilities / equity
b) Debt ratio = rotal liabilisies / total assers
c) Interest coverage $=$ net profit interest expense/ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newf oundiend. Taxiesb Industry (SIC 4581 )

 only inose businesses reporting o statement of changes.
See Table for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic ciaselfication in 1987 Newfoundiand. Taxiceb industry (SIC 4581)

|  |  |  |  | Chonges in numb with paid | of businesses oloyes |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s }) \end{array}$ | Averoge labour units(1) | New / y reporting (2) | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 53 | 1.185 | 140 | 24 | 6 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \end{aligned}$ | 52 | $x$ <br> $\times$ | $\begin{array}{r}195 \\ 25 \\ \hline\end{array}$ | 24 | 6 |
| 500 and over |  |  |  |  |  |
| 1987 |  |  |  |  |  |
| Totel | 61 | 1.674 | 209 | 21 | -. |
|  | 57 | 852 | 106 | 21 | . $\cdot$ |
| $20=99$ | 4 | 822 | 103 | - | . . |
| $100=499$ | - | - | - | - | - |
| 500 and over | - | - | - | - | ... |

(1) Aversge labour units bre cblculeted by dividing total payroll by ohe dyerage annual wage and salary rete as portad in the Survey of Employment. Payroll and Hours. Statistics Canada. Catologue 72-002. An aver age labour unit could be interpreted as a full-qime employer. Wore that the business size groups used ape determinted at the Canada level. Thus if business hes ar ieast 500 emplovees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group
121 Refers io ousinesses reporting no payroll deductions in the previous rear.
131 Refers to businesses reporting mo poypoll deduciions in the following year
-Newly repor ting" and "no longer reporting" ousinesses are assumed to have been in octivity for six months end the information is adjusied accordingly

See iable f for symbols and notes

TABLE 6. Selected operating charecteristics of smell businesses by sales quartile. 1985-1987 Newfoundland, Taxicab Industry (SIC 4581)


1985

| Mumber of observetions in sample <br> Average sales $\$$ <br> Average expenses <br> Average net profit (loss) \$ | $\begin{array}{r} 10 \\ 60.993 \\ 52.968 \\ 8.025 \end{array}$ |  | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesees eporting profit (Na.) <br> Average sales \$ <br> Averoge expense $\$$ <br> Averege net profit $\$$ | $\begin{array}{r} 10 \\ 60.993 \\ 52.968 \\ 8.025 \end{array}$ | -- | -- | -- |
| Businesses reporting less (Mo.) <br> Average seles $\$$ <br> Averige expense \$ <br> Average net loss $\$$ | - |  | -- | -- |

1986


1987

| Number of observetions in smple <br> Average sales 5 <br> Average expense $\$$ <br> Averope net profit (loss) $\$$ | $\begin{array}{r} 27 \\ 51.061 \\ 43.245 \\ 7.816 \end{array}$ |
| :---: | :---: |
| Businesses reporting a profit (Mo.) | 22 |
| Average seles \$ | 46,578 |
| Avorage expense \$ | 37.542 |
| Average net profits | 9.036 |
| 8usinesses reporting - loss (Mo.) | 5 |
| Average sales | 202.698 |
| Aversge expense | 215.549 |
| Averoge net loses | -12,951 |

[^13]TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundland. Wholesale Petroleum Products (SIC 5111)

|  | Total(1) |  | Bot:om 25\% |  | Lower$\text { middle } 25 \%$ |  | Upper <br> midde 25\% |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample (No. Low sales value ( $\$ 000$ s) High saies value ( $\$ 000^{\prime}$ s) |  | $\begin{aligned} & 23 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { midd! } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | Uppe? midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of soins | 14.5 | -- | -- | -- | -- | 32.7 | 44.4 | -- | =- | -- | -- |
| Decupancy expenses | 11.0 | -- | -- | -- | -- | -6.1 | 12.8 | -- | -- | - | -- |
| Oepreciation | 4.5 | -- | - | -- | -- | 86.1 | 5.2 | -- | -- | -- |  |
| Repaifs \& masmenance | 1.3 | -- | -- | -- | -- | 62.6 | 2.1 | -- | -- | -- |  |
| Heat, light s telephone | 2.5 | -- | -- | -- | -- | 78.0 23.6 | 3.2 19.6 | -- | -- | -- |  |
| Rent | 2.7 | -- | -- | -- | -- | 23.6 | 11.6 | - | -- | -- | -- |
| Personnel expenses | 30.6 | - | -- | -- | - | 97.3 | 31.4 | -- | -- | - | -- |
| Financiel expenses | 2.8 | - | -- | -- | - | 100.0 | 2.8 | -- | -- | -- | -- |
| Interest \& bank charges Prolessional tees | 1.9 0.9 | -- | -- | -- | -- | 59.4 94.6 | 3.2 1.0 | -- | -- | -- |  |
| Other expenses | 33.9 | - | =- | -- | -- | 100.0 | 33.9 | -- | -- | - | - |
| Profit (loss) | 7.2 | -- | -- | -- | -- | 100.0 | 7.2 | - | -- | -- | =- |
| Totel | 100.0 | -- | -- | -* | -- | 100.0 | . . | -- | -- | -- | - |

## Symbol:

zero of ne observetions

- ioo small ioo be expressed
not appicable
* confidentia


## Footnotes

(1) These estimetes ert based on sompte of businesses peporting seles berween $\$ 25,000$ and $52,000,000$ lotel weighted expendiqure on given item
2) Value in ach cell $=$ for each quartile

31 Value in bach cell $=$ lotal weighted sales of businesses pepor
Inis portion of the table pertoins only to the businesses peporing the specific expense item. fherefort these pitios er calculated individually and the cotal will not necesserily equal $100 \%$

## 

Dis are shown by quartiles when bt least 13 of the sampled businesses report the specific isem.
Records were ranked in ascending order according to sales size. Esch quertile li.e. botion 25\%. lower midde $25 \%$. Eic. represents one gubrter of the toqal number of businesses. Within esch quirtile, the overege ratio is presented. for comprison purposes. the high and low values of stes ore shown

## How to use the tebles

lil Locete qhe appropriste sales range thet is oispleyed on the two lines entitled wow salos value" and enigh seles value
121 The selected renge will indicate the proper gusptile. i. e. the bottom $25 \%$, the lower miodle 25\%. the upper middie 25z of the top 25\%
(3) Detm pertining to the selected seles size range will be in that guertile.

## Stenderd Industriel Clessilicesion befinisien (SIC 1880):

SIE 5111 - Wholesel Petroleuw Products
Businesses primarily engaged in wholesale dealing in refined petpoleum products. Businesses primar ily engaged in dealing in fuel oil and liquefiec peqroleum gases artelassified in this industry regardiess of wheiner aheir sales are considered to be wholesale or retail. Included ape businesses engaged in wholesale bulk iank station, wholesol diesel fuel. wholesale fuel oil, wholesale furnace oit, wholesale oascline. wholesple heating oil. wholesale keroseng. wholesale liouified peiroleum gases, wholeste lubricating oils and preases. wholesale petroleun proqucts and wholesole of retimed petpoleum products

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Newfoundiand, Wholesale Petroleum Products (SIC 5111)

| Total(i) Bottom | Lower | Upper | Top |  |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | midole $25 \%$ | $25 \%$ |



See Toble i for symbals and notes

TABLE 3. Finmetal retios(1) for incorporated businesses only, 1987
Newfoundiend, Wholessile Petroleum Products (SIC 5111)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | Uoper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value (\$000 s) High sales value ( $8000^{\prime} \mathrm{s}$ ) | 19 $(1)$ $11)$ | -- | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity ratio Current ratio (times) | 1.0 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/eavity retio (times) <br> interest coverege ratio (times) <br> Debt ratio (times) | 5.4 2.0 0.8 | - | --- | -- | -- |

(it the retios represent the evernge of retios for ench business in the group and cannot be calculated from the figures shom in table 2
(2) These estimetes sre besed on semple of businesses peporing steles between $\mathbf{2 5}, 000$ and 12,000,000.

Ses isbla i for symbots and notes.

## Definitions:

1. Liquidity retie:

Current $=$ curfent assets / cuprent limbilities
2. Leverege patios:
a) Debt/equily $=$ total liabilisies / equity
ol Det ratio $=$ total fiodiliqies $/$ totel essets
cl Interest coverage sit protit * interest expense/ interest mpense

TABLE 4. Statement of changes in financial position for incorporeted businesses only, 1987
Newfoundiand, Wholesale Petroleum Products (51C 5111)

|  | Total (1) | $\begin{array}{r} \text { Bo::om } \\ 25 \% \end{array}$ | Lowe: $\text { miode } 25 \%$ | Uppe? <br> middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 s) High saies value (\$000's) | $(1)^{4}$ | -- | -- | -- | -- |
|  |  |  | erage (\$000 |  |  |
| Dpersting activities Casn from operations Depreciation Other | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -- | -- |
| Investmens activitice <br> Dispcsal of fixed essets <br> Pufcrase of fixed assets <br> lncresse in investment <br> Decrese in investment | $x$ $x$ $x$ $x$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Recayment of loars from shareholders <br> advances \& loans trom povernment <br> Increase in equity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- <br> -- <br> -- <br> -- <br> - | - <br> - <br> - <br> - <br> - | -- -- - - -- | -- -- -- -- -- |
| Increase(decrease) in cesh sequivelents Cash sequivelents-Beginning of the year Cash \& equivalents - End of the yeer | $x$ $\times$ $\times$ | -- | -- | -- | -- |

 only those businesses reporting a statument of changes
See iple for symols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic classification in iget
Nowfoundland, Wholesele Petroleum Products (SIE 5111)


(1) Average labour units are calculated by dividing total paypoll by the average annual wage and salary fote as pepofted in the Survey of Employment. Poyrall end Mours. Statistics Conada. Catalogue 72-002. An oversge labour unit could be interpreted as or fulloi ine enploref. Note ther the business size groups used or determined at the consod level. ihus if a business hes at teas 500 mployees in Canada as whole dus less then thet number in ony given province it is shown in the 500 and over group
121 Reters to businesses reporting no payroll decuctions in the previous year
13) Reters to businesses reporting no payroll deductions in the following year
"Newly reporting" anc mo longer reporting" businesses are assumed to have been in activity for six months and the information is adjustec according'y

See iotie 1 for symtols and notes

TABLE 6. Seiected operating characteristics of sinil businesses by sales quartile. 1985-1987
Newfoundland. Wholestle Petroloum Products (SIt 5111)


| Mumber of observetions in semple <br> Average sales $\$$ <br> Average expense 5 <br>  | $\begin{array}{r} 15 \\ 270.695 \\ 254.913 \\ 5.782 \end{array}$ |
| :---: | :---: |
| Businesses reporting e profit (Mo.) | 10 |
| Average sales \$ | 311.888 |
| Average expense $\$$ | 298,689 |
| Averase net profis $\$$ | 13,199 |
| Businesses reporting loss (Mo.) | -5 5 |
| Average sales \$ | 395.567 |
| Average expense \$ | 413.216 |
| Average net loss \$ | -17.649 |



1987

| Number of observetions in semple | 37 |
| :---: | :---: |
| Average sales ${ }^{\text {s }}$ | 174.147 |
| Average expense $\$$ | 175.87? |
| Avelage nut profit (loss) \$ | -1.730 |
| Businesses reporting profit (No.) | 28 |
| Average sales \$ | 178.482 |
| Average expense \$ | 168.066 |
| Average net profit \$ | 10.416 |
| Businesges reporting loss (Mo.) | 9 |
| Average sales ${ }^{\text {S }}$ | 206.146 |
| Average expense \$ | 225.461 |
| Average net loss $\$$ | -22.315 |

111 These estimates bre based on semple of, Dusinesses reporting soles between $\$ 25,000$ and $\$ 2,000.000$
see iable i for imbols and notes

TABLE 1. Seiected operating ratios, in percent of sales. 1987
Newfoundiand, Wholesaie Food (SIC 521)

|  | Toral(1) |  | Bottom 25\% |  | Lowe <br> middle 25\% |  | Upper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in sample No. Low saies value ( 5000 s) Migh sales value (\$000's! | $\begin{aligned} & 21 \\ & 11 \\ & 11 \end{aligned}$ |  | -- |  |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ |  |  | Total | Bottom $25 \%$ | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | Top |
|  | Percent of sates |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of selos | 59.3 | -- | -- | -- | - | 72.3 | 82.0 | -- | -- | -- | -- |
| Occupancy expenses | 2.2 0.8 | -- | -- | -- | -- | 94.1 88.9 | 2.4 0.9 | -- | -- | -- | -* |
| ledecistion | 0.3 | -- | -- | -- | -- | 34.3 | 0.8 | -- | -- | -- | -- |
| Heat. I ght $\&$ telephone | 0.8 | -- | -- | -- | - | 75.5 | 1.1 | -- | - | -- | -- |
| Rent | 0.3 | -- | -- | -- | - | 38.4 | 0.9 | -- | -- | -* | - |
| Personnel expenses | 6.6 | -- | -- | -- | -- | 88.2 | 7.5 | -- | -- | - | - |
| Financial expenses | 0.8 | - | -- | -- | - | 77.3 | 1.0 | -- | -- | - | -- |
| thierest $\delta$ bant chorges | 0. 4 | -- | -- | -- | -- | 68.4 | 0.6 0.5 | -- | -- | -- | -- |
| Other expenses | 23.4 | -- | -- | -- | -- | 100.0 | 23.4 | -- | -- | -- | =- |
| Profit (lose) | 7.7 | -- | -- | - | -- | 100.0 | 7.7 | - | =- | =* | - |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | - |

## Symbels

zero or no observations
-. 100 small 100 be expressed
no: applicable

- confidential


## Fotnotes

(1; Ihese estimates are basto on semple of businesses reporting sales belween $\$ 25,000$ end $\$ 2,000,000$
(2) Value in each cefl $=\frac{\text { Total weighied expenditure on given isem }}{\text { Total weighted soles of all businesses in the sample }} \times$ for each quertile.
131 Velue ir ench celi $=\frac{\text { lotal weighted expenditure on given item }}{\text { lotal weighted sales of businesses reporting this item of expenditure }}$ for enertile.

This portion of the pable pertains only to the businesses reporting the specific expense item. inerefort these rotios are calculated individually and the totsl will not necessarily equel 100\%.

## Motes

Data ore shown Dy Qubpqies wher af least 13 of the sampled businesses report the specific item
Records mere renkeo in ascending order according to sales size. Esch quartile li. Dottom 25x. lower midde 25x. eic. represents one quarter of the qotal number of businesses. Wi thin ech quartile, the average patio is presented. For comperison purposes. the high and low vilues of sales are shown

How to use the toblet
(1) Locate the appropriste sales range that is displayed on the two lines entiteo bow seles value" and migh sites veluep
(2) The selected range will indicate the proper quartile. i. e. the bot tom 25\%. the lower midde 25\%. the upper middle 252 or the top 25\%
(3) Dats persaining so the gelected sales size renge will be in thet quartile.

## Steneerd Industrial Clessification Definition (SIC 1980):

S1C 5210 - Wholesel Food
Businesses primarily engaged in wholesele dealing in confectionery, frozen foods (packaged), dairy produces. poultry and eggs. fish and seafood. Fresh truits and vegeiables. meat and meat products or other specialiy lines of food.

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
mewf oundland, Wholesale Food (SIC 521)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe midele 25\% | Upper middle 25\% | TOD 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High saies value ( $\$ 000$ 's) | 16 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash |  |  |  |  |  |
| Cash Accounts and notes receivable | 22 | -- | -- | -- | -- |
| Inventory | 22 | -- | -- | -- | -- |
| Other cuprent assets | 64 | -- | -- | -- | - |
| Total curpent assets | 86 | -- | -- | -. | -- |
| Fixed assets | 23 | -- | -- | - | -- |
| Less: Accum. dep. on fixed asaets | - | -- | -- | -- | - |
| Other essets | 2 | - | -- | - | -- |
| Total essets | 112 | *- | -- | -- | =* |
| Liebllisies and equity |  |  |  |  |  |
|  |  |  |  |  |  |
| Other current liabilities | 45 53 | -- | -- | -- | -- |
| Mortgages Dayable | - | -- | - | -- | -- |
| Long term debt | - | -- | -- | =- | -* |
| Other lisbilities | 26 | -- | - | -- | -- |
| Totel liabilitics | 80 | - | =- | =- | -- |
| Totel equity | 32 | - | -- | - | -- |

(11) These estimates ar besed on sempl of businesses raporting seles between $\$ 25.000$ and $\$ 2,000.000$.

Set iode ifor symbuls and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Mewf oundland, Wholesele Food (SIE 521)


(11) The retios represent the suepege of retios for ebch business in the group end cennot be colculated from the figures shown in leble 2 .
(2) These estinetes er besed on e sempl of businesses reporting seles between 525.000 and $52.000,000$

See fimble i for symools and notest.

## melinitions:

8. Liquidisy retio:

Current $=$ cuprent assets / current liabilities
2. Levernge retios:
: Debi/equity = total 1 , abilieles / equily.
01 Debi ratio $=$ total liabilities / toial assets
c) Interest coverage = net profic - interest expense $/$ inserest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newf oundland, Wholesale Food (SIC 521)

|  | Total 11 ) | $\begin{array}{r} \text { BCt tom } \\ 25 \% \end{array}$ | Lowe? $\text { miode } 25 \%$ | Unper $\text { midole } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Nc.) Low sales value ( $\$ 000 \mathrm{~s}$ ) High sales vaiue $\left(5000^{\circ} \mathrm{si}\right.$ | $\begin{aligned} & \text { ? } \\ & (1) \\ & 1 \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | verage i\$000 |  |  |
| Operating ectivities Cosh from operetions Depreciation Other | $\begin{array}{r} 9 \\ 5 \\ -19 \end{array}$ | - $=$ | -- | -- | -- |
| Dividends | - | =- | -- | - - | - |
| Investmont activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | -6 |  | =- $-\infty$ $-\infty$ $-\infty$ | = | -- |
| Financing setivities <br> increase in long term debt <br> Redayment of long term debt <br> Loans from stareholders <br> Redayment of loans \%:om sharenolders <br> Advances $\delta$ loans fom government <br> Incpease in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 2 \\ -2 \\ 1 \\ -2 \end{array}$ | -- | -- | $-\infty$ -- -- -- -- -- -- | -- <br> -- <br> -- <br> -- <br> $=-$ <br> -- <br> - |
| Incresse(decrese) in cash s equivelents Cash \& equivalents-Beginning of the vear Cash \& equivalents - End of the year | $\begin{array}{r} -12 \\ -9 \\ -21 \end{array}$ | -- | -- | -- | - |

 only those businesses reporting statement of chonges
See Tatel for symols and notes

Newf oundland, Wholesale Food (SiC 521)


(1) Average labour units are colculated Dy dividing total payroll by the average annul wage and salary rate as reporied in the Surver of Employment. Payroll ano hours. Statistics Canada. Latalogur 72-002. an sverage labour unit could be interpreted as a fuli-i me moloyee. Wote that the business size groups used bre determined at the Canode lovel. Thus it ousintss has at teast 500 employees in Candodes a whol but less than that number in any given piovince it is shown in the 500 ano over group.
121 Refers to Dusinesses repoiling nc peyroll deducions in the previous year
(3) Refers to Dusinesses reporting no peyroll geductions in the following year
-Newly reporting" and mo longer peporting" Dusinesses are assumed 20 have been in activity for six months and the information is adjusted accordingly.

See rable for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quertile. 1985-1987
Newfoundland, Wholesmle Food (SIC 521)


1985

| Mumber of observetions in sample <br> Averspe sales <br> Average exdenses <br> Averse net profit (loss) \$ | $\begin{array}{r} 25 \\ 507.868 \\ 499.007 \\ 8.661 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesser peporting profit (Mo.) | 20 |  |  |  |
| Average sales \$ | 581.754 |  | -- |  |
| Average expense \$ | 553.588 |  |  |  |
| Averege net profit\$ | 28.166 | -- | -- |  |
| Businessee reporting - lose (Mo.) | 5 |  |  |  |
| Average selos $\$$ | 181.279 | -- | - |  |
| Average expense \$ | 198.836 |  | -- |  |
| Aversoe net loss \$ | -17.557 | -- |  | - |

1986


1987

(1) These essimates are based on semplof businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

See Table i for symbols and notes

TABLE i. Selected operating ratios, in percent of sales, 1987
Newfoundiend, Wholestle Motor Vehicle Parts and Accessories (SIC 552)

|  |  |  |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower$\text { midole } 25 \text { : }$ |  | Uoper middele 25\% |  |  | Tof 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 0 \mathrm{CO}$ s) Migh sales value ( $\$ 000$ 's) |  | $\begin{aligned} & 13 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -. |  | -- |  |  |  |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe ! } \\ & \text { midd } 18 \\ & 25 \% \end{aligned}$ | Uoper midd 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 58.3 | =- | -- | -- | -- | 100.0 | 58.3 | -- | -- | -- | - |
| Occupency expenses | 5.6 | -- | - | -- | -- | 100.0 | 5.6 | = | -- | -- | -- |
| Depreciation | 1.4 | -- | -- | -- | -- | 89.3 | 1.5 | -- | -- | -- | - |
| Ropairs $\mathrm{B}_{\text {maintenance }}$ | 0.2 | -- | -- | -- | -- | 60.7 | 0.3 | -- | -- | -- | -- |
| Meat. light 8 telepnone | 2.0 | -- | -- |  | - | 100.0 | 2.0 | - | -- | - | -- |
| Rent | 2.0 | -- | -- | -- |  |  |  | -- | -- | -. | -- |
| Personnel expenses | 20.0 | -- | -- | -- | - | 100.0 | 20.0 | -- | -- | - | -- |
| Financisl expenses | 1.9 | -- | -- | - | - | 100.0 | 1.9 | -- | -- | -- | -- |
| Interest 8 bank charges | 1.4 | -- | $\cdots$ | - | - | $85 . ?$ 100.0 | 1.7 0.5 | -- | -- | -- | -- |
| Professional fees | 0.5 | -- | - | - | -- |  | 0.5 | -- | - | -- | - |
| Other expenses | 14.0 | -- | -- | -- | = | 100.0 | 14.0 | -- | -- | -- | -- |
| Prolit (loss) | 0.2 | -- | -- | -- | -- | 100.0 | 0.2 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

## Sy=ols

$$
\begin{aligned}
& \text { - zero or no observetions } \\
& --\quad \text { too small too be expressed } \\
& \times \text { no: applicable } \\
& \times \quad \text { confidential }
\end{aligned}
$$

## Fooinotes <br> 11 These estimetes ere based on a sumple of businesses ruporting sel es.between 325,000 and $12,000,000$ lotsl weighted expenditur on given iten <br>  <br> (3) Volue in esch cel! <br> $\frac{\text { Total weighted expendiqure on given ivem }}{\text { lotal wighted seles of businesses reporting this item of expenditure }} \times 100$ for each quertile

This portion of the table pertains only to the businesses raporting the specific expense item. Therefore these retios are calculated indivicually and the total mill hot necessarily equal 1002

## Motet

Deta ere shown by quartiles when Bt leas: 13 of the sempled businesses peport the specific item
Records were ranked in escending order according to sales size. Each quartile fi. botton 25z, lower middle 25z, eqt. represents one quarter of the lotal number of businesses. Within each quartile, the average fatio is presented. for comparison purposes, the high and !ow values of sales are shown.
Mow to use the tithes
(1) Locate the oppropriste seles renge thet is displeyed on the two ines antitled "low sales value" and "high seles value"
(2) The selected range will indicate the propter quartile. i. e. the botton 25x. the lower midole 25\%. the upper widde $25 \%$ or the 1OD 25\%.
|3| Dete pertaining to the selected seles size ionge will be in that quittile

Stenderd Industriel CIEssificetion Definition ISIC 1m801:
51 C 5520 - Whalesst Motor Vehicl Parts and accestaries
Businesses primari'y engaged in wholesale dealing in ifes, tubes and other motop vinicle parts and accessories

TABLE 2. Balance sheet profile for incorporated bustmesses only, 1987
Newfoundiand. Wholesale Motor Vehlcle Parts and Accessorles (SiC 552)

|  | Total 11 ) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lomer } \\ & \text { middle } 25 \% \end{aligned}$ | Udper middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Na.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $(1)$ | -- | -- | -- | -- |
|  | Average $\left\{5000{ }^{\circ}\right.$ s ${ }^{\text {a }}$ |  |  |  |  |
|  |  |  |  |  |  |
| Cush | 58 | -- | -- | -- | -- |
| Inventory |  | -- | -- | -- | -- |
| Other current ossets | 111 | -- | -- | -- | -- |
| Total curiont ossets | 169 | - | -- | -- | -- |
| Fixed assets | 60 | - | -- | -- | -- |
|  |  | - | - | -- | -- |
| Other assets | 3 | -- | -- | -- | -- |
| Totel essets | 233 | -- | -- | = | -- |
| Liebilities and equity <br> Curcent loans |  |  |  |  |  |
| Current loans $\begin{aligned} & \text { Other current liabilities } \\ & \text { Ofen }\end{aligned}$ | 31 93 | -- | -- | -- | -- |
| Total current liabilities | 124 | -- | -- | -- | -- |
| Morigages payable | - | - | -- | -- | -- |
| Long term dedi | 4 | - | =- | -- | -- |
| Other lisbilities | 59 | - | -- | -- | - |
| Total llabilities | 187 | -- | -- | =- | =- |
| Total squity | 46 | - | - | -- | -- |

ill These estimetes are based on sampl of businesses ieporing seles deiween 825,000 eno $\$ 2.000,000$.
see iable 1 for symbols and notes.

TABLE 3. Financial retios(1) for incorporated bustneeses only. 1987
Newfoundland, Wholesal Motor vehicle Parts and Accessories (Sic 552)

|  | Totol(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Low ${ }^{2}$ midole 25\% | $\begin{array}{r} \text { Upper } \\ \text { middi } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( $\$ 000$ 's) High salos value ( $\$ 0000^{\prime}$ s) | $\begin{aligned} & 13 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Aver age |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.4 | -- | -- | -- | - |
| ```Leverege rotiog Debt/ecuity retio (times) Interest coverage ratio {times) Deb: retio (times)``` | $\begin{aligned} & 4.1 \\ & 2.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

 (2) These estimates besed on semple of businesses poporting ssios between $\$ 25,000$ end $\$ 2,000,000$.

See rode I for symbols and notes

Definitions:

1. biouidity ratio:

Curreni = current assets/current lisbiliqies
2. leverage ratios:
a) Debq/equiqy $=$ qoqal liabilities / equity
b) Det ratio = qotal liabilities/toral assets
c) Interest coverage $=$ net profit interest expense / interest expense

|  | Total (1) | $\begin{array}{r} \text { Bo:10m } \\ 25 \% \end{array}$ | Lomer $\text { midde } 25$ | Uppe: $\text { m. ddle } 25 \%$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samale iNc. Lom sales value ( 9000 s) Hist sa!es value $(\$ 002$ s: | $\left\{\begin{array}{l} ? \\ \{1\} \end{array}\right.$ |  |  | -- |  |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{array}{r} 7 \\ 7 \\ -5 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment activities Disposal of fixed assets Purchase of fixed assets Increase in investment Decrese in investment | $-23$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term deb: <br> Recayment of long ierm debt <br> Loans from shareholders <br> Reparment of laans fiom shareholders <br> Advances 6 loans from government <br> lncrease in equity <br> Decrease in equity <br> Diner | $\begin{array}{r} 12 \\ -2 \\ 11 \\ -13 \\ \hline \end{array}$ | -- -- -- -- -- | -- -- -- -- -- | -- -- -- -- -- | -- |
| Incresse(decrease) in cash s equivelents Cash \& equivalents-Beginning of the year Cash \& quivalents - End of the year | $\begin{array}{r} -3 \\ -8 \\ -11 \end{array}$ | -- | -- |  | -- |

I1) These estimates ore based on sample of incorporated dusinesses reporting sales between \$25,000 and $\mathbf{5 2 , 0 0 0 . 0 0 0 \text { . Sample count includes }}$ only those businesses peporting statement of changes.
see table 1 for symols and notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC ciassification in ig87 Mewfoundiand, Wholesal Motor Vehicle Parts and fccessories (SIC 552)


(1) Average lobour units or calculated by dividing total payioll oy the overoge annual wage and salary fote as raportad in the surver of Employment. Payroll and Hours. Stalistics Canada. Catslogue 92-002. An average labour unit could be interpieted as full-time employes Note thet the business size groups used apedermined at the canade level. Thus if a business has at leas 500 employees in Canada os a whole Dus less than that number in any given province it is shown in the 500 and over group.
(2) Refers to businesses ;eporting na paypoll deductions in the provious year.
(3) Refers te businesses reporting no payroll deductions if the following year
"Newly 'eporting" and "no longer reporting" businesses art assumed so have been in activity for six nonths and the information is acjusteo accordingly
see tate ; for sumbols and nozes.

TABLE 6. Selacted operating characteristics of smail businesses by sales quartile, $1985-1987$ Mowfoundland, Wholesale Motor Vehlcle Parts and Accessories (SIC 552)

| (Motal(1) |
| :--- |

1986

| Wumber of observations in semple <br> Average sales 5 <br> Average expense 5 <br> Averoge net profit (loss) \$ | $\begin{array}{r} 5 \\ 813.594 \\ 824.984 \\ -11.390 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesees reporting e profit (Mo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 2 \\ 806.958 \\ 799.512 \\ 7.446 \end{array}$ | -- | -- | - | -- |
| Businesses reporting lose (Mo.) <br> Aversge seles <br> Average expense $\$$ <br> Aversge net loss $\$$ | $\begin{array}{r} 3 \\ 1.079 .761 \\ 1.113 .433 \\ -33.872 \end{array}$ | -- | -- |  | -- |
|  |  |  | 1987 |  |  |
| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 14 \\ 498,103 \\ 491,665 \\ 6,438 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting proflt (Mo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profis | $\begin{array}{r} 1 \\ 530.011 \\ 514.196 \\ 15.815 \end{array}$ | -- | -- | -- | -- |
| Busineses reporting lose (Mo.) <br> Average exles $\$$ <br> Average expenses <br> Average net losss | $\begin{array}{r} 8 \\ 403.889 \\ 411.213 \\ -7.324 \end{array}$ | -- | -- | -- | -- |

[^14]Newfoundland, wholesale Plumbing. Heating, Air Conditioning Equipment supplies (SiC 5622)

|  | To:al(1) |  | Bottom 25\% |  | Lower m dde 25\% |  | Uoper$\text { midde } 25^{\%}$ |  |  | $\begin{aligned} & \text { TOO } \\ & 25^{\circ} \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samsle (No.) Low sales value ( $\$ 006$ 's) Mign sales vaive ( 9000 's) |  | (1) ${ }^{6}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense isem | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Raporting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upoer midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Totel | Bot 10 m 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & \text { midd le } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Porcent of sales |  |  |  |  |
| Cost of seles | 49.0 | -- | -- | -- | -- | 66.7 | 73.5 | -- | -- | -- | - |
| Oceupsner expenses | 7.2 | -- | -- | -- | -- | 100.0 | 7.2 | -- | -- | -- | - |
| Depreciotion | 4.2 | -- | -- | - | -- | 100.0 | 4.2 | -- | -- | -- | -- |
| Repairs s maintenance | 0.3 | -- | -* | -- | -- | 50.0 | 0.6 | -- | -- | -- | - |
| Heat. light \& telephone | 0.5 | -- | -- | -- | -- | 83.3 | 0.7 | -- | -- | -- | -- |
| Rent light | 2.1 | -- | -- | -- | -- | 66.7 | 3.2 | -- | -* | -- | -- |
| Personnel expenses | 13.9 | -- | -- | -- | -- | 100.0 | 13.9 | -- | -- | -- | -- |
| Financial expenses | 3.1 | -- | -- | - | -- |  |  | -- | -- | -- | -- |
| Iriterest 8 bank charges Professional fees | 0.7 2.4 | -- | -- | -- | -- | 83.3 66.7 | 0.9 3.5 | -- | -- | -- | -- |
| Other expenses | 25.4 | -- | -- | -- | -- | 100.0 | 25.4 | -- | -- | -- | -- |
| Profit (loss) | 1.3 | -- | -- | -- | -- | 100.0 | 1.3 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | -- |

## Symbols

- zero or no observations
- too small too de expressed
nct Boplicasle
- confidential


## Footnote

(1) These estimates ere based on sample of businesses reppring saims beiween 525.000 snd 32.000 .000
12) Value in each cel: $=\frac{\text { Tota! weighted expenditure on given item }}{\text { Tota! weighted sales of all businesses in the sample }}$ foo for ach quertile

Torel weighted sates of businesses reporting this item of expenditure

This portion of the tebleper rains only to the businesses reporting the specific expense item. Therefore these petios ore calculateo individuslly and the total will not necessapily equal $100 \%$.

## Motes

Data ere shown by quartiles when or leest 13 of the sampled businesses raport the specific item
kecords were ranked in escending order according to sales size. Each quartile li. botom 25\%. Iower midde 25\%, Etc. represenis one quarter of the roiel number of businesses. Hithin each quartile, the over ge ratio is presented. for comparison purposes. the high and low velues of sales ore shown.

Mow to use thit tables
(1) Locate the appropriate sales range thet is displayed on the two lines entitled Low seles value" eng migh stes valuen
(2) The selecied renge will indicate the proper quertile. i. e. the bottom 25\%. the lower miode $25 \%$. the upper middle $25 \%$ op the 100 25\%
(3) Date perteining to the sel⿻eted seles size ronge will be in thet quertile.

## Stenderd Industrivl CIssificesion Definition (SIC 1980)

SIC 5622 - Wolosel Plumbing. Mesting and Air Conditioning Equipment end Suppliea
Businesses prims ily engegeo in wholesale debling in plunbing goods: non-electric heating equipment: if conditioning end ventilsting equipment lexcept small window-qype units) lacluded ere businesses engaged in wholesale of air condition ing eouipment (except window type uni isl: wholessle of dathtubs ane sinks: wholesale of non-refrigerated drinking foumfains: wholesale metal fireplaces: whotesale fuel burning pquipmen: wholesale of non-electric furnaces. stoves and heaters: wholesale gas and oil heating equipment: wholesal of mon-electric heating and cooking equipment: wholesare non-electicic heating boilers, wholesale non-tectric heating palators: wholesale oil and gas po: wate? neaters: wholesale landry pubs: wholesale pipe fittings: wholesale plumbing fixtures: wholesale sanilary ware; who esal sauna equpment: wholesale mon-electic space and mater neating stoves. wholesale toilet bowis and iank wholesale ufinats
 equipmen: anc woter sofiening equipment

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundland, Wholesale Plumbing, Heating, Air Conditioning Equipment Supplies (SIC S622)

|  | Total(1) | Bottom $25 \%$ | Lower $\text { middele } 25 \%$ | Uoper middle 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus messes in samp:e (No.) bow sates value ( $\$ 000$ s) High sales value $\left(\$ 000^{\circ}\right.$ s) | (1) ${ }^{5}$ | -- | - | -- | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Assets |  |  |  |  |  |
| Cash $\begin{aligned} & \text { Accounts and notes peceivable } \\ & \text { ane }\end{aligned}$ | 57 | -- | -- | -- |  |
| Inventory | 5 | -- | -- | -- | -- |
| Other cuprent assets | 69 | -- | -- | -- | .- |
| Total curcent assets | 126 | -- | -- | - | -- |
| Fixed assets | 33 | -- | --* | -- | -- |
| Less: Accum. dep. on fixed assets | - | - | -- | - | -- |
| Other assets | 18 | -- | -- | - | -- |
| Total essets | 177 | -- | -- | -- | -- |
| Liobilities and equity |  |  |  |  |  |
| Current loans Oiner cuprent liabiliqies | 17 71 | -- | -- | -- | -- |
| Total current liabilities | 88 | -- | -- | -- | -- |
| Mortgages dayable | - | - | - | -- | -- |
| Lang term debt | 2 | - | -- | -- | -- |
| Ctner lisbilities | 28 | -- | -- | -- | -- |
| Total liobilities | 118 | -- | - | -- | - |
| Totel equity | 59 | -- | -- | -- | -* |

(1) These estimetes ar besed on sample of Dusinesses reporting sales between $\$ 25,000$ snd $\$ 2,000,000$.

See fatie 1 for symbols and notes

TABLE 3. Finincidi retios(1) for incorporeted businestes only: 1987
Newfoundiand. Wholesale Piumbing, Heating, Air Conditioning Equipment Supplies (Sic 5822)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | lower middle 25\% | Upper midole 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000^{\circ}$ s) High sales value ( $5000^{\circ}$ s) | $\begin{aligned} & 5 \\ & (1)^{5} \end{aligned}$ | -- | -- |  | -- |
|  | Averag* |  |  |  |  |
| Liquidity ratio Current ratio (timas) | 1.4 | -- | - | -- | -- |
| Leversge cotios <br> Debtlequity ratio (times) <br> interest coverage retio (times) <br> Debt ratio (times) | 2.0 5.5 0.7 | -- | -- | -- | -- |

Il1 The petios represent the mertge of retios for each business in the group eno cennot be celculsed from the figures shown in itole 2 .
12 These estimetes er bused on stepl of businesses reportinp sics between \$25.000 ond \$2.000.000 See lable for symbols and notes

Definitions:

1. Liquidisy retio:

Curpent $=$ current assets / current liabilities
2. Leverege petios:

81 Depq/equity $=$ qoisl liabilities / equity
b) Deot patio $=$ toial liabilities / total assets
ci interest coverage $=$ net prefil interes expense / interest expense

 only those businesses reporting a statement of changes
See tacl 1 for symbols and nores.

Newfoundland, Wholesale Piumbing. Heating, Wir Conditioning Equipment Supplles (SIC S62z)


(1) Average labour units are calculated by dividing lotal payioll by the average annual wage and salary rate os faported in the Survey of Emplovment. Payroll and Hours. Statistics Camada. Catalogue 72-002. An average iaboup unit could be interpreted as a fult-i ime employee. Wote that the business size groups used ar determined at the canada level. thus if a business has at imast 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group
21 Refers 10 bus messes reporting no payroll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year
"Mewly reporting" and "no ionger peporing" businesses are assumed io have been in activity for six months and the information is dulusiec accerdingly.

See iade 1 for symols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Newfoundiend, Whalesale Plumbing. Heating, Air Conditioning Equipment \& Supplies (SiC 5622)



| Mumber of ebservations in semple | 3 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | $x$ | -- | -- | - |
| Average expense 5 | $x$ | -- |  | -- |
| Average net profit (loss) \$ | $x$ | -- | -- | -- |
| Businesees reporting profit (Mo.) | 2 |  |  |  |
| Average soles \$ | $\times$ | -- | -- | -- |
| Average expense \$ | $\times$ | -- | -- | -- |
| Average net profit \$ | X | -- |  | -- |
| Businesses reporting loss (Mo.) | 1 |  |  |  |
| Average sales \$ | $x$ | -- | -- | -- |
| Average expense \$ | $x$ | -- | -- | -- |
| Aversge net loss $\$$ | X | - | -- | -- |


| Mumber of observetions in sample | 9 |
| :--- | ---: |
| Average sales $\$$ | 438.398 |
| Average expense $\$$ | 423.891 |
| Averse net profit (loss)s |  |


(11) These estimates are based on semple of businesses reporting $\$$ ales berween $\$ 25,000$ and $\$ 2,000,000$.

See lable i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundland, Wholesale Lumber and Building Materials (SIC 563)


## Symbols

- zero or no obsepverions
.- too smell too be expressed
. nof applicable
- confidential


## Footnotes

11 These estimates bre bused on a sample of businesses peporting sales butween $\$ 25,000$ and $\$ 2.000 .000$.
Total weighted expengiture on a given item

(3) Volue in each cell, ars weighted expenditupe on giver item

This portion of the table pertains only to the businesses poporting the specific expense item. Therefore inese ratios are celculated individually and the cotat wilt not necessarily equal 100z.

Motes
Data are shown by qusrtiles when at least 13 of the sampled businesses report the specific item
 one quarter of the cotal number of businesses. Within each quertile. the sverege patio is presented. For comperison pupposes. the high and low values of sales are snown

## how to use the tables

(1) Locate the appropriate sties range that is displayed on the iwo lines entitleg low seles value and migh seles vitut
(2) The selected range will indicete the proper quertile. i.e. the bostom 25z, the lower midde 25z. the upper middle 25z op the top $25 x$
(3) Dota perteining to the selected stits size pange wifl be in thet queptile.

## Stenderd lndustrial CIsesification Definition (SIC 19s0)

SIC 5630 - Wholesele tubber and Building Materials
Businesses primarily engaged in dealing in lumber, plywood and millwork; peint. glass and wallpapef: ond ofher building moter ials

TABLE 2. Beisence sheet prof ile for incorpornted bustnesses only. 1987
Mewfoundland. Wholesal Lumber and Bullding Materlals (SIC 563)

|  | Total(1) | $\begin{array}{r} \text { Bot } \ddagger 0 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe + $\text { midde } 25 \%$ | Uoper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ 's) Migh sales value (\$000's) | $\left(\begin{array}{l}28 \\ (1)\end{array}\right.$ | -- |  | -- | -- |
|  | Avecage (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash $\begin{aligned} & \text { Accounts and notes receivable }\end{aligned}$ |  | -- |  | -- | -- |
| Accounts and notes receivable Inventory | 75 | -- | -- | -- | -- |
| Other curient:assets | 145 | -- | -- | -- | -- |
| Total curient assets | 221 | -- | -- | -- | -- |
| Fixed assets | 66 | -- | - | - | -- |
| Less: Accum. dep. on $f$ ixed essets | 14 | -- | -- | -- | -- |
| Other assets | 14 | -- | -- | -- | -- |
| Total assets | 301 | -- | -- | -- | -- |
| Liebilities and tauity |  |  |  |  |  |
| Current loans | 46 | -- | -- | -- | -- |
| Total cuptent liabilities | 141 | -- | -- | -- | =- |
| Mortgages Dayable | - | -- | - | -- | - |
| Long term debt. | 2 | -- | - | -- | -- |
| Other liabilities | 96 | - | -- | -- | =- |
| Total liobilities | 238 | -- | -- | -- | - |
| Total equity | 63 | -- | - | -* | - |

11 These estinetes are based on a sample of businesses peporting seles beiwesn $\mathbf{2 5} \mathbf{2 5} .000$ ond $\$ 2.000 .000$.
See Tate ifor symbols and nozes

TABLE 3. Finunctal retios(1) for incorporated businesses only, 1987
Newfoundiand, Wholesel Lumber and suliding Meterials (Sic 5s3)

| Totol | Bottom |  |  |  |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | Lower | Uoper | Top |


| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 28 \\ & (1) \\ & (1) \end{aligned}$ |  | - |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average |  |  |  |  |
| Liquidity retio Cuprent itio (times) | 1.6 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage patio (times) <br> Debt ratio (times) | $\begin{aligned} & 3.8 \\ & 1.3 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios pepresent the evergee of retios for esch business in the group end connos be colculoted from the figures shown in itble 2 .

See Table 1 for symbols and notes.

Definitione:

1. Liquidity retio:

Cuprens = current ossets / curpent lisbilities
2. Leversge rotios:
a) Debi/equity = iosid lisbiliqies / equity
b) Debt patio $=$ total lisbilities / sotat assess
c) Interest coveroge $=$ net profit inierest expense $/$ interest expense.

TABLE 4. Statement of changes in financlal position for incorporated businesses only, 1987 Newfoundand. Wholesale Lumber and Bullding Materials (Sic 563)

|  | Totalll) | $\begin{array}{r} \text { Bot } 40 \text { m } \\ 25 \% \end{array}$ | Lower $\text { miode } 25 \%$ | Upper middle 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lon sales value $\$ \$ 00 \mathrm{C}$ 's High salas vaive i\$000's | $\begin{aligned} & 10 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | erage (\$000 |  |  |
| Operating ectivities <br> Cash from operations <br> Deprecistion Other | 1 11 -5 | -- | -- | -- | -- |
| Dividends | - | -- | - | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Decrease in investment | - ${ }^{2}$ | =- | -- | -- | -- |
| Finencing ectivities <br> increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of loars from sharehoiders <br> Advarices \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 13 \\ -15 \\ 6 \\ -12 \\ - \\ \hline \\ -1 \end{array}$ | -- <br> -- <br> -- <br> -- <br> - | - <br> - <br> - <br> - <br> - | - - - - - - | - - - - - - |
| Increaseldecresse) in cash equivalents Cash \& equivalents-8eginning of the vear Cash equivalents - End of the year | $\begin{array}{r} -9 \\ -44 \\ -53 \end{array}$ | -- | -- | -- | -- |

111 These estimates are dasec on a sample of incorporated businesses reporting sales between 525,000 ano $\$ 2,000.000$. Sample count includes
oniy inose Dusinesses reporting statement of chenges.
see Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in 1987 Newfoundland. Wholesele Lumber and Bullding Meterits (SIC 563)

| Business size expressed in average labour units(1) | Number of Dusinesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 y reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 118 | 22.533 | 1.352 | 12 | 12 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 92 \\ 20 \\ 3 \\ 3 \end{array}$ | $\begin{array}{r} 9.777 \\ 8.322 \\ 3.754 \\ 680 \end{array}$ | $\begin{array}{r} 589 \\ 496 \\ 226 \\ 41 \end{array}$ | $\begin{aligned} & 8 \\ & 3 \\ & - \\ & 1 \end{aligned}$ | $\begin{array}{r} 10 \\ 2 \\ = \\ - \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 110 | 26.700 | 1.385 | 15 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | 88 14 6 2 | $\begin{array}{r} 10.568 \\ 9.381 \\ x \\ x \end{array}$ | $\begin{array}{r} 544 \\ 489 \\ 344 \\ 8 \end{array}$ | 13 2 | $\cdots$ $\cdots$ $\cdots$ |

[^15]TABLE 6. Selected operating characteristics of small businesses by sales quartile. i985-1987 Newfoundiand, Wholesele Lumber and Bullding Meterials (Sic 583)




| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net piofit (loss) \$ | $\begin{array}{r} 49 \\ 558.656 \\ 554.285 \\ 4.371 \end{array}$ |
| :---: | :---: |
| Businesses reporting e profit (Mo.) | 24 |
| Average salus \$ | 584.248 |
| Average expense $\$$ | 562.985 |
| Average net profls | 21.283 |
| Businesses reporting lose (Mo.) | 17 |
| Average sales 5 | 534.128 |
| Average expense \$ | 558.425 |
| Average net loss \$ | -24.297 |

[^16]TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Wholesale Industrial Machinery Equlpment and Supplies (Sic 5731)


## Sybol

zero or no observations

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not apsicable
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## Footnotes

111 These estimetes re basea on sample of businesses raporting salus beiween $\$ 25,000$ and $32,000,000$.
Volut lotel weighted expenditufe on given item
(2) Velue in each cell $=$ iotal weighted soles of al! businesses in the sample for fach quartile.
(3) Value in each cell s Total weighted expenditure on given item Total weighted sales of pusinesses roporting this item of expenditura hoo for each aubrile.

This portion of tha table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarity equel $100 \%$.

## Motes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item
Records wer renked in escending order according to seles size. Esch qusitile li. Dotrom 25\%. Iowit midele 258 . etc. pepresenis on quarter of the to: el number of tusimessis. Within eech autrite, the overege ratio is presented. for comparison purposes, the high and low volues of sales ere shown

## How to use the tebles

111 Locate the approppiste seles range that is displeyed on the qwo lines entizled mow salus velue" and migh seles value
(2) The selected penge will indicete the proper gustile. i. e. the bottom 25\%. the lower middle 25\%, the upper midde 25z or the top $25 z$
(3) Deta perteining to the selectuc seles size range will be in shet quartile

## Stenderd Industrial Eleseificetion Definition ISIC 1980):

Sic 5731. Wholesale Induztriel Mechinery, Equipment end Supplies


 farm): wholesal elevaing machinery (except farmi: wholesole food and beverage processing machinery: wholessle foundry machinery and equipment. wholesale hoisting machinery and equipment lexcept construction and forestry! wholesale industriol furnaces. kilns and ovens wholesale indus:rial machinery. equipmen: and supolies: wholesale liti trucks lexcept construction and torestryl wholesale mechanical

 sale pulp and paper industry machinery: wholesale industrial pumps, wholesale textile industries machinery. equipment and supplitis and wholesal welding and machirery

TABLE 2. Balance sheet profile for incorporsted businesses only, 1987
Newfoundland, Wholesale Industrlal Machinery Equipment and Supplies (Sic 5731)

|  |
| :--- | :---: | :---: | :---: | :---: | :---: |

111 Ihese estimases ore based on sample of businesses peporiing seles between 525,000 end 22,000,000.
See Teble i for symbols and notes

TABLE 3. Financtal ratios(1) for incorporsted businesses only. 1987
Newf ound land, Wholessle Industrlel wachinery Equipment and Supplies (Sic 5731)

|  | Total(2) | Bot tom 25\% | Lower middle 25\% | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businusses in samole (Na.) |  |  |  |  |  |
| Low sales value ( $\$ 000{ }^{\prime} \mathrm{s}$ ) High sales value ( $8000^{\prime} \mathrm{s}$ ) | (1) | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Gurrent retio (times) | 2.0 | - | -- | -- | -- |
| Leverse ratios 0 e |  |  |  |  |  |
| Debtleauity ratio (times) | 0.8 | -- | -- | - | - |
| interest coverspe ratio (times) | 4.8 | -- | -- | - | -- |
| Oebt ratio (times) | 0.4 | -- | -- | -* | -- |

(1) The retios represent the everege of patios for ech business in the group ono connot be celculated fron the figures shown in foble 2 .
(2) These estimetes ore besed on semple of businesses reporting sules betwet 525.000 ond 82.000 .000 .

Sen Toble 1 for symbols and notes.

## Defimisient:

1. Lignidisy ? atie:

Curpent * current assets f curpont liabilities.
2. Leverege rition:

Debt/equity = tosel lisoilities / equity.
Deot ratio $=$ total litbilities/total assets
lnserest coverage $=$ met profit interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newfoundlend, Whoiesale Industrisi Machinery Equipment and Supplies (SIC 5731)

|  | Totali' | $\begin{array}{r} \text { Bo:90m } \\ 25 \% \end{array}$ | Lowe? $\text { mode } 25 \%$ | Upper $\text { midale } 25 \%$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lem sales value $(\$ 000$ s) tigh sales value ( $\$ 000$ 's) | $\begin{array}{r} 4 \\ \vdots 1 \\ 11 \end{array}$ |  | -- | -- |  |
|  | Aversge ( $3000{ }^{\prime}$ s) |  |  |  |  |
| Operating ectivities Cash from operafions Dedreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | - | -- | - |
| Investment ectivities <br> Disposal of fixed essets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $x$ $x$ $x$ $x$ | -- | -- | -- | -- |
| Finmencing ectivisies <br> Increase in long term debt Repayment of long term debt Loans from sharenolders Repayment of loans from shacholders दdvances s losns from government <br> Increase in equity <br> Deciesse in equity <br> Dther | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - - - - - - | - - - - - - | -- <br> -- <br> - <br> - <br> -- <br> - | -- -- -- -- -- |
| Increase(decrease) in cash sequivalents Cash equivalents-Buginning of the year Cash : equivelents - End of the rear | $x$ $\times$ $\times$ | -- | -- | -- | -- |

 only those businesses reporting a statement of changes
See iable 1 for symbols ano noies
TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC classification in i987 Mowfoundiand, Wholesaie Industrlal Machinery Equipment and Supplies (SIC 5731)



$(11$ average laboup units are colculated by dividing lozal paypoll by the overage annuml wage and salary pate as repor ted in the Survey of Employment. Payroll ond Hours. Statistics Canada. Catologue 12-002. An averege labour unit could be inferpreled as a full-time employee. Note that the business size groups used are determined at the Canado level. Thus if business has ot least 500 employees in Canada as a mole but less inan that number in any given province it is show in ine 500 and over group
[21 Refers to Dusinesses reporting no poyroll deduc:ions in the previous year.
(3) Refers to Dusinesses reporting no payroll deductions in the following year
"Mewly reporting" and "no tonger poporting" businesses are assumed to have been in activity for six moniths and the information is adusied accordingly
see table ; for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$ Newfoundland, wholesale Industri:l Mechlnery Equipmene end Supplies (SIC 5731)

|  | Total 11 ) | Bottom 25\% | midele $25 \%$ | Upper midule $25 \%$ | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in smple | - |  |  |  |  |
| Average sales $\$$ | $x$ | -- | -- | -- | -- |
| Average expense $\$$ | $x$ | -- | -- | -- | -- |
| Average net drafit (loss) \$ | x | -- | -- | -- | -- |
| Busineszes reporting profit (Mo.) | - |  |  |  |  |
| Average selos \$ | $x$ | -- | -- | -- | -- |
| Average expense s | $x$ | -- | -- | -. | -. |
| Averse net profits | $x$ | - | =- | - | -- |
| Businesses reporting loss (Mo.) | $\overline{-}$ |  |  |  |  |
| Average sales \$ | $x$ | -- | -- | -- | -- |
| Average expense ${ }^{\text {a }}$ | x | -- | -- | -- | -- |
| Average net loss 5 | $\times$ | - |  |  |  |

Number of observetions in sample
Averoge soles \$
5
184.522
158.548
25.994
Average net profit (loss) \$
25.974

Businesseg reporting profit (Mo.)
Average sales $\$$
4
224.630
184.898
38.7328
Average expense

1
104.305
105,848
$\begin{array}{ll}\text { Averape sales } \$ & 104.306 \\ \text { Averape expense \$ } & 105,848\end{array}$
$\begin{array}{lr}\text { Averape expense \$ } & 105,848 \\ \text { Average net loss } \$ & -1.542\end{array}$

1887

| Wumber of observations in sample | 3 |
| :---: | :---: |
| Average sales \$ | 361.044 |
| Average expense \$ | 344.347 |
| Average net profit (loss) \$ | 16.697 |
| Businesses reporting profit (Mo.) | 6 |
| Average sales 5 | 457.821 |
| Average expense 5 | 419.207 |
| suerage net profit | 38,621 |
| Businesses reporting loss (Mo.) | 203 ${ }^{3}$ |
| Average sales ${ }^{\text {a }}$ | 203.787 |
| Average expense \$ | 233.141 |
| Average net loss \$ | -29.354 |

(17) These estimates are based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.

See Table for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Mewfoundland, food (Groceries) Stores (SIC 6011)

|  | Total 11 ! | Bottom $25 \%$ | Lawer midole $25 \%$ | Upper $\text { middle } 25 \%$ | To0 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ! No.l Lom sales value $(\$ 000$ 's High sales value $\{\$ C O C$ s) | $\left.\begin{array}{l} 23 \\ (1) \\ 11 \end{array}\right)$ | --- | - | -- | -- |


| Selected expense item | Industir aversge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { ieporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bo: } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd I } \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { middl } \\ 25 \% \end{array}$ | Top $25 \%$ |  | Total | $\begin{array}{r} \text { Bor } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sules |  |  |  |  |
| Cost of seles | 0.1 | -- | -- | -- | -- | 91.8 | 17.6 | -- | - | - | - |
| Decupancy expenses | 2.8 | -- | =- | -- | -- | 100.0 | 2.1 | -* | -- | - | -- |
| Deprecieiton | 0.5 | -- | -- | -- | -- | 85.4 | 0.6 | -- | -- | -- | -- |
| Repairs s maintenance | 0.4 | -- | -- | -- | -- | 68.1 | 0.5 | - | -- | - | -- |
| Hest. light 8 telephone | 1.9 | -- | -- |  | - | 100.0 | 1.7 | -- | - | - | -- |
| Ren: | 0.2 | -- | -* | -- | -- | 11.6 | 1.3 | -- | -- | -- | -- |
| Personnel expenses | 5.7 | -- | -- | -- | -- | 94.8 | 6.0 | -- | -- | - | -- |
| Financial expenses |  | -- | -- | -- | -- | 70.9 |  | - | -- | -- | -- |
| Inferest \& bank charges Professional fees | 0.4 | -- | -- | -- | - | 44.8 63.3 | 0.8 0.2 | -- | -- | -- | -- |
| Other expenses | 10.0 | -- | -- | -- | -- | 100.0 | 10.0 | -- | -- | -- | -- |
| Profit (lose) | 0.6 | -- | -- | -- | -- | 100.0 | 0.6 | -- | -- | -- | -- |
| Total | 100.0 | -- | - | -- | -- | 100.0 | $\ldots$ | -- | -- | - | -- |

## Symbol:

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not appliceble
$\times$ confidentisl


## footnotes

(1) These estimetes are based on sample of businesses reporiing seles beiween $\$ 25,000$ and $\mathbf{8 2}, 000,000$
(2) Yalue Total weighted expenditure on given item

(3) Value in ench cell $=\frac{\text { Totel weighted expenditupe on given item }}{\text { Total weighted seles of ousinesses reporqing this item of expenditure }}$ for fortile.

This portion of the table pertains only to the businesses peporting the specific expense item. Therefore these ratios ere calculateo individually and the total wilt not necessarily equel $100 \%$.

## Motes

Date are shown by quartites when at least 13 of the sempled businesses peport the specific item
fecords were renked in ascending opater according to sales size. Each quartile li e. Dottom 25z. Iower midde 25\%. etc.l represents one ousper of the total number of businesses. Within est quariile, the average rotio is presented. for comperison purposes. the high and low velues of sases are shown.

How to use the tebles
(1) Locate the appropriete sales penge that is displayed on the two lines entitied "Low seles value" ano migh sales value"
12) The selected range will indicete the proper quertile. i. e. the bottom $25 \%$. the lower midde $25 \%$. the upper midde $25 \%$ or the lop $25 \%$
(3) Dato perteining to the selectod soles size pange wil) be in that quartile

## Stenderd Induetriel Clestificetion Definition (S1C 1980):

SIL 8011 . Food (Groceriest stores
busimesses primarily engage in retaiiing a general line of groceries such as canned anolor frozen foods, prepared meats, fresh fpult and vegetables. desseris and staples such as iea. coffee. spices. sugar and flour. Fiesh meats and poultry may be included. in addition, liniped lines of newspapers. magazines. paper products, soft drinks, beer and wine. tobecco products. hesith end beaiy aids, housewares, fowers. Dlants and other mon-food aricles moy be sold. These businesses include chain grocery stores. convenience food laroceriest stores. corner grocery stores. foor igroceriesl stores, reiail general foods. petail groceries ano supermarkets.

TABLE 2. Balmee sheet proftie for incorporated bustnesses oniy. 1987
Newfoundiend, Food (Groceries) stores (SIC s011)

|  | Total(1) | $\begin{array}{r} \text { EOt }+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper <br> middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 15 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Aversge ( 5000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes faceivable | 7 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 98 | -- | -- | -- | -- |
| Total current assets | 106 | -- | -- | -- | -- |
| Fixed essets | 33 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | - | -- | -- | - |
| Other ussets | 1 | -- | -- | -- | -- |
| Total asete | 140 | =- | -- | - | - |
| Listilities and equity |  |  |  |  |  |
| Current loans $\begin{aligned} & \text { Other cuprent liobilities }\end{aligned}$ | 3 | -- | -- | -- |  |
| Other current liobilities | 39 42 | -- | -- | -- | -- |
| Mortgages Dayable | - | - | -* | -- | - |
| Long perm dabt | 8 | -- | -- | -- | - |
| Other lisbilities | 28 | -- | - | -- | - |
| Total lisbilities | 80 | -- | - | -- | - |
| Totel equity | 61 | - | -- | -- | -- |

11 These estimates are besed on a sample of businesses reporting sales between $\$ 25.000$ and $\$ 2,000.000$.
Set table 1 for symbols and notes

TABLE 3. Financial ratios (1) for incorporated bustnesses only. 1987
Newfoundiand, Food (Grocerles) Stores (SIC s011)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midd Lower | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | 15 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 2.5 | -- | -- | -- | -- |
| Leverage retios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | 1.3 2.7 0.6 | -- | -- | -- | - |

(11 The ratios represent the merege of ratios for esch business in the group and cannot be culculated from the figur shown in fable 2 .
(2) Thest estimetes tro bretd on semple of businesses reporting swles between 825,000 end $82.000,000$.

See Teble ifor symbols end notes.

## Definitions:

1. Liquidity ratio:

Cuprent $=$ current ossets / curpont lisbilipies.
2. Leverage patioz:
8) Debt/equity : total liabilities / equity
b) Debt ratio = total liabilities / total assets
c) Interest coverage a net profit * interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Newfoundiand, Food (Groceries) Stores (SIC s011)

 onty those businesses reporting e statument of changes.
See itble for symools and notes.

Newfoundland Food (Groceries) Spores (SIC 6011)


Ill Average Ibbour uniss are calculated by dividing total payroll by the average annus wage sind salary rete as foported in the
Survey of Employment. Payroll and Hours, Stotistics Caneda. Capalogue 72-002. An aversge labour unit could be interpreted as o full-1ıme employee. Note that the busimess size groups used are oetermined at the Canade level. Thus if a businuss has at least $50 c$ employees in canada as whole but less than that number in any given province it is shown in the soo and over group.
(2) Refers to businesses feporting no payroll deductions in the previous year
(3) Refers to businesses peporting no payroll deductions in the foliowing year
"hewly, gor ing" and "no longer reporting" businesses are assumed to have been in activity for six months ano the information is adjusied accordingly
see :able for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Newfoundland, Food (Grocerles) Stores (SIC 8011)


1985

| Mumber of observitions in sample | 318 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averoge sales | 248.423 | 50.211 | 112.266 | 218.559 | 612.556 |
| Average expense $\$$ | 244.045 | 50.329 | 109.889 | 211.414 | 604.546 |
| Average net drofit (loss) s | 4.378 | -118 | 2.377 | 7.145 | 8.110 |
| Qusinestes reporting a profit (Mo.) | 240 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 240.278 | 50.990 | 117.118 | 218.402 | 574,600 |
| Average expense s | 231.384 | 46.558 | 110.285 | 208.362 | 560.330 |
| Average net profits | 8.894 | 4.432 | 6.833 | 10.040 | 14.270 |
| Businasaez reporting lose (Mo.) | 78 |  |  |  |  |
| Average sales \$ | 303.025 | 49.465 | 105.107 | 219.326 | 838,201 |
| Averoge expense 3 | 314.036 | 53.940 | 109.305 | 226. 292 | 886,607 |
| Average net loss 3 | -11.011 | -4.475 | -4.198 | -6,966 | -28.406 |

198

| Mumber of observetions in smple <br> Average sales <br> Averape expenses <br>  | $\begin{array}{r} 476 \\ 272.731 \\ 267.505 \\ 5.226 \end{array}$ | 49.136 47.859 1.277 | $\begin{array}{r} 105,096 \\ 100,669 \\ 4,427 \end{array}$ | $\begin{array}{r} 229.756 \\ 222.798 \\ 6.958 \end{array}$ | $\begin{array}{r} 706.936 \\ 698.693 \\ 8.243 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting proflt (Mo.) | 372 |  |  |  |  |
| Average sales | 263.323 | 48.469 | 106.635 | 235.893 | 562.295 |
| Average expense \$ | 253.931 | 45.379 | 99.530 | 225.299 | 545.517 |
| Average net profit \$ | 9.392 | 3.090 | 7.105 | 10.594 | 16.778 |
| Busineses reporting a lose (Mo.) | 104 |  |  |  |  |
| Average sales 3 | 293.986 | 51.284 | 99.690 | 211.272 | 813.698 |
| Average expense | 300.410 | 55.844 | 104.666 | 215,264 | 825.864 |
| Average net loss | -6.124 | -4.560 | -4.976 | -3,992 | -12.168 |

1987

| Number of observations in sample <br> Aversge sales $\$$ <br> Aversge expense s <br> Average net diofit (loss) $\$$ | $\begin{array}{r} 31 \\ 367.986 \\ 362,413 \\ 5.573 \end{array}$ |
| :---: | :---: |
| Businesses reporting oprofit (Mo.) | 20 |
| Average sales \$ | 459.525 |
| Average expense 5 | 446.204 |
| Averse net profits | 13.321 |
| Susinesses reporting lose (Mo.) | 11 |
| Average sales ${ }^{\text {s }}$ | 107.573 |
| Average expense 5 | 413.821 |
| Average net loss | -6.248 |

(1) These estimares re besed on semple of businesses feporqing seles beiween $\$ 25.000$ and $\$ 2,000.000$
see fable for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundiand, food (Speciaity) Stores (Sic E012)
Total(1) Bottom Lowe:

| Upper | Top |
| ---: | :--- |
| middie $25 \%$ | $25 \%$ |


| Businesses in sample (No.) Low soles velue ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 141 \\ & 111 \\ & 111 \end{aligned}$ |  | $\begin{array}{r} 111 \\ 68 \end{array}$ |  |  | $\begin{array}{r} 68 \\ 136 \end{array}$ | $\begin{aligned} & 136 \\ & 265 \end{aligned}$ |  |  | $\begin{aligned} & 265 \\ & 111 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper iddle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80 t 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middit } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of selos |  |  |  |  |
| Cost of sales | 71.4 | 58.0 | 12.8 | 74.9 | 89.7 | 51.8 | 77. | 10.6 | 12.8 | 79.8 | 76.5 |
| Decupaney expenses | 4.4 | 6.5 | 3.8 | 4.2 | 3.1 | 100.0 | 4.4 | 8. 5 | 3.8 | 4.2 |  |
| Depreciation | 1.2 | 1.4 | 1.3 | 1.4 | 0.9 | 74.7 | 1.7 | 2.4 | 1.7 | 1.8 | 1.1 |
| Repairs s maintenance | 0.6 | 1.1 | 0.6 | 0.5 | 0.4 | 78.9 | 0.8 | 1.6 | 0.7 | 0.6 | 0.5 |
| Heat. I ight 8 telephone | 2.1 | 3.7 | 1.8 | 1.8 | 1.2 | 94.3 | 2.2 | 4.2 | 1.9 | 1.8 | 1.3 |
| Rent ${ }^{\text {a }}$ | 0.4 | 0.3 | 0.2 | 0.6 | 0.6 | 17.7 | 2.4 | 3.8 | 2.2 | 3.3 | 1.6 |
| Personnel expenses | 4.7 | 2.1 | 3.5 | 5.9 | 7.2 | 78.9 | 5.9 | 4.4 | 4.6 | 6.5 | 7.2 |
| Finencia! expenses | 1.0 | 1.0 | 0.1 | 1.2 | 1.4 |  |  |  |  |  |  |
| Interest $\delta$ bank charges Professional fees | 0.7 0.3 | 0.7 0.2 | 0.3 0.2 | 0.8 0.4 | 0.9 0.5 | 51.1 53.0 | 1.3 0.6 | 1.9 0.6 | 0.8 | 1.8 0.6 | 1.1 |
| Other expenses | 15.7 | 25.2 | 8.5 | 12.0 | 17.4 | 100.0 | 15.7 | 25.2 | 8.6 | 12.0 | 17.4 |
| Profis (loses) | 2.7 | 7.2 | 0. | 1.7 | 1.3 | 59.2 | 2.8 | 7.2 | 0.8 | 1.7 | 1.4 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . . | $\ldots$ | -•* | . . |

## Symbol:

2erc or no abservetions

- too small too be expressed
not applicable
* confideritisl


## foornotes

(1) These estimetes are based on sample of businesses ruporting seles betmen $\$ 25.000$ and $\$ 2.000,000$. Total weighted expendipure on given item

(3) Volue in each cell-
$\frac{\text { Tolal weighted expendiqure on given iten }}{\text { lotel weighted sales of businesses reporting this item of expenditure }} \times 100$ for ench quertile.

This portion of the table pertans oniy to the businesses reporting the specific expense item. Therefor these tetios ere calculated individully and the total wili not necessarily equal 100 x

## Notes

Data are shown by quartites mhen el las? 13 of the sampled businesses report the specific item.
Recoros were ranked in ascencing order secording to sales size. Each quartile li.e. bottom 25\%. Iower middle 25\%. ete. represte one querter of the total number of businesses. Hithin each quariile. the average ratio is presented. for comparison purposes. the nigh tho low velues of sales ar shown.

## Now to use the tobles

(1) Locate the oporopriate sales range that is displeyed on the two lines entitled "low aeles value" and "high sales value"
(2) The seloctod range will indicete the proper quartile. i. the botton 25\%. the lower nidde 25\%. the upper miodi $25 \%$ or the top 25\%.
(3) Date perteining to the selected sales size range will be in that quertile.

## Squnderd Industrisl Clestificetien Definitien (5IC 1980):

SIC 6012 - Specitily food Stores
Businesses primarily engaged in retail dealing usually in one line of food. Included in this industry are those retail Dakeries which sell mainly purchased goods and shops which bake their products on the premises and sell them over-the-counter to final consumers. this industry includes bread and pastry shops. Dutcher shops. confectionery stores, deiry products stofes. delicatessens, fish and ses food stores. fruit and vegetable stores. health lood stores. ice crean stores. milk spores and specialiy fooo stores litecept taterout food servicesl

TABLE 2. Balance sheet profile for incorporeted businesses only, 1997
Newfoundland, Food (Specialty) Stores (SIC B012)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miode } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { middie } 25 \% \end{array}$ | $\begin{aligned} & \text { Tap } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busincsses in sample (Mo.) Lom sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left(\begin{array}{l}38 \\ (1) \\ (1)\end{array}\right.$ | -- | - | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | -- | -- | -- |
| Accounts and notes receivable | 4 | - | -- | -- | -- |
| Inventory | - | -- | -- | -- | - |
| Dther current assets | 48 | -- | -- | -- | -- |
| Total current assets | 53 | -- | - | -- | -- |
| Fixed assets | 47 | -- | -- | -- | -- |
| Less: Accum. deo. on fixed essets | 5 | -- | -- | - | -- |
| Other assets | 5 | -- | -- | -- | -- |
| Total ussets | 105 | -- | -- | -- | -- |
| Liebilities end equity |  |  |  |  |  |
| Other current liobilities | 35 | -- | -- | -- | -- |
| Total current lisbilities | 42 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 12 | -* | -- | -- | -- |
| Other liabilities | 32 | -- | - | -- | -- |
| Total lispilities | 88 | -- | - | -- | -- |
| Totel equity | 19 | - | - | - | - |

(1) These estimates are besed on ample of businesses reporting sales betwen $\$ 25,000$ and $\$ 2.000,000$.

See table for symbols and notes

TABLE 3. Financial ratios(1) for incorpormted businessess only. 1987
Newfoundlend, food (Specialty) stores (SiC 8012)


(1) The potios represent the everage of ratios for each business in the proup ond cannot be colculered from the figures thown in isble 2 .
(21 These estimates are besed on smple of Dusinesses Poporting sios beiween $\$ 25,000$ and $\$ 2,000,000$
See inble for symols and notes.

## Definitions:

1. biquidity petio:

Current $=$ current essets $/$ current limbilities
2. Leversge retios:
al Devrlequity $=$ rota! lisbililies / equity
ol Dett ratio $=$ qotal liabilities / total assets
cl interest coverage = net profit * interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1987
Newfoundland. Food (Specialty) Stores (SIC 6012)

|  | Total (1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { midd!e } 25 \%$ | Upper middele 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $1 \$ 000^{\circ}$ s | $\begin{aligned} & 18 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | verage (\$000 |  |  |
| Operating ectivities Cash from operations Depreciation Other | $\begin{array}{r} -3 \\ 7 \\ 4 \end{array}$ | --- | --- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decrease in investment | -12 | -- -- -- | -- <br> -- <br> - | -- | -- |
| Financing activities <br> increase in long term debt <br> Redayment of long term debt <br> Loans from shareholders <br> Redayment of loans fiom shareholders <br> Advances \& loans from government <br> lnerease in eguity <br> Decrease in equity <br> Other | 9 -6 3 -3 | $-{ }^{-}$ - - - -- -- | - <br> - <br> - <br> - <br> - <br> - <br> - | -- -- - - - - | -- -- -- -- -- |
| Increase(decrease) in cash sequivalents Cesh equivelents-8eginning of the yoar Cast \& equivelents - End of the year | 4 | -- | -- | -- | -- |

 only those Dusinesses peporting statement of changes
See iable 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on sIC ciassification in i987 Newfoundland, Food (Specialty) Stores (SIC 6012)

(11) average labour units are calculated by dividing total payroll by the average annal wage end salary rate os repoptec in the Survey of Employment. Payrall and Hours, Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the canade level. Thus if o business has ot letst 500 omployees in Cancos as a whole but less than that number in any given province it is shown in the 500 ond over group
121 kefers 10 busiresses reporting no payroll deductions in the previous year.
131 Refers to businesses reporitig no payroll deductions in the following year
"Newly reporting" anc "no longer reporting" businesses are assumed to have deer in activity for six months and the information is adjustec accordingly.
see lable 1 for symbols and notes.

TABLE 6. Selected operating characteristics of smill businesses by sales quartile. 1985-1987 Newfoundland, Food (Specieley) stores (SIC s012)


1988

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense? <br> average net profit (loss) \$ | $\begin{array}{r} 70 \\ 204.850 \\ 200,526 \\ 4.324 \end{array}$ | $\begin{array}{r} 48.479 \\ 43.650 \\ 4.829 \end{array}$ | $\begin{array}{r} 87.313 \\ 87.819 \\ -506 \end{array}$ | $\begin{array}{r} 147,800 \\ 14,313 \\ 2,487 \end{array}$ | $\begin{array}{r} 535.806 \\ 525.320 \\ 10.486 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Suginesees reporting proftt (Mo.) | 17 |  |  |  |  |
| Average sales ${ }^{\text {s }}$ | 220.821 | 48.713 | B8. 502 | 146,603 | 599.467 |
| Average exoense | 211.835 | 42.102 | B1.969 | 140.191 | 582.778 |
| Average net profit | 8.986 | 6.311 | 6.533 | 6.412 | 16.689 |
| Businesses reporting loss (Mo.) | 23 |  |  |  |  |
| Avetuge sules 5 | 166.129 | 46.935 | 85.375 | 156.076 | 376.131 |
| Average experse 5 | 177.788 | 51.883 | 97,359 | 180.705 | 381.203 |
| Averege net loss | -11.659 | -4.948 | -11.984 | -26.629 | -5.072 |

1987

| Mumber of observetions in sample <br> Average sules $\$$ <br> Average expenses <br> Average net profit (loss) $\$$ | 182 221.751 218.472 3.279 | 47.181 45.305 1.876 | $\begin{array}{r} 106.993 \\ 104.969 \\ 2.024 \end{array}$ | $\begin{array}{r} 203.178 \\ 199.376 \\ 3.802 \end{array}$ | $\begin{array}{r} 529.651 \\ 524.238 \\ 5.413 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Buzinesses reporting oroflt (Mo.) | 115 |  |  |  |  |
| Average sales 8 | 218.529 | 48.023 | 107.942 | 206.082 | 512.070 |
| Average expense 5 | 209.580 | 43.941 | 101.224 | 196,390 | 496,784 |
| Average net profit \$ | 8.949 | 4.082 | 6.718 | 9.892 | 15,306 |
| Businesses reporting e less (Mo.) | 53 |  |  |  |  |
| Average sales | 225.036 | 45,673 | 105.451 | 195.024 | 557.994 |
| Average expense ${ }^{\text {a }}$ | 233,772 | 47.747 | 111.050 | 207.762 | 568.530 |
| Average net loss | -7,736 | -2.074 | -5.599 | -12.738 | -10.536 |

11) These estinetes or based on semple of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

See iable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundiend, Prescription Orugs eftent Medicine Stores (SIC 503)


## Sytoo 18

zero or no observetions

-     - 100 smell too on expressed
$\therefore$ not spplicodi
$\times$ confidentisl


## footnotes

111 These estimetes ere based on semple of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.
(2) Value in each cell $=$ otal wighted expenditur on given it ent
13) Value in each cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { lotal wighted sales of businesses reporting this item of expenditure }}$ for ench guertila.

This portion of the table pertains only to the businestes reporting the specific expenst iten. Thertore thete retios ere calculeted individually and the lotal will not necessarily equal 1002.

Mote:
Date ere shown by quartiles whan bt least 13 of the sampled businesses report the specific item.
Records wer panked in escending order teccording to sales size. Eech guturile (i. e. bot?om 25s. lower midole 25i, etc.l roprteents one querter of the totsi number of businesses. Hithin esch quertile, the ever age ratio is presented. For comperison purposes. the high ard low values of sales ere shown.
mow to use the tables

(2) The selected renge will indicete the proper quartile, i. e. the bottom 255. the lower nidole 25m, the upper midde 258 or the 10p 252.
(3) Deto pertsining to the selected seles size renge will be in that quattile.

Stenderd Ingust i Cl Clesificetion Definision ISIC IBeot:
SIC 6030 - Preseription Drugs end Patent Medicine Stores
Businesses primarily engaged in retail desting in prescription drugs and patent or proppietary and herbst medicines, sick room supplies. cosmetics and toilefries.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Newfoundiand, Prescription Drugs Patent Medicine Stores (SiC 603)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower midde 25\% | Uoper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales vilue ( $\$ 000$ s) High sales value ( $8000^{\prime}$ s) | (1) $\left.{ }_{2} 11\right)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Accounts and notes receivable | 29 | -- | -- | -- | - |
| Inventory | . | -- | - | -- | -- |
| Other current assets | 200 | -- | -- | -- | -- |
| Total current assets | 229 | -- | - | *- | -- |
| Fixed aszets | 82 | -- | -- | - | -- |
| Less: Accum. dep. on fixed assets | $2 \%$ | -- | -- | -- | -- |
| Other ssets | 22 | -- | -- | -- | -- |
| Totsl asset: | 333 | =- | -- | -* | -- |
| Liebilities and equity |  |  |  |  |  |
| Other current lisbilities | 90 | -- | -- | -- | -- |
| Total curront liabilities | 128 | -- | -- | -- | -- |
| Morigages payable | - | -- | -- | -- | -- |
| Long term debt | 35 | -- | -- | -- | -- |
| Other lisbilities | 35 | -- | -- | - | - |
| Total liabilities | 170 | -- | -- | -- | -- |
| Total equity | 163 | -- | -- | -- | -- |

(1) These estimetes are based on semple of businesses reporting sal between $\$ 25,000$ and 12.000,000.

See Table for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Newfoundimnd, Preseription Drugs Petent Medicine Stores (S|C 603)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25 \% | Upper middl 25\% | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | 26 $(1)$ $(1)$ | -- | -- |  | -- |
|  |  |  | Average |  |  |
| Liquidity petio Current ratio (times) | 1.8 | -- | -- | -- | - |
| Leverage ratios <br> Debt/eovity retio (times) <br> Interest coverage retio (times) <br> Oebt ratio (times) | 1.0 4.5 0.5 | -- | -- | -- | -- |

(1) The ratios represent the avarege of retios for sach business in the group and cannot be calculated fon the figures shown in fable 2 .

See rable 1 for symbols and notet.

## Definitions:

1. Liquidity retio:

Currens $=$ current assets / curpent lisbilisies.
2. leverage ratios:
al Debt/equity $=$ total liabilisies / equity.
bl Debtratio $=$ total liatilities / total assets.
e) Interest coverage $=$ net profit . interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporeted businesses only. ig87
Newfoundland, Prescription Drugs * Patent Medicine Stores (SIC 503)

|  | Tota!(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> midde 25\% | Upper middle 25\% | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Nc.) Low sales vilue ( $\$ 000$ s) High sales value (\$0CO's) | $\begin{aligned} & 99 \\ & 111 \\ & 111 \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | Aver age $1 \$ 00$ |  |  |
| Opersting ectivities Cash from operations Deprecietion Other | $\begin{array}{r} 19 \\ 13 \\ -12 \end{array}$ | -- | -- | -- | -- |
| Dividende | - | -- | =- | - | - |
| Investment activities Disposal of fixed assets Purchase of fixed assets Increase in investment Decresse in investment | $\begin{array}{r} 2 \\ -34 \\ -1 \end{array}$ | -- | =- | $-=$ $-=$ $=-$ | - |
| Financing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans fiom shareholders <br> Repayment of loans from shareholders <br> Advances $\&$ loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | $\begin{array}{r} 18 \\ -16 \\ 7 \\ -9 \\ - \\ - \\ - \\ -3 \end{array}$ | -- | -- -- - - -- -- -- | -= | -- $-=$ -- $-=$ $=-$ $=-$ |
| Inerease(decreasel in cash \& equivelents Cash equivalents-Beginning of the year Cash equivalents . End of the year | $\begin{array}{r} -14 \\ -1 \\ -16 \end{array}$ | -- | -- | - $=$ | -- |

 only those ous inesses reporting atatment of changes.
See Tible \& for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC claselfication in ige7
Mewfoundiand, Prescription Drugs fetent Medicine Stores (SIC E03)


(1) Average labour units ape ealculated by dividing total payrolt oy the overage annuol wage and salory rete as ieported in the Survey of Employment. Payroll and Hours. 5tatistics Canada. Catalogue 72-002. An average labour unit could be interpieted as a
 500 employees in Canada as whole but less than that number in any given province it is shown in the 500 and over group.
(2) Reters to ousinesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year

- Newly reportirg" and "no tonger ceporting" Dusinesses are assumed so have been in activity for six months and the information is adjusted accordingly

See ioble 1 for symbols and notes

TABLE 6. Selected operating characteristics of anali buelmesese by sales quertile. 1985-1987
Newfoundiand. Preseripeton Drugs Patent Medicine Stores (SIC 603)

|  | Total (1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe f middle $25 \%$ | Upper middle 25\% | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample | 28 |  |  |  |  |
| Average sales \$ | 782.713 | -- |  | -- | -- |
| Average expense \$ | 745.384 | - | -- |  | -- |
| Average net profit (loss) \$ | 37.329 | -- | -- | -- | -- |
| Dusinesses reporting profit (Mo.) | 24 |  |  |  |  |
| Averoge sales \$ | 805.413 | -- | -- | -- | -- |
| Aversee expense 5 | 752.425 | -- | -* | $\cdots$ | -- |
| Average net profit \$ | 52.988 | -* | - |  | -- |
| susinesses reporting loss (Wo.) |  |  |  |  |  |
| Averege sales | 419,536 | - | -- | -- | -- |
| Average expense \$ | 427.332 | -* | -- | -- | -- |
| Average net loss \$ | -7,796 | -- | -- | -- | - |

1986

| Mumber of observetions in semple <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 58 \\ 477.844 \\ 456.007 \\ 11.837 \end{array}$ | $\begin{array}{r} 127.384 \\ 124.298 \\ 3.086 \end{array}$ | $\begin{array}{r} 305.467 \\ 302.076 \\ 3.391 \end{array}$ | $\begin{aligned} & 516.144 \\ & 505,407 \\ & 10,737 \end{aligned}$ | $\begin{array}{r} 962.380 \\ 932.248 \\ 30.132 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses roportinge proflt (Mo.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net profits | $\begin{array}{r} 40 \\ 465.536 \\ 445.895 \\ 19.541 \end{array}$ | $\begin{aligned} & 55,196 \\ & 44,255 \\ & 10,940 \end{aligned}$ | $\begin{array}{r} 286.665 \\ 277.070 \\ 9.595 \end{array}$ | $\begin{array}{r} 528.681 \\ 514.044 \\ 14.637 \end{array}$ | $\begin{array}{r} 995,603 \\ 952,208 \\ 43,395 \end{array}$ |
| Businesses reporting lose (Mo.) <br> Averoge sales <br> Averoge expense $\$$ <br> Aversge net loss \$ | $\begin{array}{r} 18 \\ 472.434 \\ 479.300 \\ -6.866 \end{array}$ | $\begin{array}{r} 237.157 \\ 246.013 \\ -8.856 \end{array}$ | $\begin{array}{r} 324.467 \\ 327.346 \\ -2.879 \end{array}$ | $\begin{array}{r} 477.021 \\ 478.452 \\ -1.431 \end{array}$ | $\begin{array}{r} 851.091 \\ 865.390 \\ -14.299 \end{array}$ |



[^17]See ioble ifor symools and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundland, Pharmacies (SiC 6031)

| Total(1) Bottom | Lower | Upper | To: | midole $25 \%$ |
| ---: | ---: | ---: | ---: | ---: |


| Businesses in sample (Mo.) Low sales velue \{ $\$ 000$ 's? Migh sales value i $\$ 000^{\prime}$ s) | $\left\{\begin{array}{l} 29 \\ 1 \\ 1 \\ 1 \end{array}\right\}$ |  | -- |  |  | -- |  | -- |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selecied expense item | Industry average\{2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Totel | Bot 40 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Totol | $\text { Bot } 40 \mathrm{~m}$ $25 \%$ | $\begin{array}{r} \text { Lowe i } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Upoer } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of seles | 81.0 | -- | -- | -- | -- | 100.0 | 61.0 | -- | -- | -- | -- |
| Occupency expenses | 5.1 | -- | -- | - | $\sim$ | 91.1 | 5.6 | -- | - | -- | -- |
| Deprecietion | 2.1 | -- | -- | -- | -- | 91.1 | 2.4 | -- | -- | -- | -- |
| Reosirs s meintenance | 0.1 | -- | -- | -- | -- | 80.7 | 0.5 | -- | -- | -- | -- |
| Heat. light stephone | 1.1 | - | -- | -- | - | 91.1 | 1.2 | -- | -- | -- | -- |
| Rent | 1.5 | -- | - | -- | -- | 48.1 | 3.1 | -- | -- | -* | -- |
| Personnel expenses | 16.5 | -- | -- | -- | -- | 100.0 | 16.5 | -- | -- | = | -- |
| Finencial expenses | 2.0 | -- | -- | -- | - | 100.0 | 2.0 | -- | -- | -- | -- |
| Interest s bank charges | 1.5 0.5 | -- | -- | -- | -- | 100.0 99.0 | 1.5 0.5 | -- | -- | -- | -- |
| Other expenses | 7.7 | -- | -- | -- | -- | 100.0 | 7.7 | -- | -- | -- | -- |
| Profit (loss) | 7.7 | -- | -- | =- | -- | 100.0 | 7.7 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | =- | -- | 100.0 |  | -- | -- | -- | -- |

## Symbol:

- zero or no observetions
- too smell too be expressed
... not spolicable
$\times$ confioentisl


## footnotes

11) These estimetes bre been on gemple of businesses reporting seles between \$25,000 end $\$ 2,000.000$ Totsl wigheed expenditure on siven item
(2) Value in asch cell $x \times x$ for for for quale

Tot*l wiphied ssles of gll businesses in the sample for lach duartile
(3) Velue in esch cell Iotsl weignted axpenditure on given item

This portion of the toble pertins only to the businesses reporting the specific oxpense item. Therefor these fatios are colculated individully and the cotal will not necesserily equal 100\%.

## Motes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific iiem
 on quarter of the totel number of businesses. Hishin each quertile. the syerage ratio is piesented. for comperison purposes. the high and lom velues of soles are shown

How to use the tebles

(2) The selected range will indicate the proper quertile, i, the botrom 25\%. the lower midde 25z. the upper middle 25\% or the top 25\%.
(3) Dete pertaining to the selected seles size range will be in thet quertile

Standerd Industrisl Clszesiliestion Definition (SIC 1980):
51c 6031 = Phernecies
Businesses primarily engeged in fetbil dealing in drugs. pharmaceuticals and patent medicines and drug sundries. Prescpibed medicines must be solc but are not necessarily the source of greatest revenue. They may be secondarily engaged in selling other lines such as
 drug stores. retsil gharmaceuticals. prescription phamacies and refail prescription medicines.

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Mewfoundland, Pharmectes (SIC E031)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upper midole 25" | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 0000^{\circ}$ ) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 26 \\ & (1) \\ & (1) \end{aligned}$ |  |  |  | -- |
|  | Average ( $\$ 000{ }^{\prime}$ s) |  |  |  |  |
| Assete |  |  |  |  |  |
| Cosh | 29 |  | -- | -- | -- |
| Accounts and notes receivable Inventory | 29 | -- | -- | -- | -- |
| Other curtent assets | 200 | -- | -- | -- | -- |
| Total current assets | 229 | -- | -- | -- | -- |
| Fixed asset. | 82 | -- | -- | -* | -- |
| less: Accum. dep. on fixed assete | - | -- | - | -- | - |
| Dther assets | 22 | -- | -- | -- | -- |
| Totel assets | 333 | -- | -- | -- | =- |
| Liebilities end equity |  |  |  |  |  |
| Cupront loans | 38 | -- | -- | -- | -- |
| Other curpent lisbilities | 128 | -- | -- | -- | - |
| Mortarges dayable | - | -- | -- | -- | -- |
| Long term debt | 7 | -- | -- | -* | - |
| Other liabilities | 35 | -* | -- | -- | -- |
| Total ligbilities | 170 | - | - | -- | - |
| Total equity | 163 | - | -- | - | -- |

(9) These estimetes are bosed on semple of businesses reporting seles between 25,000 sind $\mathbf{3 2}, 000,000$

See iable i for symols and notes.

TABLE 3. Finmetai ratios (1) for incorporited bustnesses only. 1987
Nowf oundland, Pharmacles (S|C 5031)


(11 The retias pepresent the everage of petios for sach business in the group ond connot be calculated from the figures shown in Teble 2 .
12) These estimeter be besed on semple of businestes roporting sios beiween 825,000 end $52,000,000$

See Tible i for synols and notes.

## Definitions:

1. Liquidity ratio:

Curpent $=$ current assets / current lisbilities.
2. Leverege retios:
al Debi/equity = qoial liabilities/equity
b Det patio = toral liabiliques / pofal assers
c) In erest coverage s net profit interest expense/ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newf oundlend, Pharmacies (SiC 6031)


[^18]
Newfoundlend, Pharmacles (S|C sosi)

| Business size expressed in average labour units 11 \} | Number of businesses | $\begin{array}{r} \text { Total payroil } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses wish peid employese |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | ${ }_{\text {reporting(2) }}^{\text {Newle }}$ | No longer raporting (3) |
| 1914 |  |  |  |  |  |
| Totel | 112 | 18.706 | 1.515 | 11 | 10 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100 \text {. } 499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 87 \\ 21 \\ 4 \\ - \end{array}$ | $\begin{aligned} & 9.539 \\ & 6.902 \\ & 2.265 \end{aligned}$ | $\begin{aligned} & 773 \\ & 559 \\ & 183 \end{aligned}$ | 7 | 8 2 - |
| 1987 |  |  |  |  |  |
| Total | 124 | 24.675 | 1.722 | 15 | . . |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}92 \\ 29 \\ 3 \\ \hline\end{array}$ | $\begin{array}{r} 10.906 \\ 11.257 \\ 2.512 \end{array}$ | $\begin{aligned} & 761 \\ & 786 \\ & 175 \end{aligned}$ | $\begin{array}{r}10 \\ 5 \\ - \\ \hline\end{array}$ | $\cdots$ |

(1) Avergge lebour units ere calculated by dividing totol payroll by the everage onnul wage and satery rete os reported in the Supvey of Employment. Payroll end Mours. Statistics Canoda. Calalogue 72-002. An overage Ibbour unit could be interpreted as o full-time employee. Note thet the business size groups used are oerermined ge the Conade level. Thus il a business hos or least 500 employees in Conede es whot but less than thot numbor in ony given province it is shown in the 500 end over group.
12) Refers to businesses reporting no peyroll deductions in the previous yeer.
(3) Reters to businesses reporting no payroll deductions in the following year

Mewly peporting" and "no longer reporting" Dusinesses are assumed to have been in activity for six months and the information is -dusted accordingly

See Table f for symools and notes

TABLE 6. Selected operting characteristics of ewall businesses by sales quartile, 1985-1987
Newfoundiand. Pharmecies (Sic 5031)

| Total(1) Botiom | Lower | Upper | Top |
| ---: | ---: | ---: | ---: |
| $25 \%$ | middle $25 \%$ | miode $25 \%$ | $25 \%$ |


| Mumber of observetions in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 25 \\ 766,488 \\ 729.346 \\ 37.142 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Qusinesses reporting eprofit (No.) | 21 |  |  |  |
| Average sales \$ | 789,175 |  | -- |  |
| Aversge exdense $\$$ | 735,846 | - | - | -- |
| Averege net profits | 53.329 | -- | -- | -- |
| Businesses repopting loss (Mo.) | 4 |  |  |  |
| Average sales \$ | 419.536 | - | -- |  |
| Average expense \$ | 427.332 |  | -- |  |
| Average net loss \$ | -7.796 | - | -- | -- |


| Mumber of abservitions in sample <br> Average sales $\$$ <br> Aversge expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 57 \\ 444.980 \\ 433.062 \\ 11.918 \end{array}$ | $\begin{array}{r} 56.003 \\ 56.025 \\ 9.978 \end{array}$ | $\begin{array}{r} 288.145 \\ 288.253 \\ -108 \end{array}$ | $\begin{aligned} & 516.164 \\ & 505.407 \\ & 10.737 \end{aligned}$ | $\begin{array}{r} 909.629 \\ 882.564 \\ 27.065 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesees reporting profit (Mo.) <br> Average soles \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 39 \\ 450.124 \\ 430.975 \\ 19.149 \end{array}$ | $\begin{aligned} & 55.196 \\ & 44.256 \\ & 10.940 \end{aligned}$ | $\begin{array}{r} 296.665 \\ 277.070 \\ 9.595 \end{array}$ | $\begin{aligned} & 528.681 \\ & 514.044 \\ & 14.637 \end{aligned}$ | $\begin{array}{r} 929.955 \\ 888.528 \\ 41,427 \end{array}$ |
| Businesses reporting a lose (Mo.) <br> Average sales <br> Average exomse $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 18 \\ 456.424 \\ 452.474 \\ -6.050 \end{array}$ | $\begin{array}{r} 208.576 \\ 211.294 \\ -2.718 \end{array}$ | $\begin{array}{r} 289.006 \\ 294.759 \\ -5.753 \end{array}$ | $\begin{array}{r} 477.021 \\ 478.452 \\ -1.431 \end{array}$ | $\begin{aligned} & 859.091 \\ & 865.390 \\ & -14.299 \end{aligned}$ |


(1) These estimates are based on sample of businesses reporting sales between $\mathbf{8 2 5 , 0 0 0}$ and 82,000,000

See Table I for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Wewfoundland, Women's clothing Stores (SIC 6131)

|  | Total(1) |  | Bot:om 25\% |  | $\begin{aligned} & \text { Lowef } \\ & \text { midde } 25 \% \end{aligned}$ |  | Upoer middle 25\% |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low saies value ( $\$ 000$ 's 1 High sales value ( $\$ 000$ 's) |  | 11 11 |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry everage (2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowep } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uppe? } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |  | Tot 1 | Bottom 25\% | $\begin{array}{r} \text { Lowe! } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sales | 62.8 | = | -- | -* | -- | 93.2 | 87.2 | - | -- | - | -- |
| Dccupancy expenses <br> Depraciation <br> Redairs 8 maintenance Hest. light \& telephone Rent | 1.1 | -- | -- | -- | -- | 100.0 | 4.1 | -- | - | -- | -- |
|  | 1.4 | -- | - | - | -* | 72.9 | 1.9 | - | -- | - | -- |
|  | 0.9 | -- | -- |  | -- | 95.9 | 1.0 | - | - | - | -- |
|  | 2.4 | -- | -- | -- | -- | 93.2 | 2.5 4.8 | -- | - | -- | - |
|  |  | -- | -* |  | -- |  | 4.8 | - | - | -- | *- |
| Personnel expenses | 9.5 | -- | -- | - | -- | 100.0 | 9.5 | =- | -- | -- | -- |
| Financial expenses Interest 8 bank charges Professional fees | 2.5 | -- | - | -- | -* | 100.0 | 2.9 | -- | -- | -- | -- |
|  | 2.1 0.8 | -- | -* | -- | -- | 100.0 61.9 | 2.1 1.3 | - | -- | -- |  |
|  |  | -- | -* | -- | - | 61.9 |  | - | -- | -- | -- |
| Other expenses | 20.1 | -- | =- | -- | -- | 100.0 | 20.1 | -- | -- | -- | -- |
| Profit (loses) | -3.9 | - | -- | -- | -- | 100.0 | -3.9 | -* | - | - | =- |
| Total | 100.0 | -* | =- | -- | -- | 100.0 | . . | -- | - | -- | - |

## Symbols

zero or no observations
-- 100 snsli 100 be expressed
not applicable
$\times$ confidential

## Footnoter

(11) These estimetes are besed on sempl of businesees popopting seles between $\$ 25,000$ end $52,000,000$

121 Velue in ench cell $=\frac{\text { lotal weighred expenditure on given item }}{\text { lotal weighted sales of sll businesses in the semple }} \times 100$ for ench quertile
Totel ighed expendiqure on given item

Ihis portion of the table pertsins only to the businesses poporting the specific expense item. Therefore these ratios er calculatec individuslly and the rotel will not necesserily equil $100 \%$.

## Motes

Deta ore shown by quertiles when et lest 13 of the semoled businesses peport the spocific item
hecords were ranked in oseanding order according to seles size. Each quertile (i. . bottom 25\%, lower niddie 25\%, etc.) sepresents one quarter of the rotel number of businesses. Within esh quartile, the sversog retio is presented. for conperison purposes. the high and lom values of sales ere shown

How to ute the tedtet

 top 25\%.
(3) Dete perteining to the selected seles size renge will be in thet quertile

## Stumerd Industrisl CIessifiestion Defintsion ISIC Ifet:

SIC 6131 - Women's Clothing Stores
 fetail women's clothing and accessories, petail women's apparel, retail momen's clothing, ferail women's coats. wonen's clothing custom


 women's uniforms lexcept athieticl and women's clothing stores

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newf oundiand. Women' Ciothlng stores (SIC 8131)

| Total(1) Bottom | Lower | Upper | Too |
| :--- | ---: | ---: | ---: | ---: |
|  | midde $25 \%$ | $25 \%$ |  |


| Businesses in sample \{No.\} Low sales value ( $\$ 000^{\prime}$ s) High sales value (\$000's) | (1) ${ }^{8}$ | -- | -- |  | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average ( 5000 's) |  |  |  |  |
| Astet |  |  |  |  |  |
| Cash |  |  |  |  | -- |
| Accounts end notes receivable | 6 |  |  |  |  |
| Inventory |  | - | -- | -- | -- |
| Other cuprent essets | 52 | -- | - | -- | -- |
| Total cupront ssets | 58 | -- | -- | -- | -- |
| Fixed sssets | 10 | -- | - | - | - |
| Less: Accum. dep. on fixed essets | - | -- | - | - | -- |
| Other ssets | 2 | -- | = | -* | -* |
| Totel ussets | 70 | -- | -- | -- | - |
| Liebilities and equity |  |  |  |  |  |
| Current loans | 16 | -- | -- | -- | -- |
| Other current liabilities | 28 | -- | -- | -- |  |
| Total curcent liabilitiea | 4. | -- | - | -- |  |
| Mortgages payable | - | -- | - | - | -- |
| Long term debt | 0 | -- | -- | -- | - |
| Other liabilities | 10 | -* | -- | -- | - |
|  | 55 | = | -- | - | - |
| Total equity | 15 | -- | -- | -- | -- |

(11) These estimetes ere based on semple of businesses reporting sales beiween $\$ 25.000$ end $\$ 2.000 .000$.

Set iade ifor symols and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Mewfoundland, Women's Clothing Storas (SIC 8131)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25 \% | Upper midde 25x | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales velue ( $\$ 000^{\prime}$ s) | $\left(\begin{array}{r} 8 \\ (1) \end{array}\right.$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity rolio Current ratio (times) | 1.3 | -- | - | -- | -- |
| Leverage ratios <br> Debtleavity retio (times) <br> Interest coverage ratio (times) <br> Dett ratio (times) | $\begin{aligned} & 3.6 \\ & 0.3 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the everege of fosios for each business in the group ond connot be calculeted from the figures ahom in table 2 .
(2) These estinetes be besed on semple of businesses reporting sales betwen $\mathbf{\$ 3 5 . 0 0 0}$ and $\$ 2.000 .000$.

Set lable ifor symbols and notes

## Dofinitions:

1. Liquidity retio:

Current = current assets / current lisbilities.
2. Leverege retios:
8) Det:/equity = total liabilities / equity
b) Debr ravio = total liabilities/totel essets
cl Interest coverage $=$ net profit . interest expense / interest expense.

TABLE 4. Statement of changes in financial posttion for incorporated businesses only, 1987
Newf oundland, Women's Clothing Stores (SIC 6131)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { 7op } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 6 \\ 11)^{6} \\ (1) \end{array}$ |  |  |  |  |
|  | Average ( 8000 ' ${ }^{\prime}$ |  |  |  |  |
| Operating ectivities Cash from operstions Depreciation Other | $\begin{array}{r} -6 \\ 4 \\ 3 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | =- | -- | - | -- |
| Investment ectivities Dispossl of fixed usefs Purchese of fixed essets Increase in investment Decresse in investment | -4 | -- | -- | -- | -- |
| Financing ectivities Incresse in long term debt Reosyment of long term debt Loens from thereholders Redayment of loans from sherehol ders Advances \& loens from government Increase in equity Decresse in equity Dther | 6 -4 2 - - - -2 | - - - - - - | - <br> - <br> - <br> - <br> - <br> - | - - - - - | - - - - - - |
| Increase(decreses) in cash tequivelenta Cosh equivalente-Beginning of the your Cash equivelent: - End of the yetr | -12 -18 | -- | -- | -- | - |

(1) These estinetes are based on sumple of incorpotated businesses reporting soles between $\mathbf{2 2 5 , 0 0 0}$ and $\mathbf{2 2}, 000,000$. Semple count includes only those businesses raporting stetement of changes
see iable f for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC cisesification in ise7
Newfoundland. Women' Elothing Stores (SIC 5131)

| Business size expressed in |
| :--- | :--- | :--- |
| verage labour units(1) |

(1) Average labour units ere colculeted by dividing total paypoll by the overoge mnusl wege and salery rate as reported in the Survey of Employent. Payroll and Hours, Statistics Canada. Catologue 72-002. An Eversge lobour unit could be interproted as a
 500 employees in canade as whole but lass then that number in ony given province it is show in the 500 and over group.
$(21$ Refers to businesses reporting no payroll deductions in the previous yesr.
(3) Refers to businesses reporting no poypall deductions in the following year
"Mewly reporting" and "no longer reporting" businesses are assumed to hove been in activipy for six months ond the information is adjustec accordingiy.

See Table 1 for symools and notes.

TABLE 6. Selected operating characteristics of swall businesses by sales quartile. 1985-1987
Newfoundland, Women's Clothing Stores (SIC 6131)


1985

| Mumber of observations in sample | 4 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {a }}$ ( | $x$ | -- | -- | -- | -- |
| Average expense \$ | $x$ |  | -- | -- | -- |
| Averoge not profit (loss) \$ | X | -- | -- | -- | -- |
| Businesest reporting profit (Mo.) | 2 |  |  |  |  |
| Average sales $\$$ | $x$ | -- | -- | -- | -- |
| Average expense $\$$ | $\times$ | -- | -- | -- | - |
| Averege net profits | X | - | - | -- | -- |
| Businesses reporting loss (Mo.) | 2 |  |  |  |  |
| Average sales \$ | $x$ | -- | -- | -- | -- |
| Average expense \$ | X | -- | -- | -- |  |
| Average net loss \$ | $x$ | -- | -- | -- | - |


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Wumber of observetions in sample | 1 |  |  |  |  |
| Average sales $\$$ | 154.504 | - | -- |  |  |
| Average expense \$ | 152.174 | -- | -- | -- |  |
| Aversge net profit (loss) \$ | 2.330 | -- | -0 | -- | -- |
| Businesses reporting oprofit (Wo.) | 5 |  |  |  |  |
| Aversoe soles $\$$ dind | 174.947 | -- | -- | -- | -- |
| Average expense \$ | 169.090 | - | -- |  | -- |
| Average net profits | 5.857 | -- | -- | -- | -- |
|  |  |  |  |  |  |
| Average sales \$ | 338,935 | -- | - | -- | -- |
| Average expense \$ | 350.685 | -- | -- | -- | -- |
| Average net loss \$ | -11.750 | -- | - | -- | - |

1985

1987

| Mumber of observations in semple <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 15 \\ 130.120 \\ 129.769 \\ 351 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 9 |
| Average sales \$ | 149.187 |
| Average exdense \$ | 144.075 |
| Averege net profit | 5.112 |
| Businesses reporting a lose (Mo.) | 6 |
| Average sales ${ }^{\text {S }}$ | 101.995 |
| Average expense \$ | 110.385 |
| Average net loss | -8.390 |

(19) These estimetes are based on sample of businesses reporsing seles beimeen $\$ 25.000$ and $\mathbf{5 2 . 0 0 0 . 0 0 0}$.

See Table i for symbols and notes

TABLE 1. Seiected operating ratios, in percent of saise, 1987
Newfoundland, Clothing stores m.e.c. (SIC 6141)

|  | Total(1) |  | Bottom 25\% |  | Lowe ! <br> midde $25 \%$ |  | Upper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { TOO } \\ & \text { 25: } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samplo (No.) Low sales value ( 3000 's) High sales value ( $5000^{\prime}$ 's) |  | 11 11 |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry aversoge(2) |  |  |  |  | \% busi- <br> nesser <br> reporting | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd I } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% |  | $\begin{aligned} & \text { Uoder } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 48.0 | -- | -- | -- | -- | 68.5 | 72.2 | -- | -- | - | -- |
| Occupancy expenses | 5.5 | - | -- | -- | -- | 100.0 | 5.5 | - | - | - | - |
| Oedrecistion | 1.5 | -- | -- | -- | -- | 100.0 | 1.5 | -- | -- | -- | -- |
| Redairs \& maintenance | 0.3 | -- | -- | - | -- | 56.2 | 0.5 | -- | - | -* | -- |
| Hest. Iight \& telephone | 2.1 | -- | - | - | -- | 100.0 | 2.1 | - | - |  | -- |
| Rent | 1.7 | -- | -- | -- | -* | 51.4 | 3.2 | - | -- | -- | -- |
| Personnel expenses | 10.4 | -- | -- | - | -- | 100.0 | 10.4 | -- | -- | -- | - |
| Finenciel expenses |  | -- | =- | -- | -- |  |  | - | -- | -- | -- |
| Interest $\delta$ bank charges Professional fees | 2.4 0.4 | -- | -- | -- | -- | 92.4 66.5 | 2.6 0.5 | -- | -- | -- | -- |
| Other expenses | 32.4 | -- | -- | - | -- | 100.0 | 32.4 | -- | - | -- | -- |
| Profit (loss) | 0.5 | -* | - | - | -- | 100.0 | 0.5 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | . . | -- | - | -- | - |

Symbols
zero or no olservetions
-- 100 smel! 100 be expressed
not spolicable

- confioentis


## Footnotea

(1) These estimates are besed on senple of businesses reporting seles between \$25,000 end $82,000,000$

Totel woighted ecpendituse on given item
(2) Velue in each cell $=2$ for foch quartile
(3) Velu in ench cell a $\frac{\text { Total weighted expenditure on given item }}{\text { lotal weighted seles of businesses reporting this itum of expenditure }}$ for each quertile.

This portion of the table pertsins only to the businesses reporting the specific expense item. Therefore these retios ere celculated individudly and the cota! will not necesserily equsi 100 z .

## Mot ${ }^{5}$

Dote ore shown by quertiles when at least 13 of the sempled businesses report the specific item.
 one quarter of the total number of ousinesses. Within nech quarsile, the averege retio is presented. for comparison purposes. the high and low vilues of seles are shown

## How to ust the teblet


(2) The selected renge will indicete the proper quertile, i. the bottom 25\%. the lower midd. 25\%. the upper nidd $25 \%$ or the too 25\%.
(3) Dats pertaining to the celected selen size renge will be in thet quiftile.

## 

SIC 6i41-Ciothing Stoses n.e.c.
Businesses pr imarily engaged in reteil dealing in clothing not elsewher classified of in ocmbination of men's, women's shd childen's clothing anc accessories. Included in this industry ar businesses primarify englged in retailing fup goods. Retal children's end infants clothing. childen's clothing stores, retoil children's coats, combination tmen's, women's end chiloren'sl clothing stores, retail childrep's dresses. Dlouses and shirts. fanily clothing stores. petail fur goods. retail children's hosiory. peteil infonts and todders clothing. reiail childen's pants and slocks. pelail childen's skipts. petail children's siepwear, petail childen's suils. retail children's smeters and retail children's underwear are also included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nowfoundiand, Clothing stores n.e.c. (SIC 6141)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \text {; }$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (5000's) High sales value ( $\$ 000^{\prime}$ s) | (1) ${ }^{5}$ | -- | -- | -- | -- |
|  | Average ( 5000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash <br> Accounts and notes receivable | 16 | -- | -- | -- | -- |
| Accounts and notes peceivable inventory | \% | -- | - | - | -- |
| Dther current assets | 134 | -- | -- | -- | -- |
| Total current assets | 150 | -- | -- | -- | -- |
| Fixed issets | 42 | -- | - | -- |  |
| Less: Accum. ded, on fixed aseets | - | -- | -* | -- | -- |
| Other assets | - | -- | -- | -- | -- |
| Totel essets | 192 | -* | - | = | -- |
| Litbilities and equity |  |  |  |  |  |
| Diner curfent liabilities | 62 | -- | -- | -- | -- |
| Total current lisoilitios | 75 | - | -- | -- | -- |
| Mortgages paysol. | - | -* | - | -- | -* |
| Long term debt | $\bar{\square}$ | -* | - | -- | - |
| Other liabilities | 65 | -- | - | -- | -- |
| Total liabilities | 139 | -- | -- | -- | -- |
| Totsl equity | 53 | - | - |  |  |

(1) These estimses are based on semple of businesses reporing sales beiween $\$ 25,000$ and $\$ 2,000,000$

See iable ; for symbols and notes

TABLE 3. Financial ratioz(1) for incorporated businesses only. 1987
Newfoundiand, Clothing stores n.e.c. (SIE B141)

|  | Tot $1(2)$ | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middi } 25 \% \end{array}$ | Upper middle 25\% | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000^{\prime}$ s) | $(1)^{5}$ | -- | -- | -- | -- |
|  |  | Average |  |  |  |
| Liquidity retio Current latio (times) | 2.0 | - | - | -- | -- |
| Leversge patios <br> Debt/equity ratio (times) <br> Interest coveraes ratio (times) <br> Oebt ratio (times) | $\begin{aligned} & 2.6 \\ & 2.1 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios rapresent the merege of ratios for each business in the group ond connot be celculated from the figures shown in ible 2
(2) These estimetes besed on sungle of businesses reporting sel bestwein $\$ 25.000$ und $\$ 2.000 .000$.
see Thble 1 for symbols and notes.

Definitions:

1. Liquisity retie:

Current $=$ current essets / current liobilipies
2. levermer retiot:
*) Debr/equipy = roqal liabilisies / equity
b) Dect ratio = qotal liabilities / total assers
c) Interest coverage $=$ net profit $*$ interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, is87
Nowfoundiand. Clothing Stores n.e.e. (SIC E141)


111 These estimates are based on a sample of incorporated businesses reporting soles betwen $\$ 25.000$ and $\$ 2.000 .000$. Sanple count includes only those busiresses raporting statemen: of changes
see teole, for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification tn 1987
Nowf oundland, clothing storen n.e.c. (SIC 6441)

| Business size expessed in |
| :--- | :--- | :--- |
| average labour units(1) |

(1) Average Isbour units bre calculeted by dividing total poyroll by the average annul wage and salery rete es reported in the Surver of Employment, Payrol! eno Mours. Sististics Conads. Catelogue 12-002. Am Average bbour unit could be interpreted as a fulf-1,me employee. Note that the business size groups used are determined at the Canada level Thus it business has at least 500 emoloyees in Canada as whole but less thar that number in any given province it is shown in the 500 and over group.
$(21$ Refers to businesses reporting no payroll deductions in the previous year.
131 Refers to businesses reporting no paypoll deductions in the tollowing year
enewly reporting and "no longer peporting" Dusinesses a ossumed to heve beer in acivity for six months end the informatian is adjustec accordingly

See Table 1 for symbols and notes

TABLE 6. Selected operating charecteristics of smil businesses by sales quartile. $1985-1987$
Newf oundland, clothing stores n.e.c. (SIC 6141)


1985

| Mumber of observations in semple <br> Averoge sales \$ <br> Averoge expense $\$$ <br> Average net profit (loss) 8 | $\begin{array}{r} 10 \\ 409.724 \\ 400.271 \\ 9.453 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 51.5 |
| Averege soles \$ | 451.568 |
| Averege expense \$ | 440.244 |
| Averege net profits | 11.324 |
| Businestes reporting loss (Mo.) | 1 |
| Aversge soles | 69.405 |
| Averege expense \$ | 75.845 |
| Average net loss \$ | -6.441 |

1986

Number of observations in sample Average sales $\$$
Average expense $\$$
Average net profit (loss) \$
16
249.581
249.817
-236

| -- | -- | .- |
| :--- | :--- | :--- |
| -- | -- | .- |

Businestes reporting profit (Wo.) Averoge sales $\$$
353.116

Average expense \$ 340.850
Averoge net profit $\$$
12,566

Busfnesses reporting a lose (Mo.)
289.229

Average expense $\$ \quad 310.634$
Average net loss \$ -21.405

1987

| Mumber of observations in sample <br> Average ssies $\$$ <br> Average expense $\$$ <br> Averse net profit (loses) \$ | $\begin{array}{r} 9 \\ 276.484 \\ 271.323 \\ 5.161 \end{array}$ |
| :---: | :---: |
| Busineseses reporting a profit (Mo.) | 111.66 |
| Average sales \$ | 411.166 |
| Average expense $\$$ | 391.016 |
| Average net profit \$ | 20.150 |
| Businesses reporting a lese (Mo.) | 109 |
| Average sales ${ }^{\text {s }}$ | 109.944 |
| Average expense 5 | 112.661 |
| Averape net loss $\$$ | -2.717 |

11 These estimetes ore besed on semple of businesses reporting seles berween $\$ 25,000$ snd $\mathbf{3 2 . 0 0 0 , 0 0 0}$.
See rable I for symols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland. Fabric and Yarn Stores (SIC Si51)

|  | Total(l) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | ower <br> miodle 25\% |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $(\$ 000$ s ; High sales value ( $\$ 000$ 's) |  | $\begin{array}{r} 10 \\ 11 \\ (1) \end{array}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { Z busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Botrom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { midde } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 71.3 | -- | -- | -- | -- | 100.0 | 71.3 | -- | -- | -- | - |
| Decupency expenses | 7.5 | - | - | -- | - | 100.0 | 7.6 | - | -- | - | - |
| Depreciation | 1.2 | -- |  | - | -- | 87.8 | 1.4 | -- | - | -- | -- |
| Repairs s maintensnce | 0.4 | - | -- | -- | -- | 100.0 | 0.4 | - | - | -- | - |
| Hest. lights telephone | 1.5 4.4 | -- | =- | -- | -- | 87.8 74.7 | 1.7 | -- | -- | -- | - |
| Personnel expenses | 13.9 | -- | -- | -- | - | 100.0 | 13.9 | -- | - | -- | -- |
| Financisl expenses | 1.9 | - | - | -- | $=$ | 100.0 | 1.5 | -- | -- | - | -- |
| Interest 8 bank charges | 1.5 | -- | -- | -- | -- | 100.0 | 1.5 | -- | -- | -- | -- |
| Professional fees |  | -- | -- |  | - |  | 0.5 | -- | - | -- | -- |
| Other expenses | 5.7 | -- | -- | -- | -- | 100.0 | 5.7 | -- | - | -- | -- |
| Prolit (loss) | -0.4 | -- | -- | -- | -- | 100.0 | -0.4 | -- | -- | -- | - |
| Total | 100.0 | - | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | - |

## syobel:

## zero or no observetions

- toc smell 200 be expressed
not applicable
$\times$ confidentis


## Feotnotet

(11 These estimstes pe besed on semple of businesses reporting enles between $\mathbf{5 2 5}, 000$ and $\mathbf{5 2}, 000,000$,
Total welgnted expenditure on e given item
(3) Value in esch cell s $\frac{\text { Total wighted expenditure on given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }}$ foo for enstile.

This portion of the table perqains only to the businesses poporting the specific expense item. Therofore these potios are colculated individually and the lotal will no: necesserily equal $100 \%$

## Motes

Data are shown by quartiles when at least is of the sampled Dusinesses peport the specific item
Records were ranked in ascending order according to seles size. Each quertile li, bettom 25z, lower middle 25z, etc. pepresents one quopter of the totel number of businesses. Within each quertile, the bverege retio is presented. for comperison purposes. the nigh and low vilues of seles se shown

How to use the tsties

(2) The selscted renge will indicet the propep quarite. i.e. the bottom 25\%, the lower middl 25\%, the upper midde 25\% or the top 25\%.
131 Dete perteining to the selected seles gize range will be in thet quertile

## Sesnderd Industrisl CIsesificetion Definition (51C 1880):

51E 5151 - Febric and Tarn Siort

 revil textile fedrics. fetail yarn goods textile fabricl and retail yern.

```
TABLE 2. Balance sheet profile for incorporsted businesset only, 1987
Newfoundiend, Fabric and Yarn Stores (SIC 6151)
```

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25* | $\begin{array}{r} \text { Uoper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low salas value ( $\$ 000$ '.) High sales value $\left(\$ 000^{\prime}\right.$ s) | (1) ${ }^{9}$ | -- | -- | -- | -- |
|  | Aversge ( $8000{ }^{\prime} \mathrm{s}$ ) |  |  |  |  |
| Aseets - - - - |  |  |  |  |  |
| Cash | 7 | -- | -- | -- | -- |
| Accounts and notes recelvable | 17 | - | -- | -- | -- |
| Inventory | - | -- | -* | -- | -- |
| Other current assets | 192 | -- | - | -- | -- |
| Total curpent assets | 209 | -- | -- | -- | -- |
| Fixed sisets | 60 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assers Other assets | 5 | -- | - | -- | -- |
| Other assets | 6 | -- | -- | - | -- |
| Totel sesets | 275 | - | -- | -- | - |
| Lisbilitios and equity |  |  |  |  |  |
| Curpent losns | 19 94 | - | -- | -- | -- |
| Total current lisbilities | 113 | -- | - | -- | -- |
| Mortgages dayable | - | -- | -- | -- | -- |
| Long term debt | 15 | -- | -- | -- | -- |
| Other liabilitios | 75 | -- | -- | -- | -- |
| Total liabilities | 205 | -- | - | -- | -- |
| Total equity | 71 | -- | - | - -- | -* |

18 These estimates are based on somple of businesses reporting sales between $\$ 25.000$ and $\$ 2,000,000$.
see rable ifor symbols and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Newfoundland, Fabric and Yarn Stores (SIC E151)


(19) The retios represent the everge of ratios for mach business in the group end cennot de celculated from the figures shown in table 2.

See isble 1 for spmbols and notes

## Befinitions:

t. Liquidity patio:

Current = eurrent ssess / current liabilities.
2. Leverage ratios:
el DeDi/equity $=$ qotal liabilifies / equity
b) DeDt ratio = total liabilities / total assets
s) Interesf coverege s net profit +interest expense f interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Newfoundland, Fabrle and Yarn Stores (SIC 6151)

|  | Total(1) | $\begin{array}{r} 80 \div: 0 m \\ 25 \% \end{array}$ | Lower <br> midol: 25\% | UpDER middle 25: | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sample (No.) Low ssies value ( $5000^{\prime}$ s) High sales value (3000's) | $\begin{aligned} & 6 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | - |
|  |  |  | erage $1 \$ 000$ |  |  |
| Operating activities Cash from operations Dedreciation Other | 19 6 2 | -- | -- | -- | - |
| Dividends | * | = | - | - | - - |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increses in investment <br> Decreese in investment | $\begin{array}{r} 1 \\ -12 \\ - \\ \hline \end{array}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Redaymens of long term debe <br> Loans from shareholders <br> kedayment of loans from shareholders <br> Advances loans from government <br> Increase in equipy <br> Decresse in equity <br> Other | $\begin{array}{r} 8 \\ -5 \\ 7 \\ -2 \end{array}$ | -- | -- | -- | -- -- -- -+ -- -- |
| Increaseldecreasel) in cash sequivalents Cash \& equivalents-Beginning of the year Cash sequivalents = End of the year | $\begin{aligned} & 24 \\ & 37 \\ & 60 \end{aligned}$ | -- | -- | -- | - |

 only those Dusinesses reporting a sievenent of chonges.
see Table 1 for symbols ano notes

Newfoundiand. Febric and Yern Stores (SIC 6151)

|  |  |  |  | Chances in num with poid | of businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in overage labour units(1) | Number of businesses | $\begin{array}{r} \text { Total psyroll } \\ (\$ 000 \text { : }) \end{array}$ | Average labour units(1) | Newly <br> reporting(2) | No longer recorting(3) |
| 1884 |  |  |  |  |  |
| Total | 28 | 888 | 85 | 4 | 2 |
| less than 20 | 27 | $x$ | 81 | 4 | 2 |
| 20-99 | 1 | $x$ | 4 | - | - |
| 100-499 | - | - | - | - | - |
| 500 and over | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Toral | 27 | 1.062 | 103 | 3 | . . |
|  | 25 | x | 59 | 3 | $\ldots$ |
| $20=99$ | 2 | $x$ | 34 |  | . . |
| 100-499 | - | - | - | - | . . |
| 500 and over | - | - | - | - | ... |

 Survey of Employmen. Payroll and Hours. Statistics Canada. Caralogue 72.002. An average labour unit could be interpreted as a full-time employee Note that the business size groups used are determined at the Cansda level. thus if business has ot leas 500 employees in Canada as whole but less thar that number in any given province it is shown in the 500 and over group
(2) Refers 10 bus inesses reporting no payroll deductions in the previous year
(3) Refers 10 businesses reporiing no peyrolt beductions in the following year

- Mewly repoping" and "no longer peporting" businesses are ossumed to have bege in activity for six montins and the information is adjusted accorcingly.
see tatile 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Newfoundland. Fabric and Yern Stores (SIC 6151)


1985

```
Mumber of observetions in sempla
    Average sales s
    Average exponse?
    Average net profit (loss) $
```

Sutinuses peporting eprofit (Mo.)
Average sales S
Average sales $\$$
Average expense $\$$
Average expense
Aver age net profit
Ousinseses reporting soss (Mo.)
Averece seles $S$
Average expense $\$$
Average net loss $\$$

### 201.194 <br> 201.194 195,243

5.951
262.84
247.839
247.839
15.009
287.072
287.072
297.671
$-10.399$
-. --
--
--

| -- | .- | .- |
| :--- | :--- | :--- |
| -- | -- | .- |


| .- | -- | - |
| :--- | :--- | :--- |
| - | - |  |

-.

1888

Mumber of observetions in sample Average sales $\$$ Averge expense $\$$ Average net profit (loss)s

## 17 143.219 135.159 <br> 136.159

7.060

Busineses peporting profit (Mo.) Average sales $S$
153. 12
153.116
141.606
11.510

Average expense
$149.088^{5}$
Businesses roporting a loss (Mo.)
Aver解e sales 5
156.498

Average net loss $\$$
$-7.410$

| -- | -- |
| :---: | :---: |
| -- | -- |
| -- | -- |
|  |  |
| -- | -- |
| -- | -- |
|  |  |
| -. | - |
| -- | -- |

--
--

--
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--
--

1987

Number of observetions in semple Aversge sales

19
383.678
3775
Average expense $\$$
Aversge net profit (loss) $s$

Butineses reporting profit (Mo.)
Average sales 5
Average expense 5
Average net piofit s
370.195
353.817
16.378

Businesses reporting loes (Mo.)
Average sales $\$$
$124,790^{8}$
Average expense $\$ \quad 434,007$
Average net loss $5 \quad-9,217$
(11) These estimates are besed on sample of businesses reporiing sales between $\$ 25.000$ and $\mathbf{2 2 . 0 0 0 . 0 0 0 . ~}$

Sae Table f for symbols and nores

TABLE 1. Selected operating ratios. in percent of sales, 1987
Newfoundiand, Houshold Furniture Stores (SIC 521)

| Total(1) Bottom | Lower | Uoper | Top |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | middie $25 \%$ | $25 \%$ |


| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales vaiue ( $\$ 0000^{\prime}$ s) |  | (1) ${ }^{9}$ |  | -- |  | -- |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry overage 22 |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses onty (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoef } \\ & \text { middle } \\ & 25 x \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 X \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { midd le } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Peicent of soles |  |  |  |  |
| Cont of seles | 51.5 | - | - | -- | -- | 100.0 | 51.5 | -- | -- | - | -- |
| Occupancy expenses | 9.2 | -- | -- | -- | -- | 100.0 | 9.2 | -- | - | -- | "- |
| Deprecistion | 3.9 | -- | -- | . | -- | 100.0 | 3.9 | -- | -- | - |  |
| Reoairs \& maintenance | 0.2 | -- | -- | -- | -- | 60.7 | 0.4 | -- | -- | -- | -- |
| Hest. light 8 telephone | 1.6 | -- | -- | - | -- | 100.0 | 1.6 4.5 | -- | -- | - | -- |
| Rent | 3.5 | -- | -- | = | -- | 77.2 | 4.5 | -- | -- | - |  |
| Personnel expenses | 16.2 | -- | -- | -- | -- | 100.0 | 16.2 | - | -- | -- | - |
| Finencial expenses | 1.9 | -- | -- | - | -- | 100.0 | 1.9 | -- | -- | -- | $\cdots$ |
| Interest 8 bank charges | 1.6 | -- | -- | -- | -- | 80.7 100.0 | 2.6 | -- | -- | -- | -- |
| Prolessional fees | 0.3 | -- | -- | -- | - | 100.0 | 0.3 | -- | -- | -* | -- |
| Other expenses | 13.5 | - | -- | -- | -- | 100.0 | 13.5 | -- | - | - | -- |
| Profit (loss) | 7.7 | - | - | -- | -- | 100.0 | 7.7 | - | -- | -- | -- |
| Total | 100.0 | - | -- | -- | -- | 100.0 |  | - | -- | - | -- |

## Symbols

zepo or no oeservitions

- roo small 100 be expressed
- nor epalicabi
$x$ confidensial


This portion of the table perteins only to the businesses reporting she specific expense item. Therefore these retios ere cilculated inaividually and the catal will not necessarily equal $100 \%$.

## Wotes

Dete are shown by quertiles when ar least 13 of the sunpled businesses report the specific item
 one querter of the cotal number of businesses. Within eech quertile, the averege retio is presented. for comper ison purpases, the high and low velues of sales af shown.

Mow to use the tables

(2) The selected range will indicete the proper quertile. i. the bottom $25 \%$. the lower midd 25z. the upper midde $25 z$ or the top $25 \%$.
(3) Dets pertaining to the sulected seles size range will be in thet quertile.

## stenderd Industris) CIessificetion Definition (SIC 18s0):

SIC 6210 - Moustheld furniture Stores
 are included in this imjustry group

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundiand, Houshold Furniture Stores (SIC 621)

|  | Total(1) | Bottom 25\% | Lowel middle 25\% | Uope? midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 s ) High sales value ( $\$ 000^{\circ}$ s) | (11) ${ }^{6}$ | -- | -- | -- | -- |
|  | Average ( 5000 's ) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes peceiveble | 85 | -- | -- | -- | -- |
| Inveniory | - | - | - | -- | -- |
| Other cuprent assets | 229 | -- | -- | -- | - |
| Total current assets | 314 | -- | -- | -- | -- |
| Fixed assets | 94 | - | - | -- | -- |
|  |  | -- | - | -- | -- |
| Other assets | - | -- | ** | -* | -- |
| Total aseets | 408 | -- | -- | -- | -- |
| Lisbilities end equity |  |  |  |  |  |
| Current ioans | 1 | -- | -- | -- | -- |
| Dther current lisbilities | 166 167 | -- | -- | - | -* |
| Totel current liabilities Mortgages payable | 157 | -- | -- | - | -* |
| Long term debt | - | -- | -- | -- | -- |
| Other liabilities | 103 | - | -- | -- | -* |
| Totel liabilities | 270 | - | ** | -- | - |
| Total equity | 138 | -- | - | - | - |

(1) These estimetes er pesed on sample of businesses peporing sales between 525,000 and $\$ 2,000,000$.

See table 1 for symbols and nores.

TABLE 3. Financiai retios(1) for fncorporited bustnesses only. 1987
Newfoundiand, Moushold Furniture Stores (SIC E21)


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

121 These estimetes we besed on semple of businesses reporting seles between 825,000 and 82,000,000.
see inole 1 for symole and noten.

## Definitions:

1. Liquidity retio:

Current = current assets / curpent liabilities.
2. Leverage retios:
a) Debriequity = rotal liabilities / equity.
bl Debr fatio $x$ toral liabilities / total assets
cl Interest coverage = net profit - interest expense / interest expense.

TABLE . Statement of changes in financial position for incorporated businesses only. 1987
Newfoundiand, Houshold Furniture Stores (SIC 621)

| Total ${ }_{\text {a }}$ ) |  | $\begin{array}{r} \text { Bot tam } \\ 25 \% \end{array}$ | Lower <br> middie 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value ( $\$ 000$ 's) High sales volue ( $5000^{\circ} \mathrm{s}$ ) | $\begin{array}{r} 3 \\ (1)^{3} \end{array}$ | -- | -- | -- | -- |
| Aversge (\$000's) |  |  |  |  |  |
| Operating activities Cesh from aperations Depreciation Other | X $X$ $X$ | -- | -- | - | -- |
| Dividende | $x$ | - | = | -* | - |
| Investeent sctivities <br> Disposal of fixed assats <br> Purchase of ixed asset: <br> Incresse in investment <br> Decresse in investment | $x$ $x$ $x$ $x$ | -- | -- | -- | - |
| Fintencing ectivities <br> Increase in long term debt <br> Reparment of long term debt <br> Loans from shareholders <br> Repayment of loans from sharehol ders <br> Advances 8 loans from government <br> Increase in equity <br> Decrease in equity <br> other | $\begin{aligned} & X \\ & X \\ & X \\ & X \\ & X \\ & x \\ & X \\ & X \\ & X \end{aligned}$ | -- | -- | -- -0 -- $=-$ -- -- | - |
| Increase(decrease) in cash \& equivelonts Cast equivalents-Beginning of the yeer Cash squivelents - End of the year | $X$ $X$ $X$ | - | -- | -- | - |


only those businesses reporting a siatement of chenges.
Soe Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic cisasificetion in 1987
Nowfoundiand, Houshold Furniture Stores (SIC 621)


(1) Average labour units are colculated by dividing zotal payroll by the everage annual wage and salary rote as reported in the

Surver of Employment. Payrall and Mours. Statistics Canada. Cotalogue 72-002. An average labour unit could be interpretiod as a full-time employet, Note that the business size groups used ore determined at the canade level. Thus if a business has at least 500 employees in Canso as whole but less than that number in any given province it is shown in the 500 and over group.
(2) Refers to businesses reporting no payroll deductions in the previous yetr.
(3) Refers to businesses reporting no payroll deouctions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed to nave deen in activity for six months and the information is adjusted accoroingly

See Pable: for symouls and notes.

TABLE 6. Selected operating characteristics of mall businesses by sules quartile. 1985-1987 Newfoundland. Houshold Furniture Stores (SIC 621)

|  | To:al(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lawe ? miode 25\% | Upper $\text { middle } 25 \%$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple | 6 |  |  |  |  |
| Averge sales $\$$ | 569.720 |  | -- | -- | -- |
| Average expense \$ | 540.951 |  | -- | -- | -- |
| Average net profit (loss) \$ | 28.759 | -* | -- | -- | -- |
| Businesees reporting profit (No.) | 5 |  |  |  |  |
| Average sales \$ | 841.930 | -- | -- | - | -- |
| Avelage exoense $\$$ | 796.322 | -- | -- | - | -- |
| Average net profit $\$$ | 45.608 | -- | -- | -- | -- |
| Cusinesses reporting loss (Mo.) | 25.301 |  | -- | -- | -- |
| Average samense ${ }^{\text {A }}$ | 30.240 | -- | -- | -- | -- |
| Average net loss \$ | -4.939 | -- | -- | - | -- |



1987

| Mumber of observetions in sample <br> Average sales \$ <br> Average expense s <br> Average net profit (loss) \$ | $\begin{array}{r} 10 \\ 484.787 \\ 463.709 \\ 21.078 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (No.) | 9 |
| Average sales \$ | 469.033 |
| Average expense \$ | 447.454 |
| Average net profit \$ | 21.569 |
| Businesses reporting lose (Mo.) | 1 |
| Averge salas ${ }^{\text {S }}$ | 458.499 |
| Average expense \$ | 481.897 |
| Average net loss \$ | -3.398 |

181 These estimates are based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$ See Table i for symbols and notes

TABLE 1. Selected aperating ratios, in percent of sales. 1987
Newfoundiand, Appliance. Television, Radio and Stereo Stores (SiC 622)


## Symbols

zero or no observations

- too smali too be expressed
not applicable
x configential


## Footnotes

11 These estimetes bre based on a semple of businesses reporting sales between $\$ 25,000$ and $\$ 2.000 .000$. Toial weighted expenditure on given item
(2) Value in each cell $\approx$ fotal weighted sales of sll businesses in the sample for fortile.
(3) Value in each cell
lotal weighted expendiqure on given item
$\times 100$ for mach quartile.

Inis portion of the table pertains only to the businesses reporting the specific expense item. Ther for these ratios or calculatod individually and the cotai will not necesserily equel 100 \%

Motes
Dete are shown by quertiles when et least 13 of the samoleo businesges ruport the specific item.
Records mere ranked in ascending order according to sales size. Ebch quartile li. botton 25\%, lower middle 25z. etc, represents on quarter of the total number of businesses. Within eseh quertile, the aversge retio is presented. For comparison purposes, the high and low values of sales ere shown

## How to use the tetbles

ill locate the sppropriste sties range thet is displayed on the two lines entitled bow seles veluee eno wigh seles value
(2) The selected renge will indicete the proper quertile. i. the bottom 25\%. the lower midele 25\%, the upper midele 25\% or the 100 25\%
(3) Deta perteining to the selected seles size range will be in thet quartile.

## Stenderd Industribl CIBsificetion Definition (SIC 1880):

Sif 6220-Applience, Tolvision, Aadio and Stereo Stores
Businesses prinarily engaged in retail deating in major household appliances. smell electical appliances. television. radio and sound equipmeni. Repai: shops for such app! iances are included in this industry group.

TABLE 2. Balance sheet profile for incorporated buzinesses only, 1987

|  | Total(1) | Bot $\begin{array}{r}\text { 20m } \\ 25 \%\end{array}$ | Lower <br> middle 25\% | Upoer midule $25 \%$ | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sample (No.) Low sales vaive ( $\$ 000$ 's) High sales value ( 8000 's) | (10 | -- | -. | -- |  |
|  | Averase (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash ${ }_{\text {Accounts }}$ and notes receivabl | 3 | - | - | -- | -- |
| Inventory |  | -. | -- |  | .- |
| Other current assets | 86 | -- |  |  |  |
| Total curcent essets | 89 | -- | -- | -- | -- |
| Fixed assets ${ }_{\text {Less: }}$ Accum. deo. on fixed assets | 60 | -- | -- | -. |  |
| Less: Accum. ded. on fixed assets Other assets | 6 | -- | -- | -- | -- |
| Totel asmete | 155 | - | -- | -- | - |
| Liabitities and equity 10 . 10 .- .- |  |  |  |  |  |
| Other current liabilities | 72 | -- | -- | -- | -- |
| Total current liabilities | 82 | -- | -- | -- | -. |
| Mortgages dayable | - | -- | -- |  |  |
| Long term debt Other liabilities | 10 59 | -- | -- | -- | -. |
| Total liabilities | 151 | =- | -- | -- | -- |
| Total equify | 5 | -- | -- | -- | -- |

If These estimates are based on sample of Dusinesses roporting seles between 325,000 end $\$ 2.000,000$.
See Table 1 for symols and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Newfoundiand, Appllance. Television, Radio and Stereo Stores (Sic 822)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower midde 25\% | Ubper midde $25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampla (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $5000^{\circ}$ s) | 10 $(1)$ $(1)$ | -- | -- |  | - |
|  | Average |  |  |  |  |
| Liquidity ratio Curient ratio (times) | 1.1 | -- | -- | -- | - |
| ```Leverage ratios Debtlequity ratio (times) interest coverage ratio (times) Dobt patio (times)``` | $\begin{array}{r} 31.5 \\ 9.1 \\ 1.0 \end{array}$ | -- | -- | -- | -- |

(1) The retios represent the wertge of retios for wach business in the group and cannot be calculeted from the figures ghow in ibble 2 .
(2) These estimates ert bened on semple of businesses peporting sales between $\mathbf{2 5}, 000$ end $\mathbf{3 2 , 0 0 0 , 0 0 0 .}$
see roble ifor symbel and notes.

## Befinitions:

1. Liquidity retio:

Current = curpent assets / current liabibities
2. Levertoge ritiot:
al Detrequity = rotal liabilities / equify.
(1) Debt tatio = total liabilities fotal assets.
cl Interest coverege net profit interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Newfoundiand. Appliance, Television. Redio and Seereo Stores (SIC 622)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { lower } \\ \text { midde } 25 \% \end{array}$ | Upper $\text { midole } 25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $15000^{\circ}$ s) High sales value ( $3000^{\circ}$ s) | $\begin{array}{r} 9 \\ (1)^{9} \\ (1) \end{array}$ |  |  |  |  |
|  | Average (\$000's) |  |  |  |  |
| Operating ectivities Cash from operations Depreciation Dther | $\begin{array}{r} 5 \\ 16 \\ -21 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | - | = | -- |
| Investment activities Disposel of fixed essets Purchase of fixed assets Increase in investment Decresse in investment | $\begin{array}{r} 25 \\ -31 \\ -7 \\ - \end{array}$ | -- | -- | =- | -- |
| Financing ectivities <br> Increase in long term debt Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Aovances 2 loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 25 -13 7 -1 | - -- - - - -- | - - - - - - -- | - <br> - <br> - <br> - <br> - | -- -- -- - - |
| Increase (decrease) in cash equivalents Cash tequivalents-leginning of the year Cash equivelents - End of the year | 6 -5 1 | -- |  | - | -- |

(1) Inese estimates ore based on sample of incorporated businesses reporting sales between $\$ 25,000$ ano $\mathbf{\$ 2 , 0 0 0 . 0 0 0 \text { . Sempie count includes }}$ only those businesses reporting atormen? of changes
see fabio 1 for symbots ma notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on Sic ciassification in 1987 Newfoundiand, Applimet, Television, Radlo and Stereo Stores (SIC 522)


(11) Averoge laboup units bre culculated by dividing rotal payroll by the overoge onnual wage and selary rate as roported in the survey of Emplovment. Payroll and Hours, Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a full-tine mployee. Noto thet the business size groups used are determined at the Canada level. Thus if business has at least 500 mployees in Canade as whole but less than that number in any given province it is shown in the 500 ano over group
(12) Refers to businesses reporting no dayroll deductions in the previous year
(3) Refers 10 Dusinesses reporting no paytoll deductions in the following year
*Newly reporting" and "ho ionger emporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See iatie i for symols and motes.

TABLE 6. Selected operating charmetertettcs of smali bustnesses by saies quartile, $1985-1987$ Newfoundiand, Applisnce. Television, Radio and Stereo stores (Sic 622)

| Toial(1) | Botiom | Lower | Upper | Top |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | midde $25 \%$ | $25 \%$ |

1985

| Mumber of observetions in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ |  |
| :---: | :---: |
| Businesses reporting prolit (Mo.) | 8 |
| Average stos $\$$ | 304,059 |
| Average expenses | 282,467 |
| Average net profit 5 | 21.592 |
| Businesses peporting eloss (Mo.) | . 1 |
| Avorage sales \$ | \$73.000 |
| Aversge expense | 1.096.000 |
| Averoge net loss \$ | -123.000 |

1985

Mumber of observations in semple Average sales $\$$ Average expense 9 Average net profit (loss) $\$$

Businesses reporting profit (Mo.l Averege sales 5 Aversge expense $\$$ Averge axplrer 379.284 Averse net Drofits $\quad 17.206$

Businesses reporting loss (Mo.) Average sales Average expense $\$$ Average net loss \$
252.925
252.926
245.625
7.301

19
379.284
17.206
$203.320^{7}$
203.320
210.078
$-6.758$


Mumber of coservetions in sample

$$
\text { Average sales } \$
$$

Aversge expense
24
228.999
218.391
10.608
Average net profit (loss) $\$$

Businesses reporting aprofit (Mo.)
Average soles
14
204.783
183.645
Average expense $\$$
Average net profics
21.138

Businesses reporting less (Mo.)
Average sales s
Average expense
10
257.018
269.739
-12.721
Average net loss $\$$
$-12.721$
(1) These estimates are based on sample of businesses reporting sales beiween $\$ 25.000$ ond $\$ 2.000 .000$.

See table ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundiand Television, Radio Stereo Stores (SIC 6222)

|  | Tote!(1) |  | 6ottom 25\% |  | Lowermidole 25\% |  | Upper midde 25: |  |  | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value (\$000's? |  | $\begin{aligned} & 14 \\ & (1) \\ & (i) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry avorage(2) |  |  |  |  | * businesses reporting | Redorting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot+om } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Hooer } \\ & \text { middI } \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Upper midol $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Porcent of sales |  |  |  |  |
| Cost of sales | 41.4 | -- | $\cdots$ | -- | - | 75.8 | 52.0 | -- | - | -- | -- |
| Occupency expenses | 10.8 | -- | -- | -- | -- | 89.9 | 12.0 | -- | -- | -- | -- |
| Depreciation | 5.7 | -- | - | -- | -- | 74.1 | 7.7 | -- | -- | -- | - |
| Repairs maintenance | 0.9 | -- |  | -- | -- | 75.8 | 1.2 | -- | -- | $\cdots$ | -- |
| Meat. Iight s telephone | 2.6 | -- | -- | -- | -- | 89.9 | 2.9 | -- | -- | -- | -- |
| Rent |  | $\cdots$ | -- | -- | -- | 40.5 | 3.8 | -- | -- | -- | - |
| Personnel expenses | 15.3 | -- | =- | -- | - | 74.1 | 26.0 | -- | -* | -* | -- |
| Finenciel expenses | 4.3 | -- | -- | -- | -- |  |  | -- | -- | -- | -- |
| Interest s bank charges Professional fees | 4.4 | -- | -- | -- | -- | 89.9 70.6 | 4.9 0.7 | -- | -- | -- | -- |
| Other expenses | 11.1 | -- | -- | -- | -- | 100.0 | 11.1 | -- | - | -- | - |
| Profit \{loss) | 12.5 | - | - | -- | -- | 100.0 | 12.5 | -- | -- | -- | - |
| Totel | 100.0 | - | -- | -- | =- | 100.0 | . . | -- | =- | -- | -- |

## Symbols

```
    cro or no observations
-- too small too be expressed
    not spolicabl
* confidential
```


## Footnotes

(1) These stimetes ere besed on sempl of businesses reporting sales between $\$ 25,000$ ma $\$ 2,000,000$ Totel weighted expenditure on e given item

lotel weighted expendizure on given item

This pertion of the qable pertsins only to the businesses reporting the specific oxpense item. inerefort these patios are calculated individually and the cotal will not mecessarily equal 100\%.

## Wotes

Onts ere shown by quertiles when ot least 13 of the sampled businesses report the specific item
 on quarter of the torel number of businesses. Mithin esch quartile. the over ege fetio is presented. for comparison purposes. the high and low velues of sotes ere hown.

How to use the t业les

21 The selected ronge will indicste the propef queftile. i.e. the botion 25s, the lower midde 255, the upper midgl 258 or the Lop 25\%
(3) Deta pertsining to the sulected seles size range will be in that quertile

## Stenderd Industrial Clastificstion Definition (SIC 1980):

[^19]TABLE 2. Balance sheet proftle for incorporated businesses only. 1987
Newfoundiand, Television, Radio Stereo Stores (SIC 6222)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | Under $\text { midele } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( 8000 's) | (1) ${ }^{9}$ | -- | -- | -- | -- |
|  |  | Averape (\$000's) |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes recuivable | 2 | -- | -- | -- | -- |
| Inventory | - | - | -- | -- | -- |
| Other current assets | 89 | -- | -- | -- | -- |
| Total curpent assets | 92 | -- | -* | -- | -- |
| Fixed essets | 63 | -- | -- | -- | -- |
|  | $\overline{7}$ | - | -- | - | -- |
| Dther essets | 7 | -- | -- | -- | -- |
| Total assete | 181 | -- | -- | -- | -* |
| Lisbilities and equity |  |  |  |  |  |
| Current loans | 10 | -- | -- | -- | - |
| Other current liabilities | 72 | -- | -- | -- | -- |
| Total curfent liabilities Mortgages Dayable | 83 | -- | -- | -- | -- |
| Long term debt | 11 | -- | -- | -- | -- |
| Other liabilities | 63 | -- | -- | -- | -- |
| Totsl lisbilities | 157 | - | - | -- | -- |
| Total equity | 4 | -- | - | - | -- |

(1) These estimetes ere besed on senvie of businesses reporting soles between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{\$ 2} .000 .000$.

See Table 1 for symols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Newfoundland, Television, Radio Stereo Stores (SIC 8222)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midd l } 25 \%$ | Upper middle 25\% | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low soles value ( $\$ 000^{\circ}$ s) <br> Migh sales value $\left(\$ 000^{\prime}\right.$ ) | $(11)^{9}$ | -- |  | -- | -- |
|  |  | Average |  |  |  |
| Liquidity retio Curcent iatio (times) | 1.1 | -- | - | -- | -- |
| Leverage retios <br> Debtloquity ratio (times) <br> Interest coverage ratio \{times) <br> Debt ratio (times) | $\begin{array}{r} 35.9 \\ 0.9 \\ 1.0 \end{array}$ | -- | -- | -- | - |

(1) The cefios represent the merege of retios for each business in the group ond connot be celcuiled from the figures shown in ioble 2
(2) Thest estimetes ere besed on senple of businesses reporting sel between $\$ 25,000$ and $\mathbf{3 2 , 0 0 0 , 0 0 0 .}$

See isble ifor symbols and notes

## Delinitions:

1. Liquidiey retic:

Current * current assets / current liabilities
2. Leversoge relios:
a) Debt/equity $=$ cotal liabilisies / equity
b) Debe ratio $=$ total lisbilities / iotal esseis
cl Interest coverage a net profi , interest expense / inieres: expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Newfoundland, Television, Radlo \& Stereo Stores (SIC 6222)

|  | Tolal\1) | Bottom 25\% | Lower $\text { midd:e } 25 \%$ | Upper middie 25\% | $\begin{aligned} & \text { Too } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No.) Low salas value ( $\$ 000$ 's) High sales value $\left(9000^{\circ}\right.$ s) | $\begin{array}{r} 8 \\ (1) \\ (1) \end{array}$ |  | -- |  |  |
|  | Averape (\$000's) |  |  |  |  |
| Dpersting activities Cash from operations Depreciation Other | $\begin{array}{r} 2 \\ 21 \\ -10 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | =- | - | -- |
| Investment activities <br> Disposal of 1 ixed assets <br> Purchase of fixed assets <br> Incrase in investment <br> Decresse in investment | $\begin{array}{r} 22 \\ -18 \\ -6 \\ 1 \end{array}$ | -- | -- | -- | -- |
| Finencine ectivities <br> Increase in lang term ded Repsyment of long term debt <br> Loans from shareholders <br> Redayment of loans fiom shareholdeis <br> Advances 8 loans from government <br> increase in equity <br> Decrease in equity <br> Dither | 2 -15 11 -1 - - - -1 | - - - - - - | -- <br> - <br> - <br> - <br> - <br> - | - <br> - <br> -- <br> -- <br> -- <br> - | -- - - - - - - |
| Increaseldecreasel in cash equivelonts Cash equivalents-Beginning of the year Cash s equivalents - End of the year | 7 -5 8 | -- | -- | =- | -- |

111 These estimazes based on sample of incorporateo businesses reporting seles between 525,000 and $\$ 2.000,000$. Sample count includes only those businesses reporting statement of chenges.
sen itble 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in ig87
Newfoundiand. Television, Radto Stereo Stores (SIC 5222)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Tots } 1 \\ (\$ 000 \text { sayroll } \\ \\ (\$ 00) \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employess |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 43 | 2.163 | 136 | 13 | 7 |
| less than 20 | 42 | $x$ | 121 | 13 | $?$ |
| $20-99$ | - | - | - |  | - |
| $100=499$ | - | - | - | - | - |
| 500 and over |  | X |  | - | - |
| 1587 |  |  |  |  |  |
| Totel | 39 | 3,674 | 208 | 6 | . . |
| lese than 20 20.98 | 36 2 | 1.937 $\times$ | 109 77 | 6 | $\cdots$ |
| $100-498$ |  | - | - | - | ... |
| 500 and over | 1 | $x$ | 20 | - | . . . |

(1) Average iabour units are colculated by dividing sots payroll by the suerage annubl wage and selary reit as reported in the Survey of Employment. Payroll and Hours. Siotistics Cansde. Colalogue $92-002$. An overape lobour unil could be interpreted as a full-time employee. Hote that the business size groups used ore delermined at the canade level. ihus if obsiness hes at least 500 employees in Canade as a whole but less than that number in any given province it is shown in the 500 and over group.
12) Refers to businesses reporting no payroll deductions in the previous year.
13) Refers to businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" Dusinesses are assumed to have been in activity for six moniths and the informerion is adjusted accordingly
see lable 1 for symbols and notes

TABLE 6. Selected operating charmeteristics of small businesses by sales quartile. 1985-1987 Newfoundland. Television, Redio Stereo Stores (SIC 6222)

|  | Tota (1) | $\begin{array}{r} \text { Boitom } \\ 25 \% \end{array}$ | midd: ${ }^{\text {Lower }}$ 25\% | Upper middle 25\% | TOD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample | 1 |  |  |  |  |
| Average seles $\$$ | 328,881 | -- | -- | -- | -- |
| Average expense \$ | 315,799 | -- | -- | -- | -- |
| Aversee net profit (loss) \$ | 13.082 | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) | 7 |  |  |  |  |
| Aversoe sales \$ | 302.727 | -- | -- | -- | -- |
| Average expense $\$$ | 280,578 | -- | -- | -- | -- |
| Average net profits | 22,149 | -- | -- | -- | -- |
| Buginesses reporting loss (Mo.) | 1 |  |  |  |  |
| Average sales $\$$ | 973.000 | -- | - | -- | -- |
| Average expense \$ | 1.096,000 | -- | -- | -- |  |
| Average net loss \$ | -123.000 | -- | -- | -- | -- |

1936



[^20]TABLE 1. Selected operating retios, in percent of sales. 1987
Newfoundiand, Automoblle (Used) Dealers (SIC 8312)

| - | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | midole $25 \%$ | Upper $\text { midde } 25 \%$ | To $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) | 7 |  |  |  |  |
| Lom salos value! 9000 's | (1) | -- | -- | -- | -- |
| Migh sales value (9000's) | (1) | -- | -- | -- | -- |


| Sulected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { poporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Upoer } \\ \text { midd } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { 10p } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 50.1 | -- | - | -- | - | 10.4 | 74.8 | -- | -- | -- | -- |
| Decupancy expenses | 2.1 | -- | -- | -- | -- | 10.5 | 3.0 | -- | -- | -- | -- |
| Deprecietion | 0.5 | -- | -- | -- | -- | 32.7 | 1.5 | -- | -- | -- | -- |
| Repairs \& maintenance | 1.0 | -- | -- | -- | - | 60.9 | 1.7 | -- | -- | -- | -- |
| Heat, light 6 teleprione | 0.9 | -- | - | - | -- | 80.5 | 1.1 | -- | -- | -- |  |
| Rent | 0.1 | -- | - | -- | -- | 4.6 | 2.0 | -* | -- | -- | -- |
| Personnel expenses | 1.7 | -- | - | - | -- | 39.9 | 4. 3 | - | -- | -- | -- |
| Financiol expenses | 0.4 | -- | -- | -- | -- | 59.5 |  | -- | -- | -- | - |
| Interest \& bank charges | 0.1 | -- | -- | -- | -- | 36.4 | 0.4 | -- | -- | -- | -- |
| Pratessional fees | 0.2 | -- | -- | -- | -- | 59.5 | 0.4 | -- | -- | -- | -- |
| Other expenses | 22.5 | -- | -- | -- | =- | 100.0 | 22.5 | -- | -- | *- | - |
| Profit (loss) | 12.8 | - | - | -- | = | 100.0 | 12.8 | -- | -- | -- | - |
| Totel | 100.0 | -- | -- | =- | - | 100.0 | ... | -- | -- | -- | - |

## Symbols

zero of no observetions
too smell too be fxpressed
mai applicable
$\times$ confiontiel

Footnotes
111 These estimetes ere besed on semple of businesses repopting sel os betwien $\mathbf{8 2 5 , 0 0 0}$ eno $\mathbf{~ 2 , 0 0 0 , 0 0 0}$
(2) Vetue Total weighted expendiqupe on given ltem
(3) Velue in esch cell $: \frac{\text { Totel weighted expenditure on eiven iten }}{\text { Totat wighted seles of businesses poporting this item of expengitupe }}$ lop fop each outtile

This portion of the table pertains only to the businesses roporting the specific expense item. fherefore thest retios ere calculated indivioualiy and the roisl will not necessarily equil 100\%

## Motes

Dete are shown by quertiles when et leest 13 of the serolod businesses report the specific item
 one querter of the total number of businesses. Within esh quertile. the overmpe petio is presented. for comperison purposes. the high and low values of sales ere shown.

How to use the tobles
111 Locete the opproprime sales renge that is displayed on the two lines entitled "Low setes value" and migh seles value
21 The selseted renge will indicete the proper quertile, i. the botton 25x. the lower middle 25\%, the upper midde 25x or the toD $25 z$.
(3) Datio portaining po the selected seles size renge will be in that quartile.

Stenderd Industrisl Clessificetion Definition (SIC 1980):
SIC EJ12 - Automobile (UEed) Deslers
Businesses primarily engeged in retai dealing in used cars. Such businesses may be secondarily engeged in selling new cars and equipment.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Newfoundland, Automobile (Used) Dealers (SIC 6312)

|  | Totali) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | micdle $25 \%$ | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's High sales value ( 8000 's) | $(19)^{2}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash accounte and notes receivable | x | - | -- | -- | -- |
| Inventory | K | -- | -- | -- | -- |
| Other current assets | $\times$ | -- | -- | -- | -- |
| Totsl current assets | $\times$ | -- | -- | =- | -- |
| Fixed assets | $x$ | - | - | =- |  |
| Less: Accum. deo. on fixed ussets | x | -- | -- | -- | - |
| Other sssets | $X$ | -- | -- | - | -- |
| Totel essets | $x$ | -- | -- | -- | - |
| Liabilities and equity |  |  |  |  |  |
| Curtent current lisbilities | $\times$ | -- | -- | -- | -- |
| Total curcent liobilities | $x$ | -- | -- | -- | -- |
| Mortgages dayable | $x$ | - | - | -- | -- |
| Long term dett | $x$ | - | -- | -- |  |
| Other liabilities | $x$ | -- | -- | -- | -* |
| Total lisbilities | * | -- | =- | -- | -- |
| Total equity | $\times$ | -- | -- | -- | -- |

(1) These estimates besed on sample of businestes reporing seles between $\$ 25,000$ end $\$ 2.000 .000$.

Sen rable 1 for symbols and notes.

TABLE 3. Finencial retios (1) for incorporited businesses only. 1987
Newfoundiand. Automoblle (Used) Deelers (SIC E312)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | midele $25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 5000 s) High sales value $(5000$ 's) | $\begin{aligned} & (1)^{2} \\ & (1)^{2} \end{aligned}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| hiquidity ratio Current ratio (times) | X | -- | - | - | -- |
| Leverage retios <br> Debt/eavity retio (times) <br> Interest coverage retio (times) <br> Debt ratio (times) | $x$ $x$ $x$ | -- | -- | -- | -- |

(1) The ratios represent the oversge of retios for sech business in the group ond csnnot be cslculated from the figures shown in tule 2 .
(2) Thmee estinetes mre besed on semple of butinesset peporting seles berween 325,000 and $32,000,000$.

See Teble 1 for symbols and notes.

## Oefinitions:

1. Liquidity ritio:

Current $=$ current assets / current liabilities.
2. Leverage rotios:
8) Debt/equity = poral liabilitios/equity.
t) Debt ratio $=$ total liabilities / total assers
c) Interest coverage $=$ net profit interest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1887
Mewfoundland, Automobile (Used) Dealers (SIC 6312)

|  | Tots1(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper $\text { midele } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value (\$0U0's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 2 \\ (1)^{2} \\ i 1)^{2} \end{array}$ | -- |  | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating ectivities <br> Cash from operations <br> Dedreciation <br> Dther | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -- | -- |
| Investment octivities Dispossil of fixed sssets Pupchase of fixed assets Incresse in investment Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ |  | -- | -- | -- |
| Financing ectivities <br> Incicase in long term debt <br> Reparment of long term debt <br> Loens from shareholders <br> Repayment of loans from shareholders <br> Adrances \& loans from government <br> increase in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | -- - - - - - | - - - - - - |
| Incresse(decrease) in cash \& equivalents Cush 8 equivalents-Beginning of the yeer Cash sequivalents - End of the year | $x$ $x$ $x$ | -- | -- | -- | -- |

11) These estimazes are oased on a sample of incorporated businesses paporifin sales betwan $\$ 25.000$ ond $\$ 2.000,000$. Semple count inciuges only those businesses peporiing a statement of changes
see iable ; for symols ano notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in i987
Newfoundland, Automobll Dealers


[^21]TABLE 6. Selected operating cheracteristics of small businesses by sales quartile. 1985-1987
Newf oundland, (utomobile (Used) Deelers (S|C 5312)

|  | Total(1) | Botrom <br> $25 \%$ |  |
| :--- | :--- | :--- | :--- |

1986


[^22]TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundiand, Gesoline Service Stations (SIC 6331)

|  | Total ${ }^{\text {a }}$ (1) |  | Bottom 25\% |  | Lower midde 25\% |  | $\begin{aligned} & \text { UDoer } \\ & \text { midde } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & \text { To } \\ & 25^{\circ} \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 00 \mathrm{C}$ s) | $\begin{aligned} & 92 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & 11\} \\ & 209 \end{aligned}$ |  |  | $\begin{array}{r} 209 \\ 371 \end{array}$ | $\begin{aligned} & 371 \\ & 685 \end{aligned}$ |  |  | $\begin{aligned} & 685 \\ & (1) \end{aligned}$ |  |
| Solected expense item | Industry average (2) |  |  |  |  | $\begin{gathered} \text { X busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | Upper nidd 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Tot 1 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd le } \\ 25 \% \end{array}$ | UDDE T middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 71.2 | 50.6 | 33.6 | 70.5 | 79.5 | 96.7 | 73.6 | 56.7 | 3.3 6 | 72.4 | 79.5 |
| Occupancy expenses | 3.7 | 6.4 | 2.4 | 3.6 | 2.7 | 100.0 | 3.7 | 8.4 | 2.4 | 3.6 | 2.7 |
| Depreciation | 1.8 | 4.2 | 1.0 | 1.2 | 0.7 | 82.4 | 2.2 | 7.2 | 1.3 | 1.3 | 0.7 |
| Repairs 8 maintenance | 0.3 | 0.2 | 0.2 | 0.5 | 0.4 | 73.3 | 0.4 | 0.4 | 0.3 | 0.5 | 0.4 |
| Heat. light s telephone | 1.2 0.4 | 2.0 0.1 | 0.9 0.3 | 1.0 0.8 | 1.1 0.5 | 99.3 52.0 | 1.3 0.8 | 2.0 0.1 | 0.9 0.6 | 1.1 | 1.1 0.9 |
| Perconnel expenses | 9.5 | 10.4 | 8.7 | 8.8 | 10.2 | 100.0 | 9.5 | 10.4 | 1.7 | 8.8 | 10.2 |
| Financiol expenses | 0.8 | 0.9 | 0.5 | 1.1 | 0.5 | 93.5 | 0.8 | 1.0 | 0.7 | 1.1 | 0.6 |
| Interest \& bank cherges | 0.5 0.3 | 0.4 | 0.3 0.3 | 0.7 | 0.4 | 72.3 | 0.6 | 1.3 0.5 | 0.5 0.4 | 0.7 | 0.4 |
| Professional fees | 0.3 | 0.4 | 0.3 |  | 0.2 | 84.1 | 0.4 | 0.5 | 0.4 | 0.4 | 0.2 |
| Other expenses | 11.2 | 20.7 | 3.4 | 14.5 | 8.2 | 100.0 | 11.2 | 20.7 | 3.4 | 14.5 | 6.2 |
| Profit (loss) | 3.6 | 11.0 | 1.3 | 1.4 | 0.8 | 97. 8 | 3.7 | 11.0 | 1.3 | 1.4 | 0.3 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | , | . . | -. | $\ldots$ | - . |

5ybols
zero or no observalions

- 100 small to0 be expressed
no: oplicale
$\times$ confidential


## footnotes

(1) These estinates ere besed on 0 semple of businesses reporting selies between $\$ 25,000$ end $\$ 2.000 .000$ Totel weighted expenditur on given item
(2) Value in each cell $=\frac{\text { Totel weighied seles of oll businesses in the sample }}{\text { to }}$ foo for each quartile
(3) Velue in each cell $=$ lotal weighted expendiqure on a gen iten

This portion of the table pertins only to the businesses reporting she specific expense iten. Therefore these peios ere eiculater indiviouslly and the cotal will not necesserily equal $100 \%$.

## Motes

Desa ere shown by quertites when bt least 13 of the sempled businesses report the specific item.
Records wer ranked in ascending order mecording to sales size. Esch quartile fi. e. bitom 25\%, lower midde 25\%. elc. represents one quarter of the lotal number of businesses. Within each quertile. the overege ratio is presented. for comparison purposes. the high and low values of sales er shown.

How so use the tebles
(1) Locete the sppropriste seles range thet is displeyed on the two lines entitled blow salus value end emigh seles velues

121 The selected range will indicate the proper quertile. i.t. the bottom 25\%. the lower nidd 25\%, the upper middi 358 or the top $25 \%$.
(3) Dete perteining to the selected seles size renge will be in that ounctile.

## Stunderd Industriel CImesifiction ofinision (SIC 1880) ;

51C 6331-Gesolin Service Stations
Businesses primarily engeged in retail degling in gesoline. Iubricating oils and greases. Included in ehis industry are firms primerily engaged in lubr:cating motor vehicles. This industry group includes firms described as: retail diesel fuel. filling siations. gas bers. gasoline service stations. reiail gasoline. motor venicles lubrication services and self-serve gesoline stafions.

TABLE 2. Balance sheet profile for incorported businesses only, 1987
Newfoundiand, Gasoline Service Stations (SIC E331)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowef midde 25\% | Upder middle 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lo sales value ( 8000 's) High sales value ( $\$ 000{ }^{\circ}$ s) | 39 $(1)$ (1) | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aesets |  |  |  |  |  |
| Cash | 12 | -- |  | -- |  |
| Accounts and notes peceivable | 12 | -- | -- | -- | -- |
| Other cufrent assets | 44 | -- | -- | -- | -- |
| Total curcent assets | 56 | -- | -- | -- | -- |
| Fixed sseets | 55 | -- | *- | - | - |
| Less: Accum. dep. on fixed assets | 11 | -- | -- | -- | -- |
| Other assets | 11 | =- | -- | -- | -- |
| Totel eseets | 122 | -- | -- | -- | = |
| Liebilities and mavity |  |  |  |  |  |
| Other current liabilities | 33 | -- | =- | -- | -- |
| Total current liabilities | 37 | -- | - | -- | -- |
| Mortgages payable | - | - | -- | -- | -- |
| Long term debt | 5 | -- | -- | -- | -- |
| Other liabilities | 38 | =- | -- | -- | -- |
| Totel listilities | 80 | -- | -- | -- | -- |
| Total equity | 42 | -- | -- | -- | -- |

111 These estimeres ere bssed on sempl of businesses reporiing sales between $\$ 25.000$ snd $\$ 2.000,000$.
See Table 1 for symbols and notes.

TABLE 3. Ftnancial ratios(1) for incorporated businesses only, 1987
Mewfoundiend, Gesoline Service Stetions (SIC 6331)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | Lower $\text { midde } 25 x$ | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 39 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.5 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity fetio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 1.9 2.6 0.7 | -- | -- | -- | -- |

(11) The ratios copresent the over ge of retios for bech business in the group and connor be celculoted from the figures shown in tuble 2 .
(2) These estimetere besed on semple of businesses reporting seles petween $\mathbf{2 5}, 000$ and $\mathbf{2 2 , 0 0 0 , 0 0 0}$.

Set Table ifor symbols and notes.

## Definitions:

1. Liquidity retio:

Current a curcent assets / current liabilities
2. Leverage retios:

Debt/equity $=$ toral liadilities / equity.
b) Debt fatio s sotal liabilitios/ potal assets
c) Interest coverege $=$ net psolit . inferest expense / interest expense.

TABLE 4. Statenent of changes in financial position for incorporated businesses only, 1987
Newf oundiand, Gesoline Service Stations (SIC 6331)


181 These estimetos are based on somple of incorporsted businesses reporting soles detween $\$ 25.000$ end $\$ 2.000 .000$. Smple count includes
only those businesses reporting stetement of changes.
Soe ioble for symbols and notes
TABLE 5. Employment changes by size of business, 1984-1987 besed on Sic cisesticetion in i987 Wewfoundiand, Gesoline Service Stetions (SIC 6331)
Business size expressed in
average labour unitsli)

[^23]TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Newfoundlend, Gasoline Service Stetions (SIC 6331)

|  | To:al(1) | Bottom 25* | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upoer midole 25\% | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 154 |  |  |  |  |
| Aversge salos \$ | 480.352 | 83.784 | 289.485 | 512.015 | 1.036 .123 |
| Average expense | 476.472 | 80.582 | 285.779 | 508.259 | 1.033.169 |
| Average net orofit (loss) \$ | 3.880 | 3.102 | 3.706 | 5.756 | 2.954 |
| Businesses reporting a profit (No.) | 112 |  |  |  |  |
| Average sales $\$$ | 488.483 | 95,731 | 281.652 | 497.631 | 1.078 .919 |
| Average expense \$ | 479.247 | 85,411 | 274.288 | 488,769 | 1.067.519 |
| Average net profits | 9.236 | 9.320 | 7.364 | 8,862 | 11.400 |
| Businesses remorting lose (Wo.) | 42 |  |  |  |  |
| Averoge sales $\$$ | 476,590 | 68.401 | 314.750 | 559.760 | 363.450 |
| Average expense \$ | 483.824 | 73.305 | 322.840 | 564.313 | 974.838 |
| Average net loss \$ | -7.234 | -4.904 | -8.090 | -4,553 | -11.388 |

1986

| Mumber of observetions in sample <br> Average ssies 5 <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 172 \\ 548.818 \\ 542.156 \\ 5,662 \end{array}$ | $\begin{array}{r} 149.859 \\ 138.627 \\ 9.232 \end{array}$ | $\begin{array}{r} 324.942 \\ 317.895 \\ 7.047 \end{array}$ | $\begin{array}{r} 609.331 \\ 601,245 \\ 8.086 \end{array}$ | $\begin{array}{r} 1.113 .141 \\ 1.110 .856 \\ 2.285 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 133 |  |  |  |  |
| Average salos \$ | 548.011 | 132.172 | 314.949 | 600,514 | 1,144.408 |
| Average exoense \$ | 535.423 | 119.291 | 304.611 | 585,155 | 1.132.835 |
| Averege net profi:\$ | 12.588 | 12.881 | 10.338 | 15.359 | 11.773 |
| Businesses recorting loss (Mo.) | 39 |  |  |  |  |
| Average sales 5 | 567.117 | 207.907 | 362.836 | 632.913 | 1.064.813 |
| Average expense | 575.595 | 212.641 | 368.267 | 644.278 | 1.077.194 |
| Average net loss | -8.478 | -4.734 | -5.431 | -11.365 | -12.381 |

1987


111 These estimates bre bed on sample of businesses reporting sales betwean $\mathbf{8 2 5 , 0 0 0}$ and $\$ 2,000,000$
See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Tire, Battery, Parts and Accessories Stores (SIC 6342)


## Symbol

## cero or no observetions

-- 100 smell too be expressed
noi sppliceble
$\times \quad$ confidentisl

## Footnoter

11 These estimates are bused on sonple of businesses reporting ssits between $\$ 25.000$ and 82.000 .000
21 Value in each cell = lotel weighted expendizure on biven itam
(3) Velue in esch cell $=\frac{\text { lotal weighted expenditure on given iten }}{\text { fotal weighted seles of pusinesses peporting this item of expenditure }}$ for each queriile

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these patios ere calculated individuelly and the totel will not necesserily equal 100\%.

## Motes

Date ere shown by quertiles when st least 13 of the sempled businesses report the specific item
Gecords were ronked in ascending order sccopding to seles siz. Esch quertile li. bottom 25z. lower midde 25z, elc. popesents one querter of the iotel number of businestes. Within ebch queptile. the average retio is presented. For comparison purposes. ihe high and low values of sales ore shown
now to use the tebles
(1) Locate the sppropribte seltes range thet is displeyed on the two limes entitled wow soles value and ehigh sales viluet

21 The selected renge will indicste the proper gusptile. i. e. the bottom 25\%. the lower midde 25\%, the upper midde 25\% op the 10p 25\%
(3) Dete pertsining to the selectod sales size ronge will be in that quertile

## Sesnderd industris) Classifiestion Definition (5IC 1880):

SIC 6342 - Tire, Bettery. Purts end Accestories Stopes
 or in combination. These businesses may be secondarily engaged in tire installation and repar as well as in autamobile repair. this industry includes the following sypes of retail operations petail monotive betferies. retail automotive parts and accessories. petail
 motor vehicle zape decks and retail iires and qubes

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Newfound and. Tire, Batery, Parts and Accessories Stores (SIE 5342)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upder middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( 5000 's) High sales value $\left(3000^{\prime}\right.$ s) | (1) |  | -- | -- | -- |
|  | Averoge (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | $\frac{x}{x}$ | - | -- | -- | -- |
| Inventory | X | -- | -- | -- | -- |
| Other current sssets | $x$ | -- | -- | - | -- |
| Total current asseis | $x$ | -- | - | -- | -- |
| Fixed assets | X | -- | -- | -- | - |
| Less: Accum. dep. on fixed assets | $x$ | -- | -- | -- | -- |
| Other assets | X | - | -- | -- | -- |
| Totel esets | K | -- | -- | -- | -- |
| Liabilitiet and equity $\mathrm{Current} \mathrm{loans} \mathrm{-} \mathrm{-} \mathrm{-} \mathrm{-} \mathrm{-}$ |  |  |  |  |  |
| Current loans Other cuprent liabilities | $x$ $\times$ $\times$ | -- | -- | -- | -- |
| Total current liabilities | K | -- | -- | -- | -- |
| Mortgoges poyste | $x$ | -- | -- | - | -- |
| Long term debi | $x$ | -" | -- | -- | -- |
| Other liabilities | $x$ | -- | -" | - | -- |
| Total liabilities | $x$ | -- | -- | -- | - |
| Totel equitr | X | -* | - |  |  |

(1) inese estimates or based on sample of businesses reporting sales between 525,000 and 12,000.000.

See Table 1 for symols and notes.

TABLE 3. Financial rittos(1) for incorporated businesses only. 1987
Newfoundland, Tire, Bettery, Parts and Aceessorles Stores (SIC E342)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 75 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samale (No.) Lom sales value ( 5000 s ) Migh sales value (\$000's) | (1) ${ }^{4}$ | -- |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio \{times) | 1.5 | -- | -- | -- | -- |
| Leverage ratios ```Oebt/equity ratio (times) Interest coverage ratio (t\|mes} Debt retio (times)``` | $\begin{aligned} & 4.2 \\ & 2.9 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

I1) The ratios represent the everege of retios for esch business in the group ond connot oe celculstod from the figures shown in fable 2 .
121 These estimates bre bused on sample of businasses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$
See Table f for symols and notes

## Definitions:

1. Liquidity retio:

Cuprent $=$ cuprent assers / current liabilities
2. Leverege petios:

Debt/equity = fotal liabilifies / equity

c) interest coverage $=$ net profit interest expens / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Newfoundland, Tire, Batery, Parts and Accessories Stores (Sic 6342)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } 25 \text { : } \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( $\$ 000 \mathrm{~s}$ ) High sales value ( 8000 's) | $(1)^{2}$ | -. | -- | -- | -- |
|  |  |  | verage 1500 |  |  |
| Operating activities Cash from operetions Deprecintion Other | $x$ $\times$ $x$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | - | -- |
| Investemnt sctivities <br> Disposel of fixed assets <br> Purchase of fimed assets <br> Incresse in investment <br> Oecresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | $\begin{array}{r}- \\ \hline\end{array}$ | -- | -- |
| Finsncing ectivitias <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | - - - - - - | -- -- -- $=-$ -- | -- -- -- -- -- |
| Inciesse(decrose) in cash equivelents Cash equivalenis-Beginning of the year Cesh \& equivelents - End of the year | x $\times$ $\times$ $\times$ | -- | -- | -- | -- |

 only those businesses reporting statement of changes.
see iable 1 for symbots and notes.

TABLE 5. Employment changes by size of business, 1984-1987 bieed on SIC claselficetion in is87
Newfoundiend, Tire, Battery. Parts and accessories Stores (Sic 5342)

| Business size expressed in average labou: units(1) | Number of businesses | $\begin{array}{r} \text { Totel payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with peic employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longe? reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 46 | 1.890 | 155 | 7 | 1 |
| less than 20 | 45 | $x$ | 153 | 7 | 1 |
| 20-99 | - | x | , | - | - |
| 100-499 | 1 | $\times$ | 2 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Total | 39 | 1.637 | 125 | 6 | ... |
| lese than 20 | 38 | $x$ | 123 | 6 | . . |
| 20-99 | 1 | $x$ | 2 | - | . |
| 100-49s | - | - | . | - | . . |
| 500 and orer | - | - | - | - | . . . |

(11 Average labour units ar calculatod by dividing total poypoll by the overoge onnuet wege and salary rate os feported in the Survey of Employment. Payroll and Hours. Steristics Cansda. Cetologue 72-002. An averoge itobour unit could be interpreted as e
 500 employees in Canada es whole Dut less than thep number in any given province is is shown in the 500 and over group.
121 Refers to Dusinesses reporting no payroll deouctions in the previous year
131 Refers to businesses peporting no payroll oeductions in the following yesp.
-Newly reporting" and "no longer reporting" businesses ore assumed to hove been in activity for six months and the intormation is -diusted accarding!y.

See iable 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Newfoundland, Tire, Battery, Parts and Aceessorfes Stores (SIC 6342)


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

Businesses reporting e profit (Mo.)
Average sales $\$$
Aversge expense $\$$
Aver ege net profit $\$$

Businesses reporting s loss (Mo.)
Average soles $\$$
Average expense $\$$
Average net loss $\$$



Number of observations in sample Aversge sales $\$$ Aver age expense
Average net piofit (loss) $\$$

Businesses reporting profit (Mo.)
Avertge sales $\$$
Average expense \$
Average net profit b

Susinesses reporting loss (Mo.)
Average selos \$
Average expense $\$$
Average net loss $\$$

## 18 $182.16:$ <br> 158.342 <br> 3.819

13
170.791
154.388
5.403
203.049
208.545
$-5.196$

| -- | -- | -- |
| :---: | :---: | :---: |
| -- | -. | -- |
|  |  |  |
| -- | -- | -- |
| -- | -- | -- |
| -- | -- | -- |
| .- | .- | -- |
| -- | -- | -- |
| -- | -- | -- |

1887

| Mumber of obs | observations in sample |  |
| :---: | :---: | :---: |
| Average s | soles $\$$ | 359,118 |
| Average | experse \$ | 355.190 |
| Average $n$ | net profit (loss) | 12.928 |
| Businesses | reporting aprofit (Mo.) |  |
| Aversge | sales ${ }^{\text {s }}$ | 834.500 |
| Aver ${ }^{\text {age }}$ | expense ${ }^{\text {s }}$ | 782.436 |
| Averege $n$ | not profits | 52.064 |
| Businesses | reporting - loss (Mo.) |  |
| Average | sales ${ }^{\text {S }}$ | 136.427 |
| Aversse | expense \$ | 143.067 |
| Aversge $n$ | net loss $\$$ | -6.640 |

(11) These estimstes ar based on somple of, businesses reporting sales between $\$ 25.000$ ano $\$ 2.000 .000$.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundland, Garages (Genersi Repairs) (SIC 6351)

| Totall11 Bot10m | Lower | Upoer | Tof |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | midde $25 \%$ | $25 \%$ |


| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 23 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  | -- |  |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry averoge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of selas |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 44.9 | -- | -- | -- | -- | 93.6 | 47.9 | -- | -- | -- | = |
| Occupsncy expenses | 8.1 | -- | -- | -- | -- | 100.0 | 8.1 | -- | -- | -- | -- |
| Deprecietion | 2.0 |  | -- | -- | -- | 71.7 $68 . ?$ | 2.8 | -- | -- | -- | -- |
| Repsirs \& maintensice Kest. light 8 telephone | 0.9 2.6 | -- | -- | -- | -* | 68.2 100.0 | 1.3 | -- | -- | -- | -- |
| Rest. fight s telephone Rent | 2.5 | -- | -- | -- | -. | 39.3 | 6. 4 | - | -- | -- | -- |
| Personnel expenses | 23.2 | -- | -- | -- | -- | 99.4 | 23.1 | -- | -- | -- | -- |
| Finencist expenses | 1.9 | -- | -- | -- | -- | 84.7 |  | -- | -- | -- | -- |
| interest 8 bank charges Professional fees | 1.4 | -- | -- | - | -- | 63.9 75.4 | 2.2 0.6 | -- | -- | -- | -. |
| Other expenses | 18.5 | -- | - | -- | -- | 100.0 | 18.5 | -- | -- | -- | -- |
| Profit (less) | 3.5 | -- | -- | - | - | 100.0 | 3.5 | -- | -- | -- | =- |
| Total | 100.0 | - | - | -- | - | 100.0 | . . | -- | -- | -- | = |

## Symbols

$20 r o$ or no coservations

- too sme:l too de expressed
not applicable
$\times$ confidentiol


## foornores

(1) These estimetes ar besed on sample of businesses reporting seles betwenn $\$ 25,000$ ond $\$ 2,000,000$
(2) Value in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted soles of oll businesses in the sample }} \times 100$ for sech quertile.

Wy.u in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted soles of businesses reporting this item of expenditure }} \times$ for fach quertile
This portion of the zable pertains only to the Dusinesses reporting the specific expense item. Ther fort these istios ere calculated individuelly and the 10 tal will not necesserily equal $100 \%$.

## Motes

Oeta ar show by ouartiles wher at least 13 of the samplod businesses report the specific item.
lecords were renked in escending order eccording to seles sige. Eech gustile fi. . botton 25\%. lowt middle 25\%. etc.) represents one querter of the rotai number of businesses. Mishin each quartile, the average retio is presunted. For comparison purposes. the high and lom values of sales are shown.

How to ust the tables
(11) Locote the eppropriste seles renge thet is displayed on the two lines entitied "Low soles value" and "High seles velue".

12 The selected conge will indicse the proper qusitile, i. e. the bortom 25\%. The lower nidde $25 \%$. the upper midel 25\% of the toD $25 x$.
(3) Date pervaining zo the selected sales size pange will be in that quartlle.

Sesnderd Industriel clasificesion Definition (\$1c 1980):
S1c 835 ; - Gersoes (Generel Repeirs)
Businesses Drimarily engaged in general mechanical and electrical repairs to motor vehicles. Garages may be fecondarily ongaged in selling gasoline and lubricsting motor vehicles. These businesses include motor vehicle general repairs.

TABLE 2. Balance sheet profile for incorporeted businesses only, 1987

(1) ihes: estimates are based on sample of businesses reporting sales beiween $\$ 25,000$ and $\$ 2,000,000$
set ?able 1 for symbols and notes

TABLE 3. Financiai ratios(1) for incorporated bueinesses oniy. 1987
Mewfoundland, Gerages (Genorel Repeirs) (Sic 6351)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Cuprent ratio (times) | 1.0 | -- | -- | -- | -- |
| Leverage retios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt petio \{times\} | $\begin{aligned} & 4.2 \\ & 1.5 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) ine retion represent the everage of rotios for each business in the group and cannot be calculared from the figuras shown in foble 2
12) These estimates tre besed on exmple of businesses reporting seles beimeen 525,000 and $52,000,000$

Set rable 1 for symbols and notes.

## definition:

1. Liquidity retio:

Current = current assets / current liobilities
2. Leverege ratios:
a) Debt/equity $=$ rotal liabilifies / equity
b) Debt patio $=$ toral liabilities $/$ total assers
c) Interest coverage $=$ net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporatad businesses only, 1987
Newfoundland, Gerages (General Repairs) (SIC 6351)

|  | Total(1) | $\begin{array}{r} \text { Bat tom } \\ 25 \% \end{array}$ | Lower middle 25\% | UdDe: <br> midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (MO.) Low sales value (S00C's) High sales value $\{\$ 000$ 's $\}$ | $\begin{aligned} & 4 \\ & (1)^{4} \\ & (1)^{2} \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | Average $1 \$ 00$ |  |  |
| Operating activitiea Cash from operations Depraciation Dther | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividende | $x$ | $=$ | =- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | - | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans trom governmen? <br> Increase in equity <br> Decrease in equity <br> Dthep | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ $x$ | - -- -- -- -- | -- -- -- -- -- -- | -- | -- |
| Increase(decrease) in cash s equivalents Cosh \& equivalents-Beginning of the rear Cash \& equivalents - End of the year | X X $X$ | - - | - - | -- | -- |

(1) These estimates are desed on sample of incorporated businesses reporting sales betwen \$25,000 and $\$ 2.000 .000$. Sample count includes
only those businesses reporting a siatement of changes
see isble i for symbols and notes.
TABLE 5. Employment chenges by size of business, 1984-1987 based on SIC ciassification in ig87
Newf oundland, Garages (General Mepairs) (SIC 6351)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll $\begin{array}{r}\text { por } \\ \\ \$ 000 \text { s }\end{array}$ | Average labour units(1) | Changes in number of businesses with poid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No Ionger redorting(3) |
| 1984 |  |  |  |  |  |
| Tote 1 | 177 | 5.248 | 353 | 34 | 12 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & .500 \text { and over } \end{aligned}$ | $176$ | $x$ $\chi$ - - | $\begin{array}{r} 352 \\ 1 \\ - \\ - \end{array}$ | 33 1 - | 12 |
| 1987 |  |  |  |  |  |
| Totel | 187 | 6.053 | 377 | 39 | - . |
| loss than 20 <br> $20-99$ <br> 100-499 <br> 500 and over | 187 | 6,063 | 377 | 39 | $\cdots$ $\cdots$ $\ldots$ |

(1) Average labour units are calculated by dividing total payrall by the average annal wage and salary rate as reported in the Survey of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. an averspe labour unit coulo be interpreted as s full-time employee. Wote that the business size proups used are determined at the cansda level. Thus if a business has al leas? 500 employees in canada as a whole but less than that number in any given province it is shown in the 500 and over group.
121 Refers 10 businesses reporting no payroll deductions in the previous year
131 Refers to ousinesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer eporting" businesses are assumed to have been in activity for six months and the information is odjusted accordingly.

See rable ifor symbols and no es

TABLE 6. Selected operating characteristics of small businesses by salas quartile, 1985-1987 Newfoundland, Garages (General Repairs) (SIC 5351)

Mumber of observetions in sample
Average salas $\$$
Average expense $\$$
Average net profit (loss) $\$$
Businesses reporting profit (Mo.)
Average sales $\$$
Averape expense
Averape net Drofit $\$$
Businesses reporting loss (Mo.)
Average salus $\$$
Average expense
Average net loss $\$$

1985


1987

Number of observetions in sample Average sales \$ Average expense $\$$ Average net profit (loss) $\$$
39
216.393
212.953
3.440

23
237.130
225.526
11.804 Average sales $\$$
237.130
225.526 Average expense $\$$
91.604

Businesses reporting lose (Wo.)
16
232.455
248.314
-15.859
$\begin{array}{ll}\text { Average expense } \$ & 248.314 \\ \text { Average net loss } \$ & -15,859\end{array}$
Avarage net loss \$

111 These estimates are besed on sample of businesses repofting sales between $\$ 25.000$ and $\$ 2.000 .000$.
See table ; for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland. Pelnt Body Repair Shops (SIC 6352)



| Selected expense item | Industry averege(2) |  |  |  |  | * businesses reporting | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | Upoer middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middi } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { UpDer } \\ \text { midd } 1 \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sules | 37.4 | - | -- | -- | - | 79.3 | 47.2 | - | -- | -- | -- |
| Occupency expenses | 7.3 | -- | -- | - | -- | 98. 8 | 7.5 | -- | -* | -- | -- |
| Deprecistion | 2.4 | -- | -- | -- | -- | 83.5 | 2.9 | -- | -- | -- | -- |
| Repairs \% maintenance | 1.1 | -- | -- | -- | - | 63.0 | 1.7 | - | -- | -- | - |
| Heat, light \& telephone | 2.9 | - | -- | - | -- | 88.1 | 3.1 | -- | -- | -- | - |
| Rent | 1.7 | -- | -- | -- | -- | 27.2 | 6.1 | -* | -- | -- | -- |
| Personnel expenses | 23.5 | -- | -- | - | -- | 98.8 | 23.8 | -- | -- | - | -- |
| Finencisl expenses | 1.5 | - | - | - | -- | 84.2 | 1.1 | - | - | - | -- |
| Interest \& bank charges | 1.2 | -- | - | - | -- | 67.2 | 1.8 | - | -- | -- | -. |
| Professional fees | 0.3 | -- | -- | -- | -- | 63.9 | 0.5 | -- | -- | -- | -. |
| Other expenses | 22.8 | -- | -- | -- | $\cdots$ | 100.0 | 22.8 | -* | -- | -- | - |
| Profit (loss) | 6.9 | -- | - | -- | -- | 100.0 | 6.9 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -* | -- | 100.0 | ** | -- | -* | -- | -- |

## Symbols

- rero or no observations
-- 100 small yoo on expressed
not apdicable
$\times$ confidensial


## footnotes

(1) These estimetes bre bed on sample of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$
lorel weighted expenditure on given item

(3) Value in each cell $=$ lotal weighted expenditure on given item

This portion of the table pertains only to the businesses reporting the specific expense item. fherofore these ratios ars calculated individually and the total will not necesserily equsl $100 \%$.

Notes
Dase ore shown by quertilus when at least 13 of the sampled businesses report the specific item.
Qecards were ranked in sscending order according to soles size. Eech quartile \{i.e. botiom 25\%. Iower midde 25\%. etc.\} represents one querter of the total number of businesses. Within cach quartile, the averoge iotio is presented. For comparison purposes. the high and low values of sales are shown.

How to use the tables
(11) Locste the appropriate sales conge thet is displeyed on the two lines enfilted bow estes value" end "Migh bales velue"
(2) Phe selected renge will indicete the proper oultrile, i, e. the Dotton $25 \%$, the lower middte $25 \%$, the upper midote $25 \%$ or the top 25\%
(3) Deta pertaining to the relected salus size range will be in that quertile.

Stendard industriel clastifietion Definition (SIC 1980):
S1C 5352 - Paint and Body Repmirs
Businesses primarity engaged in repsiring andor repainting motor vohicle bodies. fenders and doors. Businesses in this industry may be secondarily engaged in mechanical repairs. Moior vehicle dody repairs, motor vehicle collision repaips, motor vithicle frame straightening and the painting of motor vehicles are businesses also included in this industry.

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Newf oundland, Paint Body Repair Shops (SIC 5352)

|  | Fotal(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe? midale 25\% | Upper <br> midale 25\% | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\left(\$ 000^{\circ} 5\right.$ ) Higt. sales value ( $\$ 000^{\prime}$ s) | $(1)^{7}$ | -- | -- | -- | -- |
|  | Aversge (\$000's) |  |  |  |  |
| Assers |  |  |  |  |  |
| Cash | - | - - | -- | -- | -- |
| Accounts and notes receivable | 46 | -- | - | - - | -- |
| Inventory | - | -- | -- | - | -- |
| Dther curient astets | 64 | -- | - - | -- | -- |
| Total current issets | 110 | - | -- | -* | -- |
| Fixed sestets | 82 | - | -- | -- | -- |
| Less: Accum. dep. On fixed sessets | - | - - | =- | - | -- |
| Other ossets | 22 | - - | -- | -- | -- |
| Total essets | 215 | -- | -- | - | -- |
| Libbilitise and equity |  |  |  |  |  |
| Cuppent loans | 17 | -- | - | -- | -- |
| Other current liobilities | 57 | - | -* | =- | - |
| Total current liabilities | 73 | - | =- | - | - |
| Mortgages Dayable | - | =- | - | - | -- |
| Long term debi | 7 | - | - | - | -- |
| Other listilities | 48 | -* | -- | - | -- |
| Totel lisbilities | 129 | - | - | - | -- |
| Total equity | 86 | - - | -- | -- | -- |

(1) These estimates presed on semple of businesses peporting sis beiween 25.000 and $\$ 2,000,000$.

See Table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Newfoundland, Paint Eody Repair Shops (SIC 8352)


(1) The patios represent the everage of retios for eseh business in the group ond connot be colculated from the figures shown in lable 2 .
(2) These estimates mre based on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

See fable i for symbols and notes.

Definitions:

1. Liquidity retio:

Current = curent assets / current liabilities.
2. Leverage psios:

- Debt/equity $=$ total liabilities / equity.
bl Debt patio = total liabilities/ rotalassets.
cl Interest coverage $=$ net profit - interest expense/ interest expense.

TABLE 4. Statement of changes in finaneial position for incorporated businesses only, 1987
Newfoundland, Paint \& Body Repair Shops (SIC 6352)

|  | Total(1) | Bottom 25* | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales voive ( $\$ 000$ 's) | $\begin{array}{r} 5 \\ 11 \\ 11 \end{array}$ | -- | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Dperating activities Cesh from oderstions Dedrecistion Dether | $\begin{array}{r} 17 \\ 9 \\ 10 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> increase in investment <br> Decrease in investment | -59 | -- | -- | $\therefore$ <br> $\therefore$ | -- -- - |
| Finencing setivities <br> Increase in long term debt <br> Redayment of long term debt <br> boans from sharemolders <br> Recayment of leans from shareholders <br> Advances 8 loans from government <br> Incresse in equity <br> Decresse in equity <br> Other | $\begin{array}{r} 50 \\ -7 \\ 1 \\ -3 \end{array}$ | - <br> - <br> - <br> - | - <br> - <br> -- <br> -- <br> -- | - - - - - - - | -- -- - - - - |
| Incresese(decrease) in cash \& equivalents Cash $t$ equivalents-Beginning of the year Cash equivalente - End of the yoar | $\begin{array}{r} 20 \\ -15 \\ 5 \end{array}$ | -- | -- | -- | -- |

 only those businesses reporting a siatement of changes.
See ioble I for symbols end notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC elassification in i987
Nowf oundland. Polnt Eody Repair Shops (SIC 5352)

II) Average labour units are calculated by dividing total payroll by the average onnust wage and salory rate as reported in the Survey of Emploment. Payroll and Hours, Siatistics Canada, Catologue 12-002. An overage labour unit could be interpreted as a
 500 employees in canada as mhole but less than that number in any given province it is shown in the 500 end over group.
(2) Refers 10 businesses peporting no payroll deductions in the previous year
(3) Refers io Dusinesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed ro have bear in activity for six months and the information is adjusted accordingly.

See Table 1 for symools ano notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Newf cundiand. Palint \& Body Repeir Shop: (SIC 5352)

|  | Total(1) | Botrom 25\% | midele ${ }^{\text {Lowe }}$ | mido Upoer $25 \%$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in smmple | 13 |  |  |  |  |
| Aversge soles $\$$ | 119.908 112.309 | - | -- |  | -- |
|  | 112.309 7.599 | -- |  |  |  |
| Average net protit (10ss) |  | -- | -- | -- | - |
| Businesses reporting a profit (Mo.) | 11 |  |  |  |  |
| Average sales $\$$ dithe | 122.613 | -- | -- | -- | -- |
| Average expense 5 | 112.241 | -- | -- | -. | -- |
| Average net profits | 10.372 | -- | -- | -- | -- |
| Businesses reporing elose (Mo.) |  |  |  |  |  |
| Average sales ${ }_{\text {a }}$ Average expense | 95.247 99.974 | -- | -- | -8 |  |
| Average net loss \$ | -4.747 | -- | -- | -- | -- |


| Munber of observetions in semple <br> Average sales $\$$ <br> Average expense \$ <br> Average nel profit (loss) \$ | $\begin{array}{r} 19 \\ 95.629 \\ 85.852 \\ 9.767 \end{array}$ |
| :---: | :---: |
| Businesses reporting a profit (Mo.) | 11 |
| Averse sales \$ | 95.573 |
| average expense 5 | 85.717 |
| Averege net drofit \$ | 9.856 |
| Businesses reporting loss (Mo.) | 1 |
| Average sales ${ }^{\text {a }}$ | 35.947 |
| Average expense 5 | 37.677 |
| Average net loss \$ | -1.730 |

1987

| Number of observations in smmple | 34 |
| :---: | :---: |
| Average sales | 154.140 |
| Average expense \$ | 143.607 |
| Average net profit (loss) \$ | 10.533 |
| Busineses reporting erofit (Mo.) | 26 |
| Averege seles | 156.132 |
| Average expense \$ | 141.985 |
| Averege net profit\$ | 14,147 |
| Busineszes reporting lose (Mo.) | 8 |
| Average sales 5 | 181.497 |
| Average exoense $\$$ | 189.579 |
| Averege net loss $\$$ | -8,082 |

[^24]TABLE 1. Selected operating ratios. in percent of sales, 1987
Newfoundiand, General Stores (5IE 5412)

|  |  | 1(1) |  | $\begin{array}{r} \text { Bot } 10 \mathrm{om} \\ 25 \% \end{array}$ | Lower micole 25\% |  | UDDer midde $25 \%$ |  |  | $\begin{aligned} & \text { YOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ? No. Low sales value ( $\$ 000$ s) High sales value (\$000's) |  | 37 (i) (1) |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{gathered} \text { x busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only( 3 ) |  |  |  |  |
|  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } 1 \text { e } \\ 25 \% \end{array}$ | Upoer middle 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of saias |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 76.1 | -- | -- | -- | -- | 90.0 | 84.6 | -- | -- | -- | -- |
| Dccuponcy expenses | 6.4 | -- | - | =- | =- | 100.0 | 6. 4 | -- | -- | -- | -- |
| Deprecistion | 3.3 | -- | - | - | -- | 87.7 | 3.7 | -- | -- | -- | - |
| Repairs t mantenance | 0.7 | -- | -- | -- | - | 91.0 | 0.8 | - | -- | - | -- |
| Heat. light s telephone | 1.9 | -- | -- | -- | - | 95.7 | 2.0 | -- | -- | - | -- |
| Rent | 0.5 | -- | -- | -- | -- | 21.0 | 2.5 | -- | - | -- | -- |
| Personnel expenses | 6.5 | -- | -- | -- | -- | 79.0 | 8.3 | -" | -- | -- | - |
| Financial expenses | 0.5 | -- | -- | =- | -- | 90.3 | 0.6 | - | - | - | $\cdots$ |
| Interest \& Dank charges | 0.3 | -- | -- | -- | -- | 72.4 | 0.4 | -- | - | -- | -- |
| Professions! fees | 0.2 | -- | -- | -- | -- | 59.6 | 0.3 | -- | -- | -- | -- |
| Other expenses | 7.8 | -- | - | - | -- | 100.0 | 7.8 | -- | -- | - | -- |
| Profit (loss) | 2.6 | -- | -- | -- | - | 100.0 | 2.6 | -- | -- | -- | -- |
| Totel | 100.0 | -- | -- | -* | =- | 100.0 | . . | - | -- | - - | -- |

## Symbol:

zero or no observerions

- 100 small too be expressed
... not eplicable
$\times$ confidential
Footnotes

(2) Velue in each cell $=\frac{\text { lotal weighied expenditur on given item }}{\text { lotal weighted sales of oil businesses in the sample }}$ loo for esch austile

This portion of the table pertains only to the businesses peporting the specific oxpense item. Therefore these reqios serelculated individually and the total will not necessarily equil 1002.


## Motes

Data bre shown by quartiles when at lest 13 of the stompled businesses report the specific iten.
 one querter of the cotal number of businesses. Within tach quartile. the overgge retio is presented. for comoerison purposes. the high end low values of sales are shown

Mow se ust the tetres

121 The selected range mill indicate the proper quertiis. i. e. the botton 25\%. the lower nidde 25\%. the upper midde $25 \%$ or the top $25 z$.
(3) Date pertaining to the selscted sales size ronge wili be in that quertilu.

## Stenderd Industriel CIsssifiestion Definision ISIC 12801:

## SIC 5412-Generil Stores

Businesses primarily engaged in retail dealing in general line of mefchandise on a mon-departmental basis. the most important of which is food. Other merchandise sold usualty includes ready-to-wear apparel, toiletries. cosmetics, haroware, farm supplitits and housewares. businesses may be describec as: country general stores and general stores

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundiand, General Stores (SIC 6412)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper <br> middle 25\% | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) <br> Low sales value ( $\$ 000$ 's <br> High sales value ( $\$ 0000^{\circ}$ ) | 15 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Aversge (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cosh | - | -- | -- | -- | -- |
| Accounts and notes receivable | 28 | - | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 128 | -- | -- | -- | -- |
| Total current assets | 158 | - | -- | -- | -- |
| Fixed assets | 62 | -- | - | - | -- |
| Less: Accum. ded. on fixed ossets | - | -- | -- | $\cdots$ | -- |
| Dither esseis | 3 | -- | -- | -- | -- |
| Total asets | 221 | -- | -- | - | -- |
| Lisbilities and equity |  |  |  |  |  |
| Current loans liabilities | 26 63 | -- | -- | -- | -- |
| Total current liabilities | 88 | -- | -- | -- | -- |
| Mortgages payable | - | -- | - | -- | -- |
| Long ierm tett | - | -- | - | - | -- |
| Other liabilities | 91 | -- | - | -- | -- |
| Totol lisbilities | 180 | =- | - | - | -- |
| Total eauity | 61 | - | -- | -* | - |

(1) These estimates are dased on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$

See table 1 for symbols and notes.

TABLE 3. Financial retios (1) for incorporated businesses only, 1987
Newfoundiand, General Stores (SIC 6412)

|  | Tot 1 (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25x | $\begin{aligned} & \text { Uoper } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $9000^{\prime}$ s) | $\begin{aligned} & 15 \\ & (1) \\ & \text { (1) } \end{aligned}$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.8 | -- | - | -- | -- |
| Leverage retios <br> Debtleanity ratio \{times\} <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.6 \\ & 0.6 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |


(2) These estimeses fre besed on e senple of bus inesstes reporting seles betweten 825,000 end $82.000,000$.

Set Table 1 for symools and notes.

## Definltions:

1. Liquidisy rotio:

Cuprent z current ossers / curront lisbilities
2. Leverage retios:
a) Debt/equ:ty = tolal lisbifisies / equity
b) Debt ratio $=$ total liatilities / total assets
c) Interest coverage s net profit interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Newfoundiand, General Stores (SIC 6412)

|  | Total(1) | Bottom 25\% | Lowe I $\text { middle } 25 \%$ | Uncer $\pi: 001 \text { e } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus:nesses in sample (No. Low sales value ( 8000 s) Hign saies value (\$000's) | $\begin{array}{r} 8 \\ (1) \\ (1) \end{array}$ | -- |  | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Deprating activities Cash from oderations Deprecietion Other | $\begin{array}{r} 12 \\ 10 \\ -13 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | - | -- | -* | -- |
| Investment ctivities <br> Dispossi of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrese in investment | -15 | -- | -- | - | -- |
| Financing activities <br> increase in long term debt <br> Repayment of long term debt <br> Loans fiom shareholders <br> Repayment of loans from shereholders <br> Aovances 8 loans from government <br> Increase in equity <br> Decrease in ecuity <br> Other | $\begin{array}{r}8 \\ -5 \\ 3 \\ -18 \\ \hline\end{array}$ | - $=-$ $=-$ $=-$ | -- -- - - -- | -- -- -- -- -- | -- |
| Increese(decresse) in cash sequivelents Cesh 8 equivalents-Beginning of the yeer Cash sequivelents - End of the yent | -18 10 -7 | -- | -- | - | -- |

 only those businesses reporting statement of enanges
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in ige7
Newfoundiand, General Merchandise Stores (SIC 641)


[^25]TABLE 6. Selected operating characteristics of small businesses by saies quartile. 1985-1987
Mewfoundiand, Generai Stores (Sit 6412)


1985

| Number of observetions in smple <br> Average selos $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 65 \\ 328.036 \\ 323.630 \\ 4.405 \end{array}$ | $\begin{array}{r} 79.024 \\ 77.322 \\ 1.702 \end{array}$ | $\begin{array}{r} 170.028 \\ 162.576 \\ 7.452 \end{array}$ | $\begin{array}{r} 322.884 \\ 312.972 \\ 9.912 \end{array}$ | $\begin{array}{r} 740.209 \\ 741.650 \\ -1.441 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesges reporting a profit (No.) | 52 |  |  |  |  |
| Averige soles \$ | 322.259 | 76.529 | 173.467 | 319.121 | 727.960 |
| Aversge expense \$ | 312.049 | 72.696 | 162.503 | 298.546 | 714.450 |
| Average net profit \$ | 10.220 | 3.833 | 10.954 | 12.575 | 13.510 |
| Businesees reporting lose (Mo.) | * 13 |  |  |  |  |
| Average sales ${ }^{\text {s }}$ | 349.656 | 84,061 | 156.154 | 395.260 | 763.149 |
| Average expense s | 360.983 | 86. 659 | 162.871 | 401.732 | 792.589 |
| Aversge net loss $\$$ | -11,30? | -2.598 | -6.717 | -6.472 | -29.440 |


| Mumber of observetions in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) $\$$ | 106 337.999 328.452 9.547 | $\begin{array}{r} 87.722 \\ 86.636 \\ 1.086 \end{array}$ | $\begin{array}{r} 159.732 \\ 150.511 \\ 9.221 \end{array}$ | $\begin{array}{r} 290.001 \\ 278.169 \\ 11.832 \end{array}$ | $\begin{array}{r} 814.539 \\ 798.493 \\ 16.046 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting eprofit (Mo.) | 80 |  |  |  |  |
| Average sales \$ | 344.545 | 92.677 | 158.288 | 292.375 | 834.838 |
| Average expense \$ | 330.975 | 86.893 | 147.156 | 277.398 | 812.454 |
| Averege net profit \$ | 13.570 | 5.784 | 11.132 | 14.977 | 22.384 |
| Businesses reperting loss (Mo.) | 26 |  |  |  |  |
| Average sales 5 | 316.324 | 79.489 | 168.651 | 277.666 | 739.430 |
| Average expense \$ | 321.623 | 86.209 | 171.235 | 282.171 | 746.877 |
| Average net loss \$ | -5.298 | -6.718 | -2.584 | -4.505 | $-7.387$ |

1987

| Mumber of observations in semple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net Drofit (loss) \$ | $\begin{array}{r} 56 \\ 312.754 \\ 304.159 \\ 8.605 \end{array}$ | $\begin{array}{r} 57.161 \\ 58.220 \\ -1.059 \end{array}$ | $\begin{array}{r} 168.355 \\ 160.072 \\ 8.283 \end{array}$ | $\begin{array}{r} 258.162 \\ 250.077 \\ 18.085 \end{array}$ | $\begin{array}{r} 757.376 \\ 748.267 \\ 9.109 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 38 |  |  |  |  |
| Averoge sales \$ | 319,796 | 65.312 | 161.937 | 268.162 | 783.774 |
| Average expense | 306.758 | 62.822 | 151.477 | 250.077 | 762.656 |
| Averse net profits | 13.038 | 2.490 | 10.460 | 18.085 | 21.118 |
| Businesses reporting lose (Mo.) | 18 |  |  |  |  |
| Averoge sales | 318.981 | 47.233 | 200.325 | - | 709.326 |
| Average expense $\$$ | 325.850 | 52.616 | 202.888 |  | 722.076 |
| Average net loss $\$$ | -6.899 | -5.383 | -2,563 | - | -12.750 |

(1) These estimates are based on sample of businesses reporting sulus between $\$ 35.000$ and $\mathbf{3 2 . 0 0 0 , 0 0 0}$.

Set fable 1 for symools and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundiand. Other Genaral Merchandise Stores (S|c 6413)

|  | Total\{1) |  | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lower middle 25: |  | Upper m.ddle 25\% |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samp:e (No. Low sales value ( $\$ 000$ s) High sates value ( 9000 's) |  | 16 $(1)$ 11 |  | -- |  | -- |  |  |  |  |  |
| Selocted expense item | Industry suerage\{2\} |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Upoer midde. 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 78.5 | -- | -- | -* | - | 97.1 | 80.8 | - | -- | -- | - |
| Oecupancy expenses | 3.1 | -- | -- | -- | -- | 97.1 | 3.9 | -- | -* | -- | - |
| Depreciation | 1.0 | -- | -- | -- | - | 74.9 | 1.4 | -- | -- | -* | -- |
| Repairas maintenance | 0.3 | -- | -- | -- | -- | 68.8 | 0.4 | -- | - | - | -- |
| Mest. Iight \& telephone | 1.8 | -- | -- | -- | -- | 92.6 | 1.9 | -- | -- | -- | -- |
| Rent | 0.7 | -- | -- | -- | -- | 27.3 | 2.6 | -- | -- | -- | -- |
| Persennel expenses | 9.2 | - | -- | - | =- | 76.2 | 9.4 | -- | -- | =- | -- |
| Finsencial expenses | 1.0 | -- | -* | -- | -- | 92.4 | 1.1 | -- | -- | -- | -- |
| interest \& bank chorges Professiona: fees | 0.7 0.3 | - | -- | -- | -- | 71.2 65.9 | 1.0 0.5 | -- | -- | $\therefore$ | -- |
| Other expenses | 5.5 | -- | -- | -- | -- | 100.0 | 5.5 | -- | -- | -- | -- |
| Profit (loss) | 4.1 | -- | -- | -- | -- | 100.0 | 4.1 | -- | -- | -- | =- |
| Totel | 100.0 | -- | - | - | -- | 100.0 | - | -- | -- | -- | -- |

## Symbols

- zero or no observations
-     - too snell 100 be expressed
not eppliceble
- conśidentisl


## Pootnotes

It) These estimbles bered on sample of businesses roporting seles between $\$ 25,000$ end $\$ 2.000,000$
121 Value in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total meighted seles of all businesses in the sample }}$ foo for each qustile.
13) Value in each call= $=$ ois weighed expenditure on a given item

This portion of the table dertoins only to the businesses peporting the specific expense item. Therefore thest patios ere celculated individuelly anc the scis will not necesserily equs 100\%

Motes
Dets se shown by quartiles when st lest 13 of the semplod businesses report the specific item.
Recoros wert penked in ascending order bccording to sis sise. Esch quartile li. . Dothom 25z. lower midole 25z. etc. represents one quarter of the totsl number of businesses. Within ech quarilie, the sversge retio is pfesented. For comperison purposes, the high and low values of sales are shown

Now to une the tedes

12) The selected range will indicete the proper quer tile, i. e. the botton 25\%. the lower midda 25\%. the upper nidde 25\% or the top 258
(3) Dete pertsining to the selected seles site renge will be in thet quartile

## Stenderd Industrisl CIesgifiction Definition (5IC 1980):

SIC sals - Other General Mmrchundise Storns
Businesses primerily engaged in retail dealing in o general line of merchandise on non-departmental dasis including feady-to-wear soderel. toiletries. cosmetics. hardware onc houseweres. where food and househo d furniture are not normelly comodity ines enc wher one commodity line accounts for more than $50 \%$ of total revenue. General merchandise stores lexcepi department stores and general storesi. mail order offices of department stores and variety stores bre included in this industry

TABLE 2. Balance sheet proflie for incorporated businesses only, 1987
Newfoundland, Other General Merchandise Stores (SIC 6413)

|  | Total 1 1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middie 25\% | Upper $\text { midde } 25 \%$ | To $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales vaiue ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $(1)^{6}$ |  | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets - - .- .- |  |  |  |  |  |
| Accounts and notes receivable | 13 | - | - | -- | -- |
| Inventory | 13 | -- | -- | -- | -- |
| Other current assets | 61 | -- | -- | - | -- |
| Total curient assets | 73 | -- | -- | -- |  |
| Fixed assets | 44 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets |  | - | -- | -- | -- |
| Other asaets | 2 | -- | =- | -* | -- |
| Total sesets | 120 | = | - | -- | -* |
| Litbilities and equity |  |  |  |  |  |
| Other curient liabilities | 35 | -- | -- | -- | -- |
| Total curtent liabilities | 41 | -- | -- | -- | - |
| Mortgages parable | - | -- | -- | -- | - |
| Long term debt | * | -- | -- | -- | - |
| Other liabilities | 35 | -- | -- | -- | -- |
| Total lisbilities | 75 | -- | - | -- | -- |
| Total cauity | 44 | -* | - | - | - |

11: These estimates are based on sample of businesses reporting sales between 825,000 and $82.000,000$
Set Table 1 for symbols and notes

TABLE 3. Financial retios(1) for incorporsted businesses only, 1987
Newfoundiand, Other Generel Merchandise Stores (SIC 5419)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper middl $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) High sales value ( $\$ 000^{\circ} \mathrm{s}$ ) | $\begin{array}{r} 6 \\ (1)^{6} \\ (1) \end{array}$ | -- | -- | -- | -- |
|  |  | Average |  |  |  |
| Liauidity retio Curcont rotio (times) | 1.8 | -- | =- | -- | -- |
| ```Leverage ratios Debt/equity ratio {times) Interest coverage ratio (times) Debt rotio (times)``` | $\begin{aligned} & 1.7 \\ & 3.0 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the merage of petios for each business in the group ond connot de celculased from the figures shown in teble 2 .

See iabie i for symbols and notes.

Definitions:

1. Licuidity retio:

Current = current assers / current liabilities
2. Leversge ritios:
a) Dedi/equity = potal limbilities / equity
b) Debt ratio = total liabilisies / totel ossees
c) Interesi coverage $=$ net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newfoundland, Other General Merchandise Stores (SIC 6413)

|  | Total (1) | $\begin{array}{r} \text { Bo: } \% \text { om } \\ 25 \% \end{array}$ | Lowe f <br> middle 25 \% | Upper midole 25\% | $\begin{aligned} & \text { TOF } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if samole (No.) Low sales value ( 5000 ) Migh sales value $(5000$ 's) | $\begin{aligned} & 3 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Operating ectivities Cast from operations Deprecis:ion Dther | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | - | -- | - | -* |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decresse in investment | $\begin{aligned} & X \\ & X \\ & X \\ & X \\ & X \end{aligned}$ | -- | -- | -- | - |
| Financing ectivitios <br> Inc:ease in long term debt <br> Repayment of long term debt <br> Loans from sharetolders <br> Redeyment of loans from shacholdeis <br> Advances \& loans from government <br> Incresse in equity <br> Decresse in equity <br> Dther | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- -- -- -- -- -- | -- |
| Incresseldecressel in cosh sequivilents Cesh sequivelents-8eginning of the vear Cash sequivalents = End of the yeer | $x$ $X$ $X$ | - | - | -- | -- |

 only inose businesses reporting statment of changes.
Set iabse for symools and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC citssificetion in i987 Newfoundimnd, General Merchendlse Stores (SIC 641)


(1) Average labour units are calculated by dividing totol poyroll by the bersge annual wage and salary rate as reperted in the Survey of Emplovment. Parroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be ineprpredeas a tull-time mployee. Mote that the business size groups used are detarmined at qhe cansde level. Thus il business has bt least 500 employees in Cenede es o whole but less than that number in any given province it is shown in the 500 end over group.
121 Fefers to businesses reporting no payroli deductions in the previous year
(3) Reders to businesses reporting no payroll deductions in the following year
*Wewly repor:ing" and "no langer reporting" businesses are assumed to hove been in activity for six months and the information is adusted according!y.

See iatle for symools and motes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Newfoundland, Dther General Merchandise Stores (SIC 6413)

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | Udoer $\text { midole } 25 x$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in eemple | 33 |  |  |  |  |
| Averse seles ${ }^{\text {a }}$ ( | 250.443 | -- | -- | -- | -- |
| Averape expense 9 (10s) | 244,443 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 6.000 | -- | -- | -- | - |
| Businesses reporting eprofit (Mo.) | 259.26 |  |  |  |  |
| Average sales | 259.861 | -- | - | -- | -- |
| Average expenses | 248,099 | - | - | -- | - |
| Average net profits | 11.562 | - | -- | -- | -- |
| Busineses reporting e lose (No.) |  |  |  |  |  |
| Average seles $s$ <br> Aversge expense $\$$ | 209.312 224.673 | -- | -- | -- | -- |
| Aversge expense ${ }^{\text {a }}$ ( Average net loss | 224.673 -15.361 | -- | -- | -- | -- |

1985

| Mumber of observitions in semple <br> Aversoe sales $\$$ <br> Average expense \$ <br> Averoge net piofit (loss) \$ | $\begin{array}{r} 53 \\ 261.074 \\ 255.583 \\ 4.491 \end{array}$ | $\begin{array}{r} 89.547 \\ 86.099 \\ 3.448 \end{array}$ | $\begin{array}{r} 155.954 \\ 152.056 \\ 3.888 \end{array}$ | $\begin{array}{r} 272.184 \\ 255.868 \\ 5,316 \end{array}$ | $\begin{array}{r} 526.611 \\ 522,299 \\ 4.312 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesces reporting prollt (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profits | $\begin{array}{r} 42 \\ 250,587 \\ 241.215 \\ 9.472 \end{array}$ | $\begin{array}{r} 85.584 \\ 80.882 \\ 4.702 \end{array}$ | $\begin{array}{r} 157.333 \\ 150,270 \\ 7,063 \end{array}$ | $\begin{array}{r} 271.813 \\ 263.012 \\ 8,801 \end{array}$ | $\begin{array}{r} 488.018 \\ 470.695 \\ 17.323 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Aversge sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 11 \\ 332.493 \\ 372.357 \\ -39.854 \end{array}$ | $\begin{array}{r} 116,342 \\ 121.366 \\ -5,024 \end{array}$ | $\begin{aligned} & 147.908 \\ & 162.544 \\ & -14.636 \end{aligned}$ | $\begin{array}{r} 281.669 \\ 338.992 \\ -57.323 \end{array}$ | $\begin{array}{r} 784.051 \\ 866.526 \\ -82.475 \end{array}$ |

1987


(1) These estimetes are based on sample of businesses reporting sales between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 , 0 0 0}$.

See table 1 for symools and noses

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Florist Shops (SIC 5521)


## Syubol:

zero or no observations

- 200 smel! too be expressed
not appl icable
$x$ confidentisl


## Footnotes

Footnotes
(1) These estimates are besed on a sample of businesses reporting sal bs berween 325,000 and $32,000,000$.
lotal weigntec expenditur on given item

(3) Value in each cel)
$\frac{\text { lotal weighted expenditure on a given item }}{\text { rotal weighted seles of businesses reporting this iten of expenditure }} \times 100$ for each guartile.
This portion of the table pertaing only to the businesses reporting the specific expense item. Therefore these patios are csiculated individually and the total will not necesserily equal 100 y

## Notes

Dets fe shown by quartiles wher. et least 13 o! the sempled Dusinesses report the specific item
Records were ranked in escending order according to sales size. Ebch qubrtile (i. e. bottom 25z, lower midde 25z, etc.) rapresents one quarter of the totel number of businesses. Within each quartile, the average patio is presented. For comparison purposes, the high and low values of sales ere shown.

## How to use the tebles

I1) Locste the appropriate soles ronge thet is displayec on the two lines en titied low sules velue" and migh sales viluem
(2) The seiected fange will indicete the proper quertile. i. e. the bottom 25\%. the lower midde 25\%, the upper middia $25 \%$ or the too 25\%.
(3) Deti Dertaining to the selected sbles size pange will be in thet quertile

## Stenderd Industriel CIBseilicetion Definition (SIC 1P80):

5IC 6521 - florist Shops

 retail fresh flowers and wleaths are also included in this industry

TABLE 2. Balance sheet proflle for incorporeted businessez only. 1987
Newfoundiand, Florist Shops (SIC 5521)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNo.) Lom sales value ( $\$ 000 \mathrm{~s}$ ) High sales value ( 5000 's) | (1) ${ }^{5}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | II | -- | -- | -- | -- |
| Accounts and notes receivable | 11 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 22 | -- | -- | -- | -- |
| Total curront essets | 33 | -- | -- | -- | -- |
| Fixal ossets | 15 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 2 | -- | - | -- | -- |
| Other essets | 2 | =- | - | -- | -- |
| Total ussets | 50 | -- | -- | -- | *- |
| Lisbillties and equity |  |  |  |  |  |
| Other current liabilities | 27 | -- | -- | - | -- |
| Total curtont liabilities | 31 | -- | -* | - | -- |
| Mortgages Dayable | - | -- | - | - | -- |
| Long term debt | 5 | - | - | -- | -- |
| Other lisbilities | 9 | - | - | -- | -* |
| Total liabilitias | 45 | -- | -- | - | -- |
| Total equity | 5 | -- | -- | -- | -- |

(1) These estinates bre besed on sample of bus inesses raporting soles between $\$ 25,000$ and $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$.
sen iade i for sympols and notes

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
Newfoundiand. Fiorist Shop: (SIC 8521)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25: | Upper middle 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $5000^{\prime}$ s) High sales value ( $\$ 000^{\prime}$ s) | $(1)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Cuprent ratio (times) | 1.1 | -- | - | -- | -- |
| ```Leverage patios Debt/equity retio (times) Interest coverage ratio (times) Debt ratio (times)``` | 8.8 1.2 0.8 | -- | -- | -- | -- |

(11 The retios represent the everage of retios for each business in the group and cennot be celculated from the figures shown in isble 2 .
(21 These estimetes tre besed on emple of businesses reporting seles between $\mathbf{3 2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 , 0 0 0 .}$
See Table for symbis and notes.

## Definitions:

1. Liquidity retio:

Current $=$ current ossets / current lisoilities
2. Leveroge retios:
a) Debt/equity $=102 a 1$ I iabilinies / equity.
D) Debt ratio = qotal liabitities/ total assets
c) Interes? coverage $=$ net profit - interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1989
Newfoundlend, Florist Shops (SIC 6521)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miotle }: 5 \% \end{array}$ | Upper $\text { mode } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom soles vaive ( $\$ 000$ s) M:gh sales :alue (\$000's) | $(1\}^{3}$ | -- | -- | -- | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operting activitios Cash from operations Deprecietion Dther | $x$ <br> $\times$ <br> $\times$ | -- | -- | -- | -- |
| Dividends | X | -- | - | - | -- |
| Investment activities Disposal of fixed assets Purchase of fixed assets increase in investment Decrease in investment | $x$ $x$ $x$ $x$ $x$ |  | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Redayment of long term debt <br> Loans from shareholders <br> Resaymen? of loans from shareholders <br> Aovances \& loans from government <br> increase in equify <br> Decrease in equily <br> Dther | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- <br> - <br> -- <br> -- <br> -- | - -- -- -- -- | - <br> - <br> - <br> - <br> - <br> - | -- -- -- -- -- |
| Increse(decrease) in cash \& equivalents Cash s equivalents-Beginning of the reap Cash equivalents - End of the your | $x$ $\chi$ $\chi$ $x$ | -- | -- | -- | -- |

 only those businesses reporting ostatement of chenges
see inole ifor symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on sic ciassification in ig87
Newfoundland. Florist Shops (SIC 5521)

|  |  |  |  | Changes in num with paid | of businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susiness size expressed in average labour units | Number of Dusinesses | Totol paypoll | Average Isbour units(1) | Newly <br> reporting(2) | No longer redorting(3) |
| 1984 |  |  |  |  |  |
| Total | 31 | 1,304 | 140 | 7 | 3 |
| $\begin{aligned} & \text { less thon } 20 \\ & 20-99 \end{aligned}$ | 29 2 | $x$ <br> $x$ | $\begin{array}{r}92 \\ 48 \\ \hline\end{array}$ | 6 <br> 1 | 3 |
| 500 and over | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Total | 36 | 1.417 | 123 | 5 | . . |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \end{aligned}$ | 34 2 | x | 98 25 | 4 | - . |
| 100-499 | - | - | - | - | . . . |
| 500 and over | - | - | - | - | - . |

11) Iverage Iabour units ore calculsted Dy dividing total poyroll by ine average onnust wage and satsy rete as reportod in the Survey of Employment. Payroll and Hours. Statistics Cansoa, Catalogue 92-002. An average labour unit could be interpreted as a full-qine employet. hote that the business size groups used are derermined at the canada level. Thus if a business has at lest 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group
(2) kefers 10 busimesses reporting no payroll deductions in the previous year.
(3) Refers 10 businesses reporting no payroll daductions in the following year

Wewly reporting" and mo longer repertingm businesses ere assumed to have been in activity for aix months and the information is
adjusted accordingly
See lable i for symbo!s and notes

TABLE 6. Selected operating characteristics of mall businesses by sales quartile, 1985-1987
Newf oundland, Fiorist Shops (SIC 6521)


1985
Muber of observations in sample
Average sales $\$$
Average expense $\$$
Average net profit (loss) $\$$
Businesees reporting a profit (MO.)
Average sales $\$$
Average expense $\$$
Average netprofit $\$$
Susinesses reporting loss (Mo.)
Average sales $\$$
Average expense $\$$
Average net loss $\$$

1986

Uumber of observetions in semple
Average sales $\$$
Ayerilge expense
Average net profit (loss) \$

Dusinesses reporting profit (Mo.)
Aversge sales 5
Average expense 5
Average net profit $\$$

Aversge sales 5
Average expense s
Average net loses
$\square$

| 3 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\times$ | -- | -- | -- | -- |
| x | -- | -: | -- | -- |
| 2 |  |  |  |  |
| $\times$ | -- | -- | -- | -- |
| $\times$ | -- | -- | -- | -- |
| $x$ | -- | -- | -- | -- |
| 1 |  |  |  |  |
| $x$ | -- | -- | -- | -- |
| $\stackrel{x}{x}$ | -- | -- | -- | -- |

$\square$


1987

| Mumber of observations in sampla | 18 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 140.335 | -- | -- | -- |
| Average expense 5 | 140.680 |  |  | - |
| Average net profit (loss) 5 | -345 | -- | - | -- |
| Susinesses reporting a profit (Mo.) | 13 |  |  |  |
| Average soles ${ }^{\text {S }}$ | 217.025 |  |  | -- |
| Averoge expense ${ }^{\text {a }}$ | 207.044 | -. | -- | - |
| Average net Diolit \$ | 9.981 | - | -- | -- |
| Businesses reporting toss (Mo.) | S |  |  |  |
| Average sales | 63.645 | - | -- | -- |
| Averoge expenses | 74.316 | - |  | -- |
| Average net loss | -10.671 | -- | -- | $\cdots$ |

[^26]See iable 1 for sympols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Hardware Siores (SIC 6531)



| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses onlr( 3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | 100 |  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 69.5 | -- | -- | - | -- | 97.0 | 71.6 | - | -- | -- | -- |
| Occupency expenses | 4.1 | -- | -- | -- | - | 97.3 | 4.3 | -- | -- | -- | -- |
| Dedreciation | 1.6 | -- | -- | -- | -- | 97.3 | 1.6 | -- | -- | -- | -- |
| Repsirs \& maintenance | 0.2 | -- | - | -- | -- | 57.6 | 0.4 | -- | -- | -- | -- |
| Hest, light 8 telephone | 9.9 | -- | -- | -- | -- | 85.3 20.9 | 2.3 2.1 | -- | -- | - | - |
| Rent |  | -- | -- | -- | -- | 20.9 |  | -- | -- | - | -- |
| Personnel expenses | 11.4 | -- | -- | -- | -- | 85.3 | 13.3 | -- | -- | -- |  |
| Financial expenses | 1.9 | -- | -- | -- | - | 88.1 | 2.2 | -- | -- | -- | -- |
| Interest 8 bank charges | 1.5 | -- | -- |  | -- | 79.4 | 1.9 0.6 | -- | -- |  | - |
| Professional fees |  | -- | -- | -- | -- | 68.7 | 0.6 | - - | -- | -- | - |
| Other expenses | 10.1 | -- | -- | -- | $\cdots$ | 100.0 | 10.1 | -- | -- | -- | - |
| Profit (loss) | 3.0 | -- | -- | -- | -- | 100.0 | 3.0 | - | - | - | -- |
| Total | 100.0 | =- | -- | -- | -- | 100.0 | . $\cdot$ | -- | -- | - | -- |

## syebols

zero or mo observations
-- 100 small too be expressed
. not applicable

- confidential


## footnote:

(1) These estimates are based on sample of businesses peporting sales between $\$ 25,000$ and $\$ 2,000,000$

21 Value in each Total weighied expenditure on given item

31 Value in each cell $=\frac{\text { lotel weighted expenditure on given item }}{\text { Totel weighted sales of businesses reporting this item of expenditupe }}$ for guertile.
This portion of the table pertains only to the businesses reporting the specific expense item. Therafore these retios are calculted individualiy and the total will not necessarily equat $100 \%$.

## Notes

Data are shown by quartiles when at leas? 13 of the sampled businesses report the specific iqem
 one quarter of the cotel numper of businesses. Within each quartile, the everege ratio is presented. For comparison purposes, the high and low volues of sales are shown

How to use she iteblet
(1) Locste the appropriet seles range that is displayed on the two linus entizled mow sales value" and "high seles velue
2) The selected ran will indicate the proper quartile. i. e. the botion 25\%. the lower middto 25z. the upper midde 25z of the $10025 \%$


Stenderd Industrisl C1sseificstion Definition (SIC 1980):
Sic 5531 - Merdwwre Seores
dusinesses primarily engaged in petait dealing in any combination of the basic lines of hafdware. such as hand and power tools. builders harda: fasteners. electrical and plumting supplies. These businesses may be secondarily engaged in petailing housewares, electrical poliances paint sporting goods erc. inis industry includes reiail builders' hardware, retail carpenters' tools, retal electrical supdices. reiail fasteners lexcept clophingl. reiail furniture and cabinet fitiings. refail hand edge tools, hardware stores. retal mechanics measuring rools. retail mecharics tools. retail nails, retail plumbing supplies and reqail power driven hand tools.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundiand, Hardware stores (SIC 5531)

|  | Total(1) | Bot:0m 25\% | Lowe r midole 25\% | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( 9000 's) | 18 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Aversge ( 5000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash <br> Accounts and notes peceivable |  |  |  | -- | -- |
| Accounts and notes peceivable Inventory | 26 | -- | -- | -- | -- |
| Other current assets | 177 | -- | -- | -- | -- |
| Total current assets | 203 | -- | -- | -- | -- |
| Fixed assets | 58 | - | - | -- | -- |
| Less: Accum. dep. on fixed essets | - | - | - | -- | -- |
| Other sssets | 24 | - | - | -- | -* |
| Total essets | 285 | - | - | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Current loans Other curcent liabilitios | 53 69 | -- | -- | -- | -- |
| Total curtent liabilitios | 121 | -- | -- | -- | -- |
| Mortgages oayable | - | -- | -- | -- | -- |
| Long term debt | 4 | -- | -- | -- | -- |
| Other liabilities | 73 | -- | -- | -- | -- |
| Totel liebilities | 198 | $\cdots$ | * | $\cdots$ | $\cdots$ |
| Totel equity | 17 | -- | - | - |  |

(1) These estimates are besed on a sample of businesses reporting sales between $\$ 25.000$ and $\$ 2,000.000$.

Set Tabie 1 for symbols and noies

TABLE 3. Financial ratios(1) for incorporited busimesses only. 1987
Newf oundland, Mardwere Stores (SIC 5531)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower midole 25\% | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $3000^{\prime}$ s) High sales value ( $9000^{\prime}$ s) | $\left(\begin{array}{l}18 \\ (1)\end{array}\right.$ |  | -- | -- | -- |
|  |  | Average |  |  |  |
| Liquidity retio Current retio (times) | 1.7 | -- | -- | -- | -- |
| ```Leverape retios Debt/equity patio (times) Intermet coverage ratio (times) Debt rotio (times)``` | $\begin{aligned} & 2.3 \\ & 2.1 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the everage of retios for etch business in the group ond cennot be celcutated from the figures shown in table 2 .
(2) These estimetes or besed on stmple of businesses reporting sules Detwten 525,000 ono $52,000,000$

See Tuble ifor symols and notes.

## Definitions:

1. Liquidity retio:

Current = current ossets / current liobilities
2. Leverege retios:
al Debt/equisy = sotal liabilisies / equity
bl DeDt ratio = qotal liabilities / total assets
c) Interest coverage s net profit interest expense/interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newfoundland, Hardware Stores (SIC E531)

|  | Total(1) | $\begin{aligned} & 80: 10 \mathrm{~m} \\ & 25 \% \end{aligned}$ | Lower m.dde 25\% | $\begin{array}{r} \text { Upper } \\ \text { midule 25: } \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses io sample (No.) Low sales value ( $\$ 000 \mathrm{~s}$ ) High saies value ( $5000^{\prime}$ s) | $\begin{aligned} & 13 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Operating ectivities Cash from operations Deprecietion Dther | $\begin{array}{r} 20 \\ 8 \\ 3 \end{array}$ | -- | -- | --- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decresse in investment | $\begin{array}{r} -9 \\ -6 \\ i \end{array}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt Repayment of long term debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances 8 loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 5 -6 11 -1 | -- -- -- -- -- | - - - - - - - | - - - - - - - | -- -- - - - -- |
| Increese(decrease) in cash equivalents Cesh \& cquivelents-Beginning of the yeer Cesh s equivalents - End of the rear | $\begin{array}{r} 21 \\ -28 \\ -7 \end{array}$ | -- | -- | -- | -- |

 only those businesses reporting sttement of changes
see Toble 1 for symbols ano notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classtfication in 1987 Newfoundland, Mardwara.Palnt,Glass and Wallpaper Stores (SIC 553)


Ill Average lobour units or calculated by dividing total payroll by the averege snnubl wage ond solery rate as reported in the Survey of Employment. Payroll and Hours. Statistics Canada. Catalogue $92-002$. An average iabour unis could be interpreted as a fuli-time employer Note that the business size groups used are determined at the canade level. Thus if o business has ot leas? 500 mployees in Carada as ahole but less than that number in any given provinct it is shown in the 500 and over group
(2) Refers to Dusinesses reporting no payroll deductions in the previous year
(3) Refers io businesses reporting no paypoll deductions in the following year
"Newly reporting" and "no longer reporifg" businesses are assumed to have been in activity for six months and the information is adusted accordingly

See table 1 for symbols and notes

SOURCE Small lusiness and Special Surveys Division, siatistics Cenada

TABLE 6. Selected operating charecteristlcs of amall businesses by sales quartile. 4985-1987
Nowfoundlend. Hardware Stores (SIC 5531)



1986

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss)\$ | $\begin{array}{r} 28 \\ 315.368 \\ 312.049 \\ 3.319 \end{array}$ |
| :---: | :---: |
| Businesses reporting eprofit (Wo.) <br> Average sales $\$$ <br> Average expense 5 <br> Aversge net profits | $\begin{array}{r} 18 \\ 376.001 \\ 363.135 \\ 12.866 \end{array}$ |
| Businesses reporting lose (Mo.) <br> Average soles 5 <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 10 \\ 451.450 \\ 475.671 \\ -24.221 \end{array}$ |

1987

(1) These estimates are based on somple of businesses reporting sales beiween $\mathbf{8 2 5 . 0 0 0}$ and 82.000 .000 .

See Toble 1 for symbols and notes

TABLE 1. Selected operating ratios, In percent of sales, 1987
Newfoundiand, Sporting Goods Stores (SIC 6541)

|  | Total(1) |  | Bot 10 m 25\% |  | $\begin{array}{r} \text { Lowe? } \\ \text { midde } 25 \% \end{array}$ |  | $\begin{aligned} & \text { Upper } \\ & \text { midde } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & \text { Tap } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample \{No.? Low sales vaiue $(\$ 00 C$ s) Migh sales value ( 9000 's) |  | $\left.\begin{array}{l} 19 \\ 11 \\ 1 \\ 1 \end{array}\right\}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Repoiting businesses only ( 3) |  |  |  |  |
|  | Totel | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middI } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lawer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sates | 64.9 | -- | -- | -- | - | 85.8 | 75.6 | -- | -- | -- | - |
| Occupency expenses | 5.9 | - | - | - | $=$ | 100.0 | 5.9 | -- | -- | - | - |
| Depreciatior. | 0.9 | -- | =- | -- | -- | 85.8 | 1.1 | -- | -- | -- | - |
| Repairs mointenance | 0.6 | -- | -- | -- | -- | 81.1 | 0.8 | -- | =- | -- | -- |
| Heat. light f telepnone | 2.5 | -- | -- | -- | -- | 85.8 | 2.9 | -- | -- | -- | *- |
| Rent | 1.8 | -- | - | -- | -- | 49.9 | 3.5 | -- | -- | -- | -- |
| Personnel expenses | 7.7 | - | - | -- | -- | 71.7 | 10.7 | -- | -- | -- | - |
| Finsncial expenses | 3.6 | -- | - | - | - | 100.0 | 3.6 | -- | -- | - | -- |
| Interest \& bank charges | 2.3 | -- | -- | -- | - | 82.2 96.2 | 2.8 1.4 | -- | -- | -- | -- |
| Other expenses | 20.5 | -* | - | -- | - | 100.0 | 20.5 | -- | =- | -- | - |
| Protis (loss) | -2.5 | -- | -- | -- | -- | 100.0 | -2. 5 | -- | - | -- | $=$ |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | . $\cdot$ | -- | -- | -- | -- |

## Synbol:

zero or no observas ions
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$\times \quad$ confidential

## Footnotes

(1) These esqimetes ere besed on a somple of businesses reporting sales Detween $\mathbf{2 5 . 0 0 0}$ and 82.000 .000

21 Value in each cell $=\frac{\text { lotal weighted mondisure on given item }}{\text { rotal whighed sales of all businesses in the sample }} \times$ foo for etech outertile
(3) Volue in eoch cell $=\frac{\text { rotel weighted seles of businesses reporting this item of expendiqure }}{}$ loo for esh quartile

This portion of the isble pertains only to the businesses roporting the specific oxpense iten. Therefore qhese ratios are calculated individually and the total will not necessarily equel 100\%.

## Nates

Data are shown by quartiles when bitest 13 of the samoled businesses report the spacific item
Records were ranked in escending order according to seles size. Each ouertile li. botton 25\%, lower nidde 25z, etc.l represents one quarter of the tolal number of businesses. Within each quertile. the averso rotio is presented. for comparison purposes. the high and low values of saies ere shown

## How to use the tethes


(2) The selected renge will indicete the proper quartile. i. the bottom 25\%, the lower midde 25\%. the upper middle 25\% or the top $25 \%$
(3) Deta perteining to the selected seles size renge will be in thet quertile.

## tanderd industriel CIsesificetion Definition (SIC 1980):

Sic 6541-Sporiing Goods Stores
Businesses primar, ly engeged in reeal deating in spor qing goods. pleyground and gymnasium equipanent. 8usinessus may be described by produc: line such as: retail archery equipment, retail sthietic clothing fincluding uniforms: retail athletic foopmear. retail baspbll equipment. retail bowling equipment, retail camping equipment (except tent trailersl. retail sports and fishing tackle. reval football
 retail soccer equipment. retail sofiball equipment. sporting goods stores, retaif tennis equipment, and retail srack ano field equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundland, Sporting Goods Stores (SIC 5541)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowet middele $25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { TOC } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampio (No.) Low sales value ( 8000 's) Migh sales value ( 8000 's) | 14 11 11 | -- |  | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asents - .- .- .- |  |  |  |  |  |
| Accounts and notes receivable | 13 | -- | -- | - | -- |
| Inventory | 13 | -- | -- | -- | -- |
| Other current assets | 167 | -- | -- | -- | -- |
| Total current assets | 180 | -- | -- | -- | -- |
| Fixed assets | 31 | -- | -- | -- |  |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 2 | -- | - | -- | -- |
| Totel sseets | 212 | =- | -- | - | -- |
| Limbilities mid equity |  |  |  |  |  |
| Current loans | 28 | -- | -- | -- | :- |
| Other current liabilities | 60 | -- | -- | -- | -- |
| Total current lisbilities | 85 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long tarm debt | 85 | -- | -- | -- | -- |
| Other lisbilities | 36 | -- | -- | -- | -- |
| Total liabilities | 132 | -- | -- | -- | -- |
| Totel equity | 80 | - | -- | -- | -- |

$(1)$ These estimates are based on a sample of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.
See iable 1 for symtiols and notes.

TABLE 3. Financial ratos(1) for incorporated businesses only, 1987
Newfoundland, Sporting Goods Stores (SIC 5541)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower midde 25x | UDDE P <br> midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  |
|  | Average |  |  |  |  |
| Liquidity ratio Curcent ratio (times) | 2.0 | -- | -- | -- | -- |
| Leverage ratios <br> Debi/equity ratio (times\} <br> Interest coverage ratio (times) <br> Oebt ratio (times) | $\begin{aligned} & 1.6 \\ & 2.8 \\ & 0.6 \end{aligned}$ | -- | -- | -- | - |

[^27]See Tible ifor symols and notes.

Definitions:

1. Liquidity patio:

Current $=$ current assets / current liabilities
2. Leverage retios:

```
Debt/equity = rotsl liabilities / equity
    Debt rafio = total liabilities f totai assets
    Interest coverage = net profit * interest expense / inierest expense
```

TABLE 4. Statement of changes in financiel position for incorporated businesses oniy. 1987
Newfoundland. Sporting Goods Stores (SIC 6541)

 only those Dusinesses peporting a staiement of cnanges.
see Table i tor symbols and nores.
TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in 1987
Newfoundland, Sporting Goods Stores (SIC 6541)
Business size expressed in
average labour units(1)

[^28]TABLE 6. Selected operating characteristics of smali businesses by sales quartile. 1985-1987 Newfoundland, Sporting Goods Stores (SIC 5541)


1985


|  | 1986 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observations in sample | 14 |  |  |  |  |
| Average sales | 529.289 | -- | -- | -- | -- |
| Average expense \$ | 519.428 | -- | -- |  | -- |
| Averoge net profit (loss) \$ | 9.881 | -- | -- | -- | -- |
| Businesses reporting profis (No.) | 10 |  |  |  |  |
| Average sales $\$$ | 565,209 | -- | -- | -- | -- |
| Average expense \$ | 539.413 |  | -. | -- | -- |
| Average net profits | 25.796 | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | 4 |  |  |  |  |
| Average sales $\$$ | 332.585 | -- | -- | -- | -- |
| Average expense $\$$ | 346,182 | -- | -- | -- | -- |
| Average net loss \$ | -13.597 | -- | - | - | -- |

1987

| Mumber of observetions in sample <br> Average soles \$ <br> Average expense s <br> Average net profit (loss) \$ | $\begin{array}{r} 21 \\ 326.909 \\ 315.850 \\ 11.051 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 5 |
| Average sales ${ }^{\text {s }}$ | 566,735 |
| Average expense 5 | 537.509 |
| Average net profits | 29,226 |
| Businesses feporting loes (Mo.) | 6 |
| Averoge soles ${ }^{\text {S }}$ | 518.080 |
| Average expense 5 | 520,803 |
| Average net losss | -2,723 |

(1) These estimetes are based on esample of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$.

See rable $t$ for symols and notes

TABLE 1. Selected operating rattos, in percent of sales, 1987
Newfoundland, Musical Instrument and Record Stores (SiC 655)

|  | Total(1) |  | $\begin{array}{r} \text { Bo:tam } \\ 25 \% \end{array}$ |  | Lower middle $25 \%$ |  | Uppermidole 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (no. ow sales vaiue (3000's) High sales value $\left(\$ 000^{\prime}\right.$ s) |  | $(1\}^{?}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ${ }^{\text {a }} 3$ ) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot }+ \text { om } \\ 25 \% \end{array}$ | Lower miodle $25 \%$ | Upper midde $25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lower middle 25\% | $\begin{array}{r} \text { Upper } \\ \text { midd Ie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 45.3 | -- | -- | -- | -- | 100.0 | 46.3 | -- | -- | -- | - |
| Dceupancy expanses | 15.0 | - | -- | -- | -- | 100.0 | 15.0 | -- | -- | -- | - |
| Depreciation | 4.2 | -- |  | -- | -- | 100.0 | 4.2 | -- | -- | -- | -- |
| Repaira \& maintenance | 3.0 | -- | -- | -- | - | 92.9 | 3.2 | -- | -- | -- | -- |
| Hest. light \& telephone | 2.9 | - |  | -- | -- | 100.0 | 2.9 | -- | -- | -- | -- |
| Rent |  | -- | - | -- | -* | 73.0 | 6.7 | -- | -- | -- | - |
| Personnel expenses | 20.2 | -- | -- | -- | -- | 100.0 | 20.2 | -- | -- | -- | - |
| Financial expenses | 4.6 | -- | -- | -- | -- | 100.0 | 4.5 | -- | -- | -- | -- |
| Interest \& Dank charges Professional fees | 3.8 0.8 | -- | -- | -- | -- | 100.0 83.2 | 3.8 1.0 | -- | -- | -- | -- |
| Other expenses | 12.3 | - | -- | -- | -- | 100.0 | 12.3 | -- | -- | -* | -- |
| Profit (loss) | 1.5 | -- | - | -- | - | 100.0 | 1.5 | -- | -- | -- | -- |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | =- | -- | -- | - |

## 5ymols

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## footnotes

11 Phese estimetes are besed on a sample of businesses peporzing sales between 225.000 and $\$ 2.000,000$ Total weignted expenditure on a given item
121 Value in each cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { fotal weighted sales of sti businesses in the sample }}$ poo for each quarile
(3) Velue in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { iotal weighted sales of businesses reporting this item of expenditure }} 100$ for each quartile

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are colculated individually and ine 202 al will not necesserily equal $100 \%$

Motes
Data are shown by qusrtiles when at least 13 of the sampled businesses peport the specific item
Records were ranked in ascending order sccording io seles size. Ebch quartile li. e. botiom 25\%, lower middie 25\%, etc. represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. for comparison purposes. the high sind low values of seles are shown

## Mow to use the tebles

11 Locate the appropiate sal ins range that is displayed on the iwo lines entitled Low sales value" and migh salas velue"
(21 The selected ronge will indicste the proper quartile. i.e. the bottom 25\%, the lower midde 25\%, the upper midole 25\% of the 1op $25 \%$
(3) Deta pertaining to the selected sales size renge will be in thet quertife.

Stunderd Industrisl Clestificetion Definition (SIC Imso):
SIC 6550 - Musicel Inttrument and Record Stores
Businesser pr imarily engaged in retail dealing in musical instruments. sheet music. records and tapes

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe P $\text { midde } 25 \%$ | Upoer $\text { midde } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNo.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's? | (11) | -* | -- | -- |  |
|  | Average ( 8000 s) |  |  |  |  |
| Assets - - - .- .- .- |  |  |  |  |  |
| Accounts and notes receivable | 34 | -- | -- | -- | -- |
| Inventory |  |  |  |  |  |
| Dother current assets | 73 | -- | -- | -- | -- |
| Fixed assets | 51 | -- | -- | -- | -- |
| Loss: Accum. dep. on fixed assets | - | -- | -- | - | - |
| Other assets | 19 | -- | -- | -- | -- |
| Total essets | 176 | -- | -- | -- | -- |
| Lisbilitien end equityCurrent lons |  |  |  |  |  |
| Current loans liabilities | 81 | -- | -- | -- | -- |
| Total current liabilities | 90 |  | -. | -- | -- |
| Mortgages payable Long term debt |  | -. | -- | - | - |
| Long term debt | $6{ }^{5}$ | -. | -- |  | -- |
| Total liabilities | 156 | - | -- | -- | -- |
| Total equity | 20 | - | -- |  | -- |

(1) These estimbies are based on sampl of businesses reporiing sales between $\$ 25.000$ non $\$ 2.000 .000$.

See Table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businassets only. 1987
Newfoundiand, Msicel Instrument end Record Stores (Sic ss5)

|  | Total(2) | Bottom 25\% | Lower $\text { midde } 25 \%$ | Upper midole 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $8000^{\circ}$ s) High sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 6 \\ & 11)^{8} \end{aligned}$ |  | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.2 | - | - | -- | -- |
| ```Leverege ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{aligned} & 7.7 \\ & 1.2 \\ & 0.9 \end{aligned}$ | -- | -- | -- | - |

(1) The ratios represent the overage of patios for wach business in the group and cannot de calculated from the figures shown in thble 2 .
(2) These estimates are besed on semple of businesses peporing sele between \$25,000 and $\$ 2,000,000$.

See table I for symbols and notes.

## Definisions:

1. Liquidisy ratio:

Current = current assets / cuprent lisbilisies.
2. Leverage retios:
al Debifequity $=$ total habilities / equity
D) Debt ctio = total liadilities/ colal assets
c) Interest coverage $=$ nes protit - interest expense / interest expense

TABLE 4. Statement of changes in financial posttion for incorporated businesses only. 1987 Newfoundiand, musical instrument and Record stores (SIC 655)

|  | Total(1) | $\begin{array}{r} \text { Bo }+10 \mathrm{~m} \\ 25 \% \end{array}$ | Lawer midale 25\% | Uoder $\text { midele } 25 \%$ | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in same $\in$ inc. Low sales value $\$ 000$ si High sales value ${ }^{3000}$; | $(1)^{3}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities <br> Cash from operations <br> Dedrecialion Other | $x$ $\times$ $\times$ $x$ | -- | -- | -- | -- |
| Dividends | X | - | -- | - | -* |
| Investment ectivities <br> Disoosal of fixed assets <br> Purchase of fixed assers <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- <br> $=-$ <br> - | -- | -- | -- |
| Finencing ectivities <br> Incresse in long term oebt Repayment of long term debt Loans fram sharenolders <br> Repayment of loans 1 fom sharehclders Advances 8 loans from government <br> increse in equity <br> Decresse in equity <br> Othe: | $\begin{aligned} & x \\ & x \\ & x_{0} \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - <br>  <br> - <br> - <br> - | - - - - - - | - - - - - - | - - - - - - |
| Increase(decreas) in cash 8 equivelents Cash \& equivelents-Beginning of the year Cash equivalonts - End of the year | x $\mathbf{x}$ x | -- | -- | -- | -- |

111 These estifazes are based on ample of incorporated businesses reporting seles bermen $\$ 25,000$ and $\$ 2,000,000$. Somple count includes only those businesses reporting statement of changes.
Ste iable i for symools and notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC classification in t987
Newfoundland, Musical Instrument and Record stores (SIC s55)
Business size expressed in
suerage labour units(1)
(1) Average labour units are calculated by dividing qotbl payroll by the everage annus wage and salary rete bs reported in the Survey of [mploymen?. Dayroll and hours. Siatistics Canaca. Caralogue 12-po2. An average labour unit could de inierpreied as a fult-time mployee Note that the business size groups used are determined ai the canada lovel. Thus it a business has at least 500 employees in Canaca as a whole but less shan that number in any given province it is shown in the 500 and over group.
121 Reters to businesses repo:ting no peyroll deductions in the previous year.
(31) Refers so Dusinesses reporting no paycoll decuctions in the following year.
"Newly peporting" anc "nc longer redorling" businesses ere assumed to have been in activity for six monins and the information is ad:ustés accordingly.

See rable 1 tor symbols anc notes.

TABLE 6. Selected operating charmcteriztics of smill businesses by sales quartile, $1985-1387$
Newfoundiand, Musicel Instrument and Record Stores (SIC 555)


```
Number of observations in smmple
    Average soles $
    Average seles $
    Average expenses, (loss)s
Businesses reporting a profit (Mo.)
    Average sales $
    Averege expense s
    Average expense s
Businesseg reporting a loge (No.)
    Average sales $
    Average sales $
    Average sales $
```

3
$\times$
$x$

| 3 |
| :--- |
| $\times \quad=$ |

3
$x$
$x$


1988

$\qquad$
$\square$
of obervations in sample
Average sales $\$$
Average expense s
1
$x$
$x$
$x$
Usinesses reporting profit (Mo.
Average sales $\$$
Average expense $\$$
Average net Drofit $\$$
usinesses reporting loss (Mo.)
Average expense
Average net loss $\$$
Totel (1)
Bot1om
Lower
middle $25 \%$
5\%


1987
Mumber of observetions in sample
Average sales $\$$
Average expense $\$$
Average net prof it (loss)s


See lable for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Toy, Hobby. Novelty and Souvenir Stores (SIC 658)

|  | Total(1) |  | Bot tom $25 \%$ |  | Lowermidde 25\% |  | Upder$\text { miodie } 25 \%$ |  |  | Top$25:$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. <br> Lon sales value ( $\$ 000 \mathrm{~s}$ ) <br> Migt sales value (\$000's) |  | $\begin{aligned} & 10 \\ & 1 \\ & 1 i \end{aligned}$ |  |  |  |  |  |  |  |  |  |
| Selucted expense item | Industry overage (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on \|y 3 ! |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | Top 25\% |
|  | Percent of saies |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 42.9 | -- | -* | -- | -* | 85.0 | 50.5 | -- | -- | -- | -- |
| Occupancy expenses | 11.9 | -- | -- |  | -- | 100.0 | 11.8 | -- | -- | -- | -- |
| Depreciation | 5.1 | -- | -- |  | -- | 85.0 | 6.0 | -- | -- | -- | -- |
| Repaits \& maintenance | 0.5 | -- | -- | -- | -- | 33.8 | 1.4 | -- | -- | -- | - |
| Heap, light of telophone | 2.2 | -- | -- | -- | -- | 85.0 | 2.6 | -- | -- | -- | -- |
| Ren: | 4. 1 | -- | -- | - | -- | 56.8 | 7.2 | -- | -- | -- | -- |
| Personnel expenses | 10.1 | -- | -- | - | -- | 100.0 | 10.1 | -- | -- | -- | - |
| Financial expenses | 4.5 | -- | -- | - | -- | 100.0 | 4. 5 | -- | -- | -- | -- |
| Interest \& bank cherges Professional fees | 2.5 9.9 | -- | -- | -- | -- | 100.0 80.8 | 2.5 2.4 | - | -- | -- | -- |
| Other expenses | 26.6 | -- | =- | -- | -- | 100.0 | 26.6 | -- | =- | -- | -- |
| Profit (loss) | 4.1 | -- | - | - | ** | 100.0 | 4.1 | -- | -- | -- | -- |
| Total | 100.0 | - | $=$ | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | - |

## syobols

zero of no observations

- 100 smell 100 be expressed
not epplicoble
$\times$ confidentiol


## ootnotes

$(11$ These estimetes ere DBsed on sumple of businesses reporing ssles between $\$ 25,000$ and $\$ 2.000,000$
(2) Value in each cell $=\frac{\text { Totel weighted expenditure on given item }}{\text { lotal weighted sales of ell businesses in the sample }} \times$ for each quattile
(3) Value in each cell = $\frac{\text { lotal weighted sales of businesses repoiqing this inem of expenditure }}{}$ for each quertile

This portion of the poble peribins only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually end the colal will not necesserily equel $100 \%$

## Motes

Date are shown by quartiles when et lest 13 of the sampled businesses raport the specific ifem.
Records wefe ranked in sscending order sccording to sales size. Each quartile li. e. bottom $25 \%$, lower middle 25\%. etc. represents one querter of the totsi number of businesses. Within each quartile, ihe over age ratio is presented. For comparison purposes. the high and low vilues of sales se shown.

## Mow to use the teblet


(2) The selected range will indicate the proper quartile. i. e. the bottom 25\%. the lower midde $25 \%$, the upper midde $25 \%$ or the too 25\%.
(3) Data pertsining to the selected sales size range will be it that quertile

## Stenderd Induetrisl CIsesificetion Definision (SIT 1880):

SIC 6580 - Toy, Mobby. Moveliy and Souvenir Stores
Businesses primarily engaged in retail deling in loys, hobby supplies, gifis. novelties end souvenirs

TABLE 2. Balance sheet proftle for incorporeted bustnesses only, 1987
Newfoundland. Toy, Hobby, Novelty and Souvenir Stores (SIC 558)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25: | UDper middie $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $8000^{\prime}$ s) | (11) | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh Accounts and notes receivable | 7 | -- | -- | -- | -- |
| Inventopy | 7 | -- | - | - | .- |
| Other current sssets | 46 | -- | -- | -- | -- |
| Totel current assets | 53 | - | - | -- | -- |
| Fixed sssets | 14 | - | -* | -- | - |
| Less: Accum. dep. on lixed sssets | - | - | - | = | -- |
| Other assets | 5 | $\cdots$ | - | - | -* |
| Totel meets | 72 | - | -- | -- | -- |
| Liabillties and equity |  |  |  |  |  |
| Current loans | 6 | -- | -- | -- | -- |
| Dther cursent liabilities | 12 | $\cdots$ | -- | -- | -- |
| Total current liabilities | 18 | -- | -- | $\cdots$ | -- |
| Mortgeges dayable | - | -- | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other lisbilities | 24 | - | -- | -- | -- |
| Total liabilities | 42 | $\cdots$ | -- | - | -- |
| Total equity | 30 | $\cdots$ | - | - | -- |

(11) These estimstes se based on semple businesses peporting stics between $\$ 25,000$ and $82.000,000$.

See iable ifor symols and notes.

TABLE 3. Financial ratios(1) for incorporated bustnesses only, 1987
Newfoundland, Toy, Mobby. Novelty and Souvenir Stores (SIC 658)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samplo (No.) Low soles value $1 \$ 000^{\prime} \mathrm{s}$ ) High sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 6 \\ & (1)^{6} \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Averape |  |  |  |  |
| Liquidity retio Current retio (times) | 2.8 | -* | -- | - | -- |
| Leverage ratios <br> Debtlequity récio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.4 \\ & 0.9 \\ & 0.6 \end{aligned}$ | -- | -- | -- | - |

(1) The retios represent the werage of pstios for each business in the group and emnot be celculated from the figures show in table 2 .
(2) These estimetes ore based on semple of businesses peporting sel es between $\$ 25,000$ enc $82,000,000$.

See Toble i for symols and notes.

## Definitions:

1. Liquidity ratio:

Current = cursent assets $/$ current liobilities.
2. Leverege ratios:
a) Dety/equity = total liabilipies / equity.
b) Debt ratio = total liabilities / total assets.


TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newfoundland, Toy, Hobby, Novelty and Souvenir Stores (SIE 658)


See table 1 for symbols ano notes

Newfound land, Toy, Hobby, Novelty and Souvenir Stores (SIC E58)


(i) Average labour units are calculated by dividing total payroll by the average annual wage ano salary rate as raportad in the Surver of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a fuli-time employee. Note qhat the business size groups used are determined at the canada level Thus if a business has at latast 500 employees in Canada ss a whole but less than that number in any given province it is shown in the 500 and over group
(2) Refers 10 Dusinesses reporiing no payroll deouctions in the previous year
(3) Refers to businesses peporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" Dusinesses are assumed to have been in activity for six months and the information is adjusied acco: oingly

See Table for symbols and notes

TABLE 6. Selected operating characteristics of smali businesses by sales quartile, 1985-1987 Newfoundland. Toy. Hobby. Noveliy and Souvenir Stores (S|C 658)


| Number of observetions in sample <br> Average sales 5 <br> Average expense \$ <br> Average net profit (lass) \$ | $\begin{array}{r} 9 \\ 88.583 \\ 83.524 \\ 5.465 \end{array}$ |
| :---: | :---: |
| Susinesses reporting eprofit (Mo.) | 5.79 |
| Average sales ${ }^{\text {a }}$ | 85.779 |
| Average expense \$ | 76.314 |
| Avertoe net profits | 9.465 |
| Businesses reporting e loss (Mo.) |  |
| Average sales \$ | 115.768 |
| Average expenses | 117,129 |
| Average net loss \$ | -1.361 |


| Mumber of observations in sample | 15 |
| :---: | :---: |
| Average sales \$ | 141.741 |
| Average expense s | 135.262 |
| Average net diofit llossi \$ | 6.473 |
| Businesees reporting profit (Mo.) | 2 |
| Average sales ${ }^{\text {S }}$ | 146.326 |
| Average expense \$ | 137.016 |
| Average net drofit \$ | 9,310 |
| Buginesses reporting loss (Mo.) | 3 |
| Average sales \$ | 178.248 |
| Average expense \$ | 182.968 |
| Average net loss \$ | -4.720 |

1987
Mumber of observations in sample
Average sales $\$$
Average expense $\$$
Average net profit (loss) $\$$
Susinesses reporting profit (Mo.)
Average sales $\$$
Average expense $\$$
Average net profit $s$
Businesses reporting loss (Mo.)
Average sales $\$$
Average expense $\$$
Average net loss $\$$


[^29]See Table 1 for symbols and rotes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Gift. Novelty and Souvenir Stores (SIC 6582)

|  | Total(1) |  | Bot tom $25 \%$ |  | Lower miod!e 25\% |  | Upper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses : in sample (No.) Low sales value $(\$ 000$ 's Higt sales value i $\$ 000$ 's |  | $\left\{\begin{array}{r} 9 \\ i 1 \end{array}\right\}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average 2 ) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { hasses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses onty ${ }^{\text {a }}$ 3) |  |  |  |  |
|  | Total | $\begin{array}{r} 80 \pm t 0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upoer middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midde } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { midde } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 40.0 | -- | -- | -- | -- | 82.0 | 48.7 | -* | -- | -- | - |
| Oceupsncy expenses | 12.4 | -- | - | -- | -- | 100.0 | 12.4 | -- | -- | -- | -- |
| Dedreciation | 4.7 | - | -- | -- | -- | 82.0 | 5.8 | -- | -- | -- | -- |
| Reobirs \& maintenance | 0.5 | -- | *- | -- | -- | 39.5 | 1.4 | -- | -- | -- | -- |
| Heat. Iight 8 telephone | 2.4 | -- | -- | -- | -* | 82.0 | 2.9 | -- | -- | -- | -- |
| Rent | 4.8 | -- | -- | -- |  | 66.4 | 7.2 | - | -- | - | -- |
| Personnel expenses | 10.4 | *- | -- | -- | - | 100.0 | 10.4 | -- | -- | -- | -- |
| Financial expenses | 3.6 | -- | -- | -- | -- | 100.0 | 3. 8 | -- | -- | -- | -- |
| Interest 8 bank charges Professiona! fees | 1.9 1.8 | -- | -- | -- | -- | 100.0 76.9 | 1.9 2.3 | -- | -- | -- | -- |
| Other expenses | 28.7 | -- | -- | -- | - | 100.0 | 28.7 | -* | -- | -- | -- |
| Profit (loss) | 4.9 | -- | -- | - | -- | 100.0 | 4.9 | - | -- | - | -- |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | . $\cdot$ | -- | -- | -- | -- |

## Symbols

zero or no ouservalions

- 100 small too be expressed
not applicable
- confidential


## Footnoter

11. These estimates ere based on sample of businesses reperting $\$ 0$ eles between $\$ 25,000$ and $\$ 2,000,000$
$(2)$ Volue in each cell $=\frac{\text { Toial weighted expenditure on given item }}{\text { roqal weighted sales of all Dusinesses in the sample }}$ foo for each quarile
(3) Value in each cell $=$ lotal weighted expenditure on a given ipem

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculateo individually and the 101 l will not necesserity gevel 100 z

## Motes

Data are shown by quartiles when af leas: 13 of the sampled businesses report the specitic item
Records were ranked in ascending order eccording to sales size. Each querqile (i.e. bottom 25z. lower midde 25\%. ett. represphts one querter of the totel number of ousinesses. Within each quertile, the overage ratio is presented. For comparison purposes. the high and low velues of sales are shown

## Mow to use the tables

(1) bocte the appropriete seles pange thei is displayed on the two lines entirled wow seles valuem and emigh sales vilue"
$(2)$ The selected renge will indicste the proper quartile. i.e. the bottom $25 \%$, the lower midde $25 \%$, the upper middie $25 \%$ or the 100 25\%.
(3) Daia Dertaining so the selected soles size range will be in that quartile

## Stenderd Induztrisl Clsszifiction Osfinition (SIC 1980):

## SIC 6582 - Gift, Movelty and Souvenir stores

Businesses prima:ily engaged in retail dealing in gifts, novelty merchandise and souvenirs such as: roiail carvings and artcraft, retail handicraft ceramics. reiail seasonal and holidgy oecorstions, retail handicraft decoupage. retail eskimo carvings. fetal giki wrap supplies. gifi shoos. reiail handcrofied gooos inovelties, souvenirs), joke shops, perail handicraft macrame, retail handicrât metalwork. retail novelty merchandise. retail handicraf? poitery and retail souvenirs

TABLE 2. Balance sheet profile for incorporeted businesses only. 1987
Newfoundland, Gift, Novelty and Souvenir Stores (SIC 6582)

|  | Total(1) | Bottom $-25 \%$ | Lower midole 25\% | Uoper middle 25\% | $\begin{aligned} & \text { TCD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8usinesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | (1) ${ }^{5}$ |  | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Accounts and notes peceivable | 8 | -- | -- | -- | -- |
| inventory | 7 | - | -- | -- | -- |
| Other current assets | 57 | =- | -- | -- | -- |
| Total cupent assets | 66 | -- | -- | -- | -- |
| Fixed assets | 16 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | $\overline{3}$ | -- | -- | - | - |
| Qther essets | 3 | -- | -- | - | -- |
| Total sesets | 84 | -- | -- | - | -- |
| Liebilities and equity |  |  |  |  |  |
| Current Ioans Other curcent liabilities | 14 | -- | -- | -- | -- |
| Total cuerent liabilities | 18 | -- | -- | -- | -- |
| Mortgages payable |  | -- | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other liabilities | 29 | -- | -- | -* | -* |
| Total liobillties | 47 | -- | =- | - | -- |
| Total equity | 37 | -- | -- | -- | -- |

(1) These stimetes are based on a sample of businesses reporting soles beiween $\$ 25.000$ and $\$ 2.000 .000$.

See tabie 1 for symbols ano notes.

TABLE 3. Financiel retios(1) for incorporated businesses only, 1987
Newfoundiand, Gift, Novelty and Souvenir Stores (Sic 6582)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middele $25 \%$ | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample \{No.) Low sales value ( $\$ 000$ 's) Migh sales value $\{\$ 000$ 's? | 5 $(1)$ $(1)$ | -- | -- | -- | -- |
|  |  | Averoge |  |  |  |
| biquidity retio Current ratio (times) | 3.7 | -- | =- | -- | -- |
| ```Leverage ratios Debt/equity cetio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{aligned} & 1.3 \\ & 0.8 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the everage of retios for mach business in the group ond cannot be calculated from the figuras shown in table 2
(2) These estimstes er besed on semple of businesses reporting sales between \$25,000 and \$2,000,000.

See table i for symbols and notes.

Definitions:

1. Liquidity retio:

Cuprent $=$ current assets $/$ current liabilities.
2. Leverage ratiot:
a) Debt/equity $=$ potal liabilities $/$ equity

01 Debr ratio $=$ total liabilities/toral assers
c) Interest coverage $=$ net protit - interest expense $/$ interest expense.

TABLE 4. Stetement of changes in financial position for incorported businesses only. 1987
Newfoundiand, Gift. Novelty and Souvenir Stores (S16 6582)

|  | Total(1) | Bottam $25 \%$ | Lower <br> midde 25\% | Unde: $\text { midde } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samp: (No.) Lom sales vaiue $\$ 000 \mathrm{~s}$ ) Migh sales value ( 9000 's) | $\begin{array}{r} 6 \\ (19 \\ (1) \end{array}$ | -- | -- | - | -- |
|  |  |  | verage (\$000 |  |  |
| Operting ectivities Cash from operstions Depreciation Dther | $\begin{array}{r} 1 \\ 5 \\ -9 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | - | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed bssets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | 9 -5 - | -- | -- | -- | -- |
| Finsteing sctivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redorment of loons trom shareholders <br> Lovances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | -1 17 -7 | -- <br> - <br> - <br> - <br> - <br> - | -- <br> -- <br> -- <br> -- <br> - | - - - - -- -- | -- <br> -- <br> -- <br> -- <br> - |
| Incresse(decrease) in cash \& equivalents Cash equivalents-Beginning of the yest Cash equivalents - End of the year | 3 -2 1 | -- | -- | -- | -- |

(1) These estimates are based on sample of incorporsted businesses reporting sales between $\mathbf{8 2 5 . 0 0 0}$ and $\mathbf{\$ 2 , 0 0 0 , 0 0 0 \text { . Somple count includes }}$ only those businesses reporting statament of changes.
see toble i for shmols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in i987 Newfoundiand, Gift. Novelity and Souvenir stores (SIC 6592)


111 average labour units ar calculated by dividing total paypoll by the average annual wage and salary rote as roported in the Survey of Employment. Payroll and hours, Siatistics Canada. Catologue 92-002. An average labout unit could de interpred as a full-i ime employee. Note that the business size grouds used are determined at the Canada level thus it a business has at least 500 employees in conade as o whole but less then thet number in shy given province it is shown in the 500 and over group.
121 Refers 10 businesses reporting no payroll deductions in the previous yeer.
(3) Refers to Dusinesses repotting no payroll deductions in the following yea?
-Newly reporting* and "ho longer reporting" businesses are assumed to have been in acrivity for six months and the intormation is adjusted accordingly.

See table i for symbols and notes.
TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Newf oundland, Gift, Novelty and Souvenir Stores (SIC 6582)

Muber of observations in sample
Aversge sales $\$$
Average expense $\$$


1986

| Number of observetions in smmple <br> Average sales <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 13 \\ 141.642 \\ 134.977 \\ 6.665 \end{array}$ | - | -- | - |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) Avorage sales $\$$ <br> Average expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 10 \\ 146.227 \\ 136.731 \\ 9.496 \end{array}$ |  |  |  |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 3 \\ 178.248 \\ 182.968 \\ -4.720 \end{array}$ |  |  |  |


(1) These estimates are based on a somple of bus inesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Direct Sellers (SIC 5921)

|  | Total(1) |  | Bottom 25\% |  | Lower midote 25: |  | Uoper midale 25\% |  |  | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir. sample (No.) Low sales value ( $\$ 000 \mathrm{~s}$ ) High sales value $\left\{9000^{\circ}\right.$ s | $\begin{array}{r} 5 \\ (1) \end{array}$ |  | -- |  |  |  |  |  |  |  |  |
|  | Industry average\{2) |  |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Y busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting ousinesses onty ( 3 ) |  |  |  |  |
| Selected expense item | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Upper midole |  |  | Total | $\begin{array}{r} B D+40 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { miodle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cozs of eales | 39.0 | -- | -- | - | -- | 44.3 | 88.0 | -- | -- | -- | - |
| Oceupancy expenses | 3.9 | "- | -- | -- | -- | 100.0 | 3.9 | -- | -- | -- | -- |
| Deprecistion | 3.5 | -- | -- | -- | -- | 100.0 | 3.5 | -- | -- | -- | -- |
| Repaits s maintenance Heat, light \& talaphone | $0 . \overline{2}$ | -- | -- | -- | -- | 32.6 | 0.7 | -- | -- | -- | - |
| Rent | 0.2 | -- | -- | -- | -- | 65.6 | 0.3 | -- | -- | -- | -- |
| Personnel expenses | 3.9 | -- | -- | -- | -- | 73.1 | 5.3 | -- | -- | * | -- |
| Financial expenses | 1.7 | -- | - | -- | -- | 73.1 | 2.3 | - | -- | -- | =- |
| Interest \& bank charges Professional fees | 1.7 | -- | -- | -- | -- | 73.1 7.5 | 2.3 0.4 | -- | -- | -- | -- |
| Other expenses | 35.9 | -- | -- | -- | -- | 100.0 | 35.9 | =- | -- | - | -- |
| Profis (loss) | 15.6 | -- | -* | -- | -- | 100.0 | 15.6 | - | -- | -- | -- |
| Total | 100.0 | -- | -- | -* | -- | 100.0 | ... | -* | -- | -* | -- |

## Synbol

- zero or no observarions
-- too small too be expressed
. not BpDlicabl
$\times$ confidential


## footnote:

(1) These estimetes pre besed on sample of businesses reporting sat bs between $\$ 25,000$ and $\$ 2,000,000$.
2) Value in each $\mathrm{cel}=\frac{\text { lotal weighted expenditure on given item }}{\text { Total weighied sales of alt businesses in the sample }} \times$ poo for each quertile.
(3) Value in esch ceil $=\frac{\text { Totel weighted expenditure on aiven item }}{\text { Total weighteo seles of businesses peporting this item of expengiture }}$ foo fork aut ile
inis portion of the table pertains only to the ousinesses reporting the specitic expense item. Therefore these ratios are calculated
individuelly and the total will not nocessarily equal loox.

## Motes

Dete ere shown by quartiles when $a$ las: 12 of the sampled businesses report the specific item
Records were ranked in ascending orcer according to ssles size. Esch quartile li. e. bottom 25\%. lower midde 25z, etc. represents one quarter of the tota! number of businesses. Within pach gubrtile, the everage ratio is presented. For comparison purposes, the high end low values of saies are shown.

## How to use the tebles

(1) Locate the appropribte seles range that is displayed on the two lines entitled wow seles value" and migh stes valuen
(2) The selected ronge will indicte the proper guertile, i.e. the bottom 25\%, the lower midde 25\%, the upper midde 25\% or the top $25 \%$
(3) Data pertaining to the selected sales size range will be in that quertile

## Stenderd Industrivi CIestificetion Definition (S1C 1980):

## SIC 6921 - Direct sellers

Businesses primarily engaged in repal desling in a variety of products such as dairy products, bevermes, cosmetics and kitchenmare by means of telephone. dopr-to-dos canvassing or parties arranged in cusqomers' homes. Mail-order houses are included here. Direct mail markefing operators. direct personal retailing operstors, direct selling of merchondise. door-qo-door retailing of merchandise. retail food and beverage hame delivery. mail ofder houses, nome delivery newspapers. direct sales non-store fetailing party plan merchandising and rezail telephone selling of merchandise are incluaed here.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundland, Direct Sellers (SIC 6921)

|  | Total (1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midole $25 \%$ | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | - | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash <br> Accounts ind notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. deD. on fixed assets <br> Other assets | $x$$x$$x$$x$$x$$x$$x$$=$$x$$x$$x$$x$$x$$x$$x$$x$$x$ |  |  |  |  |
|  |  | -- | -- | -- | -- |
|  |  | -- | - | -- | - |
|  |  | -- | - | - | -- |
|  |  | - | -- | -- | -- |
|  |  | - | -- |  | -- |
|  |  | -- | - | -* | -- |
|  |  | -- | $\cdots$ |  | -- |
| Total stets |  | -- | -- | -- | - |
| Lisbilities and equity |  |  |  |  |  |
| Current loans |  | -- | -- | -- | - |
| Other current Total current liabilities |  | -- | -- | -- | -- |
| Mortgages payable |  | -- | -- | -- | -- |
| Long term debt. |  | -- | -- | -- | -- |
| Other liabilities |  | -- | -- | -- | -- |
| Total limbilities |  | -- | -- | -- | -- |
| Total equity |  | -* | -- | -- | -- |

11) These estimates are based on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$.

Soe table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987 Newfoundland, DIrect Sellers (SIC 6921)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 x \end{array}$ | Lower $\text { middle } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000$ 's) | - |  | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity retio <br> Current ratio (times) | - | -- | -- | -- | -- |
| Leverage ration <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | - | -- | -- | -- | $\square$ |

(1) The resios represtent the verage of fotios for each business in the group and cannot be calculated from the figures shown in table 2 .
$(2)$ These estimetes ere beed on semple of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.
See table for symbols and notes.

## Definition:

P. Liquidity retio:

Cuprent $=$ current asseis $/$ curfent liabilities.
2. Leverage retios:
al Debt/equity $=$ fotal liabilities / equity.
b) Debt fatio $=$ tozal liabilities / total assets
c) Interest coverage = net profit - interest expense / interest expense

TABLE 4. Statement of changes in financial posttion for incorporated businesses only. 1987
Mewfoundiend. Direct Sellers (SIC 6921)

 only those Dusinesses reporting statement of changes
see ioble 1 for symbols and notes.

Mewfoundland. Direct Seliers (SIC 6921)

|  |  |  |  | Changes in numb with pa | 1 businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units (1) | Number of ousinesses | $\begin{array}{r} \text { Total paycot } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting } 2) \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 11 | 205 | 14 | 2 | 4 |
| less than 20 | 10 | $x$ | 14 | 2 | 2 |
| 20-99 | - | - | - | - | - |
| 100-499 | 1 | $x$ | - | - | 2 |
| 500 and over | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Total | 21 | 820 | 56 | 3 | . . |
| less than 20 | 18 | 350 | 24 | 3 | . . |
| 20-99 | - | - | - | - | . . |
| 100-499 | 3 | 470 | 32 | - | . . |
| 500 and over | - | - | - | - | . . |


Survey of Employment. Payroll and Hours. Statistics Canade. [atologue 72-002. An averape Ifoour unit could be interpreted as a full-time employee. Note ihal the Dusiness size groups used ore determined ot the canace level. Thus if ousiness has at lest
500 emplovees in Cansda as a whole but less stan that number in any given province it is shown in the 500 and over group.
(2) Refers to businesses reporting no payroll deductions in the previous year
(31) Refers to businesses reporting no payrall deductions in the following year

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

See Tete ifor symbols and notes

TABLE 6. Selected operating ehmeracteristics of small businesses by sales quartile, 1985-1987
Newfoundland. Direct Sellers (Sic 6921)

|  | Total(1) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | midd Lower | Upper middle 25* | TOD 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  | 8 |  |  |  |  |
| Average sales \$ | 123.250 | . | - | -- | - |
| Aversge expense $\$$ | 125.178 | -- | -- | -- | -- |
| Average net protit (loss) \$ |  | - | -- | -- | -- |
| Businesses reporting a profit (No.) |  |  |  |  |  |
| Average sales $\$$ | 144.024 |  | -- | -- | -- |
| Average expense ${ }^{\text {a }}$ ( Average net profits | 136.780 7.244 | -- | -- | -- | -- |
| Averege net prolits | 7.244 | -- | -- | - | -- |
| Businesses reporting loss (Mo.) |  |  |  |  |  |
| Aversge sales \$ | 86.894 | -- | -- | -- | - |
| Aversge expense \$ | 97.154 | -- | -- | -- | -- |
| Average net loss \$ | -10.470 | -- | -- | -- | -- |

1986


| Number of observations in semple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net protit (loss) \$ | $\begin{array}{r} 8 \\ 123.837 \\ 109.431 \\ 14.406 \end{array}$ |
| :---: | :---: |
| Businesses teporting profit (Mo.) | 6 |
| Average salus \$ | 107.641 |
| Aversge expenses | 91.382 |
| Averege net profits | 16.259 |
| Businesses reporting a loss (Mo.) | 2 |
| Aversge sales \$ | 213.312 |
| Average expense \$ | 221.949 |
| Averoge net loss | -8.637 |

(1) These stinates ere Dased on semple of Dusinesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$

See iable 1 for symools ano notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newf oundland. Operators of Buildings and Dwellings (SIC 751)

|  | To:al(1) |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ |  | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ |  | Upper$\text { midde } 25 \%$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir. sample (Mo. Low sales value ( $\$ 000$ 's) High sales value ( $8000^{\prime}$ 's) | $\left.\begin{array}{l} 10 \\ \{1 \\ 11 \end{array}\right\}$ |  | -- |  | -- |  | -- |  |  | -- |  |
| Selected expense item | Industry overagel2 |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Redorting businesses only( 3) |  |  |  |  |
|  | Total | Bottom $25 x$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { midd } \\ 25 \% \end{array}$ | Top 25\% |  | Topal | $\begin{gathered} \text { Bottom } \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uppe: } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Puecent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupaner expenses |  | -- | -- | -- | -- |  | 48.2 35.0 | -- | -- | -- | -- |
| Dedreciation | 30.0 7 | -- | -- | -- | - | 85.7 64.8 | 35.0 11.0 | -- | -- | - | -- |
| Repairs s maintenance Hest. light telepnone | 7.1 9.9 | -- | -- | -- | - | 64.8 73.8 | 13.4 | -- | -- | -- | -- |
| Rent | 1.2 | -- | - | -- | -- | 14.1 | 8.5 | -- | -- | -- | -- |
| Personnel expenses | 7.7 | -- | -- | -- | -- | 13.8 | 55.6 | -- | - | -- | - |
| Finenciel expenses | 42.2 | -- | -- | -- | -- | 100.0 | 42.2 | - | - | -- | -- |
| lnterest \& dant cnarges Professionat fees | 34.7 7.5 | - | -- | -- | -- | 99.4 73.1 | 34.9 10.2 | -- | -- | -- | -- |
| Other expenses | 18.9 | -- | -- | -- | - | 100.0 | 18.9 | -- | -- | -- | -* |
| Profit (less) | $-17.0$ | - | -- | - | -- | 96.4 | $-17.5$ | -- | -- | - | -- |
| Total | 100.0 | -- | -- | - | -- | 100.0 | ... | -- | -- | - | - |

## Symbol:

zero or no observarions

- tos small too be expressed
- not applicale
$\times$ confidentio


## footnotes

(1) Thest estimates bre based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2,000.000$ Total weighted expenditure on given item
12) value in each celt $=\frac{\text { Total weighted expenditure on given itam }}{\text { Tots weighted sales of businesses in the semple }} \times 100$ for eate
(3) Value in each cell Total weighted expenditure on given item $\times 100$ for each quarile

This portion of the ta01e pertains only to the businesses reporsing the specific expense item. Therefore these fatios are celculated individually ano the lotal will not nectsserily equal 1008

## Motes

Data are shown by quartiles when at least $\dagger 3$ of the sampled businesses peport the specific itam
Recorcs were ranked in sscending order according to sales size. Esch quepzile li. bot eom 25\%, lower nidde 25z, Etc.l presents one quarter of the cotal number of businesses. Within each qusritie. the overage ratio is presented. for comparison purposes. the high and low values of sales ore shown

Mow to use the teblet
(1) Locete the opproprite seles pange thet is displaynd on the two lines entitled Low stes velue and Ehigh sales veluet

121 The selecied renge will indicste the ppoper quer qile. i. the botton 25 . the lower midde $25 z$, the upper midde 258 or the top $25 \%$.
(3) Dats pertaining to the selected sies size range will be in that quertile.

Stenderd Induserial Eleseification Definition 15IC 1980):
Sic 7510 - Dperstors of Buildings and Dwelling:
Businesses primarily engaged in operating, or in owning and operating buildings and dwallings

TABLE 2. Balance sheet proftle for incorporated businesses only, 1987
Newfoundiand, Operators of suildings and Dwellings (SIC 751)

|  | Total(1) | $\begin{array}{r} 80 \uparrow+0 m \\ 25 \% \end{array}$ | Lower midde 25\% | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $(\$ 000$ 's) Migt sales value (9000's) | $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average ( 5000 s) |  |  |  |  |
| Ascets |  |  |  |  | -- |
| Cash Accounts and notes receivable | 11 | -- | -- | -- | -- |
| Inventory | - | -- | - | -- | - |
| Other curpent assets | 39 | -- | - | -- | -- |
| Total current assets | 50 | -- | -- | -- | -- |
| Fixed assets | 233 | -- | -- | -- | - |
|  | - | -- | -- | -- | *- |
| Other assets | 19 | -- | - | -- | -- |
| Total sesets | 302 | -- | -- | -- | -- |
| Lisbilities end equity |  |  |  |  |  |
| Curient loans liabilities | 15 | -- | -- | -- | -- |
| Total current liabilitios | 18 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | - |
| Long term debt | 113 | -- | $\cdots$ | -- | -- |
| Other liabilities | 213 | -- | - | -- | -- |
| Totel liebilities | 231 | -- | -- | - | -- |
| Totel equity | 70 | - | -- | -- |  |

(i) These estimates ar based on sample of businesses reporting soles between $\mathbf{\$ 2 5 . 0 0 0}$ and $\$ 2.000 .000$

See fabin 1 for symbals and notes

TABLE 3. Financial ratios(i) for incorporated bueinesses only, 1987
Mewf oundland, Opermtore of suildinge and Dwellinge (SIC 751)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\prime}$ s) | $\left(\begin{array}{r}\text { (1) } \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity refio Current ratio (times) | 2.8 | - | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 3.3 \\ & 0.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(i) the retios represent the everage of ritios for each business in the group end cannot be calculated from the figures shown in teble 2 .

121 innse estimeter ert besed on semple of businesses peorting seles between $825.000 \mathrm{mno} 82,000.000$.
See rable ifor symbols and notes.

## Definitions:

1. biquidity patio:

Current = curreni assets / current liabilities
2. Levernge retios:

```
Deti/equity = posal liabilities / vavipy.
b) Dept ratio z toial liabilities / total assets.
cl Interest coversge = net profit + interest expense / interest expense
```

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Newfoundlend. Dperetors of Buildings and Dwellings (SIC 751)

|  | Total! | $\begin{array}{r} \text { Bot } 10 m \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper <br> midde 25: | $\begin{aligned} & \text { To } \\ & 25 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No. 1 Low sal alue ( $\$ 00 \mathrm{C}$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 2 \\ (i) \\ i \end{array}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 00$ |  |  |
| Operting ectivities Cash from operations Dedreciation Other | $x$ $X$ $\chi$ | -- | -- | -- | -- |
| Dividends | $x$ | -* | -- | =- | - |
| Investment activities <br> Disposel of fixed assets <br> Purchase of fixed asset <br> lncresse in investment <br> Decrease in investment | $\begin{aligned} & x \\ & X \\ & X \\ & X \end{aligned}$ | -- | -- | $-\infty$ $-\infty$ $-\infty$ | $\cdots$ |
| Finsncing ectivities <br> Ineresse in long term debt <br> Reparment of long term debt <br> Loans from shareholders <br> Repayment of loans from sharetiolders <br> adrances 8 loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | - - - - - - - | -- -- -- - - - -- |
| Incresseldecreasel in cash sequivelents Cesh s equivalents-Beginning of the year Cash 8 equivelents - End of the year | $x$ $X$ $X$ | -- | -- | -- | - |

 only those ousinesses ryporting a statement of changes.
see isble i far symbols and nates.

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC classification in i987 Newfoundland. Operators of Bulldings and Dwellings (SIC 751)

(1) Average boour units are calculated by dividing latal payroll by the average annual wage and salary rate as raported in the Surver of Employment. Payroll and Hours. Statistics Canada. Caialogue $72-002$ an average labour uniq could be interdreted as a full-time miplayee Mote that the business size groups uscd ar determined at ine canado level. Thus it obusiness hes ap leas? 50 c employees in conade as a whale but ess thon thot number in ary given province it is show in the 500 and over group.
(2) Refers 10 businesses reporting no payroll decuctions in the previous year.
(3) Relers to businesses reporting no peyroll deductions in the following year
*Newly ceporting" and "no longer eporting" businesses are assumed to have been in activity for six months and the information is adjusted accoidingir

See itable ifor symbols and notis

TABLE 6. Selected opereting characteristics of small businesses by sales quertile, 1985-1987
Newfounciand, Operators of Bulldings and Owellings (SIC 751)


| Mumber of obsarvations in sample <br> Avarage sales \$ <br> Average expense $\$$ <br> Averoge net profit (loss) \$ | $\begin{array}{r} 30 \\ 142.458 \\ 114.342 \\ 28.116 \end{array}$ |
| :---: | :---: |
| Businesses reporting proflt (Mo.) | 19 |
| Average soles \$ | 139,842 |
| Average expense ${ }^{\text {S }}$ | 97.294 |
| Average net profits | 42.548 |
| Businesses reporting loss (Mo.) | 11 |
| Average sales \$ | 146,863 |
| Average expense \$ | 163,639 |
| Average net loss \$ | -16.776 |

1986


1987

| Mumber of observations in sample <br> Average sales 8 <br> Average expense $\$$ <br> Average net profit (lass) \$ | $\begin{array}{r} 33 \\ 46.860 \\ 49.065 \\ -2.205 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (No.) | 13 |
| Average sales \$ | 90.487 |
| Average expense \$ | 85.438 |
| Average net profit \$ | 5,049 |
| Busincsses reporting lost (Mo.) | 20 |
| Average soles \$ | 45.658 |
| Average expense \$ | 49.823 |
| Average net loss \$ | -4,165 |

(1) These estimates ore based on sample of businesses reporting ssles between $\$ 25,000$ and $\$ 2,000,000$.

See iable 1 for symols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundland, Operztors of Residentisl Buildings and Dwellings (5IC 7511)

|  | Total(1) |  | $\begin{gathered} B 0 \div \div 0 m \\ 25 \% \end{gathered}$ |  | Lower$\text { miode } 25 \%$ |  | Upoer midole 25\% |  |  | TOO 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales vaiue (\$000's) |  | $\left\{\begin{array}{c} 8 \\ \{1 \end{array}\right\}$ |  |  |  | -- |  |  |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% Dusi- } \\ & \text { nesses } \\ & \text { peporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middl $25 \%$ | Uoder middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 40 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Upper midde $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sates |  |  |  |  |  | Pepcent of sales |  |  |  |  |
| Cost of celes | 0.2 | -- | -* | -- | -- | 14.3 | 1.4 | - | -- | -- | - |
| Occupancy expenses | 40.7 | -- | -- | -- | -- | 100.0 | 40.7 | - | -- | - | -- |
| Deprecistion | 17.4 | -- | -- | -- | -- | 81.0 | 21.5 | -- | -- | -- | -. |
| Repairs \& maintenance | 8.8 | -- | -- | -- | -- | 81.2 | 10.9 | -- | -- | - | -- |
| Heat. light s telephone | 12.9 | -- | -- | - | -- | 93.9 | 13.7 | - | -- | -- | - |
| Rent |  | -- | -- | -- | - |  |  | -- | -- |  | -- |
| Personnel expenses | 10.2 | -- | -- | -- | -- | 18.4 | 55.6 | -- | -- | - | - |
| Finenciel expenses | 49.9 | - | -- | -- | -- |  |  | -- | -- | -- | -- |
| Intorest \& bonk charges Professional fees | 43.0 6.8 | -- | -- | -- | -- | 100.0 64.1 | 43.0 10.7 | -- | -- | -- | -- |
| Other expensea | 18.5 | -- | -- | -- | -- | 100.0 | 18.5 | -- | -- | -- | - |
| Profit (loss) | -19.5 | -- | -- | - | -- | 95.2 | -20.5 | - | - | -- | , |
| Total | 100.0 | -- | -- | - | -- | 100.0 | . . | -- | - | -- | - |

## Symols

zero er no observations
too smell too be expressed
not appi icsble
$\times$ confidentiol

## Footnotes

$(1)$ These estimates ere besed on sample of businesses peporting seles between 525,000 end $\$ 2,000.000$.
Total weighted expenditure on given item

(3) Yalue in each cell

Tois: weighted expenditure on a given iten
Total weighted seles of businesses peporting this ipem of expendipure $x$ por for gacr qile
This portion of the table pertsins only to the ousinesses reporiing the specific expense iten. Therefore these ratios are calculated individualiy and the toisl will not necesserily equel $100 \%$.

## Notes

Dapa ape shown by quartiles when at least 13 of she sangled businesses report ihe specific ifem
Records were panked in escending order scording to seles size. Esch quertile li. ©. Dottom 25z, Iower midde 25z, etc. represents on quarter of the total number of businesses. Hithin each quarite. the average ratio is presented. For comparison purposts. the high and lom values of seles fre shown.

Now to ute the teblet
(1) Locate the toppropribte enles pange that is displayed on the two lines entitled tow sal valuen and migh seles value"
(2) The selected fonge will indicete the proper quartile, i. the bottom 25\%, the lower midde 25\%, the upper midde $25 \%$ or the top 25\%.
(3) Deta perteining to the selected sales size range will be in thet quartile.

Stenderd Industrisl CIsesificetion Definition (515 1980):
SIC 7511 - Operatore of Residentisl Buildings and Dwellings
dusinesses primarily engaged in operating, or in owning and operaping residential buildings and dwelfings. This industry includes apartment building operating. apartment hotal operaling. condominium management. leasing of residential buildings and pesidential buildings real estale oderating.

TABLE 2. Balance sheet profile for incorporited butinesses only, 1987
Newfoundland. Operators of Residential Buildings end owellings (Sic 7511 )

|  | Total(1) | $\begin{array}{r} \text { Boःtom } \\ 25 \end{array}$ | Lawer $\text { midde } 25 \%$ | Uoper middle 25\% | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) <br> Low sales value $1 \$ 000$ s) <br> High sales value ( 5000 's) | $\left(\begin{array}{l} ? \\ (1) \end{array}\right.$ | -- | -- | -- | -- |
|  |  | Aversge (\$000's) |  |  |  |
| Assets - - - - - - - . |  |  |  |  |  |
| Cosh |  | -- | -- |  |  |
| Accounts and notes receivable | 14 | -- | -- | -- | -- |
| lnventory $\begin{aligned} & \text { Oiner current assets }\end{aligned}$ | 28 | -- | =- | -- | - |
| Total current assets | 42 | -- | -- | -- | -- |
| Fixed assets | 258 | -- | - | -- | -- |
| Less: Accum. dep. on tixed assets | - | - | -- |  |  |
| Other bssets | 24 | - | -- | -- |  |
| Total sesets | 324 | - | - | -- | - |
| Liebilitieg end equity |  |  |  |  |  |
| Other current liabilities | 18 | -- | -- | -- | -- |
| Total current liabilities | 22 | -- | " | -- | -- |
| Mortgages payable | - | - | -- |  | -- |
| Long term deot | \$ | -- | -- | -- | -- |
| Other lisbilitios | 262 | -- |  |  |  |
| Total liabilities | 284 | -- | - | - | -- |
| Totsl equity | 40 | -- | = $=$ | -* |  |

(1) These estimetes are based on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000 .000$.

See rable 1 for symbls and noits

TABLE 3. Financial retios(1) for incorporeted businesses only, 1987
Newfoundiand, Operstors of Residential Buildings and Dwellings (Sic 7511)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | $\begin{array}{r} \text { UpDei } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $(1)^{7}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | 1.9 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coversge rotio (times) <br> Debt retio (times) | 7.1 0.4 0.9 | -- | -- | -- | -- |

(11) The ratios rupresent the everege of ratios for each business in the group ond connot be culculed from the figures shown in teble 2 21 Phest estimetes ere besed on stmple of businesses peporing seles between $\$ 25,000$ mo $\$ 2,000,000$.
see ieble 1 for symools and notes

## Definisions:

1. Liquidisy resio:

Current = current assets / current lisbilisies
2. Leverage ratios:
al Desr/equity $=$ potal liabilities / equity
b) Debr ratio = total liabilisies/ rotal assets
c) Interest coverage a ne: profit interest expense/ inserest expense

TABLE 4. Statement of changes in fimancial position for incorporated businesses oniy. 1987
Newf oundiand, Operazors of Resldentisi Buildings and Dwellings (SIC 7511)

|  | Total: 1 ) | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midol } 25 \% \end{aligned}$ | Uppe: $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High soles value (\$000's) | $\begin{aligned} & 1 \\ & (1) \\ & 1 \end{aligned}$ |  | -- | -- | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Oper iting activities Cash from onetations Deprecistion Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | --- | -- | -- |
| Dividends | X | -- | -- | - | -- |
| Investment activities Disposal of fixed assets Purchase of fixed assets Increase in investment Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Fitancing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from sharetolders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decresse in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - <br> - <br> - <br> - <br> -- <br> -- <br> - | - <br> - <br> - <br> - <br> - | - <br> - <br> -- <br> -- <br> -- | - <br> - <br> -- <br> - <br> - |
| Increase(decrease) in eash \& equivalents Cesh s equivalents-Beginning of the year Cash \& equivalents - End of the yeer | $x$ $x$ $x$ | -- | -- | -- | =- |

 only those Dusinesses reporting statement of changes
see fate i for symbols and nores

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC cinssification in 1987
Newfoundiend, Operators of Residentisl Bulldings and Dwelings (SIC 7511)

| Business size expressed in average labour units(i) | Number of businesses | Total payroll | Average iabour units(1) | Changes in number of businesses with poid employens |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly $\text { redorting }(2)$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 82 | 13.338 | 714 | 25 | 8 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | 77 2 1 2 | $\begin{array}{r} 2.222 \\ x \\ x \\ x \end{array}$ | $\begin{array}{r} 121 \\ 25 \\ 3 \\ 565 \end{array}$ | $23$ | 6 |
| 1987 |  |  |  |  |  |
| Totel | 17 | 14.894 | 755 | 22 | - . |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | 83 1 2 1 | $\begin{array}{r} 2.385 \\ x \\ x \\ x \end{array}$ | 119 28 7 801 | 2! | ... |

 Survey of Employment. Payroll and Hours. Siatistics Canade. Catalogue 12-002. An overage labour unit could of interpreted es o full-ime amployee. Note that the business size groups used are derermined at the canade level. Thus it ousiness has at least 300 employes in Canada as ahole but less then thet number in any given province it is shown in the 500 ond over group.
(2) Refers io businesses reporifing no dayrall deductions in the orevious yebr
(3) Refers to businesses reporting no payroll deductions in the following year.
"Newly reporting" and "no longer redorting" businesses are assumed to have been in activity for six months and the information is adjusted accordirgly

See iable i for symools ene nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Newfoundiand, Operators of Residential Buildings and Owellings (Sic 7511)



| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 16 \\ 119.044 \\ 144.194 \\ -25.150 \end{array}$ |
| :---: | :---: |
| Businesses reporting a profit (Mo.) <br> Average seles $\$$ <br> Average expense $\$$ <br> Average net profits | $\begin{array}{r} 3 \\ 111.809 \\ 85.552 \\ 26.257 \end{array}$ |
| Businesses reoorting lose (Wo.) <br> Average sales 5 <br>  <br> Average net loss $\$$ | $\begin{array}{r} 13 \\ 120.308 \\ 149.838 \\ -29.530 \end{array}$ |

1987

| Number of observations in semple <br> Average sales \$ <br> Average expense $s$ <br>  | $\begin{array}{r} 23 \\ 62.993 \\ 66,358 \\ -3,365 \end{array}$ |
| :---: | :---: |
| Businesses peporting profit (Mo.) | 9 |
| Averse sales $\$$ | 101.515 |
| Aversoge xpense $\$$ | 93,111 |
| Average net profit 8 | 8. 404 |
| Businesses reporting lese (Mo.) | 84 |
| Aversoe sales ${ }^{\text {s }}$ | 55,767 |
| Aversge expense 3 | 51.424 |
| Average net loss | -5,657 |

[^30]TABLE 1. Selected operating retios, in percent of sales, 1987
Newfoundiand, insurance and Real Estate ngencies (SIC 7511)

|  | Total(1) |  | $\begin{array}{r} \text { Bot10m } \\ 25 \% \end{array}$ |  | $\begin{aligned} & \text { Lowe? } \\ & \text { midole } 25 \% \end{aligned}$ |  | Upoer <br> middie 25\% |  |  | Toc $25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value $19000^{\prime}$ s | $\begin{array}{r} 6 \\ 11)^{6} \end{array}$ |  | -- |  | -- |  | -- |  |  | -- |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\left\lvert\, \begin{aligned} & \text { \% busi } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}\right.$ | Reporting businesses only 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middla } \\ & 25 \% \end{aligned}$ | Upper middle | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | To: 1 | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \end{aligned}$ $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Decupancy expenses | 8. | -- | - | -- | -- | 100.0 | 1. | -- | -- | -- | -- |
| Depreciation | 4.7 | -- | -- | -- | - | 100.0 | 4.7 | -- | -- | - | -- |
| Repaips msintenance | 1.0 | -- | -- | -- | - | 56.4 | 1.8 | -- | -- | - | -- |
| Heat, light \& telephone | 2. 6 | -- | -- | -- | -- | 98.8 | 2.7 | -- | -- | -- | -- |
| Rent | 0.5 | -- | -- | -- | -- |  |  | -- | - | -- | -- |
| Personnel expenses | 42.8 | -- | -- | - | - | 92.3 | 46.4 | -- | -- | -- | = |
| Financial expenses |  | -- | -- | -- | -- | 70.7 70.7 | 3.7 2.9 | -- | -- | -- | - |
| interest \& bank charges Professional fees | 2.0 0.6 | -- | -- | -- | -- | 70.7 70.7 | 2.9 0.8 | -- | -- | -- | -- |
| Other expenses | 22.2 | -- | -- | -- | -- | 100.0 | 22.2 | -- | -- | -- | -- |
| Profit (loss) | 23.8 | -- | -- | -* | =- | 70.7 | 33. | -- | - | -* | =- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | *- |

## Symbis

- zero or no observations
- too small too de expresseo
not apolicabl
$\times$ confidential


## footnotes


Total weighted expenditure on a given iten
121 value in tach cell $=\frac{\text { iotal weigheo sales of all businesses in the somple }}{}$ loo for asch guterile.

 individuelly and the rotal will not necessarily equal $100 \%$

## Notes

Dets are shown by queptiles when at least 13 of the sampled businesses report the specific item.
Mecoros mere renked in sscending order accordino to sales size. Eech quertile ti. e. bottom 25\%. Iower midole 25\%. etc. I represents one quapter of the total number of businesses. Within each quaftile. the averege ratio is presented. for comper ison purposes. the high and low values of steles are shown.

Mow to upe the toblee
(11 Locate the appropriste seles penge thet is displayed on the two lines ensitled low sales value end migh seles velue
(2) The selscted ronge will indicete the proper quertile. i. e. the bottom 25\%, the lower midde 25\%, the upper nidde 25\% op the top 25\%.
(3) Dete pertaining to the selected sules tize rangemill be in thet queptile.

## Stenderd Industri Clestificetion Definition (SIC 1280):

SIC 7611 - Insurance and Reel Estere Apencies
Businesses primarily engaged in either the selling of insurance and pension products as en independent agent or broler op dealing in real estate such as buying and selling for others. managing and aporaising real espat for ofhers or whose activitios encompass both fiel ds. Businesses engaged in reat estate appraisal services. independent insurance claim adjusters. insurance agents and brokers. insurance end reat estate tgencies. insurance broker services and real estate agencies are included in phis induspry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundland, Insurance and Resl Estate Agencies (SiC 7611)

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25^{\prime} \end{aligned}$ | Upper middle 25\% | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & (1)^{2} \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash ${ }_{\text {Accounts }}$ and notes receivable | $x$ $x$ | -- | -- | -- | -: |
| Inventory | $\times$ | -- | -- | -- | .- |
| Other current assets | $x$ | -- | -- |  |  |
| Total current assets | x | -- | -. | -- | -- |
| Fixed assets ${ }_{\text {lass: }}$ Accum. dep. on fixed assets | x | -- | -- | -- | -- |
| Other assets | $x$ | -- | -- | -. | -- |
| Totel essets | $\times$ | -- | - | - | -- |
| Liebilities and equity |  |  |  |  |  |
| Other current liabilities | ${ }^{x}$ | -- | -- | -- | -- |
| Total current liabilities | x | -- | -- | -- |  |
| Mortgages dayable | $\stackrel{x}{x}$ | -- | -- | -- | -- |
| Long term debt | $\times$ | -- | -- | -- | -- |
| Total lisbilities | $x$ | -- | -- | - | -- |
| Totel equity | $x$ | -- | -- | -- | -. |

(1) These estimates are based on sample of businesses peporing sales between $\mathbf{2 5 , 0 0 0}$ and $52.000,000$.

See table I for symbols and notes.

TABLE 3. Financial ratios(1) for incorporeted businesses only, 1987
Newfoundiand, Insurance and keal Estate Agencies (SIC 7B11)

|  | Totel (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle $25 \%$ | Upper $\text { middle } 25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in sample (No.) Low sales value (\$000's) Migh sales value ( $9000^{\prime}$ s) | $(1)^{2}$ |  |  | -- | -- |
|  |  | Aversge |  |  |  |
| Liquidity retio Current ratio (times) | x | -- | -- | -- | -- |
| Leverage ratios <br> Deberequity ratio (times) <br> Interest coverage ratic (times) <br> Debt retio (times) | $x$ $\times$ $\times$ | -- | -- | -- | -- |

(1) The retios represent the suarege of ratios for each businese in the group and connoz be culculed from the figures shown in isble 2 .
(2) These estimetes me besed on semple of businesses reporting seles between 325,000 and $82,000,000$.

See Table 1 for symols and notes.

## Definitions:

1. Liquidity ratio:

Cuprent = curfont essets / current lisbilities
2. Levertope relios:
a) Deby/equity $=$ rotai liabilizies/equiqy
b) Debi ratio $=$ toral liabilities / iotal assets
c) Leterest coversge $=$ net profit . interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses oniy, 1987
Newfoundlend, Insurance and Real Estate Agencies (SIC 7611)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | $\begin{aligned} & \text { Uoder } \\ & \text { midde } 25 \% \end{aligned}$ | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) | - |  |  |  |  |
| High sales vaiue ( $\$ 000$ 's) | - | -- | -- | -- | -- |
|  |  |  | verage 15000 |  |  |
| Operating activitios | $x$ |  |  |  |  |
| Cash from operations Depreciation | x | -- | -- | -- | -- |
| Other | X | - | -- | -- | -- |
| Dividends | X | $\cdots$ | -- | -- | - |
| Investment ectivities | - |  |  |  |  |
| Disposal of fixed assets | x | -- | -- | - | -- |
| Purchase of fixed assets | $x$ | -- | -- | - | -- |
| Increase in investment | X | -- | -- | -- | - |
| Decrease in investment | x | - | -* | -- | - |
| Financing activities | $\overline{-}$ |  |  |  |  |
| Increase in lang term debt | $\times$ | -- | -- | -- | -* |
| Repayment of long term deb: | $x$ | -- | -- | "- | -- |
| Loans from shareholders | X | -- | -- | -- | -- |
| Repayment of loans from shareholders | X | -- | -- | =- | -- |
| Advances $\&$ loans from government | $x$ | - | - | -- | - |
| Increase in equity | x | -- | = | -- | -- |
| Decrease in equity | $x$ | - | -- | - | -- |
| other | X | -- | -- | -- | -- |
| Increaseldecreasel in cash \& equivalents | $x$ | = | - | -* | - |
| Eash equivelents-Beginning of the yeer | x | - | -- | - | -- |
| Eash equivelents. End of the yeer | X | -- | -- | -- | - |


See lable for symbals and notise.

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic classification in ige7
Newf oundland, inmurance and real Estate Agencies (Sic 7611)



Surver of Employment. Payroll and Hours. Statistics Cansode, Catelogue 72-002. An aversge labour unit could be interproted es t full-time employee. Note that the busintss size groups usted ape determined bt the Conada level. Thus if business has at least 506 employees in Canade as whole but less than thet number in any given province it is shown in the 500 and over proup.
121 Refers 10 businesses reporting no payroll deductions in the previous year
(3) Refers 10 businesses reporting no perroll deductions in the following yeer
-Newly reporting" and "nc longer reporting" businesses bre assumed to have been in activity fop six months and the infopmation is adjusteo accordingly.

See latie 1 for synools end notes

TABLE 6. Selected operating characteristics of sall businesses by sales quartile, 1985-1987 Newfoundland, Insurance and Real Estate Agencles (SIC 7B11)

|  |
| :---: |


| Mumber of observations in sample <br> Average sales $\$$ <br> Averoge expense $\$$ <br> Averoge net profit (loss) \$ | $\begin{array}{r} 13 \\ 253.850 \\ 245,851 \\ 6,799 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (No.) | 10 |
| Average sales \$ | 336.434 |
| Average expense \$ | 320,687 |
| Average net profit | 15,747 |
| Businesses poporting loss (Mo.) | 3 |
| Avorage sales 5 | 119.818 |
| Aversge expense \$ | 135.116 |
| Average net loss \$ | -15, 998 |

1986

| Mumber of observitions in semple <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 14 \\ 346.581 \\ 316.236 \\ 30.345 \end{array}$ | -- | =- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 11 |  |  |  |
| Average sales \$ | 356.804 |  | -- | -- |
| Average expense \$ | 285,668 |  |  |  |
| Average net profit \$ | 71,136 |  |  |  |
| Businesses reporting loss (Mo.) |  |  |  |  |
| Average sales | 745.133 | -- |  |  |
| Average expense 5 | 753.396 |  |  |  |
| Averoge net loss 5 | -6.263 | -- |  | -- |

1987

```
Mumber of observetions in smmple
    Average sales $
    Average sames $
    Average expense $, (loss)s
Businesses reporting profit (No.)
    Average soles s
    Average expans
    Average net profits
Businesses reporting loss (Mo.)
Averege sales \(\$\)
Aversge expenses
Average net loss \$
```

(1) These estimetes are besed on Bample of businesses reporting sales between $\mathbf{2 5 , 0 0 0}$ and $\$ 2.000 .000$
see rabte 1 for symbols and notes

TABLE i. Selected operating ratios, in percent of sales, 1987
Newfoundland, Manmgement Consulting Servicer (SIC 7771)


## Sy家bolit

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## footnotes

(1) These estinates bre besed on sample of businesses reporing sel between $\$ 25,000$ and $\$ 2.000 .000$ forsl weighted expenditure on given iten

(3) Velue in esch cell $=\frac{\text { Totsl weighted expenditure on given iten }}{\text { Total weighted soles of businesses reporting this ilen of expenditure }}$ for for gutsile.

Inis portion of the toble pertains only to the businesses reporting the specific exponse item. Thurefore these retios are calculeted individuslly and the total mill not necessarily equal 100 z .

## Motes

Oats are shown by quartiles when et leest 13 of the sangled businesses report the specific item
 one querter of the cotal nurter of businesses. Within cheh quertile, the ever age potio is presented. for conperison purposes, the high and low vilues of seles are shown

## How to use the tablet


121 the selected range will indicete the proper quertile. i.e. the Dotton 258. the tower midde 258 , the upper miode 258 or the top $25 \%$.
(3) Data pertaining to the selected seles size pange will be in that gustile

## Stenderd Induetrisl Clestificesion Definition (5IC 1980):

## 5IC 7771 - Mantgement Consulting Services

Businasses primar ily engaged in providing business and man genent consulting services such as: business management consulting services.
 menagement consultants. personnel managenent consultants and tafilf and customs consulants.

TABLE 2. Balance sheet prof ite for incorporated businesses only, 1987
Newfoundland, Management Consulting Services (SIC 7771)

|  | Tovi(1) | $\begin{array}{r} \text { Bot } 10 m \\ 25 \% \end{array}$ | Lower $\text { miode } 25 \%$ | $\begin{array}{r} \text { Usoer } \\ \text { midele } 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (NO.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 6 \\ (1) \\ (1) \end{array}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets -. .- |  |  |  |  |  |
| Cash Accounts and notes receivebie | 10 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 26 | -- | -- | -- |  |
| Total cutrent assets | 35 | -- | - | -- |  |
| fixed essets | 15 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets Other ussets | 3 | - | - | -- | = |
| Totel essets | 54 | -- | - | - | -- |
| Lisbilities and equity - .- .- |  |  |  |  |  |
| Other current liabilities | 28 | -- | -- | -- | -- |
| Total current i iabilities | 36 | -- | -- | -- | -- |
| Mor tgages darable | - | -- | -- |  | -- |
| Long term debt | ! | -- | -- | -- |  |
| Other liabilities | 8 | -- | -- | -- | - |
| Total liabilities | 45 | -- | -- | -- | -- |
| Total equity | 9 | -- | -- | -- | -- |

(1) These estimetes are besed on sompie of businesses reporting seies between $\$ 25.000$ and $\$ 2,000.000$.

See Table f for symbols and no:es.

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
Newfoundiand, Management Consulting Services (Sic 9771)

|  | Total (2) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower $\text { midd } 25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { middie } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 x \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High saies value $\left(\$ 000^{\circ}\right.$ s) | (1) $(1)$ |  |  | -- | -- |
|  | Aversge |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.0 | -- | -- | -- | -- |
| Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt retio (times) | $\begin{aligned} & 5.1 \\ & 4.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the mereg of ptios for esh business in ehe group mad connot be calcuieted from the figures shown in itble 2 .
(2) These estimetes are besed on semple of businesses peportinp seles between $\$ 25,000$ end $\mathbf{8 2}, 000,000$

See Toble if for symbols and notis.

## Definisions:

1. Liquidity petio:

Current surrent assets / current lisbilities
2. Leverege retios:

1 Debt/equity = total iiabiliqies / equity
bl Debt tatio $=$ total bisbilities / cotsl assets
c) Lnterest coverage $=$ net profis . interest mpense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Newfoundiand, Management Consulting Services (SIC 7771)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole (No.) Low sales value $(\$ 000$ 's) Migh sales vaiue ( $\$ 000^{\prime}$ s) | $(1)^{3}$ | -- |  |  | -- |
|  |  |  | verage : $\$ 000$ |  |  |
| Operating ectivities Cash from operstions Deprecistion Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | - | - - | -- | -- |
| Investment ectivities <br> Disposal of fixeo assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrese in investment | $x$ $\times$ $\times$ $x$ $x$ | -- | -- | -- | -- |
| Financing ectivities <br> Increse in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of loans 4 rom sharoholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> - <br> - <br> - | $-\infty$ <br> - <br> - <br> - <br> - <br> - | -- -- -- -- -- -- | -- -- -- -- -- |
| Incremsoldecresse) in cash \& equivalents Cash 8 equivalents-8eginning of the year Cash 8 suivalents - End of the year | $x$ $\times$ $\times$ | -- | -- | -- | -- |

 only those busifesses reporting a statement of changes
See Table 1 for symbols and notes
 Mewfoundland, Mansgement Consulting Services (SIC 7771)


(1) average tabour units bre colculated by dividing total payroll by the ever age mnual wage and solsiy rate as reported in the Survay of Employment. Poyroll and Hours. Statistics Conada. Catalogue 72-002. An average labour unit could be interpreted as a fu:l-time emoloyee mote thet the business size oroups used are determined of the Canda ievel. Thus if obusiness has at least 500 mployees in Can ods as o whole but less then thot number in any given province it is shom in the 500 ond over group.
121 Refers to businesses reporting no payroll deductions in the provious year.
(3) Reters to businesses reporting no payroll deductions in the following year

Enewly reporting" and "no longer roporting" businesses are assumed to have been in activity for six moneths and the intormation is djusted accordingly

See table f for symools and notes

TABLE 6. Selected operating characteristics of smell businesses by sales quartile. 1985-1987 Newfoundland. Management Consulting Services (S1C 7771)

| iotal(1) | Bottom | Lomep | Uoder | - |
| :---: | :---: | :---: | :---: | :---: |
|  |  | iode $25 \%$ | iddie $25 \%$ | \% |

1985

| Wumber of observetions in sample <br> Average sales $\$$ <br> Average expense \$ <br> Avelage net Drofit (loss) $\$$ | $\begin{array}{r} 8 \\ 148.847 \\ 140.899 \\ 7.948 \end{array}$ |
| :---: | :---: |
| Busincsses reporting profit (Mo.) | 7 |
| Average seles \$ | 180.704 |
| Average expense $\$$ | 168.967 |
| Average net profit $\$$ | 11,737 |
| Businesser reporting lose (Mo.) |  |
| Average sules | 198.000 |
| Average expenses | 202.000 |
| Average net loss \$ | -4.000 |

1985

Mumber of observations in sample
Aversog seles $\$$
133. 10

Averso seles
133.610

Average net profit (loss) \$
130,758
2.842

Businesses reporting proflt (Mo.)
Average sales $\$$
139. $181_{1}^{7}$

Averope expense $\$ \quad 127.622$
Average net profit \$ $\$ 1.559$

Businesser reporing eloss (Mo.)
Average sales 5
3
128.039
133.915
Average expenses
33.915
-5.876

Average net loss $\$$
$-5.876$

| Wumber of observetions in sample Average sales $\$$ <br> Averase expense $\$$ <br> Average net profit (lass) \$ | 18 62.732 29.674 33.058 |
| :---: | :---: |
| Susinesses reporting eprofit (Mo.) | 13 |
| Average sales 5 | 53.792 |
| Average expense 5 | 14.401 |
| Averege net profit 5 | 39.391 |
| Susinesses reporting e lass (Mo.) | 3 |
| Average sales 5 | 226.288 |
| Averege expense s | 256,726 |
| Average net loss | -30.438 |

11 These estimates are based on sample of businesses reporing soles between $\mathbf{8 2 5 , 0 0 0}$ and $\mathbf{3 2 , 0 0 0 , 0 0 0}$.
See table 1 for symbols anc notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newfoundland. Hotels and Motor Hoteis (SIE 9111)


## symols

zero or no observations

- tor small 200 de expressed
not soplicable
$x$ confiontial
Footnotez
(1) These estimetes ere based on a sampl of businesses reporting seles between $\$ 25,000$ sno $\$ 2,000,000$ Total whighted expenditure on given item

(3) Value in each cell $=\frac{\text { lotal wighted exponditure on given item }}{\text { lotal wighted selas of businesses reporting this item of expenditure }}$ for each qustila.

This portion of the teble pertains only to the businesses reporting the specilic expense item. inerefore these risios bre celculated individually and the total will not necesserily equat $100 \%$

## Motes

Deta ere shown by quer iles when at least is of the sampled businesses roport the specific irem.
Recoros were ranked in ascending order according to sales size. Each queriile (i. bottom 25\%, Iower middle 25\%, etc.l reoresenis on quarter of the cotal number of businesses. Within esch quartile, the overage retio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the sebles
(11 Locete the sppropriste salas range thet is displayed on the two lines entitled "ow sales value" and "high sal es volut
12) The selected range will indicete the proper quartile. i. the botrom 25\%. the lower nidde 25\%, the upper midde 25\% or she fop $25 \%$.
(3) Date perteining to the sulacted seles size range will be in that quartile.

Stenderd Industriel Ciessifiestion Definition (SIC 1980):
516 Mil1 - Motsls and Mozor Hotels
Business primarily engaged in providing short term accommodation to the public with or without food, beverage and other services a hotel-type room has access onty from the interiof of the building and motel-hotel type foom has access from both the interior and exterior Included are businesses engaged in hostels. hotel accomodation services lexcept oper tment hotelsl, hotel lodging services lexcept aportment hotelsl. hotels lexcept apartment end private hotelsl and motor hotels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundland, Hotels and Motor Hotels (SIC 9111)

(1) These estimetes are based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.
see table for symbols and notes.

TABLE 3. Financtai ratios (1) for incorporated businesses only, 1987
Wewfoundiand, Hotels and Motor Hotels (S|C 9111)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (NO.) Low sales value ( $\$ 000^{\circ} \mathrm{s}$ ) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 12 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 0.8 | -- | -- | -- | -* |
| Leverage retios Debt/cquity ratio (times) Interest coverage ratio (times) Debt ratio \{times) | $\begin{aligned} & 5.4 \\ & 0.6 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the merage of ratios for each businass in the group and cannot be calculeted from the figures shown in fable 2 .

121 These estimetes are besed on esemple businesses reporting seles between $\mathbf{5 2 5 , 0 0 0}$ and $\mathbf{5 2 , 0 0 0 , 0 0 0}$
See Table i for symols and notes.

## Befinitions:

1. Liquidity ratio:

Curfent = current assets / curemt liabilities.
2. Leverage retios:
a) Detr/equity $=$ totai $\mid i a b i l i t i e s / e q u i t y$.
b) Debt ratio = pota liabilities / total assets.
c) Interast coverage = net profit * interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Newfoundiand. Hotels and Motor Hotels (SIC 9111)

|  | Total\{1\} | $\begin{gathered} \text { Bottom } \\ 25: \end{gathered}$ | Lower midole 25\% | UpDer midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) | 8 |  |  |  |  |
| Low sales value ( 8000 's) | (1) |  | -- | -- | -- |
| High sales value ( 8000 s) | (1) | - | -. | -- |  |
|  | Average ( 8000 's) |  |  |  |  |
| Opersting ectivities |  |  |  |  |  |
| Cash from oderations Dedreciation | $\begin{array}{r} -10 \\ 28 \end{array}$ | -- | -- | -- | -- |
| Dedreciation Other | $\begin{array}{r} 28 \\ 3 \end{array}$ | -- | -- | -- | -- |
| Dividends | -6 | -- | -- | -- | -- |
| Investment setivities |  |  |  |  |  |
| Disposal of fixed assets | -31 | -- | -- | -- | -- |
| Purchase of 1 i xed assets | -34 | - | -. | -- | -- |
| lncrease in investment | - | -- | -- | -- | -- |
| Decrease in investmens | 1 | -- | -- | -- | -- |
| Financing metivitios ge |  |  |  |  |  |
| Increse in long tert debt | 98 | -- | =- | -- | -- |
| Repayment of long perm debt | -98 | -- | -- | -- | -- |
| Laars from shareholders | 2 | - | -- | -- | - |
| Redarment of loans from shareholders | -6 | -- | - | -- | - |
| Advances 6 loms from government | 14 | -- | -- | -- | -- |
| Increase in auity | - | - | -- | -- | -- |
| Decrease in equity | - | - | -- | -- | -- |
| Other | -1 | -- | -- | -- | -- |
| Increase(decrease) in cash 8 equivalents | -7 | -- | -- | -- | -- |
| Casht equivelents-Beginning of the rear | 4 | -* | - | -- | -- |
| Cesh \% equivalents - End of the yeer | -3 | - | -- | -- | -- |

 only those businesses reporiing a setement of changes seg Table i for symools and noves.

TABLE 5. Employment ehanges by size of business. 1984-1987 bised on SIC cisssificstion in ige7
Newfoundland, Motels and Motor Hotels (SIC s111)


(1) Average tebour units are calculated by dividing total paypoll by the averoge annul wage and salary fate as reported in the Survey of Employment. Peyroll and Hours. Statissics canada. Catslogue 72-002. An oversge labour unit could be inierpreied as a full-time employee. Wote that the businass size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canado as a whole but less than that number in any given province it is shown in the 500 and over group
(2) Reters 10 businesses reporing no peyroll deductions in the previous yeer
(3) Refers 20 businesses peporting no payroll deductions in the following year
"Newly reporting" ano "no longer peporting" businesses ape assumed to hove been in activity for six months and the information is adjusteo accoldingiy.
see isple + for symbols and notes.

SOURCE: Small Business and Special Supveys Division, Siopistics Cannda.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Newfoundiand, Hotels and Motor Hotels (Sic 9111)


1985

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net prolit (loss) \$ | $\begin{array}{r} 12 \\ 332.096 \\ 314.116 \\ 17.980 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (No.) |  |
| Average sales \$ | 339.318 |
| Average expense \$ | 316,128 |
| Average net profit \$ | 23.190 |
| Cusinusses reporting - lost (Mo.) |  |
| Average sales 5 | 218.130 |
| Averape expense 5 | 235.998 |
| Averoge net loss \$ | -17.868 |

1987


111 These estimates are based on sample of businesses reporting sates between $\$ 25.000$ and $\mathbf{3 2 , 0 0 0 . 0 0 0}$.
See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of saies, 1987
Newfoundiand, Motels (SIC 9112)


## Symbols

- zero or no observetiors
- too smell too be expressed
not applicable
- confidentisl


## Footnote:

(1) These estinates ar based on semple of businesses reporting sales between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0}$ total weighted expenditure on Biven item
$\left(21\right.$ Volue in each cell $=\frac{\text { iotal weighted seles of } 11 \text { businesses in the smple } \times 100 \text { for each quartile } .}{} \times 1$

inis portion of the table perteins onty 10 the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the rotal will not necessarily equal 100x.

## Motes

Data ere shown by quartiles when at last 13 of the semplad businasses report the specific itam
Records were ranked in ascending order according to seles size. Eech quartile (i. botiom 258. lower middit 25x, erc.) rapesents one querter of the totel nunder of businesses. Within eoch quertile, the averege retio is presented. for comperison purposes, the high ano low values of salos are shown.

Mow to use the tubler
lit locase the eppropriate seles renge that is oisplayed on the two lines entieled "tow sales value" and migh sales value"
(21 ine selected penge will indicate the proper quertile, i.e. the bottom 25\%. the lower middle $25 \%$, the upper midde $25 \%$ or the top $25 \%$
(3) Deto pertaining to the selected soles size range will be in thet quarile

Stenderd Industrist Cisssificetion Definition (5IC 1980):

[^31]TABLE 2. Baiance sheet prof 1 le for incorporated businesses only. 1987
Newfoundiand, Motels (SIC 9112)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midele $25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ' $\$ 000$ 's) | (11) |  | -- |  |  |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
|  | - | -- | -- | -- | -- |
| Accounts and notes receivable | 3 | -- | - | -- | -- |
| Inventory |  | -- | -- | -- | -- |
| Other curient assets | 23 | -- | -- | -- |  |
| Totol current sasets | 26 | -- | -- | -- | -- |
| Fixed assets | 172 | - | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 3 | -- | -- | -- | -- |
| Total ussets | 201 | -- | -- | -- | -- |
| Liebilities end equity |  |  |  |  |  |
| Current loans | 13 | -- | -- | -- | -- |
| Other current liabilities | 42 | -- | -- | -- | -- |
| Mortgages dayable | , | - | -- | -- | -- |
| Long tertr debt | 50 | - | - | -- | -- |
| Other liabilities | 91 | -- | -- | -- | -- |
| Total liabilities | 183 | - | -- | - | -- |
| Totel equity | 18 | -- | -- | - | - |

(1) These estimates are based on a sample of businesses reparting sales between $\$ 25,000$ and $\$ 2,000,000$.
see lable i for symols ano notes

TABLE 3. Financial ratios(1) for incorporated bueinesses oniy, 1987
Newfoundland, Motel: (Sic 9112)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | midde $25 \%$ | Upper <br> midde $25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\circ} 5\right)$ | (1) ${ }^{9}$ | -- | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity ratia Current ratio (times) | 0.6 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{array}{r} 10.3 \\ 1.2 \\ 0.9 \end{array}$ | -- | -- | =- | -- |

(1) The ratios represent the everage of ratios for each business in the group and cannot be celculated from the figures shown in fable 2 .

121 These estimes sre besed on semple of businesses reporting saites between $\$ 25.000$ and $\$ 2.000,000$.
See Toble 1 for symols and notas.

Definitions:

1. Liquidity retio:

Curient a current assets / current liabilipies
2. Leverage retios:
al Debt/equity $=$ total $\mid$ iabilities / equity.
b) Debr ratio = total liabiities / total assers.
c) Interest coverage = net profit interest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Newf oundland, Motels (SIC 9112)

 only those businesses reporting a statement of changes.
See table 1 for symbols and noies.
TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Newfoundland, Motels (SIC 9112)


[^32]TABLE 6. Selected operating characteristics of binil businesses by sales quartile. $1985-1987$
Newf oundiland, Motels (SIC 9112)

|  | Total(1) | $\begin{array}{r} 80140 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miodi } 25 \% \end{aligned}$ | Upper middle 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample | 4 |  |  |  |  |
| Average soles 5 s | $x$ | -- | -- | -- | -- |
| Average expense \$ ${ }^{\text {A }}$ ( ${ }^{\text {a }}$ | $x$ | -- | -- | .- | -- |
| Average net profis (loss) \$ | x | -- | -- | -- | -- |
| Businesees reporting a profit (Mo.) | 3 |  |  |  |  |
| Average sules 5 ( | $x$ | - | -- | $\cdots$ | -- |
| Average expense \$ | $x$ | -- | -- | -. | -- |
| Aversge net profit \$ | x | -- | -* | -- | -- |
| Businesses raporting - loss (Mo.) | 1 |  |  |  |  |
| Average sales \$ | K | -- | -- | -- | -- |
| Average expense \$ | x | - | -- | -- | - |
| Average net loss $\$$ | K | - | -- | - | -- |

1986

| Mumber of observetions in sample <br> Average sales \$ <br> Average expenses <br> Averoge net Diofit (loss) \$ | 10 380.152 377.738 2.414 |
| :---: | :---: |
| Businesses reporting eprofit (Mo.) | 4 |
| Aversge sales | 481.201 |
| Average expense ${ }^{\text {S }}$ | 470.482 |
| Average net profit\$ | 10.719 |
| Businesses reporting loss (Mo.) | B |
| Average sales \$ | 418.967 |
| Average expense ${ }^{\text {a }}$ | 426.570 |
| Average net loss \$ | -7,623 |

1987

(11) Ihese estimates are based on sample of businesses reporting seles between $\mathbf{\$ 2 5 . 0 0 0}$ end $\mathbf{8 2 . 0 0 0 . 0 0 0}$

See Table 1 for symools and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Licensed Restaurants (SIC 9211)


## 5 ymole

zero or no observations
-- too small too be expressed
not applicable
$\times$ confidertiol

## Footnotes

11) These estimates are besed on a sample of businesses reporting ssles between $\$ 25.000$ sid $\$ 2,000,000$
(2) Value in each cell = Total weighted oxpenditure on given itam
(3) Value in each celt $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually ano the cotal will not necessarity equal $100 \%$.

## Notes

Date afe shown by quartiles when at least 13 of the sampled businesses report the specific item.
Records wer ranked in escending order according to sales size. Each quartile li.e. Dottom 25z. Iower midde 25\%, otc.l represents one quarter of the total number of businesses. Within each quartile, the overage ratio is presented. For comparison purposes. the high and tow values of stes are shown
Mow to use the tebles
II Locate the appropriate salas range that is displayed on the two lines entitled "bow sales value" and High sales value".
(2) The selected range will indicate the proper quertile, i.e. the botrot 25\%, the lower midde 25\%. the upper midde 25\% or the top $25 \%$
(3) Date perteining to the selectedseles size range wili be in that quartile.

## Stundser Industriel Clastificstion Definition $\{515$ 12801:

SIC 8211 - Lieensed Restaurent
Businesses primarily engaged in preparing and serving meals for consumption on the premises with o license to serve elcoholic beverages.
licensed tood and oeverage service resteurants. licensed restaurants and licensed restaurant services are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundiand, Licensed Restaurants (SIC 9211)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upoer middle 25 \% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value $\{\$ 000$ 's) <br> High sales value ( $\$ 000$ 's? | 10 $(1)$ 11 | -- |  | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 4 | -- | -- | -- | -- |
| accounts and notes peceivable Inventory | - | -- | -- | -- | -- |
| Other current assets | 55 | -- | -- | - | -- |
| Total current assets | 58 | - | -- | -* | -- |
| Fixed assets | 179 | - | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- |  |
| Other assets | 75 | -- | -- | -- | -* |
| Total msens | 313 | -- | -- | -- | - |
| Liebilities and equity |  |  |  |  |  |
| Current loans | 10 55 | -- | -- | -- | -- |
| Total current liabilities | 66 | - | - | -- | -- |
| Mortgages Dayable | - | -- | - | -- |  |
| Long term debt | 11 | - | -- | -- | -- |
| Other liabilities | 186 | -- | -- | -- | -- |
| Total liabilities | 262 | - | - | -- | -- |
| Total equity | 50 | -- | -- | -- |  |

(11) These estimates are besed on sample of businesses reporting seles between $\$ 25.000$ and $\$ 2.000 .000$.

See Table 1 for symbols and notes

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Newfoundiand. Licensed Resteurents (SIC g211)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower e $25 \%$ | Upper middle 25\% | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} s$ ) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 10 \\ & \{1\rangle \\ & 11\rangle \end{aligned}$ | =- | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity ratio Current ratio (times) | 0.9 | =- | - | *- | -- |
| Leversege retios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times) | $\begin{aligned} & 5.2 \\ & 1.4 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

I11 The retios represent the merage of retios for esch business in the group and cennot be cilculated from the figures shom in table 2 .
121 These estimetes fer beed on semple of businesses paporting sales between $\$ 25.000$ mid $52,000,000$.
See Table for symols and motes.

## ofinitiont:

R. Liquidity retio:

Current = current assets / current lisbiliaies
2. Leverage ratios:
a) Debt/equity $=$ tots! liabilities / equity
b) Debt ratio = total liabilities fotal assets
ci Interest coverage = net profit interest expense / interest expense

Newfoundland, Licensed Restaurants (S|C 9211)

|  | Total!1) | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | middle Lowe $25 \%$ | $\begin{aligned} & \text { UDDe: } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No.) Low sales value ( $\$ 000$ 's) High saies value $(\$ 000$ 's) | $(1)^{3}$ |  | -- |  |  |
|  |  |  | verage $\$ 000$ |  |  |
| Opersting activities Cash from ope:ations Depreciation Other | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | X | -- | -- | -- | -- |
| Investment sctivities <br> Dispossal of fixed assets Purchase of fixed assets Incresse in investment Decrease in investment | $x$ $x$ $x$ $x$ $x$ | -- | -- | -- | -- <br> - <br> - |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Dectease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- -- -- -- -- | -- -- - - - -- | - - - - -- -- | -- - - - - -- |
| Increase(decruese) in cash s cauivelents Cash 8 equivalents-Beginning of the yea Cash \& equivalents - End of the yeer | $x$ $\times$ $x$ | -- | -- | -- | -- |

 only those businesses reporting sta हmint of changes.
see iable 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987 Newfoundland, Licensed Restmurants (SIC 9211)
Business size expressed in
average labour units(1)
(1) Average labour units ere calculbted by dividing totel payroli by the overage annual wage end salary pate as pobortad in the Survey of Employment, Payroll and Hours. Statistics Canada. Catalogue 32-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the canada level. Thus if business has 8 g least 500 employees in Canada as ahole but less than thas number in any given province it is shown in the 500 and over group
(2) Refers to businesses reporting no payroll deductions in the previous year
(3) Refers 10 businesses reporting no payroll deduciions in the following year
"Newly reporling" and "no longer reporiing" Dusinesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See table 1 for symbols and notes

TABLE 6. Selected operating characteristics of tmall businesses by sales quartile. 1985-19a7
Newfoundland Licensed Restaupants (SIC 9211)


| Mumber of observetions in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 17 \\ 241.049 \\ 233.542 \\ 7.507 \end{array}$ |
| :---: | :---: |
| Businesses reporting eprofit (Mo.) | 12 |
| Average sales | 219.396 |
| Average expense $\$$ | 205.797 |
| Average net profit | 13.599 |
| Buxinestest reporting a loss (Mo.) | 5 |
| Average sales \$ | 398, 137 |
| Average expense \$ | 428.755 |
| Average net loss 5 | $-30.618$ |


| -. | -- | -- | -- |
| :---: | :---: | :---: | :---: |
| -- | -- | -- | - |
|  |  |  |  |
| -- | -- | -- | -- |
| -- | -- | -- |  |
|  | -- | -- |  |
|  |  |  |  |
| - | -. | -- | - |
|  | -- | -- |  |

1986
Wumber of abservations in somple
Average sales $\$$
Average expense $\$$
Average net profit (loss) $\$$

Businesses reporting erofit (Wo.
Average sales $\$$
Average expense 5
Average net profit \$

Businesses reporting loss (No.)
Average sales
Average expense ?
Average net loss \$

59
203.069
197.823
5.246
194.983
182.949
12.034

16
229.393
271.094
$-41,701$
83.249
77.937
123.59
118.213
5.385
79.227
70.152
70.152
9.075

95,434
101.521
-6.087
105,19
11.349

134,146
$139+50$
139,150
5.014
195.995
190.188
5.807
195.159
179.730
179.730
193.828

328,307
$-134.479$
409.433
404.955
4. 478
386.999
375.716
11.283
494.163
515.386
$-21,223$

1987


11 These estinates are based on sample of businesses peporting sales between $\$ 25.000$ and $\mathbf{~} \mathbf{2}, 000.000$.
See fate 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland Unlicensed Restsurants (Including Drive-Ins) (SIC 9212)


Symbole

- zero or no observaiions
-- too small ioo be expressed
. not applicabie
$\times$ contidential


## Footnotes

$(11$ These estimates are based on a sample of businasses peporting sales beqween $\$ 25,000$ end $\$ 2,000,000$
2) Yelue in each cell $=$ Totsl weighted expenditupe on given item
2) ratue in each cell $=\overline{\text { Total weighteo sales of all businesses in the sample }} \times$ loo for fach quaptile

131 Helue in esch cell $=\frac{\text { Toial weighted expenditupe on given item }}{\text { Totel weighted sales of businesses reporting this item of expenditure }}$ for each quartile
This portion of the table dertains only to the businesses reporting the specific expense item. Therefore these ratios bre calculated individublly and the totsl will not necessarily equal $100 \%$.

## Notes

Datare snown by quartiles when at leas: 13 of the sampled businesses pepoit the specific it ent.
Recores were ponke in escenoing order sccording to sales size. Each quariile li. e. bot tom 25\%. lower midde 25\%, etc.l represents one quarter of the rotal number of businesses. Within each quaptile, que overage ratio is presented. For comperison purposes. the high and low values of siles ore shown

## How to ute the tiblet

III Locate the aporopiate salas range that is displayed on the two lines entited "Low sales value" and "High sales value"
(2) The selected range will indicete the proper quartile. i. the Dottom 25\%, the lower midole 25\%. the upper midde $25 \%$ or the 10p 25\%.
(3) Data pertaining to the salected salas size range will be in that quartile.

## Stenderd Industrisl Clessificesion Definition (SIC 1980):

SIC 2212 - Unlicensed Restmurants (Including Drive-Ins)
Businesses primarily engaged in preparing and serving meals for consumplion on the premises but without a license to serve alconolic bever ages. Included are businesses commonly referrec to as "orive-ins" where food is consumed either in customers. motor vehicles or at tables in of abou? the piemises. Drive in restaurants. unlicensed restaurant services and unlicensed restarants are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Newf oundiand, Unlicensad Restaurants (Including Drive-Ins) (SIC 9212)

|  | Total(1) | Bottam 25\% | Lower midde 25\% | $\begin{aligned} & \text { Upoer } \\ & \text { middle } 25 \% \end{aligned}$ | Tof $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's) | (1) $(1)^{5}$ | -- | -- | -- | -- |
|  | Average (5000's) |  |  |  |  |
| Asets - - - - - - - . |  |  |  |  |  |
| Cash Accounts and notes receivable | 2 | -- | - | -- | -- |
| Inventory | - | -- | - | -- | .- |
| Other current assets | 32 | -- | $\cdots$ | - |  |
| Total current assets | 33 | -- | - | -- | -- |
| fixed assets | 141 | -- | - | -- | -- |
|  | - | - | - -- | -- | -- |
| Other assets | 10 | -- | - -- | -- | -- |
| Total essets | 184 | -- | -- | - | -- |
| Liebilities and equity |  |  |  |  |  |
| Cursent loans Other current liabilities | 17 37 | -- | -- | -- | -- |
| Total current liabilities | 54 | -. | -- | -- | -- |
| Mortgages payable | , | -- | -- | - | -- |
| Long term debt | 19 | -- | -- | - | -- |
| Other liabilities | 77 | -- | -- | =- | - |
| Total liabilities | 150 | -- | -- | -- | =- |
| Total equity | 34 | -- | -- | -- | - |

lil These estimates re besed on a sample of businesses reporting sates between \$25,000 and \$2,000,000.
see Table i for symbols and notes.

TABLE 3. Financial ratios (1) for incomporated businesses onily. 1987
Newf oundlend, Unlicensed Resteurents (Including Drive-Ins) (S|C 9212)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper midde $25 \%$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & (1)^{5} \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  |  |  | Average |  |  |
| Llquidity ratio Current ratio (times) | 0.6 | -- | -- | -- | -- |
| Leverage retios <br> Debt/onity ratio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | $\begin{aligned} & 4.4 \\ & 1.8 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

11 The ratios ropresent the everage of ratios for each business in the group and connot be culculat from the figures shown in table 2 .
$(2)$ These estimetes rebesed on semple of businesses peporting seles between $\$ 25,000$ and $\$ 2,000,000$.
See Table 1 for symbols and notes.

## Definirions:

9. Liquidity retio:

Current = current ossets / current liabilities.
2. Leverage ratios:
al Debtfequity $=$ potal liabilities / equity
b) Debt ratio $=$ total liabilities / total assets.
cl Interest coverage = net profit interest expense/interest expense.

TABLE 4. Statement of changes in financial position for incopporated businesses only. 1987
Newfoundiand, Unlicensed Restaurants (Ineluding Drive-ins) (SIC 9212)

|  | Total(1) | $\begin{array}{r} \text { Bo:tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ | Upper $\text { midcle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25{ }^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $1 \$ u 00 \mathrm{~s}$ ) Migti sales vaiue i $\$ 000^{\circ}$ ) | $\left(\begin{array}{l} 6 \\ (i) \end{array}\right.$ | -- | -- | -- |  |
|  |  |  | verage 18000 |  |  |
| Operating activities Cash from operations Dedraciation Dther | $\begin{array}{r} 3 \\ 16 \\ 4 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | - | -- |
| Investment setivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 1 \\ -35 \\ -1 \\ 6 \end{array}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Repayment of lang term debt <br> Loans from sharenolders <br> Repayment of loans from shareholders <br> Advances 8 loans from government <br> Increase in equity <br> Decresse in equipy <br> Other | $\begin{array}{r} 13 \\ -11 \\ 5 \\ - \\ - \\ - \\ - \\ -2 \end{array}$ | -- -- -- -- -- | -- <br> -- <br> -- <br> -- <br> - | - <br> - <br> - <br> - <br> - <br> - <br> - | - |
| Increaseldeciease) in cash s equivalents Cesh Equivelents-Beginning of the year Cash sequivelenis - End of the year | 11 | -- | -- | -- | -- |

 only those businesses reoorting statement of changes.
See lable 1 for symbols and notes.

Newf oundland, Unlicensed Restaurant: (Including Orive-Ins) (SIC 9212)

(1) Averse fabour units are calculated by dividing totol payoll by the overage onnul wage ond salary pate as reported in the Surver of Employmeni. Paypoll and Hours, Statistics Canada. Catologue 92-002 An average laboup uniq could be interprefed as a full-time employen note that the business size groups used ore deierminted at the canada level. Thus it a business has at least 500 emoloyees in Canade as a whole but less than that number in any given province it is shown in the 500 ond over group.
$(21$ Kefers io Dusinesses reporting mo payroll deductions in the previous year
131 Refers ic Dusinesses eporting no payroll deductions in the following year
"Newty reportirg" and "nc longer ceporting" businesses are assumed to have been in activity for six morths and the information is adjusted accordingly

See table 1 for symbols and notes

TABLE 6. Seiected opereting characteristics of sinall businesses by sales quartile. $1985-1987$
Newfoundland, Unitcensed Resteurents (Including orive-Ins) (SIC 9212)


Mumber of obsepvetions in semple
Aver geg sules s
Average expense $\$$
Average net prof it (lose)

Businesses reporting apofit (Mo.)
Average sales $\$$
Average expense
Averseg net profits

Businesses reporting loss (Mo.)
Aver age sales
Average expense s
Average net loss s

18
261.161
252.403
8.758

14
272.994
253.558
253.555
19.438
256.113
271.440
$-15.327$
--
-. --

|  |  |
| :--- | :--- |
| - | - |
| - | - |

--
--
--

$$
\begin{aligned}
& \text { :- } \\
& =-
\end{aligned}
$$

$$
25
$$

--
--
--
--


1987

Mumber of observetions in sample Average sales $\$$
Average expense \$
Average net profit (loss)s

Businesses reporting arofit (Wo.)
Average sales $\$$
Average expenses

Dusinesses reporting loss (Wo.)
Average sales $\$$
Average expense $\$$
Average net loss \$
173.117

## 19 186.448 <br> 183.922

2.526

11
11.923

$$
\begin{array}{r}
184.387 \\
199.903 \\
-15.516
\end{array}
$$

| -- | -- |
| :--- | :--- |
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|  |  |
| -- | -- |
| -- | -- |
|  |  |
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111 These estimetes ere based on semple of bus inesses reporting sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$
See table , for symools and notes

TABLE 1 . Selected operating ratios, in percent of sales, 1987
Newfoundland, Take-Dut Food Services (SIC 9213)

| Total(1) | Lower | Uoper | Top | midde $25 \%$ |
| ---: | ---: | ---: | ---: | ---: |



| Selected expenst item | Industry ave:age(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on (y (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower middle 25\% | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tots 1 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of salos |  |  |  |  |
| Cost of sales | 42.4 | -- | =- | - | -* | 89.7 | 47.2 | -- | -- | - | -- |
| Occupancy expenses | 9.2 | - | -- | -- | $\cdots$ | 53.1 | 5.8 | - | -- | =- | -- |
| Depreciation | 2.3 | -- | -- | - | -- | 87.5 | 2.7 | -- | - | -- | -- |
| Repairs \& maintenance | 0.8 | -- | -- | - - | -- | 76.8 | 1.0 | -- | =- | -- | -- |
| Heat. light \& telephone | 3.2 | -- | =- | -- | -- | 67.2 | 4.8 | - | -- | - | -- |
| Rent | 2.9 | -- | - | -- | - | 52.4 | 5.4 | - - | -- | -- | -- |
| Personnel expenses | 12.8 | -- | -- | - | = | 82.1 | 15.5 | -- | -* | -- | - |
| Financial expenses | 1.4 | -- | -- | $=-$ | - | 93.8 | 1.5 | - | =- | -* | -- |
| Interest 8 bank charges | 1.1 | -- | -- | -- | -- | 75.7 | 1.4 | -- | -- | -- | -- |
| Professional fees | 0.4 | - - | -- | -- | -- | 79.0 | 0.5 | -* | -- | -- | -- |
| Other expenses | 23.5 | -- | =- | $=$ | - | 100.0 | 23.5 | -* | -- | - | - |
| Profit (loss) | 10.8 | -- | =- | = | -- | 100.0 | 10.8 | - | - | - | - |
| Total | 100.0 | - - | -- | - - | - | 100.0 | . . | - | -* | -- | - |

Symols
zero or no observetions
-- too smat i too be expressed
not applicable
x Confidential

## Feetnotbe

(1) These estimetes ore bilsed on sample of businesses reporting sales between $\$ 25.000$ and $\mathbf{3 2}, 000.000$
(2) Value in each cell $z$ Total weighted expanditure on given item
(3) Value in each celt $=\frac{\text { Total weighed expenditure on giver item }}{\text { Tops weighted sales of businesses reporting this item of expenditure }}$ for each quartile

This portion of the table pertains only to the businesses reporting the specific expense iter. Therefore inge ratios are calculated ingividubly end the rotsl will nor necesserily equal $100 \%$

## motes

Datar shown by quartiles when at least 13 of the sampled businesses report the spucific isen.
Recoros mere ronked in sscending order according to sales size. Esch quartile li. ©. Doitom 25\%. lower middie 25\%. Etc. roprosents one quarter of the rotal number of businesses. Within each quartile, the average ratio is presented. for comparison ourposes, the high and low values of $\$$ al its are shown.

## Mow to uee the tables

(11) Locat the appropriete sales range that is disployed on the two lines entitled bow sales value and migh sales value"
(2) The selected ronge will indichte the proper quartile. i. e. the bottom $25 \%$. the lower midole 25 t. the upper midde $25 \%$ or the IOP $25 \%$
(3) Dete perteiming to the selected sales size renge will be in thet quertile

Senderd Industriel Cleseificetion Definition (SIC 1980):
S1C 2213 - Teke-0ut Food Services
Businesses primarily engaged ir preparing and selling packaged op wrapped tood to the public for consumption away from the promises such bs: fake-out chinese foods, doughnu shops. take-out fish and chips, take-out fried chicken. hot dog stands. ice cream stands. take-out pizzeriss. refresnment booths and prepared food lake-out services lexcept caterers and mobile food servicesl

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Newfoundland. Take-Out food Services (SIC 9213)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upder midde $25 \%$ | Top 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales vaice ( $\$ 000$ 's) High sales va!ue ( 8000 's) | (1) | -- |  | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asets <br> Cash <br> Accounts and notes peceivable <br> Inventory <br> Other current assets <br> Totel current assets <br> Fixed assets <br> Less: Accum. dop. on fixed ussets <br> Other ssets |  |  |  | -- | -- |
|  | 2 | -- | -- | -- | -- |
|  | 2 | -- | - | -- | -- |
|  | 37 | -- | -- | -- | -- |
|  | 39 | -- | - | - | -- |
|  | 78 | -- | -- | -- | -- |
|  | 18 |  | -- | -- | -- |
|  | 18 | - | - | - |  |
| Totel seets | 135 | -- | -- | - | -* |
| Lisbilities and equity -- - - |  |  |  |  |  |
| Current losens | 6 4 | -- | -- | -- | -- |
| Total current lisbilitios | 48 | -- | - | -- | -- |
| Mortgages darable | - | - | -- | -- | -- |
| Long term debt | 4 | -- | -- |  |  |
| Other liabilities | 25 | -- | -- | $\cdots$ | -- |
| Totsl lisbilities | 78 | - | - | -- | -- |
| Totel eauity | 57 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses peporting sales between $\$ 25,000$ and $\$ 2.000 .000$

Set Table 1 for symools and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Newfoundiend, Take-Out Food Services (SIC 9213)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe $\text { middle } 25 x$ | Upper midd 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $9000^{\prime}$ s) | (12 |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Curront ratio (times) | 0.8 | - | -- | =- | -- |
| Leverage ratios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.4 \\ & 2.8 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(8) The ratios represent the everage of retios for each business in the group and cannot be colculated from the figures shown in fable 2 .
(2) These estimates spe besed on semple of businesses reporiing seler between $\$ 25.000$ and $\$ 2.000 .000$.

See ital i for symbols and notes

## Definitions

1. Liquidisy ratio:

Cuprent $=$ current sssers $/$ current lisbilities.
2. Leverege retios:
a) Deb:/equity $=$ toral liabilities $/$ equity
b) Debi ratio $z_{\text {toral liabilities / total assers }}$
c) Interes: coverage $=$ net profis . interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newfoundiand, Take-Out Food Services (SIC 9213)

|  | Totai(1) | $\begin{aligned} & \text { Bet+omi } \\ & 25: \end{aligned}$ | Lower midde 25: | Usper m.do e $25 \%$ | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampla Mo. Low sales value i $5000^{\circ}$ s! Hign sales value $(\$ 000$ s) | $\left(\begin{array}{r} 6 \\ (1)^{6} \end{array}\right.$ | -- |  |  |  |
|  |  |  | erage $1 \$ 000$ |  |  |
| Operating activities Cash from operetions Oedrecistion Dther | $\begin{array}{r} 21 \\ 18 \\ -10 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed osseis <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r}12 \\ -34 \\ \hline\end{array}$ | -- | -- | -- | -- -- - |
| Finencing ectivities <br> Increase in long term debt <br> Redarment of long term debt <br> Loans from shareholders <br> Recayment of loons f:om shareholders <br> Advanices 8 loans fiom government <br> Increase in equity <br> Decrease in equity <br> Other | 21 -16 -11 -1 - - -1 | -- -- -- -- -- | - - - - - - | -- -- -- -- -- | -- - - - - - |
| Increase(decrese) in cosh \& equivalents Cush s equivelents-Beginning of the year Cesh equivalents = End of the year | $\begin{array}{r} 2 \\ 38 \\ 38 \end{array}$ | -- | -- | -- | -- |

(1) These estimates are desed on a sample of incorporated businesses roporting sales between $\$ 25,000$ and $\$ 2.000,000$. Sample count inciudes only those businesses reporting a statement of changes.
Set ingle, for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC clasification in 1987
Newfoundland, Take-Dut Food Services (SIC 9213)

|  |  |  |  | Changes in num with peid | of businesses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour uniss(1) | $\begin{array}{r} \text { Newiy } \\ \text { peporting(2) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 212 | 8. 519 | 954 | 50 | 26 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-}-99 \\ & 100^{-}-499 \end{aligned}$ | $\begin{array}{r} 203 \\ 8 \\ 1 \end{array}$ | $\begin{array}{r} 4,923 \\ x \\ x \end{array}$ | $\begin{aligned} & 551 \\ & 284 \\ & 119 \end{aligned}$ | $49$ | $26$ |
| 1987 |  |  |  |  |  |
| Total | 251 | 11.682 | 1.083 | 67 | $\cdots$ |
| less than 20 20 - 99 $100-499$ | $\begin{array}{r}250 \\ 10 \\ 1 \\ \hline\end{array}$ | $\begin{array}{r} 6.968 \\ x \\ x \end{array}$ | $\begin{aligned} & 646 \\ & 290 \\ & 147 \end{aligned}$ | 66 1 - - | $\cdots$ |
| 500 and over | - | - | - | - | $\cdots$ |

(1) Average labour units are calculated by dividing toial poyroli by the average annual wage and salary rate as raported in the

Surver of Employmen?. Payroll and Mours. Statistics Canada, Catalogue 72-002. An aver age labour unit coula be interpreted as a
full-pime employee. Note that the business size groups used are determined at the canada level. Thus if a business has at least
500 employees in conada as a whole but iess than that number in any given province it is shown in the 500 and over group.
(2) Refers to Dusinesses reporting no payroll deductions in the provious year
(3) Refers 10 Dusinesses eporting no payrall deductions in the following year
"Mewly reporting" anc mo tonger peporting* businesses are assumed to have been in activity for six months and the information is adjusted according'y

See rable i for symbols and notes.

TABLE 6. Selected operating characteristics of smali businesses by sales quartile. $1985-1987$ Newfoundland, Take-Out Food Services (5IC 9213)

| Total!1) | Bottom | Lower | Upper | Top |
| :--- | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | middle $25 \%$ | $25 \%$ |

1985


1986

108
160.264
155.635
4.629

74
156.540
145.597
10.943

34
167.464
175.035
-7.571
45.210
44.046
1.164

45.905
38.043
7.863

44.420
50.856
-5.436
69.711
55.843
3.858

70.727
61.894
8.833

67.795
73.287
-5.492
115.252
109.570
5.592
114.770
377.479

Aversge expense $\$$
0.943

34 Average sales $\$$
175.035

50,856
$-5,436$
73.287
-5.492
116.926
125.542
440.715 average net loss $\$$

1987

| Mumber of observotions in semple <br> Average sales <br> Average expense \$ <br> Average net protit (loss) \$ |
| :---: |
| Businesses reporting aprofit (Mo. <br> Average selos $\$$ <br> Average expense \$ <br> Averege net pratits |
| Businesses reporting lass (Mo.) Average sules 5 <br> Average expense 5 |


| $\begin{array}{r} 50 \\ 200.929 \\ 189.134 \\ 11.795 \end{array}$ | $\begin{array}{r} 39,791 \\ 34,672 \\ 5,119 \end{array}$ | $63,740$ $13.425$ | $\begin{array}{r} 139.707 \\ 129.274 \\ 10.433 \end{array}$ | $\begin{array}{r} 547.053 \\ 528.851 \\ 18.202 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| 39 |  |  |  |  |
| 207.324 | 39,791 | 77.165 | 139.707 | 572.631 |
| 194.281 | 34,572 | 63.740 | 129.274 | 549.358 |
| 13,063 | 5.119 | 13.426 | 10.433 | 23.273 |
| 11 |  |  |  |  |
| 404.115 | - | - | = | 104.115 |
| 414.248 | - | - |  | 414.248 |
| -10.133 | - | - | - | -10.133 |

111 These estimates are based on a sampl of businesses reporting soles between $\$ 25,000$ and $\$ 2.000,000$
See iate ifor symols ano noies

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundiand. Taverns. Bars and Night CIubs (SIC 9221)

|  | Toqal(1) |  | Bot:om 25\% |  | Lawermidole 25\% |  | Upper miedle 25\% |  |  | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesces ir samole (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000$ 's) |  | $\begin{array}{r} 20 \\ 11 \\ (1) \end{array}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Redoting businesses only 31 |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowei } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 49.0 | -- | -- | -- | -- | 100.0 | 49.0 | -- | -- | -- | - |
| Dccupency expenses | 11.9 | -- | = | -- | -- | 100.0 | 14.3 | $\cdots$ | -- | =- | -- |
| Deprecistion | 2.8 | -- | -- | - | -- | 85.7 | 3.3 | -- | -- | -- | -- |
| Repairs 8 mointenance | 2.3 | -- | -- | -- | -- | 93.2 | 2.5 | -- | -- | -- | -- |
| Mest. light $\delta$ telephone | 4.3 | - | -- | -- | -- | 100.0 | 4.3 | -- | -- | -- | -- |
| Rent ${ }^{\text {a }}$ ( | 5.5 | - | -- | -- | -- | 53.0 | 10.4 | -- | -- | -- | -- |
| Personnel expenses | 18.2 | - | - | -- | $\cdots$ | 100.0 | 18.2 | -- | =- | - | -- |
| Financisl expenses | 3.8 | - | -- | -- | -- | 100.0 |  | -- | -- | -- | = |
| Inturest 8 bank charges Orotessional fees | 2.3 1.5 | -- | -- | -- | -- | 91.5 99.2 | 2.6 1.5 | -- | -- | - | -- |
| Other expenses | 14.8 | = | -- | -- | -- | 100.0 | 14.8 | -- | = | - | - |
| Profit (less) | -0.7 | -* | -- | -- | -- | 100.0 | -0.7 | - | - | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | =- | - |

## Symbols

## zero or no ooservations

-. 100 smali too oe expressed
no: applicable
$x$ contiontial

## foornotes

11) These estimetes are bused on sumple of Dusinesses reporting sales oetween $\$ 25.000$ and $\mathbf{~ 2 ~} 2.000 .000$
12) Vsiue in esch cell $=\frac{\text { Total weignted expenditure on given item }}{\text { Total weighted sales of all businesses in the sample }} \times$ ion for each quertile
(3) Value in each cell $=\frac{\text { Total meighted expenditure on given item }}{\text { Total weighted sales of businesses reporting this item of expendipure }}$ foch quereile.

This portion of the table bertains only to the businesses reporting the specisic expense itom. therefore these ratios are calculated individually and the totel will not necessarily equel looz.

## Moter

Dsta are show by quartiles when at least 13 of the samoloo businusses report the specific item
 one querter of the total number of businesses. Wi thin eben quertile, the everege retio is presented. For conparison purposes, the high and low velues of seles ere showh

How to use the teslet
(i) Locate the gppropriste sales fange that is displayed on the two lines entipled "low sales velue" shd ehigh seles value
 top $25 z$
(3) Oeta pertaiming to the selected stes size renge will be in thet quartile

## Stenderd Industrisl CIDesiflcetion Definition (SIC 1980):

## S1C 9221 - Teverns. Bars and Wight Clubs

Bus inesses primarily engeged in seliing iconolic oevereges for consumption on the piemises. Food mey be sold ss secandsry activity Bars lorinking placas!, beer gardens. beer parlours. Drasseries coeer gardensl, cabarets inight clubst and cocktail lounges are included in this indusiry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Wewfoundland, Taverns, Bars end Night Clubs (SIC 9221)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Uppe? middle 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) Higt sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 14 \\ & 11 \\ & 11) \end{aligned}$ | -- | - | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets - . - . - . - . |  |  |  |  |  |
| Cash Accounts and notes receivable | 1 | -- | -- | -- | -- |
| Inventory | 1 | -- | -- | -- | -- |
| Other current sesets | 17 | -- | -- | -- | -- |
| Total current assets | 18 | -* | - | -- | -- |
| Fixed assets | 54 | -- | -* | -- | -- |
| Less: Accum. dep. on fixed assets | - | - | - | -- | - |
| Diher sesets | 20 | -- | -* | -- | -- |
| Total assets | 92 | =- | -- | -- | - |
| Liabilities and equity |  |  |  |  |  |
| Opher current lisbilities | 36 | -- | -- | -- | -- |
| Total cuprent liabilities | 39 | -- | -- | -- |  |
| Mortgages Dayable | - | -- | -- | -- | -- |
| Long term debt | 5 | - | -- | -- | -- |
| Other liabilities | 45 | -- | -- | - | -- |
| Total liabilisies | 89 | - | - | - | -- |
| Total equity | 3 | -- | -- | -- | -- |

(1) Jhese estimetes are besed on sample of businesses reporting ssies between 325,000 and $52,000,000$

Soe Table 1 for symbols and motes

TABLE 3. Finencial ratios (1) for incorporated businesses only. 1987
Newfoundiand. Teverns, Bars and Night Ciubs (SIE 3221)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle 25\% | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's? High sales value ( $8000^{\circ}$ s) | 14 11 11 | -- | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity ratio Current ictio (times? | 0.5 | -- | -- | - | - |
| Leverage retios <br> Debi/equity ratio (times) <br> Interess coverage ratio (times) <br> Debt rotio (times) | 34.3 1.0 | -- | -- | -- | -- |

11] The retios represent the evarage of ratios for each business in the group and connot be colculated from the figures shown in fole 2 .
121 These estimtes ore bssed on semple of businesses reporting ssles between 825,000 nio $82,000,000$
Soe rable i for symbols and nores.

Definitions:

1. Liquidity retio:

Curtent $=$ curpenq assets / curronq liabiliqies
2. Leverage retios:
a) Debl/equity $=$ iotal biabilities / equity

DI Debt ratio $=$ total $\mid$ iabilities $/$ toral ossets
c) Interest coverage a net profit - inerest expense / interest expense

TABLE 4. Statament of changes in financial position for incorporated businesses only. 1987
Newfoundland, Taverns. Bars and Night Clubs (Sic 9221)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Uopet <br> midde 25\% | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value (\$000's) | $(1)^{3}$ | -- | - | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating ectivities Cash from operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | =- | -- | -* | - - |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- -- -- | -- | -- |
| Finsencing ectivities <br> Incresse in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans irom government <br> Increase in equily <br> Decrease in equity <br> Other | $X$ $X$ $X$ $X$ $X$ $X$ $X$ $X$ $X$ $X$ | -- | -- | -- -- -- -- -- -- -- | -- -- -- -- -- -- -- |
| Increase(decrease) in cesh s equivalents Cash s equivalents-Beginning of the yeer Cesh : quivelents - End of the year | $x$ $\chi$ $x$ | -- | -- | -- | -- |

 only those businesses reporting $\begin{gathered}\text { a } \\ \text { statement of changes }\end{gathered}$
See toble 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in ig87
Newf oundland, Teverns, Bars and Night Clubs (Sic 9221)

(1) Average labour units are calculated by dividing total paypoll by the aversge annual wage and solary rate as feporind in the Surver of Employment. Paypoll and Mours. Siatistics Canads. Latalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note thet the business size groups used are determined at the Canads level. Thus if edusiness has at least 500 employees in canace as ahole but less than that number in any given province it is show in the 500 and over group.
12) Refers io businesses teporting no payrall deductions in the didious year.
(3) Refers to busthesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed to nave been in acrivity for six months and the information is adjustec accordingly

See table, for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Newfoundland. Taverns, Bars and Night Clubs (SIC 9221)



| Number of observetions in sample <br> Average soles \$ <br> Average exeense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 117 \\ 154.138 \\ 153.079 \\ 1.059 \end{array}$ | $\begin{aligned} & 61.428 \\ & 65.247 \\ & -3.819 \end{aligned}$ | $\begin{array}{r} 100.556 \\ 101.802 \\ -1.246 \end{array}$ | $\begin{array}{r} 143.220 \\ 145.363 \\ -2.143 \end{array}$ | $\begin{array}{r} 311.348 \\ 299.904 \\ 11.444 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net Drofits | $\begin{array}{r} 58 \\ 164.693 \\ 152.919 \\ 11.774 \end{array}$ | $\begin{array}{r} 51.641 \\ 55.694 \\ 5.947 \end{array}$ | $\begin{array}{r} 102.020 \\ 96.155 \\ 5.865 \end{array}$ | $\begin{array}{r} 147.145 \\ 140.639 \\ 6.506 \end{array}$ | $\begin{array}{r} 347.964 \\ 319.186 \\ 28.778 \end{array}$ |
| Businesses reporting loss (Ma.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 59 \\ 139.078 \\ 150.631 \\ -11.553 \end{array}$ | $\begin{array}{r} 61.233 \\ 73.963 \\ -12.730 \end{array}$ | $\begin{array}{r} 98.615 \\ 109.285 \\ -10.670 \end{array}$ | $\begin{array}{r} 140.559 \\ 148.566 \\ -8.007 \end{array}$ | $\begin{array}{r} 255.906 \\ 270.709 \\ -14.803 \end{array}$ |


11) These estimates are based on semple businasses reporting sales between $\$ 25.000$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0}$

See table 1 for symbols ano notes

TABLE 1. Selected operating ratios, in percent of eales, 1987
Newfoundland, Beauty Shops (SIC 9712)

| Total\{1\} Botzom | Lower | Upper | Top |  |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middet $25 \%$ | midde $25 \%$ | $25 \%$ |



| Selectedexpense item | Industiy overage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd I } \\ 25 \% \end{array}$ | Upper middi 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupency expenses | 14.5 | -- | -- | - | -- | 100.0 | 14.5 | -- | - | -- | -- |
| Depreciation | 4.5 | -- | -- | -- | -- | 72.0 | 6.3 | - | -. | -- | -- |
| Repoirs \& maintenance | 2.0 | -- | -- | -- | -- | 63.7 | 3.2 | -- | -- | -- | -- |
| Heat. light of telephone | 2.5 | -- | -- | -- | -- | 78.5 | 3.1 | -- | -- | -- | -- |
| Rent | 5.5 | -- | -- | -- | -- | 54.7 | 10.0 | -- | -- | -- | -- |
| Personnel expenses | 40.1 | -- | -- | - | -- | 100.0 | 40.4 | -- | -- | - | -- |
| Financial expenses ${ }_{\text {interest }} \begin{aligned} & \text { bank charges }\end{aligned}$ | 3.0 2.3 | -- | -. | -- | -- |  | 3.3 3.3 | - | -- | -- | -- |
| interest $\delta$ bank charges Professional fees | 2.3 0.6 | -- | -- | -- | -- | 70.4 | 3.3 1.0 | -- | -- | -- | -- |
| Other expenses | 27.4 | -- | -- | - | - | 100.0 | 27.4 | -- | - | -- | -- |
| Profit (loss) | 14.7 | -- | - | -- | - | 89.3 | 16.5 | -- | - | -- | -- |
| Totel | 100.0 | - | - | - | - | 100.0 |  | -- | -- | -- | -- |

symbol:
teto or no observations

- too small too be expressed
not applicable
$\times$ confidentil


## footnotes

11) These estimestes are based on a sample of businesses reporting seles between 525,000 and $\mathbf{2 2 , 0 0 0 , 0 0 0}$

Total weighted expendiqur on given item
(2) Value in each cell = $\times 100$ for each quartile.
(3) Value in each cell

Total weighted expenditure on given irem
Total weighted seles of businesses reporting this item of expenditure
This portion of the table partains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the colal will nor necessarily equil $100 \%$

Notes
Dota are show by quaptiles when er least 13 of the sempled businesses ieport the specific ilum
Records wer panked in ascending order sceording 10 sales size. Each quartile li. bot tom 25\%. Iower midde 25\%. etc.l represents one quarter of the lotal number of businesses. Within each quartile. the aver age ratio is presented. For comparison purposes, the high and la velues of sales ere shom
How to use the tebles
(1) locet the appropiste sales range thet is displeyed on the two lines entitled "Low sales value" and "Migh soles value".
(2) The selected range will indicete the proper quartile. i. the botton $25 \%$, the iower middle $25 \%$, the upper midde $25 \%$ or the $10025 \%$
(3) Date pertining to the selecter sules size renge will be in that quertile.

## Stendsard Industrial Clessifiestion Definition (S16 18sol

SIf 9712 - Rebuty Shops
Businesses primarily engaged in providing women's hairdressing and beauty gervices such os deeuty parlours, besuey solons, betu?y shops. women's only manicuring ano womer's hair siylist shaps

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Newfoundland. Beauty Shop\% (SIC 9712)

|  | Totai(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe middle 25\% | $\begin{aligned} & \text { Uoder } \\ & \text { middle } 25 \% \end{aligned}$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value (\$000's) Kigh sales value (\$000's) | $(11)^{5}$ | -- | -- | - | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash Accounts and notes receivable | - | -- | -- | -- | - |
| Inventory | - | -- | -- | -- | -- |
| Other current sssets | 17 | - | -- | -- | -- |
| Total cuprent assets | 17 | - | -- | -- | -- |
| Fixed assets | 16 | -- | -- | -- | -- |
|  | - | - | - | - | - |
| Other assets | 1 | - | -- | -- | -- |
| Totel essets | 34 | - | = | - | -- |
| Liebilities end equity |  |  |  |  |  |
| Current loans Other current lisbilities | 8 14 | -- | -- | -- | -- |
| Total current liabilities | 22 | -- | - | -- | -- |
| Mortgoges payable | - | - | - | -- | -* |
| Long term debt | $\overline{5}$ | - | -- | -- | -- |
| Other lisbilities | 5 | -- | -- | -- | -- |
| Total lisbilities | 28 | -- | - | -- | - |
| Totel equity | 6 | -- | = | -- | -- |

(1) These estimetes art besed on sample of businesses paporting sal between $\$ 25,000$ and $\$ 2,000,000$.
see iad 1 for symols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Newfoundland, Beauty Shops (SIC 9712)

|  | Total(2) | $\begin{array}{r} \text { Botsom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde 25\% } \end{aligned}$ | Upder middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample \{No.\} Lom sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $\left(\begin{array}{r}5 \\ (1)\end{array}\right.$ | -- |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Cuprent ratio (times) | 0.8 | - | - | -- | -- |
| ```Leverseg retios Debtlequity retio (times) Interest coverage ratio (tines) Debt retio (times)``` | $\begin{aligned} & 4.7 \\ & 1.7 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the everege of retios for ench businass in the group and cannot belculated from the figures ahom in toble 2 .
(2) Thase matimates ere Desed on semple of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$.

Ses rable 1 for symbis and notes.

## Definitiens:

1. Liquidity retio:

Current : current assets / current liabilities.
2. Levernge reties:
a) Debi/equiqy $=$ ropal liabilisies / equity.
b) Debi ratio = qoial liabilities/ sotal assets
c) Interest coversge * net protit interest expense / interest expense.

TABLE 4. Stetement of changes in financiai position for incorporated businesses oniy. 1987
Nowf oundland. Beauty Shops (SIC 9712)

|  | Total(1) | $\begin{array}{r} 80: 10 \mathrm{~m} \\ 25: \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> m.ddle 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samal (No.) Low soles value $1 \$ 000$ s! High sales vaive $\$ 000^{\circ}$ s) | $\begin{array}{r} 4 \\ (1) \\ i \end{array}$ | -- | -- | -- | -- |
|  |  |  | Average 15000 |  |  |
| Operating activities <br> Cash from operations <br> Depreciation <br> Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrese in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Finsncing stivities <br> Increase in long term debt Repayment of long term debt Loans from sharehoders Redayment of loans fiom shareholders Advances $\delta$ oans from government Increase in equity Decrease in equity Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | $\begin{array}{r}-- \\ - \\ - \\ - \\ - \\ - \\ \hline\end{array}$ | -- -- -- -- - | -- -- -- -- -- |
| Increseldecresel in cash \& equivalents Cash 8 quivelents-Beginning of the year Cash equivelents - End of the year | $x$ $\times$ $\times$ $\times$ | -- | -- | -- | -- |

(1) These estimetes are besed on sample of incorporated dusinesses reporing sales beiween $\$ 25,000$ and $\mathbf{2 2 , 0 0 0 , 0 0 0 \text { . Semple count includes }}$ only those businesses reporting o statement of changes ses Teole' for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SiC ciassification in i987 Newfoundiand, Barber and Beauty Shops (SIC 971)

| Business size expressed in oversge tabour units(1) |  | $\begin{aligned} & \text { Total payroll } \\ & \text { (\$000's) } \end{aligned}$ | Averege labcur uni is (1) | Changes in number of businesses with deid emplcyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of businasses |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }\{2\} \end{array}$ | No Ionger redorting(3) |
| 1984 |  |  |  |  |  |
| Total | 221 | 5,599 | 510 | 49 | 39 |
| less than 20 | 297 | 4.676 | 427 | 49 | 36 |
| $20-98$ | 3 | . x | 77 | - | i |
| 100-499 | , | $x$ | 6 | - | 1 |
| 500 and over - - - - - |  |  |  |  |  |
| 1987 |  |  |  |  |  |
| Totel | 280 | 9.300 | 831 | 53 | ... |
| less than 20 $20-99$ | 272 5 | 5.617 1.779 | 502 159 | 63 | $\cdots$ |
| 200-99 | 2 | 1.77 | 158 | - | $\cdots$ |
| 500 and over | 1 | X | 12 | - |  |

(1) Average lebour units arealculared by dividing total payrall by the average annual wage ond salary rate as reported in the Survey of Emplovmeni. Payroll and Hours. Stalistics Canda. Catologue 72-002. An average labour unit could be interpreted os a full-ime emplovee Note ther the business size groups used are determined ot the canade level. Thus if business hos at least 500 employees ir Canada as a whole but less than that number in any given province it is show in the 500 and over group.
121 Reters 10 businesses reporting no payroll deductions in ine previous year
(3) Refers so businesses reporting no payroll deductions in the following year
"Newly reoorting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is acjusiec accordingly

See itule for symbols and notes

TABLE 6. Selected operating characteristice of small businesses by sales quartile, 1985-1987 Nowfoundland, Seauty Shops (SIC 9712)


| Mumber of observetions in semple <br> Average sales \$ <br> Average expense 8 <br> Aversee net Diofit (loss) \$ | $\begin{array}{r} 5 \\ 61.947 \\ 49.123 \\ 12.824 \end{array}$ | -- | =- | - |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) <br> Average sales $\$$ <br> Averege expense $\$$ <br> Average net prafit $\$$ | $\begin{aligned} & 51.9 \\ & 61.94 \\ & 49.123 \\ & 12.824 \end{aligned}$ | -- | -- | - |
| Businesees reporing lase (Mo.) <br> Average sules \$ <br> Average expenses <br> Averoge net loss \$ | - | -- | -- | -- |



| Number of observerions in sample Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) 5 | $\begin{array}{r} 18 \\ 63.062 \end{array}$ $\begin{array}{r} 55,720 \\ 7,342 \end{array}$ | - | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting - profis (Mo.) | 16 |  |  |  |
| Average soles \$ | 63.176 | .- | -- | -- |
| Average expenses | 55.047 |  | - |  |
| Average net profits | 8.129 | - | -- |  |
| Businesees reporting loss (Mo.) | 2 |  |  |  |
| Averoge seles ${ }^{\text {a }}$ | 146.890 | -- | - | -- |
| Average expense 5 | 148.045 | -- | -- |  |
| Average net loss 5 | -1.156 | - | -- | - |

[^33]TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland Leumdry and Cleaners (SIC 972)

|  | Total(1) |  | Bottom $25 \%$ |  | -awe ! midale $25 \%$ |  | Upper$\text { middle } 25 \%$ |  |  | To$25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No.) Low sales value ( 9000 s) High sales value i $\$ 000$ 's: |  | $(1)^{9}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry overage I2 $^{\text {l }}$ |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Toral | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | Lower middle $25 \%$ | $\begin{aligned} & \text { Usoer } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoder } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupency expenses | 16.3 | -- | -- | -- | -* | 100.0 | 15.3 | -- | -- | -- | -- |
| Dedrecistion | 4.7 | -- | -- | -- | -* | 100.0 | 4.7 | -- | -- | -- | -- |
| Repsirs 8 maintensence | 0.7 | -- | -- | -- | - | 45.8 | 1.5 | -- | -- | - | -- |
| Mest, light a telephone | 8.4 | -- | -- | -- | -- | 64.9 | 12.9 | -- | -- | -- | -- |
| Rent | 2.6 | -- | -- | -- | -- | 56.2 | 4.6 | -- | -- | -- | -* |
| Personnel expenses | 30.4 | -- | -- | -- | -- | 77.4 | 39.4 | -- | -- | -- | -- |
| Financial expenses | 3.7 | -- | -- | -- | -- | 100.0 | 3.7 | -- | -- | -- | -- |
| Interest \& bana chaiges Professional fees | 2.5 1.2 | -- | -. | -- | -- | 66.0 100.0 | 3.9 1.2 | -- | -- | -- | -- |
| Other expenses | 19.4 | -- | -- | -- | -- | 100.0 | 19.4 | -- | -- | -- | -- |
| Profit (loss) | 30.1 | -- | -- | -- | -- | 100.0 | 30.1 | - | *- | - | -- |
| Total | 100.0 | -- | -- | -- | - | 100.0 | $\ldots$ | -- | -- | -- | -- |

## Symbel:

zero or no olservetions
-- 100 small 100 be expressed
not applicatle
$\times$ confidential

## Pootnoter

111 These estimetes bre based on semple of businesses repopling s8!es between 825,000 sen $82,000,000$
12) Velue in each cell a folel weighteo expendilure on given iten
13) Valu in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }}$ for fach quartion.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these eatios are calculated individuelly end the total wi!l not necesserily eousl $100 \%$.

## Notes

Date ere shown by quartiles when at last 13 of the sampled busipesses peport the specific item
Recopds were ranked in escending order according to seles size. Esch quartile fi. botiom 25\%. Iower midde 25\%. etc. represents one ouerter of the totel numper of businesses. Within each quartite, the average retio is presented. for comperison purposes. the high and low values of sbles are shown

## How to use the tebles

(1) Locet the appropriste seles pange that is displeyed on the two lines entifled mow sales valuem and ahigh sales value"
(2) The selected renge wil indicate the proper quertile. i. ©. the bottom 25\%. the lower niddle 25\%. the upper mide 25\% or the 100 258.
(31 Data pertaining to the selected seles size ronge will be in that quartile.

Stenderd Industrisl Clastificstion Definition (SIC 1980):
SIC 9720 - Leundries and Cleaners
Businesses primarily engaged im providing laundering. dry cleaning, valet. carpel cleaning and linen supply services

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundiand, Laundry and Cleaners (SIC 972)

|  | Total(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soies vatue ( $\$ 000$ s) High sales value ( $8000^{\prime}$ s) | (1) $(1)$ | - | -- | - |  |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | - | -- | -- |  | -- |
| Accounts and notes receivable | 22 | -- | - | -- | -- |
| Inventory | 10 | -- | -- | -- |  |
| Other curient assets | 10 | -- | - | -- | -- |
| Total current assets | 32 | -- | -- | -- | -- |
| Fixed essets | 142 | -- | - | -- | -- |
|  | - | - | -- | -- | -- |
| Other assets | 4 | -- | -- | -* | -- |
| Totel usets | 178 | =- | - | -- | -- |
| bitblitiee and equity |  |  |  |  |  |
| Current loans $\begin{aligned} & \text { Other current liabilities } \\ & \text { Ofer }\end{aligned}$ | 15 30 | -- | -- | -- | -- |
| Total current liabilities | 46 | -- | -- | - | -- |
| Mortgages payable |  | - | -- | -- | -- |
| Long term debt | $3{ }^{3}$ | - | -- | -- | - |
| Other tisbilities | 137 | -- | -- | -- | -- |
| Total liabilities | 185 | - | - | -- | -- |
| Total equity | -7 | -- | -- | - | -- |

(11) These estinetes are based on a sample of businesses reporting $\$$ ales between $\$ 25,000$. 0 d $\$ 2.000 .000$.

See rable 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporited businesses only, 1987
Newf oundlend, Leundry and Cleaners (SIC 972)


Ill The ratios represent the everge of potios for each business in the group ond connot be calculated from the figures shown in lable 2 .
121 These estimetes ere besed on sewle of businesees reporting seles between $\mathbf{2 5 , 0 0 0}$ and 22,000,000.
See Teole Ifor symbols and notes.

## Definitiens:

1. Liquidisy retio:

Current $=$ current assets / current liabilities.
2. Leverage retios:
b1 Debt/equity = total liabilities / equify
b) Debt ratio = total liadilities/total assels.
c) Interes coverage $=$ net protit interest expense / interast expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Newfoundland, Laundry and Cleaners (SIC 972)
Botiom Lowe
owe ?

| Uoper | Toc |
| ---: | ---: |
| m.ode $25 \%$ | $25 \%$ |


| Businesses in samsle (No. Low soles value ( $\$ 000$ 's) High sales vaiue ( $\$ 000$ 's) | $(1)^{2}$ | - | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Averape (\$000's) |  |  |
| Operating activities Cash from oderations Depreciation Dther | $\begin{aligned} & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | - | -- | - | -- |
| Investment sctivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & \hat{x} \\ & \hat{x} \\ & \hat{x} \end{aligned}$ | -- -- -- | - - -- | -- | - <br> - <br> - |
| Financing ectivities <br> Increase in ions term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> jovances 8 :oans from government <br> lncresse in equity <br> Decrease in equity <br> Dthe? | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | - <br> - <br> - <br> - <br> - <br> - | - - - - - - - | - - - - - - - |
| Increase(decrease) in cash s equivalonts Cash s equivalents-Beginning of the year Cash equivalents . End of the year | $x$ $x$ $x$ | -- | -- | -- | -- |

 only those bus nesses reporting stetement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business. i984-1987 based on SIC classification in i987
Newfoundime. Leundry and Cleaners (SIC 972)

| Qusiness size expressed in average labour units(i) | Number of businesses | $\begin{array}{r} \text { Totol Dayroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with paid mployes. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer reporting(3) |
| 1384 |  |  |  |  |  |
| Total | 50 | 1.916 | 196 | 12 | 3 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-495 \end{aligned}$ | 45 2 1 9 | $\begin{array}{r} 1.535 \\ x \\ x \end{array}$ | 159 35 1 | 10 1 1 | 5 |
| 500 and over | 1 | X | 1 | 1 | - |

## 1987

Totel
less than 20
$20-99$
$100-499$
500 and over

| 3.133 | 273 |
| ---: | ---: |
| 1.809 | 161 |
| 1.324 | 112 |
| - | - |

$\qquad$

8
-
-

(11) Average labour units are calculated Dy dividing lotal payroll by the average annuel wage and salary rape as reported in the Survey of Employment. Payroll and Hours. Sititistics Canada. Catalogue 72-002 an average labour unit could be interpreted as o full-ife employee. Note that the business size grouds used are determined ot the canade level. Thus if a business has ot least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.
121 Refers to businesses reporting no payroll deductions in the previous year.
(3) Reters to businesses reporting no payroil deductions in the following yeer
"Newly repcrting" and "no langer feporting" businesses are assumed to hove been in activity for six months and the information is adjusied accordingly
see iable for symbols anc notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Nowf oundland, Laundry and Cleaners (SIC 972)



1986


1987

(1) These espimates are based on stmple of businesses reoorting seles between $\mathbf{2 2 5 , 0 0 0}$ and $52,000,000$.

See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 4987
Newfoundland. Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

|  | Total(1) |  | Bo 110 m 25: |  | Lowermiddle 25\% |  | Uppermidde 25\% |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samp!e iNo. 1 Low sales value ( $\$ 000$ s) High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 9 \\ 11 \end{array}$ |  | - |  | -- |  | -- |  |  | -- |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { Ebusi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses onfy (3) |  |  |  |  |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Dedrecition | 12.3 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- |  |
| Reoairs e maintenanca | 14.3 |  | -* |  | - | 82.4 | 17.4 | -- | -- | -- | -- |
| Heat. light \& telephone | 0.6 3.7 | -- | -- | -- | -- | 44.0 91.2 | 1.3 4.0 | -- | -- | -- | -- |
| Personnel expenses | 11.0 | -- | -- | -- | -- | 95.2 | 11.5 | -- | -- | -- | -- |
| Financisl expenses | 8.2 | -- | - | - | -- | 100.0 | 6. 2 | -- | -- | -- | -- |
| Interest 8 bank charges | 5.3 | -- | -- | -- | -- | 100.0 | 5.3 | -- | -- | -- | -- |
| Protessional fees | 0.9 | -- | -- | -- | -- | 44.0 | 2.1 | -- | -- | -- | -- |
| Other expenses | 43.2 | -- | -- | -- | -- | 100.0 | 43.2 | -- | - | -- | -- |
| Profit (loss) | B. 8 | -- | -- | -- | -- | 100.0 | 8.8 | -- | -- | -- | -- |
| Totel | 100.0 | -- | - | -- | - | 100.0 |  | -- | -- | - | -- |

## Symols

zero or no observations

- $\quad 200$ smell too be expressed
... not noplicable
$\times$ confidential


## Footnetes


(2) Value in vach cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { lotal weighted sales of all businesses in the sample }} \times$ foo fop each quertile
(3) Value in ach cell a $\frac{\text { lotal wighted sales of busingsses reporting this item of expenditure }}{}$ for Total weighted expenditur on a given item

This portion of the table pertains only to the businesses reporing the specific expense item. Therefore these ratios are calculated individualiy and the total will no? necessarily equs $100 \%$.

## Motes

Data are shown by quaptiles when at least 13 of the sampled businesses report the specific item.
 one querter of the total number of businesses. Wi thin each quertile. the overage patio is ppesented. For comperison purposes. the high and low values of sales ere shown.

How to use the tables

$(2)$ The selected range will indicete the proper quertile. i.e. the bottom 25\%, the lower middle $25 \%$, the upper middit $25 \%$ or the top 25\%.
33) Deta pertoining to the selected stise size pange will be in thet quertile.

## Stender Induserisl CIsesificetion Definition (SIC 1880):

SIC 2911 - Industrisi Hechinery and Equipment Rentel end lessing
Businesses primarily engaged in the renal or leasing of heavy industrial machinery and equipment. Businesses engaged in agricultur al machinery and equipment rentals. indusirisl mathinery and equipment pental and leasing. leasing of industrial machinery and equipment. industrial machinery and equipment reptals. materials handing machinery and equipment rentals lekcept with operatorsl. metalworking machinery and equipment rentals, mining machinery and equipment rentals, oil well drilling machinery and equipment rentals. rental of industrial mach nery end pquipment and woodworking machinery ang nqupment renials orf included in this industry

TABLE 2. Balance sheet profile for incorporeted businesset only, 1981
Mewfoundiand, Industrial Machinery end Equipment Rental and Leasing (Sic g911)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower midde 25\% | Unoer midole 25\% | $\begin{aligned} & \text { TOL } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses it sample (No.) Low sales value ( $\$ 000^{\circ} \mathrm{s}$ ) Migh sales value $\left(9000^{\circ}\right.$ s) | (11) |  | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash | - | - | -- | -- | - |
| Accounts and notes receivable | 82 | -- | -- |  | -- |
| Inventory | - |  | -- | -- | -- |
| Other curfant assets | 77 | -* | -- | -- | -- |
| Total cuprent assets | 159 | -- | - | -- | -- |
| Fixed assets | 300 | -- | - | -- | -- |
| Less: Accum. dep. on fixed assets Other ssets | 2 | -- | - | -- | -- |
| Totel sesets | 461 | -- | -- | -- | -- |
| Liebilities and eauity |  |  |  |  |  |
| Current loans | 57 | -- | -- | - | -- |
| Other current liobilities | 73 | - | - | -- | -- |
| Total cuprent lisbilities | 130 | -- | -- | -- | -- |
| Mortgages dayable | - | -- | -- | -- | -- |
| Long rerm debt. | 123 | * | - | -- | -- |
| Other lisbilities | 65 | -* | - | -- | -- |
| Total liabilities | 311 | ** | - | -- | -- |
| Total equity | 143 | - | -- | - | -- |

(1) Thest estimates are based on sampl of businesses reporting sales betwen $\mathbf{5 2 5 , 0 0 0}$ and $\mathbf{3 2}, 000,000$.

See Table ifor symols and notes.

TABLE 3. Financial ratios(i) for incorporated businesses only, 1987
Newfoundlend, Industriel Mechinery end Equipment Rentel and Leesing (SIC 9911)


(1) The ratios represent the everage of ratios for each business in the group and cannot be calculsted from the figures shown in table 2 .
(2) These estimetes are beset on semple of Duslnesses reporting seles bermeen 525,000 end $\$ 2,000,000$.

See iable 1 for syouls and notes.

## Definitions:

1. Liquidity ratio:

Cuprent z current essets / current limolities
2. Leversoge ratios:
a) Deblequity $=$ eqeal liabilities / equiey
of Dedt ratio $=$ ropal liabilities $/$ rotal assets
c) Interest coverage $=$ net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Newfoundiand. Industriel Machinery and Equipment Rental and Leasing (Sic 9911)

| Totalll | Lotiom | Lower | Upoer |
| ---: | ---: | ---: | ---: |
| $25 \%$ | midde $25 \%$ | midde $25 \%$ | iop |


(1) These estingtes are besed on asmple of incorporated businesses reporting seles between $\$ 25,000$ and $\$ 2.000$. D00. Senple count includes
on ly those businesses reporting siatement of changes.
see table 1 for symbols and notes.

TABLE 5. Employment changes by size of busimess, 1984-1987 besed on SIC classification in i987
Newfoundiand. Industrial Mechinery and Equipment Rentel and Leasing (Sic givi)

| Business size expressed in averoge labour units(1) | Number of Dusinesses | $\begin{array}{r} \text { Tota! payroll } \\ (\$ 000 \end{array}$ | Average lobour units(1) | Changes in number of businesses with psid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer peparting(3) |
| 1984 |  |  |  |  |  |
| Totel | 29 | 2.353 | 108 | 7 | 2 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}25 \\ 2 \\ 2 \\ \hline\end{array}$ | $\begin{array}{r} 1.048 \\ x \\ x \end{array}$ | $\begin{array}{r}48 \\ 55 \\ 5 \\ \hline\end{array}$ | 6 $i$ - | $?$ |
| 1987 |  |  |  |  |  |
| Totel | 30 | 3.864 | 118 | 4 | . . |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 26 1 2 1 | $\begin{array}{r} 2.223 \\ x \\ x \\ x \end{array}$ | $\begin{array}{r} 111 \\ 66 \\ 5 \\ 6 \end{array}$ | 3 | . |

 Survey of Employment. Parroll and Hours. Statistics Canade. Cetologue 12-002. Mn overoge lobour unit could be interpreted es e full-time omployee. Nore thet the business size groups used are determined at the cenode level. Thus it o business has ot least 500 employes in Canada as ahole but less thar that number in any given province it is show in the 500 and over group
121 Refers to businessas peporting no payrall deductions in the previous year
(3) Relers to businesses reporting no paypall deductions in the following year
"Newly reporting" and "no longer reporting" businesses afe assumed to hove been in activity for six months and the information is adjusied accordingly

See lable 1 for symbols and nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Newfoundiand, Industrial Machinery and Equipment Rental and Leesing (SiC 9911)


1985


1986

| Mumber of observations in sumple | 4 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | $x$ | -- | -- | -- |  |
| Averoge expense ${ }^{\text {s }}$ Average net olotis (loss) s | $\times$ |  | -- |  | -- |
| Businesses reporting aprofit (Mo.) | 3 |  |  |  |  |
| Average sales 8 | $\times$ |  | -- | -- |  |
| Average expenses | $\times$ |  |  |  |  |
| Averege net profit 5 | $\times$ | -- | - |  | -- |
| Businesses reporting - loss (Mo.) | 1 |  |  |  |  |
| Average sales | K | - | - |  |  |
| Average expense ${ }^{\text {a }}$ | $\stackrel{x}{x}$ | - | -- |  |  |
| Average net loss | $\times$ | - | -- | -- |  |

1987

(1) These estimates are based on a somple of businesses reporting sales Detween $\$ 25,000$ and $\$ 2,000,000$

See fable 1 for symools and notes

TABLE 1. Selected operating ratios, in percant of sales, 1987
Newfoundland, Automobile and Truck Rental and Leasing Services (SiC 9921)


## 5ymbols

zero or no observations

- 100 small too be expressec
not spplicable
$x$ confidential


## Feotnotes

(1) These estimstes are based on semole of businesses reporting seles between $\mathbf{2 5} .000$ end $\mathbf{2 2}, 000.000$. lotal weighted expenditure on given item
(2) Value in each cell $=\frac{\text { rotai weightec sales of atl businesses in the sample }}{} \times 100$ for esch guartile
(3) Value in each cell : $\frac{\text { lotal weighted expenditure on given ifen }}{\text { lotel weighted sales of businesses reporting this iten of expenditure }}$ for guttilat.

This portion of the tableperains only to the businesses reporting the specific expensa iqem. Theretore these ratios are colculated individually and the total will not necessarily quel 1008 .

## Notes

Data are shown by quartiles when at iest 13 of the samplad businesses report the specific item
Records were renked in oscending order accopding to seles size. Eech quartile li. e. Dotson 25x, tower midde 25z, etc.) pepresents one quarter of the fotal number of businesses. Within en quertile. the suerse retio is presentec. For comparison purposes. the high and low values of seles sre shown.

How to use the tebles

(2) The selected ronge will indicete the proper guertile. i. the botton 25\%. the lower nidde 25z. the upper nidde 25z or the top $25 \pm$
(3) Deso perteining so she selected seles size penge wilt be in thet gueptile

## Stenderd Imbetribl CIeszificetion Definition ISIC 18sol:

SiC ge2t - Auromobile and Truck Rentel snd lessing Servicts
Businesses primarily engeged in renting and leasing pessenger cars or trucks without drivers. Automobile rental or leasing twithout driverl, car rental agencies and truck rentels lwithout driverl are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

|  | Total! 1 ) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe $\text { miodle } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sa es value ( $\$ 000$ 's) Migh sales value ( 9000 's) | 11 $(1)$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ s) |  |  |  |  |
| Asets - . - . - . - . - . |  |  |  |  |  |
| Cesh Accounti and notes receivable | 11 | -- | -- | -- | - |
| Inventory | - | -- | -- | -- | -- |
| Diher current assets | 109 | -- | -- | -- | -- |
| Total cuprent assets | 120 | -- | -- | -- | -- |
| Fixed ussets | 162 | -- | -- | -- | -- |
| Less: Aceum. dep. on fixed assets | - | - | -* | -* | -- |
| Other assets | 48 | - | -- | -- | -- |
| Totel ments | 330 | -- | -- | -- | -- |
| Liebilities and squity |  |  |  |  |  |
| Current loans | 15 | -- | -- | -- | -- |
| Other cuprent liabilitios | 32 | -- | -- | -- | -- |
| Total cupent liabilitios | 48 | -- | -- | -- | - |
| Mortgages payable | - | -- | -- | -- | -- |
| Long lerm debt | 14 | - | -- | -- | -- |
| Other liabilities | 200 | -- | -- | - | -- |
| Total liabilisies | 251 | - | - | - | -- |
| Total equity | 66 | -- | - | -- | -- |

(1) These estimates ore based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.
see table i for symbols and notes.

TABLE 3. Finencial ratios(1) for incorporated businesses only. 1987
Wewfoundland, Automobile and Truck Rentel and Leasing Services (Sic 9921)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 9000 's) High sales value $\left(\$ 000^{\circ}\right.$ s) | (1) |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity reito Current ratio (times) | 2.5 | - | -* | -- | -- |
| Leverage retios <br> Debtlequity latio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 3.8 \\ & 0.4 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the everage of retios for mach business in the group and cannot be calcutated from the figures shown in fable 2 .
(2) These estimetes ere bered on smple of businesses reporting seles between $\mathbf{5 2 5 , 0 0 0}$ end $\$ 2,000,000$.

See teble 1 for symols and nores.

## Definitione:

1. Liquidity retio:

Current $=$ current ossets / current liabilisies
2. Leverage retios:

- Detr/equity $=$ tota $1 / i$ atilities / equi?y.
bl Det: ratio = to:al lisoilities / total assets
cl Interest coverage $=$ net profit - interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Newfoundiand, Automobile and Truck Rental and Leasing Services (SIC 9921)

|  | Total (1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe: $\text { middle } 25 \%$ | UoDer $\text { middle } 25 \%$ | $\begin{aligned} & \text { ToD } \\ & 2 E: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) | - |  |  |  |  |
| Low salos vaiue $(\$ 000$ si High sales value (5000's) | - |  |  | -- | --- |
|  | Average (\$000's) |  |  |  |  |
| Opereting ectivities | $x$ |  |  |  |  |
| Cash from aperstions | $\stackrel{x}{x}$ | -- | -- | -- | -- |
| Depreciation | x | -- | -- | - | -- |
| Other | $x$ | -- | - | -- | -- |
| Dividends | $x$ | -- | -- | -- | -- |
| Investment ectivitios | - |  |  |  |  |
| Dispossl of fixed assets | $x$ | -- | -- | -* | - |
| Pupchase of fixed assets | $x$ | -- | -- | - | -0 |
| Incinase in investment | $x$ | - | -- | - | -- |
| Decrease in investment | X | - | -- | -- | -- |
| Finmeing activities | - |  |  |  |  |
| Increse in long term deot | $x$ | -- | -- | -- | -- |
| Redayment of lang term debt | $x$ | -- | -- | -- | -- |
| Loans fiom starenolders | $x$ | -- | -- | - | -- |
| Repayment of loans from shareholders | $x$ | -- | -- | - | -- |
| Ldvances \& toans fiom government | $x$ | -- | -* | - | .- |
| Increase in eouity | $x$ | -- | - | -- | -- |
| Decrease in equity | x | -- | -- | -- | -- |
| Other | x | -- | -- | -- | -- |
| Increase(decrease) in cash \& equivalentz |  | -- | -- |  | -- |
| Cash sequivalonts-8eginning of the year | $x$ | -- | -- | -- | -- |
| Cash equivalents - End of the yoer. | $x$ | -- | -- | -- | -- |

(1) These estimates ore dased on sample of incoppored businesses reporqing sible beiween $\$ 25,000$ and $\$ 2.000,000$. Stmple count includes
only those businesses poorting statement of changes
see table 1 for symbols and noles

TABLE 5. Employment changes by size of business. 1984-1987 based on SiC clessiflcation in i987 Newfoundiand, Automobile and Truck Rental and Leasing Services (Sic 9921)

|  |  |  |  | Changes in num with poi | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour uniqsil) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\prime} \mathrm{s}\right) \end{array}$ | Average labour units 11 | Newly <br> inporting(2) | No tonger reporting(3) |

1984
Totat
less than 20
$20=99$
$100=499$
500 and over

| 11 | 966 | 61 | 2 |
| :--- | ---: | :--- | :--- |
| 11 | 966 | 61 | 2 |
| - | - | - | - |
| $=$ | - | - | $=$ |

1387
Total
less than 20
$20^{-} 99$
$100-499$
500 and over

10

20-99
500 and over

| 91 | 60 | 1 |
| ---: | ---: | ---: |
| $\times$ | 35 | 1 |
| $x$ | 25 | - |
| - | - | - |

$\qquad$
(1) Average lobour unis are calculbiod by dividing tolal payroll by the averoge minul wage and salary roit as reported in the Survey of Emoloyment. Pgyroll and Hours. Statistics Canada. Caiologue $72-002$. An average labour unit could be interpreted as a full-time employee Note that the business size groups used are determined at the Canado level. Thus it business has at leas? 500 employees in cansod as a whole dut less than that number in any given province it is shown in the 500 and over group.
(2) Refers io businesses reporting no payroll deductions in the provious year
(3) Refers 20 businesses reporting no payroll deductions in the following yeer
"Mewly reporting" and mo longer redorting" businesses are assumed to nave been in ectivity for six months and the information is odjusted accordingly

See lable 1 for symbols and motes

5OURCE: Snell Business and Special Surveys Division. Statistics Canoda.

TABLE 6. Selected operating characteritelce of tmall businesses by sales quartile. 1985-1987
Newfoundiand, Automoblle and Truck Rentel and Leasing Services (Sic g921)


1985

```
Wumber of observations in sample
    Average soles \$
    Avarage exoense
    Average nat profit (loss) s
Businestex reporting a profit (Mo.)
    Aver age sales \$
    Averape expense \(\$\)
    Average net profit \(\$\)
Buginesees reporting lose (Mo.)
    Averse sales \(\$\)
    Average expense
    Average net loss
    averge sales
```



```
    lumber of observetions in smaple
    Average sales $
    Average expense s
    Average net profit {loss) $
Dusinesses reporting a profit (Mo.)
    Average sales $
    Average exoenses
    Average net Diofits
Businesses reporting loss (Mo.)
    Average sales s
    Averge sales 
    Average expense$$
```

1987
Wumber of observations in semple
Aversge sales
Average expense $\$$
Average net Drofit (loss) $\$$
13
179.837
185.348
-7.511

6
191.810
180.585
11.225

7
331.305
420.670
-89.365
(1) These estimetes are based on semple of Dusinesses reporting soles between $\$ 25,000$ and $\$ 2.000,000$
see table 1 for symols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Newf oundland, Welding (SIC 9942)

| Total:9; | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | Upoer <br> middle 25 : |
| :---: | :---: | :---: | :---: |


| Businesses in samole (No.) Low saies value ( 5000 's) High saies vatue ( 800 C 's) | $\begin{aligned} & 7 \\ & (1) \\ & 11 \end{aligned}$ |  | -- |  |  | -- | -- |  |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry average ${ }^{\text {2 }}$ ) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lower <br> middle <br> 25\% | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses | 11.7 | -- | - | -- | -- | 100.0 | 11.7 | -- | -- | -- | - |
| Deprecietion | 4.9 | -- | -- | -- | -- | 100.0 | 4.9 | -- | -- | -- | -. |
| Redoips s mointenance | 1.8 | - | -- | -* | -- | 78.7 | 2.3 | -- | -- | - | -- |
| Hest. light 8 telephone | 3.4 1.5 | -- | -- | -- | -- | 100.0 58.6 | 3.6 2.6 | -- | -- | -- | -* |
| Rent |  |  |  |  |  |  |  |  |  |  |  |
| Personnel expenses | 20.0 | -* | -- | -- | -- | 96.1 | 20.8 | - | -- | -- | -- |
| Finsmeisl expenses | 14.5 | -- | -- | - | -- | 100.0 | 14.5 | - | - | -- | =- |
| Interest 8 cank charges | 13.4 | - | -- | - | - | 100.0 | 13.4 | -- | -- | - | -- |
| Professional fees | 1.1 | -- | -- |  | -- |  |  | - | -- | -- | -- |
| Other expenses | 53.6 | - | -- | -- | =- | 100.0 | 53.6 | -- | -- | -- | -- |
| Profit (lose) | 0.2 | -- | - | -- | -- | 66.5 | 0.3 | - | -- | -* | =- |
| Totel | 100.0 | -- | - | - | -- | 100.0 |  | - | -- | - | - |

## syovol

zerc or no observarions
-- too small too be expressed
... not applicable

- Confidential

```
(1) Iness estinetes are besed on asmple of businesses reporting seles between \(\$ 25.000\) and \(\$ 2.000,000\)
                    lotal weighed expenditure on given item
(2) Value in each cell \(=\frac{10 \text { al weighted expenditure on given }}{10191 \text { weighted }} \times 100\) for quartile.
\(\left(31\right.\) Velue in each cell \(=\frac{\text { Total weighted expenditure on given item }}{\text { lotel weighted seles of businesses reporting this item of expenditure }} \times 100\) for esch guartile
    This portion of the table pertains only 10 the businesses reporting the specific expense item. fherefore these ratios ere culated
    individuslly and the rotal will not necesserily equal 1002
```


## Mote:

Date ere shown by quertiles when et lest 13 of the sampled businesses peport the specific ifem
fecords were ranked in escending order according 10 sales size. Each quartile li. bot © $25 \%$. lower midde 25z. etc.l represents one quarter of the total number of businesses. Mithin esch quertile. the verege istio is prestented. For comparison purposes. the migh eno low vilues of seles ere show.

Now to use the tebies
(19) locet the oppropriaie seles range thet is displeyed on the two lines entitied "low sales value" and "High sales value"
(2) The solecteo renge will indicase the proper quartile. i.e. the bottom $25 \%$, the lower midde $25 \%$, the upper nidde 258 or the 100 25\%.
(3) Date pertining to the selmed soles size range will be in that quertile

## Standerd Industrisl Cisssificetion Definition (Sit 1880):

5ic 9842 - wioing
Businesses primarily engaged in repeir mork by welding such as: sceqylene welding services. blackenith services. orazing lweldingl servicms,
electric welding services lexenp construction sile), welding repair work and welding shops

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Newfoundland, Welding (SIC 9942)

|  | Total(1) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { miode } 25 \%$ | Upder middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value (\$000's) High sales value ( 9000 's) | (1) ${ }^{5}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | F | -- | - | -- | -- |
| Accounts and motes receivable | 15 | -- | -- | -* | - |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 16 | -- | - | -- | -- |
| Total curient assets | 30 | -- | - | -- | -- |
| Fixed assets | 22 | -- |  | -- | -- |
| less: Accum. dep. on fixed assets Other assets | - | -- | -- | -- | -- |
| Totel mseets | 52 | -- | - | -- | -- |
| Liabilities and equist |  |  |  |  |  |
| Current loans | 9 | -- | -- | -- | -- |
| Other current liabilities | 17 | -- | -- | -- | -- |
| Total current liabilities | 21 | -- | -- | -- | -- |
| Mortgages parable | - | -- | -- | -- | -- |
| Long term debt | 0 | -- | -- | -- | -- |
| Other liabilities | 20 | -- | -- | -- | -- |
| Total liabilities | 41 | -- | -- | -- | -- |
| Total equity | 12 | -- | -- | -- | -- |

(1) Ihese estimates are based on sample of businesses reporing sales beiween $\$ 25,000$ ond $\$ 2,000.000$.

See Table i for symools and notes

TABLE 3. Financial ritios(1) for incorporated businesses only. 1987
Newfoundiand. Welding (S|C 9942)


[^34](2) These estimetes re besed on semple of businesses coporiing sples detween $\$ 85,000$ and $\$ 2,000,000$.

See toble 1 for symols and notes

## Definitions:

1. Liquidity retio:

Cuprent = eurrent ossets / current liabilities
2. Leverage ratios:

Dett/equity = tota\{ iabilities / equity
Debt ratio = to:a habilities / total assets
el Interes: coverase = net prof: . interest expense $/$ interest expense

TABLE 4. Statement of changes in financlal position for incorporated businesses only, 1987 Newf oundiand, Welding (SIC 9942)

|  | Total(1) | $\begin{array}{r} \text { Bot10m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middele } 25 \% \end{array}$ | Upoer midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value (\$000's) | $\begin{aligned} & 1 \\ & (1) \end{aligned}$ | -- |  | -- |  |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities Cash from oofrations Depreciation Other | $x$ $\times$ $\times$ | -- | -- | -- | -- |
| Dividends | $\times$ | -- | -- | -- | -- |
| Investment ectivitios <br> Disposal of fixed assets <br> Purchase of fixed assets <br> lncrease in investment <br> Decrease in investment | $x$ $\times$ $\times$ $\times$ $x$ | -- | -- | -- | =- |
| Financing ectivitios <br> Increase in long term dobt <br> Repayment of long term debt <br> Loans from sharenolders <br> Recayment of loans from sheraholde:s <br> Aovances B loans from government <br> Increase in equity <br> Oecresse in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> -- <br> -- <br> - | - - - - - - | -- -- - - - -- | -- <br> -- <br> -- <br> -- <br> -- <br> - |
| Incresse(decresse) in cesh equivalents Cash sequivelents-Beginning of the yeer Cash s equivalents - End of the year | $x$ $x$ $x$ | -- | -- | -- | -- |

 only those businesses reporting stelumen of chenges
See isble i for symbols and notes.

TABLE 5. Employment chenges by size of business. 1984-1987 based on SIC ciassifleation in ig87
Newfoundland, Welding (SIC 9942)

| Business size expressed in average labour units(1) |  | $\begin{array}{r} \text { Total payroll } \\ (5000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with osid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of Dusinesses |  |  | Nowly reporting (2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 33 | 1.581 | S0 | 9 | 7 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 32 1 - - | $x$ $\times$ | 74 16 - | 8 1 - | $?$ |
| 1987 |  |  |  |  |  |
| Total | 35 | 3.167 | 156 | 6 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 32 \\ 3 \\ - \\ - \end{array}$ | $\begin{array}{r} 1.220 \\ 1.94 ? \\ = \\ \hline \end{array}$ | 72 86 - - | 6 | - |

(i) Average lebour units are colculated by dividing total payroll by the averoge annul wage and salary rete as reported in the Survey of Employment. Paypoll and Hours. Stalistics Canade. Catologue 72-002. An aversge labour unit could be interpreted as a full-sime employee. Note that the business sire groups used ore determined at the Canade level. fhus if business has at leest 500 employees in cansed as athole but less than that number in any given province it is shown in the 500 end over group
121 Reters to businesses repoting no payroll deductions in the previous year
131 Refers to businesses reporiting no payroll deductions in the following year
*Newly reooting" and "no longer reporting" busiresses are assumed to have been in activity for six months and the informetion is acjusted accordingiy
see rable i for symools and noiss.

TABLE 6. Selected operting characteristics of small businesses by sales quartile, 1985-1987 Newfoundiand, Welding (SIC 9942)


1985

Muber of observetions in sample
Average sales $\$$
Average expense $\$$
Aver ge net profit (loss) s

Businesses reporting a profit (Mo.)
Average sales $\$$
Averoge expense \$
Average net profit $\$$

Businesses reporting loss (Mo.)
Averige sales
Average expense 5
Average net loss \$
1985


1985

```
Mumber of observetions in sample
    Average sales$
    Average expense $
    Average net profit (loss) $
Businesses reporting profit (Mo.)
    Average sales $
    Average expenses
    Average net Diofit$
Businesses reporting a loss (mo.)
    Averuge sales g
    Average expense s
    Average net loss$
```



1987

| Mumber of observations in semple <br> Averoge sales $\$$ <br> Average mpense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 5 \\ 110.169 \\ 106.629 \\ 3.540 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profis (Mo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profits | $\begin{array}{r} 7 \\ 203.782 \\ 194.570 \\ 9.212 \end{array}$ | -- | -- | -- |
| Businesses reporting loss (Mo.) <br> Average sales <br> Average expense \$ <br> Average net loss $\$$ | 72.232 74.523 -2.391 | -- |  | -- |

(1) These estimates be based on sample of businesses reporting sales between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 , 0 0 0}$

See iadie 1 tor symbols and nozes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Newfoundland, Services to Buildings and Dwellings (Sic 995)

|  | Total(1) | Bottom 25\% | Lomer midole $25 \%$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } 25 \% \end{aligned}$ | Toc 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No.) | 15 |  |  |  |  |
| Low sales value ( $9000{ }^{\circ} \mathrm{s}$ ) | (1) | -- | -- | - | -- |
| High sales value $\{5000$ 's) | (1) | -- | -- | -. |  |


| Selected expense item | Industry aversoge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on $\mid y(3)$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper miodle $25 \%$ | TOD $25 \%$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of seles |  |  |  |  |
|  | 5.8 | -- | -- | -- | -- | 100.0 | 5.8 | -- | - | -- | -- |
| Depreciation | 2.5 | -- | -- | -- | -- | 90.6 | 2.7 | -- | -- | -- | - |
| Repairs a maintenance | 0.2 | -- | -- | -- | - | 20.5 | 1.0 | -- | - | -- | - |
| Meat. light s teleohone | 1.3 | -- | - | - | -- | 57.0 | 2.3 | - | -- | -- | -- |
| Rent | 1.9 | - | -- | - | -- | 46.3 | 4.0 | -- | -- | - | -- |
| Personnel expenses | 43.8 | -- | -- | -- | -- | 96.1 | 45.6 | -* | - | -- | -- |
| Financial expenses | 4.1 | -- | - | -- | -- | 100.0 | 4.4 | -- | -- | -- | -- |
| Interest ${ }^{\text {d }}$ bank charges | 3.6 | -- | -- | -- | -- | 100.0 | 3. 6 | -- | -- | -- | -- |
| Professional fees | 0.8 | -- | -- | -- | -- | 77.8 | 1.0 | -- | -- | -- | -- |
| Other expenses | 30.5 | -- | -- | - | -- | 100.0 | 30.5 | -- | -- | -- | -- |
| Profit (lose) | 15.6 | - | - | - | ** | 100.0 | 15.6 | -* | - | -- | =- |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | - | -- | -- |

Sybels

- zera or no observetions
-- too sinall too be expressed
not edolicsole
$\times$ confidencial


## footnoter

111 These estimetes or besed on semple of businesses reporting sulins between \$25,000 and \$2,000.000.
12) Value in Total weighted oxpenditure on given item
13) Value in esch cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { lotel weighted seles of businesses feporting this isem of expenditure }} \times 100$ for ench quertile.

This portion of the teble pertoins only to the businesses reporting the specific expense iten. Therefore these ratios ore calculsted individually and the sotel will not necesserily equal $100 \%$.

## Motes

Dete ere shown by quertiles when at least 13 of the samplec businesses report the specific item
品cords were raked in ascending order according to sales size. Eech quartile li.e. bottom 252. lower midde 25\%, etc.l represents one quarter of the colal number of businesses. Within each quertile. the everage ratio is presented. For comparison purposes. the high ond low values of seles afe shown.

How to use the tebles
(1) locate the sproprite salea renge thet is disployed on the emo lines entitied mow seles value" and "Mlgh seles value"

121 The selected renge will indicete the proper quertile. i.t. the botsom 25\%, the lower midole 252, the upper midde $25 y$ or the top 25\%.
(3) Data pertaining to the selected soles size range will be in that quartila.

## Stenderd Induetriel clateification Definition (SIC 1080):

SIC 0850 - Services to buildings and Dwellinge
gusinesses primarily engaged in disinfecting end extermineting, window cleaning. janitorial and other services to buildings and awellings.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundland, Services to Buildings and Dwellinge (SIC 995)

|  | Total(1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | UDDer midde 25: | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low soles vilue ( 8000 s) High sales value ( $\$ 000$ 's) | 11 $(1)$ | -- | -- | -- | -- |
|  | Average (3000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | - |  | -- | -- | -- |
| Accounts and notes receivable | 12 | -- | - | -- | =- |
| Inventory |  | -- | -- | -- | -- |
| Other current assets | 8 | -- | =- | -- | -- |
| Total current assets | 19 | -- | -- | -- | -- |
| Fixed assets | 23 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets Other ssets | - | -- | -- | -- | -- |
| Totel ossets | 48 | = | =- | -- | - |
| Lisbilitios and equity |  |  |  |  |  |
| Current loans Other current liabilities | 188888 | -- | -- | -- | -- |
| Total current liabilities | 20 | -- | -- | -- | -- |
| Mortgages payable |  | -- | -- | -- | -- |
| Long term debt | 3 | -- | -- | -- | -- |
| Other lisbilities | 30 | -- | -- | -- | =- |
| Total liabilities | 53 | -- | -- | -- | -- |
| Totel equity | -5 | -- | [-- | [-* | -- |

(1) These estimotes are based on sample businesses reporting sales deiween $\$ 25.000$ and $\mathbf{8 2 , 0 0 0 , 0 0 0}$.

See table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Newfoundiand, Services to Bulldings and Dwilings (Sic 995)


11 The retios represent the everage of ratios for each business in the group and cennot be colculated from the figures shown in toble 2
(2) These setimetes ar based on senple of businesses reporting seles between $\mathbf{\$ 2 5 , 0 0 0}$ end $\mathbf{2 2}, 000,000$

See ioble I for symbols and notes.

## Definitions:

1. Liquitity retio:

Curpent $=$ current assets $/$ current liabilities
2. Leverage retios:

```
Debt/eovity = roral |abilities/ equity.
Debt ratio = toral liabilities/ total assets.
c) Interest coverage = net profit - interest expense / interest expense
```

TABLE 4. Statement of changes in financiel position for incorporsted businesses only. 1987
Newfoundiand. Services to Buildings and Dwellings (S|C 995)

|  | Total!1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | mower | Upper midale $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $(1)^{3}$ | -- |  |  |  |
|  |  |  | Averoge (\$000 |  |  |
| Opersting activities Cash from operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -- | -- |
| Investment ectivities <br> Disposel of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decresese in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Finencing ectivitios <br> Increase in long term deb: <br> Repayment of lang term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances of loans \&rom government <br> Increses in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - <br> - <br> -- <br> - <br> - <br> - | -- <br> - <br> - <br> - <br> - <br> - | - - - - - - - | - <br> - <br> - <br> - |
| Increase(decrease) in cash sauivalents Cesh s equivalents-Beginning of the year Cest s equivalonts - End of the reer | $x$ $x$ $x$ | -- | -- | -- | - |

 only those businesses reporiing statement of chenges.
See table, for symbol and notes.

TABLE 5. Employnent changes by size of business. 1984-1987 based on SIC classification in ise7 Newfoundiend. Services to Buildings and Dwellings (SIC 995)

| Business size expiessed in average labour units(1) | Number of Businesses | $\begin{array}{r} \text { Total payroll } \\ \text { ( } \$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesees with paid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 88 | 5,802 | 550 | 24 | 11 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 76 10 1 1 | $\begin{array}{r} 2,239 \\ 3,095 \\ x \\ x \end{array}$ | 196 308 34 12 | $\begin{array}{r}23 \\ 1 \\ \hline\end{array}$ | 11 |
| 1587 |  |  |  |  |  |
| Totel | 112 | 6.711 | 675 | 26 | -. |
| $\begin{aligned} & \text { less then } 20 \\ & 20-\$ 9 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 98 11 2 1 | 2.557 3.773 $x$ $x$ | 232 403 27 13 | 25 | . $\ldots$ $\ldots$ $\ldots$ |

(1) Average labour units are colculated by dividing rotal payroll by the average annuel wege and salary rete es reported in the Surver of Employment. Payroll and Mours. Statistics Conode. Catologue $72-002$. An average labour unit could be interpreted as o fult-lime employee. Note thet the business sige gioups used are determined of the Conade level. Thus if a business has at leas? 500 omployess in canade as owhole but less then inst number in ony given province it is show in the 500 and over group.
(21) Reters to businesses reporting no payroll deductions in the previous year
(3) Refers to businesses reporting no payrall deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusied according!y

See table ifor symbols and notes.

TABLE 6. Selected operating charmcteristics of mall bustnesses by sales quartile, 1985-1987 Newfoundiand, Services to Buildings and Dwellinge (SIC 995)

|  |
| :---: |



Number of observations in semple

$$
\text { Average sales } 3
$$

Average expense 9
Average net profit (loss) s

Businesses reporting proflt (No.)
Average sales $\$$
Average expense s
Averape net profits

Businesses reporting a loss (Mo.)
Average sales
Average expense $\$$
Average net lass

36
175.812
154.440
21.372

29
184.325
160.327
23.998
140.513
148.416
-7.903
$\begin{array}{ll}-- & -- \\ -- & -\end{array}$

| -- | -. |
| :--- | :--- |
| -- | - |

-.
$-=$
--
$\begin{array}{ll}-= & -- \\ -- & --\end{array}$

| -- |
| :--- |
| - |
| - |
| - |
| - |
| - |

--
--
--

1987

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


--
--

Businesses reporting profit (Wo.)
Average sales 8
170.085
148.583
--
Average expense s
48.583
21.502

Aversge net profits

8
113.548
118.128
Averape sales s
$\begin{array}{lr}\text { Aversge expense s } & 118.128 \\ \text { Average net losss } & -4.580\end{array}$
(1) These estimetes are based on sampl of businesses reporting seles between $\mathbf{3 2 5 , 0 0 0}$ and $\mathbf{2}, 000.000$

See Tabie i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Newfoundland, Janizorial Services (SIC 9953)

| Total(1) Bottom | Lower | Uprep | Top | middie $25 \%$ |
| ---: | ---: | ---: | ---: | ---: |


| Eusinesses ir sample (No.) Low seles value ( $\$ 000 \mathrm{~s}$ ) High sales value $\{\$ 000$ s) | $\begin{aligned} & 10 \\ & (1) \\ & 11) \end{aligned}$ |  | -- | -- |
| :---: | :---: | :---: | :---: | :---: |


| Selected expense item | Industry overage (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd le } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupency expenses | 5.0 | -- | - | -- | -- | 100.0 | 5.0 | -- | -- | -- | -- |
| Depreciation | 2.7 | -- | -- | -- | -- | 100.0 | 2.7 | - |  | -- | -. |
| Repairs ofsintemance | 0.2 | -* | -- |  | -- | 20.3 | 1.1 | -- | -- | -- | - |
| Hest. light \& teleptions | 9.0 | -- | -- | -- | -- | 48.1 | 2.1 | -- |  | -- | -- |
| Rent | 1.1 | -- | - | -- | -- | 42.2 | 2.5 | -- | -- | -- | -- |
| Personnel expenses | 43.7 | -- | - | -- | -- | 100.0 | 43.7 | -- | -- | -- | =- |
| Financisl expenses | 4.7 | -- | =- | -- | -- | 100.0 | 4.? | - | - | -- | -- |
| Interest $\delta$ bonk charges | 4.0 | -- |  | - | -- | 100.0 | 4.0 | -- | -- | -- | -- |
| Prolessionsl fees | 0.7 | -- | -- | -- | -- | 75.4 | 0.9 | -- |  |  | - |
| Other expenses | 30.3 | -- | -- | -* | -- | 100.0 | 30.3 | - | -* | -* | -* |
| Profit (loss) | 16.2 | - | - | -- | -- | 100.0 | 16.2 | - | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | *- | - |

## Symol:

zero or no observations

- 100 small 100 be expressed
not app! icable
$x$ confidentisl


## footnotes



## Motes

Dat are shown by queptiles when ei least 13 of the sumpled Dusinesses report the specific liem
Records were renked in msending order according to sales site. Eech quertile li. ©. bottom 25\%. lower midde 25\%, etc. pepresents one quarter of the totsi number of businesses. Within esh quartile, the oversge retio is presentid. For comper ison purposes. ine high and low velues of setes sere show.

## Mow to use the tebles

(1) locete the appropriste seles penge that is displeyed on the two lines entitied vow seles value" end ehigh seles velue"
(2) The selected ronge will indicete the proper quertile. i. e. the bottom 25x. the lower niddl 25\%, the upper niddl 25\% or the $10025 \%$.
(3) Det卷 pertaining to the sulected stiles size ronge will be in thet quertile.

## Stender Industrisi CIEstifiestien Definition (SIC 1980):

S(C 953 - Jenitoriel Servicet
Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as cher service, floor wbing, jenitorial sefvices. janilorial maintenance of bu dings and owe!lings and office cleaning

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Newfoundland, Jenicorial services (SIC 9953)

|  | Totalil) | $\begin{array}{r} B 0 t+0 m \\ -25 \% \end{array}$ | Lower $\text { midde } 25^{\circ}$ | $\begin{array}{r} \text { UDDEP } \\ \text { midole } 25 \% \end{array}$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No.) <br> Low sales value (5000's) <br> High sales vaive ( $\$ 000^{\circ}$ s) | $(1)$ | -- | -- | -- | -- |
|  | Avarage (\$000's) |  |  |  |  |
| Assets - - - - - . - . |  |  |  |  |  |
| Cash ${ }_{\text {Accounts and notes receivable }}$ | 12 | -- | -- | -- | -- |
| Accounts and notes receivable Inventory | 12 | - | -- | - | -- |
| Other current assets | 8 |  | -- | -- | -- |
| Total current assets | 20 | -- | -- | -- | -- |
| Fixed assets | 24 | -- | - | -- |  |
| Les5: Accum. dep. on fixed assets | - | -- | - |  |  |
| Other assets | 6 | -- | -- | -- | -* |
| Totel assets | 49 | - | - | - | -- |
| Lisbilities end equity |  |  |  |  |  |
| Other current lisbilities | 13 | -- | -- | - | -- |
| Tota cuprent liabilities | 21 | -- | -- | -- | -- |
| Mortgages Daysble | - | -- | -- |  |  |
| Long term debt | $3{ }^{3}$ | -- | - | -- | -- |
| Other liabilities | 30 |  | -- | - |  |
| Total lisbilities | 54 | -- | -- | -- | -- |
| Total equity | -4 | -- | - | -- |  |

111 inese estimetes are based on sample of businesses reporting sales between $\$ 25,000$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0}$.
see table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987 Newfoundland, Jenltorlal services (Sic g953)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowor <br> middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (NO.) Low sales value ( $\$ 000$ 's) Migh sales value $\left(\$ 000^{\prime}\right.$ s) | $(1)^{7}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity rotio <br> Current ratio (times) | 0.9 | - | -- | -- | -- |
| ```Leverage ratios Debtiequity ratio (times) Interest coverage ratio (times) Debt latio (times)``` | $\begin{array}{r} -12.1 \\ 0.2 \\ 1.1 \end{array}$ | -- | -- | - | - |

(1) The retios peprestent the everage of catios for wech business in the group and connot be celculated from the figures shown in toble 2 .

121 These estimetes besed on senple of businesses reporting seles between $\$ 25.000$ and $\$ 2.000 .000$.
See Teble 1 for symbols and notes.

## Definitions:

1. Liquidity retio:

Current $=$ current assets / curreni liabilities.
2. Leverege ratios:

Debt/equity $=$ qotal liabilities / equisy.
b) Deb: ratio = toibl liabilipies/tolal assets
c) Interest soverage $=$ net profit - interest expense $/$ interes? expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Newf oundland. Jenitorial Services (SIC 9953)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ | Upoer midole $25 \%$ | Too 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 2 \\ & (1)^{2} \end{aligned}$ | -- | -- | -- | -- |
|  | Avapage (\$000's) |  |  |  |  |
| Opersting ectivities Cash from operations Depreciation Opher | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | - |
| Dividends | X | -* | - - | -- | -* |
| Investeent ectivities <br> Disposel of fixed assets <br> Purchose of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | $=-$ $=-$ $=-$ | - | -- |
| Financing activities <br> Increase in long term debp <br> Repeyment of long serm debt <br> Loens fiom shareholders <br> Reparment of loans from shareholders <br> Advances 6 loans from government <br> increase in cquity <br> Decresse in cauity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | $-\infty$ $-=$ $-=$ $-\infty$ $-=$ $-=$ -0 | $-\infty$ $-\infty$ $-\infty$ $-\infty$ -0 | $-=$ -- $=-$ $=-$ -- -- -- |
| Increase(decrease) in cash s equivelents Cash equivalents-Beginning of the yeer Cash equivalents - End of the rear | $x$ $X$ $X$ | -- | -- | -- | -- |

 only those ousinesses reporting stetement of changes
See teble i for symbols and notes.

Newf oundiend, Services to Bulldings and Dwellings (SIC 995)

| Business size expressed in overage labour unitsil) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \end{array}$ | Averege labour units(1) | Chonges in number of businesses with peid employes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly <br> reporting(2) | No. longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 88 | 5.802 | 550 | 24 | 11 |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text { - } 95 \\ & 100-49 \\ & 500 \text { end over } \end{aligned}$ | 76 10 1 1 | $\begin{array}{r} 2.239 \\ 3.095 \\ x \\ x \end{array}$ | $\begin{array}{r} 196 \\ 308 \\ 34 \\ 12 \end{array}$ | 23 | 11 |
| 1917 |  |  |  |  |  |
| Totel | 112 | 8.711 | 675 | 28 | . |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20.99 \\ & 100 \text { - } 499 \\ & 500 \text { ond over } \end{aligned}$ | 98 11 2 1 | 2,557 3,773 $x$ $x$ | 232 403 27 13 | 25 | $\ldots$ |

[^35]TABLE 6. Selected opereting characteristics of smali businesses by sales quartile. 1985-1987
Newfoundland, Janitorial Services (SIC 9953)


1985

Mumber of observations in sample Average sales $\$$
Average expense $g$
Average net piofit (loss) $\$$

Businesees reporting profit (No.)
Averoge sales \$
\&verage expense $\$$
Averege net profits
15
158.803
145,875
12.828
usinesses reoorting loss (Mo.)
Aversge sales $\$$
Aver oge expense $\$$
Average net loss $\$$
15
58.803
158.803
145.875
12.928


1010062011


[^0]:    111 These estimates ere based on sample of busimesses reporting seles between $\$ 25,000$ and $\$ 2.000,000$.
    See lable 1 for symbols and notes

[^1]:    (1) These estimates re based on sample businesses reporting sales between $\$ 25.000$ ond $82.000,000$.
    see Table ifor symools and notes

[^2]:    (1) These estimates are based on a sample of businesses reporting sales between $\mathbf{8 2 5 . 0 0 0}$ and 82.000 .000 .

    See lable f for symbols and notes

[^3]:    (1) These estimates are besed on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$

    See Table 1 for symbols and notes

[^4]:    (1) Average abour units are colculated by dividing total payroll by the ovarage annual wage ond salary rate os reported in the Surver of Employment. Payroll and Hours. Stapistics Canada, Catalogue 12-002. An average labour unit coulo be interpreted as o fult-time employee. Note that the business size groups used are determined at the Canada level. ihus if a pusiness has at least 500 employees in canada as athole but less than that number in any given province it is shown in the 500 and over group
    (2) Refers to businesses reporting no paypoll deductions in the previous year.
    (3) Refers to businesses reporting no payroll deductions in the following yeap
    -Newly reporifg" anc "no longer reporting" Dusinesses are assumed to have beer in activity for six months and the information is adjusteo accoroingly.

    Sae Table: for symbols and notes.

[^5]:    11) These estimates ore based on sanple of businesses reporting soles between $\$ 25,000$ and $\$ 2,000.000$ See table, for symbols and notes
[^6]:    a) Debt/equity $=$ rotal liabilities equity.
    b) Debt ratio = potal liabilities / total assets
    c) Interest coveroge $=$ nel profit - interest expense / interest expense.

[^7]:    (11) These estimates bred on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$
    see Teble for symbols and notes

[^8]:     Surver of Employment. Parroll ano Hours. Statistics ianaó, Catslogue 72.002. An average labour unit could be interpreted es a fuli-i ime employee. Note that the business sizt gioups used ere determined ot the Canado lovel. Thus if ousiness has at least 500 emplovees in Carada as whole but less than that number in any given province it is shown in the 500 and over group.
    12) Refers 20 Dus nesses reporting no payroll deductions in the previous rear.
    (3) Refers tc businesses reporting no payroll deductions in the following year
    -Newly reporting" and enc longer reporting" Dusimesses are assumed to have Deen in activity for sux months and the information is adjusied accordingty

    See iable 1 for symols and notes

[^9]:     Survey of Employment. Payroll and Mours. Stapistics Cansod. Casalogue 72-002 An average labour unit coulo be interpreted as a tuti-time employee Note that the business size groups used are determined at the Cancoa tovel. Thus if business hos at last 500 employees in Canado as whole but less than that number in any given province it is shown in the soo and over group.
    (2) hefers to businesses reporiing no payroll deductions in the previous year

    131 Refers to businesses reporiing no payroll deductions in the following year
    *Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

    See Table 1 for symbols and notes

[^10]:     Survey of Employment. Payroll bin Mours. Siai istics Canada. Caislogue 72-002. An sverage labour unit could be interpreied as a full-tine employee. Mote that the business sire groups used are determined at the Canade level Thus if a business has ot least 500 employees in Canade as athole but less than thet number in any given province it is show in the soo and over group.
    121 Refers zo businesses reporting no payroll oeductions in the previous year.
    13) Refers to businesses reporting no parrall deductions in the following vear

    Wewly reporting" and "no longer reporiing" busimesses are assumed so have been in activity for six mon ins and fhe information is adjusied accordingly.

    Set rable 1 for symbols and notes

[^11]:    (1) These estimates are dased on ample of businesses reporting sales berween $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0 .}$

[^12]:    11) Aver age labour units calculated by dividing total payroll by the average annual wage and salary rate as reported in the Surver of Employment. Payroll and Hours. Statistics Cansda, Caislogue 72-002. An average labour unit could be interproted as a full-time employme. Moie that the business size groups used are determined at the Cansda level. Thus it business has at least 500 employees in Canada as whole but loss than shat number in ony given province it is shown in the 500 and over group.
    (2) Refers to businesses reporing no payroll deductions in the previous year.
    (3) Refers to businesses repopiing no payroll deducions in the following year
    "Newly reporting" and "no tonger reporting" businesses are assumed to have been in activipy for six months end the informarian is adjusted accordingly.

    See fable for 5 ymbols and notes.

[^13]:    (1) These estimetes are bssed on semple of businesses reporting sales between 825,000 and $\mathbf{8 2}, 000,000$. See iable, for symbols and notes

[^14]:    (11) These estinates are based on samole of businesses reporting sal deimeen $\$ 25.000$ and $\$ 2,000.000$

    See tab e for symbo's and notes

[^15]:    (1) Average labour units are calculated by dividing total payroli by the average annual wage and salary pate as reporied in the Survey of Emoloyment. Payroll and Hours. Statistics Canado. Catalogue 72-002. An average labour unit could be interpreted as o tult-time mployee. Note that the business size groups used are derermined ot the tanada level. fhus if a business has al least 500 employees in Canaoa as whole but less than that number in any given province it is shown in the 500 and over group.
    121 Refers 10 businesses reporting no peyroll deductions in the previous year
    13) Refers to businesses reporeing no payroll deductions in the following year
    "mewir repo ting" and "nc ionger reporting" businesses are assumed to have been in activity for six months and the information is adjusted acsordingly

    See table 1 for symbols and nores

[^16]:    (1) These estimates are besed on semple of businesses reporing seles beiween $\$ 25,000$ and $\$ 2,000,000$. See table 1 fop symbols and notes

[^17]:    (1) These estimeses be based on sample of businesses feporting seles between $\$ 25,000$ and $\$ 2,000.000$.

[^18]:     on ly those businesses reporting sutent of changes.
    See Teble 1 for symbols and notes.

[^19]:    Sic 6222-Television, Radio and Sterec Storet
     engaged in selling pecoids. qapes. musical instruments and parts for felevision ond radio sets bno stereo equipnent bs well bs scme
    repairing of such equipment. Lnciuded are businesses engaged in retail home computers: retail loud speakers: refail householo fadio receiving sets: retail soumo equipment. componenis and paris: retail household stereo record players: retail household tape players end pecorders; retail telephones; pelevision and radio stores; television. radio and stereo seopes: retail felevision sets; reteil tuners and amplifiers and petail video pecorders

[^20]:    111 These estimetes are besed on semple businesses reporting seles beiween $\$ 25.000$ and $\$ 2,000.000$.
    See Table for symbols and notes

[^21]:    (1) Average boour units are colculated by oividing tot peypoli by the averoge onnum wage and sary rete os reported in the

    Survey of Employmen?, Payroll and Hours. Stalistics Canada. Eatolopue $92-002$. An average labour unit could de interpreled as a fult-time mployef. Note that the business size groups used are delerminod at the canada level. Thus if a business has ef leas? 500 employees in Canada as a whole but less than thet number in any given province it is shom in the 500 ong over group.
    (2) Refers to businesses reporting no payroll deductions in the previous year
    (3) Refers io businesses reporting no payroll deductions in the following year
    "Newly reporting" and "no longer reporting" businesses are assuned 20 have been in activity for six months and the information is adjusted accordingly

    See iable i for symbols and nores.

[^22]:    (1) These estimates gre Dased on sample of businesses reporiing sales betwet $\$ 25,000$ thd $\$ 2,000,000$.

    See lable 1 for symbols and notes

[^23]:    (1) merage latour units bre calculsted by dividing total doyroll by the average onnual wage ond solory pate es reported in the Surver of Employment. Payroll and Hours. Stetistics Canaca. Catalogue $92-002$. An average labour unit could be interpreted as a full-time employee Note that the business size groups used are determined it the lanode level. Thus if o business has of leas? 500 amployees in canada as a whole but less than that number in any given province it is shown in the 500 and over group.
    (2) Refers to bus inesses reporting no parroll deductions in the previous year.
    (3) Refers to businesses reporting no payroll deductions in the following year
    "Wewly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adiusted accordingly

    See rate i for symbols and motes

[^24]:    111 These estimates bre besed on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$
    See ioble for symols and notes

[^25]:    (1) Average labour units ore calculated oy dividing rotai poyroil by the overage annual wage and satary pate as reported in the Survey of Emeloyment, Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be inierpreted as a full-i ine employee. Hote that the business size groups used are determined at the Canado level. Thus if a business has st least 500 employees in Cango as of wole but less than thet number in any given province it is shown in the 500 ond over group.
    (2) Refers to Dusinesses reporiing mo poyroll deductions in the previous year.
    (3) Refeis to businesses reporiing no payroll ceductions in the following year

    Mewly reporting" and mo tonger reporting" businesses are assumeo so have bean in activity for six months and the information is adjusted accorgingly

    See Table 1 for symbols end notes

[^26]:    111 These estimates re based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$

[^27]:    IIt The retios represent the everege of patios for each business in the proup sid connot be calculated from the figufes shown in feble 2
    12) These estimetes bre bused on semple of businesses puporting seles betwen 825,000 and $\$ 2.000,000$.

[^28]:    (1) Averape lebour units are calcuiated by dividing totel poyroll by the averoge annual wage and salary rote as roportad in the Surver of Employment. Porroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a fuil-time enployee Nore thot the business size groups used are determimed at the Canade level ihus if a business has at least 500 employees in Canaoo os a whole but less than that number in my given province it is shown in the 500 ond over group.
    121 Refers io bus,nesses repo ting no payroll oeductions in the previous year.
    (3| Refers ic Dusimesses reporting no payroll deductions in the following year
    "Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is edjustec accordingly

    See latele, for symbols and notes

[^29]:    11 These estinates are Dasec on a sample of Dusinesses repoping sales beiween $\$ 25,000$ and $\$ 2.000 .000$.

[^30]:    111 these estimbtes oresed on smple of businesses reporting sales beiween $\$ 25,000$ and $82,000,000$
    Ste lable 1 for symbols and notes

[^31]:    S1C 8112 - Morels
    Businesses primarily engaged in shop term occomodation to the public with or without food, beverage and other strvicus. A motel-type com has access from the exterior only and generally has darking facilities in close proximity. These businesses include motel eccomodation services. motel loging services and motels.

[^32]:    11 Average labour units are calculated Dy dividing total poyroll by the average annul wage and salary rate as poorted in tho Survey of Employment. Payroll and Hours. Stetistics Candad. Catalogue p2-002. An average labour unit could be interpreted os a full-time employee. Note that the business size groups used are determined at the canada level. inus it a business has ai least 500 employees in Canade as atole but less ihan that number in any given province it is shown in the soo and over group.
    (2) Refers to businesses reporting no payroll deductions in the previous year.
    (3) Refers to businesses reporting no payroll deductions in the following yeser.

    Newly pepo ting" and "no lomger ceporting" businesses are assumed to have been in activity for six months ond the information is acjusied accoraingly.

    See Table for symbols and notes

[^33]:    (11 These estinates are based on samplo of businesses Peporing sales between $\$ 25.000$ and 82.000 .000
    See trole ifor symols and notes

[^34]:    (i) The ratios represent the overge of ratios for esch business in the proup ond cannat be calculbed from the figur es shown in table 2

[^35]:     Survey of Enployment. Peyroll and Hours. Statistics Cansda, Catelopue 12-002. An average labour unit could be interpieted as a full-time emplover. Mote iher the business size groups used ere determined et the canade level. Thus if business hes bt least 500 moloyees in Cande os whote but less then thst number in ony given province it is shown in the 500 and over group
    121 Reters to Dusinesses poporting no payroll deductions in the previous yesp
    (3) Refers to businesses peporting no peyroll deductions in the following yeser
    "Newly reporting" and Eno longer reparting" businesses are assumed to have been in activity for six months and the information is odusted accordirgiy

    See Table tor symbols and noias

